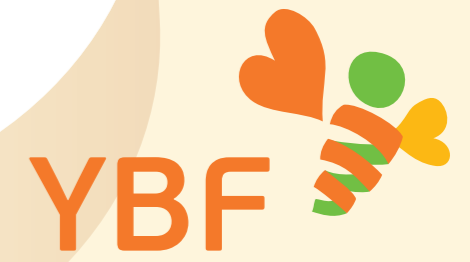


牵手·汇爱

HOLDING HANDS & MEETING LOVE



YBF  
鄞州银行公益基金会  
Yinzhou Bank Foundation

有爱·有未来

There is love, There is future

# Annual Report

## 2013

鄞州银行公益基金会  
年度报告



电话Tel: 0574-87412389



传真Fax: 0574-89214289



邮编P.C: 315100



地址：宁波市鄞州区民惠西路88号12楼  
Address: 12F No.88 Minhui Xi Road,  
Yinzhou District, Ningbo



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## 基金会基本信息

名称: 宁波鄞州银行公益基金会  
登记证号码: 浙基证字第52097号  
组织机构代码证号码: 50188452-9  
国家AAAA级社会组织

## Registration

Name: Yinzhou Bank Foundation  
Registration Number: 浙基证字第52097号  
Organization Code: 50188452-9  
The National AAAA Social Organization

## 基金会联络信息

地址: 宁波市鄞州区民惠西路88号  
邮政编码: 315100  
联系电话: 0574-87412389  
传真: 0574-89214289  
电子邮箱: service@beebf.org  
网站: www.beebf.org  
开户银行: 宁波鄞州农村合作银行营业部  
银行账号: 81011101302204395

## Contact Information

Address: NO.88 Minhui Xi Road, Yinzhou District, Ningbo  
Zip Code: 315100  
Tel: 0574-87412389  
Fax: 0574-89214289  
Email: service@beebf.org  
Website: www.beebf.org  
Ningbo Yinzhou Rural Cooperative Bank Business Department  
Bank Account: 81011101302204395

## 2013年基金会荣誉

被中共宁波市委、宁波市政府授予“抗洪救灾先进集体”称号  
被宁波市政府评为“优秀公益项目奖”  
被宁波市红十字会评为“奉献服务奖”  
“天使味道智障人士快乐就业”项目获宁波市公益项目设计大赛三等奖  
“牵手系列公益项目”被中国银行业协会评为“年度公益慈善优秀项目奖”

# 目录

## Contents

01-02	理、监事团队
03-06	理事长致辞
07-38	年度项目集萃
07-22	牵手公益
23-32	牵手未来
33-38	牵手生命
39-40	公益贴士
41-42	媒体关注
43-44	财务收支情况
45-49	审计报告
50	志愿服务时间统计
51	捐赠明细

## About YBF

基金会以“聚焦三农领域、帮扶弱势群体，关注环境保护、倡导人人公益”为宗旨，以践行社会责任，参与公益事业，促进社会和谐为目标，以推动农村社会进步，促进农村经济发展，帮扶农民安居乐业为主方向，在教育、卫生、环保和推动社会生态文明建设等领域开展公益活动，努力成为区域内公益行业的探索者、实践者、引领者。

The purpose of foundation is “focus on three dimensional rural issues, helping vulnerable groups, concerned about environmental protection, advocating for all public interest”, which is aimed at social responsibility, participation in public welfare and promotion social harmony. The main direction is promoting rural social progress and the rural economic development, and helping people to live and work in peace and contentment, while the charitable activities carries out in the field of education, health, environmental protection and the promotion of social construction of ecological civilization. Make great efforts to become the explorer, practitioners, leader of public sector.



# Y

## 理、监事团队

Director, Supervisor Team



**陈耀芳**

鄞州银行公益基金会理事长  
Chen Yaofang  
Chairman of Yinzhou Bank Foundation

**周建斌**

鄞州银行公益基金会理事  
鄞州银行董事长  
Zhou Jianbin  
Director of Yinzhou Bank Foundation  
Chairman of Yinzhou Bank

**李波**

鄞州银行公益基金会理事  
鄞州银行工会主席  
Li Bo  
Director of Yinzhou Bank Foundation  
Chairman of the Labor Union of Yinzhou Bank

**周国富**

鄞州银行公益基金会理事  
Zhou Guofu  
Director of Yinzhou Bank Foundation

**徐卫东**

鄞州银行公益基金会监事  
鄞州区政协办公室副主任  
Xu Weidong  
Supervisor of Yinzhou Bank Foundation  
Deputy Director of the CPPCC of Yinzhou District

**丁国年**

鄞州银行公益基金会理事  
宁波国骅集团董事长  
Ding Guonian  
Director of Yinzhou Bank Foundation  
Chairman of Ningbo Guohua Group

**梁雪琴**

鄞州银行公益基金会理事  
鄞州银行监事长  
Liang Xueqin  
Director of Yinzhou Bank Foundation  
Chief Supervisor of Yinzhou Bank

**李建国**

鄞州银行公益基金会理事  
Li Jianguo  
Director of Yinzhou Bank Foundation

**严意娜**

鄞州银行公益基金会理事、秘书长  
Yan Yina  
Director of Yinzhou Bank Foundation  
Secretary-general of Yinzhou Bank Foundation

**钱文龙**

鄞州银行公益基金会理事  
宁波华龙投资建设开发有限公司董事长  
Qian Wenlong  
Director of Yinzhou Bank Foundation  
Chairman of Ningbo Hualong Investment and Construction Development Co., Ltd

**仇坤**

鄞州银行公益基金会理事  
鄞州银行行长  
Qiu Kun  
Director of Yinzhou Bank Foundation  
President of Yinzhou Bank

**孙建敏**

鄞州银行公益基金会理事  
Sun Jianmin  
Director of Yinzhou Bank Foundation

**张孟尊**

鄞州银行公益基金会监事  
鄞州区民政局副局长  
Zhang Mengsong  
Supervisor of Yinzhou Bank Foundation  
Deputy Director of Civil Affairs of Yinzhou Bureau

## 做公益很累、很辛苦 公益人很酷、很幸福

陈耀芳

这是一个已经无法一劳永逸的时代，不论从事着哪一个行业，焦虑感都如影随形，没有什么事还能一成不变。

年轻人已然流行怀旧，怀念逝去的时光和记忆，试图逃避当下的困顿、逃避现实的不堪。你是否发现，更多的人将目光重新转向宗教，试图向老祖宗寻求智慧和答案。

然而我们怀念的究竟是什么？是“说走就走”的洒脱？是“敢爱敢恨”的干脆利落？还是面对变化，依然保持柔润灵敏的内心和坚定应对的勇气！

“人世难，出世更难，唯有将‘小我’化‘大公’，方能出入自如，进退皆宜”，这是我于2014年1月8日在微信上发出的感慨，当即引来众友“赞”声一片、“嘘”声一阵。静思一下，看哀牢山顶，86岁的褚时健还在种橙子，他从不轻易说“不可能”；观台湾海岸，一群平均年龄80岁，身患各种慢性病的老人们，骑着摩托车环完了全岛，2013年（6年后），“不老骑士”们又骑着哈雷去了美国的66号公路；香港的麦里浩径上，4个小学同学，为了纪念他们毕业50周年，决定用48个小时走完毅行，挑战那100公里连绵不断的山路，这一路上有着各种理由参赛的毅行者，年龄从18到80岁不等……

他们真的比大多数人更强吗？NO！除了褚时健曾有过辉煌的历史外，其他人与你我无异。他们只是不愿意放弃自己，不舍得和内心的“我”告别！

但往往，我们很少有机会真正去触及内心的“我”，挑战那个“我”，也因此很少认识到“我”的强大。

2013年10月，“菲特”台风来袭之前，我也几乎快忘了那种力量。然而当上千个“我”因“菲特”而集结，产生出几乎扭曲常规认知的力量时，却足以令人动容，当我几次向友人叙述、分享这一过程时，几乎都会情不自禁……

2013年10月9日，上午10：00，“菲特”台风灾害形成之际，理事会形成紧急决议，拨付专项救援资金100万元。用于采购救援物资和对配合基金会施救过程中有突出表现的民间公益组织、志愿者的褒奖。从基金会微博、微信发出消息征询灾情信息，采购、征集救灾物资，征集志愿者，到下午16：00首批救援物资启运余姚灾区，6小时，仅仅6小时，就汇集了255条充气艇、500件救生衣和近30吨八宝粥、方便面、面包、矿泉水等救援物资。

基金会成立两年多来，做了数十个公益项目，不乏有大量志愿者参与的，但短短6个小时的反应时间，对一个尚未担当过重大救灾任务的基金会，会是多么巨大的挑战！我们不清楚会有谁来响应？也不清楚怎么会有那么多物资汇集起来？更不清楚让谁？需要多久才能将这些物资送到灾民手中？

消息一出，基金会几部电话此起彼伏，越野e族的车队来了，安徽籍的货车队长开着载重50吨的巨无霸工程车来了，众多私家车主开着他们的奔驰、宝马、路虎越野车来了，数以千计的志愿者们热烈响应，几小时，仅仅几小时，救援物资被一车车地拉走，对接到余姚的民政部门和志愿者组织，一一运送发放到灾民手中，这一切竟然是那么顺畅、那么地有条不紊。10月9日至12日，四天内，整个救援过程，基金会组织了千余名志愿者、近百辆私家车参与抗洪救灾，向余姚、鄞州、奉化灾区运送、分发了价值200余万元的救援物资60余吨（其中基金会自行采购30余吨，爱心企业捐赠30余吨）。当收到中共余姚市委、余姚市人民政府专门发来的感谢信，当接过中共宁波市委、宁波市政府授予的“抗洪救灾先进集体”奖牌时，我自然想到了他们，如果你有缘读到本文，请记住他们，他们是新时代最可爱的人！他们是：宁波市四明户外应急救援队、宁波恒动水陆装备救援队、宁波三江汽车运动俱乐部、宁波自由风联盟、宁波微联盟、宁波读书人俱乐部、宁波市百川公益服务中心、象山户外应急救援队、宁海山地救援队、慈溪古塘志愿义工联合银行、北仑红领之家、余姚爱心之家、象山绿丝带、奉化市慈善总会义工分会、宁波爱心同盟、慈溪市慈航公益服务中心、慈溪义工群友会、宁波蜡烛爱心助学站、慈溪爱心俱乐部、帮办慈善义工大队、宁海心援志愿者、宁波狮子会，还有拉登、坦克、老黑、眼睛姐姐、别问、初八、农民、何大人……千余名知道名字或不知道名字的民间组织和志愿者，感谢你们！

不知道这一个个“我”从何而来，平时是什么模样，几分钟之前一无所知，那一刻，我们在一起并肩救灾，在危难之际形成一股巨大的合力，他们短暂地离开惯有的轨道，凝聚在“救灾”这一使命之上，每个人的行动带来的改变，让人不由地联想到公益慈善的真谛——帮助别人，快乐自己！我相信他们在做这件事的同时，内心一定是无比愉悦的！

公益，将你、我、他凝聚其中。原来，公益与别的事也一样，可以很酷，可以很有趣，可以很时尚！人人公益、时尚公益，一直是我想跟大家分享的观点。我们的“天使味道智障者快乐就业项目”获社会各界的高度肯定和支持，其产品为宁波银行、鄞州银行、宁波太平洋保险、浙商保险、万豪酒店、索菲特酒店、爱马仕专营店等众多具社会责任感的企业和李云迪、郑洁等社会名流所青睐，或多或少佐证了我的这一观点。

由此，我们想在宁波建一个创导“人人公益、时尚公益”的公益慈善综合体，为宁波的公益人做一个共有共享的平台；我们努力推进宁波古道资源的整合，建一个本土的百公里毅行步道；我们还想让有限的公益基金在支持区域经济、社会发展过程中发挥更大的作用……

也许这算不得是最美好的当下，但当我们相信自己的力量，敢于去做出哪怕一点点改变，那么我们就敢于去憧憬最美好的未来。

美好的未来不是一个虚无的幻想，而是根植于我们内心之中的信念和当下每一个行动带来的改变！我们是谁，未来便是谁，我们如何，未来便如何！

# Tired&Hard Public Welfare, Cool&Happy Doers

Chen Yaofang

It's an era that nothing can once and for all. Whichever industry you are engaged in, anxiety is haunting and nothing is immutable.

Nowadays nostalgia is very popular among the youngsters, who miss the parting time and memories, try to escape from the hardship and unbearable reality at present. Do you discover that more people return to religions and try to seek for the answers and wisdom from our ancestors?

However, what are we missing indeed? The easygoing that taking leave without delay? The straightforward for daring to love and hate? Or the soft and sensitive heart and firm courage remained when facing the changes?

"Being hermitic is harder than being mundane. Only turning self to selfless can we dip in and out freely." That is what I posted on We-chat on January 8, 2014, which attracted numerous laud and lament from friends' immediately. Take meditation and look at the top of Mountain Ailao, 86-year-old Chu Shijian is still planting oranges and never say "impossible" easily; take a view on the coast of Taiwan, a group of old man whose average age are 80 years suffering from various chronic diseases, rang over the island by motorcycle. While in 2013 (six years later), "ageless knights" rode a Harley to the 66 Highway in USA; On the Maclehorse Trail in Hong Kong, four classmates at primary school decided to challenge 100 kilometers of mountain road and finish trail walker in 48 hours in order to commemorate the 50th anniversary of their graduation. A variety of participators come on the way with different reasons, ranging from 18 to 80 years old .....

Are they really stronger than most people? NO! Besides Chu Shijian who had a glorious history, the others are no different from us. They are just not willing to give up and say Goodbye to their inner self!

Usually we rarely have the opportunity to really touch the inside of us and then make a challenge so that we seldom

recognize the power of our inner self.

In October 2013, before the Typhoon Fitow came, I almost forgot that power. However, when thousands of "I" gathered for fighting against Typhoon Fitow, which produces an almost twisted routine cognitive force, but enough to be moved. When I shared this process with friends, I am always touched.

At 10:00 in the morning On October 9, 2013, after the disasters brought by typhoon Fitow, the Foundation council made an emergency resolution to raise the specific rescue fund of 1 million yuan which was used to purchase the rescue supplies and praise the non-profit organizations' and volunteers' outstanding performance in the process of rescue with the Foundation. From the time the Foundation sent the message to consult the disaster information through Microblog and We-chat, purchased relief supplies, and collected recruited volunteers, to 16:00 pm the Foundation sent the first batch of relief supplies to Yuyao disaster area ,it took only 6 hours! In such merely 6 hours, 255 inflatable boats, 500 life jackets, nearly 30 tons of rice puddings, instant noodles, bread, mineral water and other relief supplies were collected.

It has been over two years since the Foundation was established. The Foundation has accomplished dozens of public projects which attracted lots of volunteers, however, 6 hours of reaction time is a great challenge for the Foundation which has not taken charge of the big relief mission yet. We have no idea about who will respond, or how so much materials will be brought, let alone ask who and how long to send the supplies to the victims.

After the news was sent, the phones in the Foundation office rang one after another. A team of SUV came; a truck captain driver from Anhui province driving a giant vehicle of 50 tons came; many private car owners driving their Mercedes-Benz , BMW , Land Rover SUVs came; thousands

of volunteers responded enthusiastically. The relief supplies were transported car by car through Yuyao Civil Affair Department and volunteer organizations to the victims only in a few hours. All of the above mentioned process was in such orderly manner. The Foundation organized over one thousand volunteers and nearly one hundred people with their private cars to relief the flood disaster, to send and distribute over 60 tons of relief supplies valued more than 2 million yuan (of which half was bought by the Foundation and half was donated by the corporates) for the disaster areas in Yuyao, Yinzhou and Fenghua in four days from October 9 to 12. Upon receiving the letters of thanks specifically sent by Yuyao CPC Municipal Committee and Yuyao People's Government, upon receiving the "Flood Relief Advanced Collective " medals awarded by Yuyao CPC Municipal Committee and Yuyao People's Government, I naturally thought of them. If you are destined to read this article, keep them in your mind, please. They are the angels in the new era: Ningbo Siming Outdoor Emergency Rescue Team, Ningbo Hengdong Amphibious Equipment And Rescue Teams, Ningbo Sanjiang Motor Sports Club, Ningbo Free Wind Alliance, Ningbo Micro Union, Ningbo Reading Club, Ningbo Baichuan Public Service Center, Xiangshan Outdoor Emergency Rescue Team, Ninghai Mountain Rescue Team, Cixi Gutang Volunteer and Voluntary Workers Union Bank, Beilun Red Collar Family, Yuyao Loving Home, Xiangshan Green Ribbon, Fenghua Charity Voluntary Workers' Branch, Ningbo Love Alliance, Cixi Cihang Public Service Center, Cixi Voluntary Workers Group, Ningbo Candles Loving Student Helper Station, Cixi Helping Hands Club, Charity Voluntary Workers Brigade, Ninghai Xinyuan Volunteers, Ningbo Lions Club, as well as Laden, Tank, Laohei, Sister Eyes, Biewen, Chuba, Farmer, Big He, etc. And over thousands of non-governmental organizations and volunteers whose names I know or don't. Thank you!

Without knowing where all the "I"s come from, how do they look like ordinarily, we don't know anything a few minutes ago, but at that very moment we are together side by side,

forming a huge force in time of crisis. They briefly leave their usual track, condensing on the mission of "Relief" . The changes brought by everyone's actions lead us think of the true meaning of charity involuntarily- helping others, bringing own happiness! I believe when they are fighting against the floods they must be very pleasant at the same time!

Charity unites you, me and him. Like the others, welfare can be very cool, funny and fashionable as well! Everyone-charity and fashionable charity is the idea that I always want to share. Our "Angel-taste happy Employment Project for Persons with Mental Handicap" has won high recognition and supports in all sectors of society. Its products gain popularity by the companies full of social responsible, e.g. Bank of Ningbo, Yinzhou Bank, Ningbo Pacific Insurance Co.,Ltd, Zheshang Insurance Co.,Ltd, Marriott Hotel, Sofitel Hotel, subsidiaries of Hermes, by the other celebrities such as Li Yundi, Zheng Jie, and so on. All of which somehow corroborates my view.

Therefore, we want to establish a complex charity named "Everyone-charity and fashionable charity" in Ningbo, set up a shared public service platform; we strive to promote the integration of Ningbo trail resources and build a local hundred kilometers walkway; we want to make full use of our limited public funds to play a greater role in support of regional economic and social development as well.

Perhaps this might not be the best moment, but we believe that we dare to look forward to the best future as long as we believe in our own strength and make a change even a little bit.

A better future is not a fantasy. It's the belief rooted in innermost being and the changes brought by each action! Who we are makes whose future, and how we are makes how the future is!

# 牵手公益



鄞州银行公益基金会支持民间公益发展、有效提升公益创投质量、倡导社会影响力投资，孵化支持社会企业发展，将逐步向资助型基金基金会转型。

牵手公益系列是基金会历年的主要项目系列，该系列2013年总计实施16个公益项目，牵手夕阳 定格幸福、牵手公益流动伞、天使味道、“菲特”抗灾、公益创投……每个项目都给志愿者和公益组织搭建参与公益的平台。

在中国古代，倡导日行一善，就是每天做一些我们力所能及的事情，而如今，你的小小善举就会带来社会更好的改变。



## HAND-IN-HAND PUBLIC WELFARE

Yinzhou Bank Foundation will gradually transform to Grand-making foundation, to support folk public welfare development, to strive to enhance the efficiency of venture philanthropy, advocate social influential investment, and support social enterprise development.

This is a major project of foundation over the years, and it implemented a total of 16 public welfare projects in 2013, such as Hand-in-hand with the seniors , Forever Happiness, Flowing Umbrellas, Angel Way, Fitow Disaster Relief, Venture Philanthropy... Every project is of importance for volunteers and public welfare organization to construct a public welfare platform.

In ancient China, we advocated to do anything we can do every day. And now, your tiny kindness will bring about better changes.

### 牵手公益流动伞

“牵手公益流动伞”项目由基金会发起，旨在为市民在需要的时候能在就近的借还点免费、便捷地借到流动伞，并可在任意借还点就近归还，形成成熟的公益循环链，为宁波市市民带去方便的同时重建人与人之间的信任。基金会几次通过媒体向社会公开征集牵手公益流动伞借还点，以伞为载体向社会传递正能量，截止2013年总计分批投放71000把，有29000在生产线上将渐次待投放，通过和公益伙伴共同联名、共同管理的方式，倡导文明用伞，有借有还，项目得到广泛传播和社会的高度认可。

### Flowing Umbrella

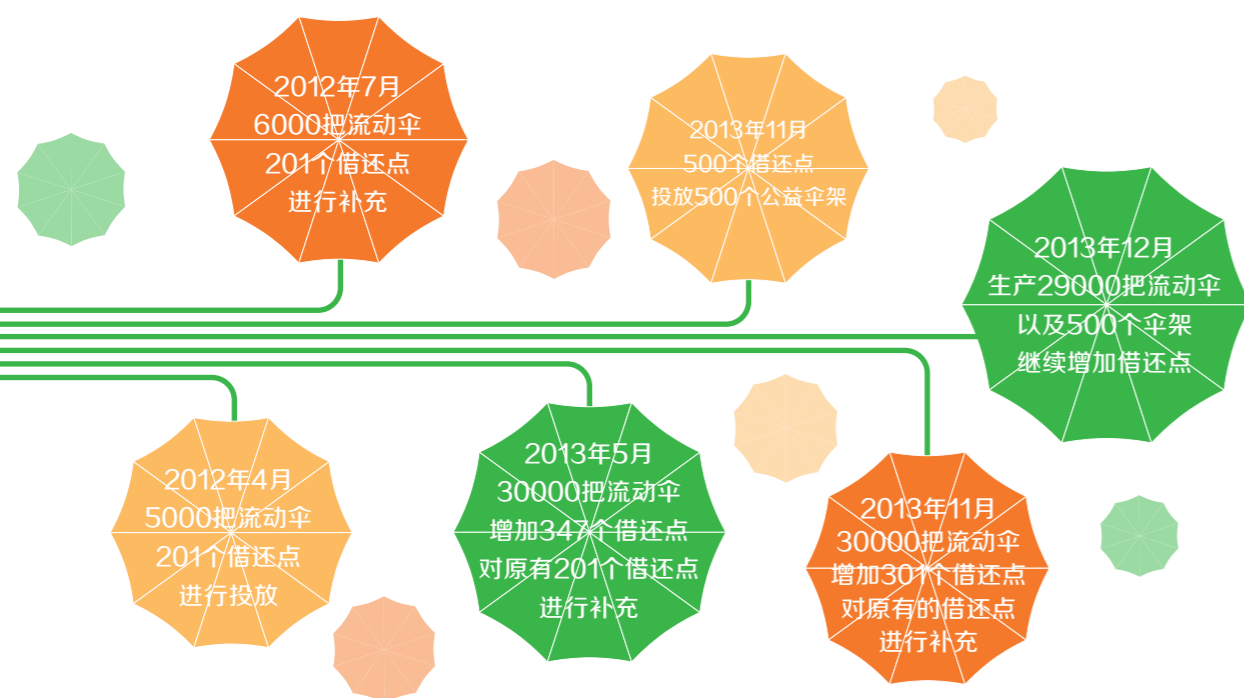
Flowing umbrella project was initiated by the Yinzhou Bank Public Foundation, aiming at supplying people with umbrellas so that whether they are in the rain or in the sun, they can easily borrow the free umbrellas, and can return them nearby. It hopes to form a nature social circle chain to bring convenience and trust to Ningbo citizens. The Foundation has publicly collected the circulation places since 2013 as carrier. These umbrellas have delivered positive energy to the society. By the end of 2013, 710 million umbrellas and 29000 umbrellas are waiting to be put on the production. The project is widely spread and highly recognized, through jointing the public partners together, common management, advocating the civilization, borrowing and returning,

### 2012 vs 2013

增大了投放量，得以使更多市民用上流动伞，参与项目参与和传播；  
Increased supplement, make more people use umbrellas, participate in project and dissemination;

大规模扩展了借还点，且加强了借还点的选择和管理；给每个借还点放置统一标识的公益伞架，方便市民识别、借还点管理、项目的传播。  
large-scale extension point and strengthened the borrowed still point selection and management; For each borrowed point, unified label umbrella rack of public welfare foundation is placed in order to convenient recognition, spot management, and project publicity.

平台效应凸显，合作方式更为多元化，在解决社会公益需求的同时，也扩大了项目的公益影响力；  
Platform is more effective and cooperation way is more diversified. Meanwhile, in the solution to the social demand, the social influence of the project is enhanced.



项目标语: 我献爱心你用伞, 用好完整就还。  
公益合作单位: 鄞州银行、《东南商报》妈妈大学、《宁波日报》帮办周刊、中国宁波网、鄞州区文明办、鄞州区教育局……

Project slogan:  
Using umbrella with my love, taking it carefully with return

Good cooperation units: Yinzhou bank, The southeast business daily mother university, Ningbo daily deputy weekly in Yinzhou district, Ningbo China net, Civilization office, Yinzhou district bureau of education...



借还点设在宁波的社区、汽车站、火车站、机场、学校、政府办事大厅、鄞州银行网点、大型超市、医院、商场等人流聚集地和公共场所等。

Circulation places:  
Ningbo community, bus stations, railway stations, airports, schools, government halls, Yinzhou Bank branches, large supermarkets, hospitals, shopping malls, other traffic hubs, public places and so on.



## 天使味道 智障者快乐就业平台

有一个平凡的家庭中有一位存在心智发展障碍的小孩，他的妈妈曾经说过，她这辈子最难过的事就是带着她的小孩在路上走的时候，因为要收到许多异样的眼光和指指点点，让她时常感到无地自容。一个真实的故事，只是所有存在这样情况家庭的一个缩影，为了改善这样的现状、改观所有人对心智发展障碍小孩的认识、改变他们的生活状态，在基金会和三个怀揣公益心的年轻人的共同努力下，成立了宁波天使味道食品有限公司这家社会企业。该公司定位为“以商业方式解决天使的社会融入问题”，以社会大众用“消费即公益”的理念参与人人公益，关注这个曾经主动走出我们大众视线的特殊群体，让其家庭得到解放，让天使快乐成长。

## Angel Way The employment program for the retarded

There is a mental development barriered child in an ordinary family, his mother said that the saddest thing for her is to lead her child to go out, because of the strange eyes and comments. It is a true story but an epitome. In order to improve this situation, change the understanding of the retarded children and to change their life status, foundation with three young people made great efforts to establish Ningbo Angel Way Food Co., Ltd. The company aims to "solve the angel social problems in commercial way", spread "consumption is the public's attitude to the public and encourage people to pay attention to the welfare, help these families free from anxiety and the angel grow happily.



## 终身教育、终身照顾

基金会作为民间公益组织，以“聚焦三农领域、帮扶弱势群体、关注环境保护、倡导人人公益”为宗旨，致力于以商业方式解决社会问题，倡导永续公益、人人公益、时尚公益，基金会孵化“宁波天使味道食品有限公司”，该公司以解决“天使的社会融入”问题为主要目标，以天使制作烘焙产品，公司其他团队经营、销售等方式，让天使及其家庭面对、融入社会，并通过社会的多方支持，使公司良好发展，从而解决一部分天使的终身教育和终身照顾。

## Lifelong education & Lifelong care

As a folk welfare organization, Yinzhou Bank Foundation focuses on the areas of agriculture, rural areas and farmers, helping vulnerable groups, focus on environmental protection, advocating everyone good" for the purpose, committed to solving social problems in commercial way, advocating sustainable welfare, charitable, fashion, everyone foundation hatching "Ningbo Angel Way Food Co., Ltd.", the company targets to solve the problem of "angel social integration" with the angel bakery products, company other team overall management, sales, let angels and their families melt into the society. With social support, it hopes to make the company a good development so as to solve part of the angels' lifelong education and lifelong care.

## 关于社会企业

社会企业首要目的是为了“解决社会问题”！一家成功的社会企业可以通过自身的运营实现财务上的可持续性，这使它区别于传统的“公益组织”。所谓社会企业不是纯粹的企业，亦不是一般的社会服务，社会企业通过商业手法运作，赚取利润用以贡献社会。以社会影响优先，有它的利益回报底线，不是为了股东利润最大化，而是将利润重新投资于企业或社区，以实现社会目标，解决社会问题；重视社会价值，多于追求最大的企业盈利。

宁波天使味道食品有限公司正是这样的一家企业！

## Social Enterprise

The first aim of social enterprise is "To solve social problems." A successful social enterprise can realize its own financial sustainability by running business, which makes it different from traditional non-profit organizations. The so-called social enterprises are not just enterprises, and not just the normal social service. Social enterprises make money by commercial methods and contribute them back to the society. Giving priority to social influence, having their bottom line of profit, not maximizing profit for shareholders, social enterprises put the profit back into enterprises or communities to realize social target, solve social problems, and focus on social value more than pursue enterprises' maximum profit.

Angel Way is such a social business!



天使味道的学员们正在接受正规、严格的烘焙训练。天使们优于常人的专注度，使得他们做出来的饼干不逊色于常人。

The first phase of the student of "Angel Way" has finished the strict and systematically baking training,, the concentration of angels are superior to the ordinary people, they make cookies also no less.

网店地址：<http://tswd.taobao.com>



## 天使在身边

他们生下来能力就不如人，反应比别人迟钝，身体多了一些缺陷，但他们一样有想要学习的心，也想要成就自己，回报父母，回馈社会……这些与众不同的孩子，就像急着来到这个世界的天使，他们弄弯了翅膀，却还是勇敢的努力生活，用微笑面对世界，等待有人能牵着他们的手，走向未来。

## 社会关注

著名钢琴家李云迪先生来甬举办演奏会期间，基金会的一百多名志愿者在宁波大剧院广场进行义卖，“天使味道”饼干第一次亮相；

著名网球运动员郑洁来甬比赛期间，听说了“天使味道”这个公益项目，也特意百忙之中抽出时间来到天使味道烘焙车间，与天使们进行了亲切的互动并送上了美好的祝福；

“天使味道”和宁波二套《相信爱》合作，在天一广场、在居民社区……志愿者通过项目介绍、试吃饼干、义卖产品等方式让更多人关注天使，走近天使；

基金会拍摄公益微电影，天使及其家庭、天使团队的工作人员以及基金会的志愿者们共同参与，本色出演，述说着天使的成长，参与者的快乐，旁人的感动，我们共同的幸福！

2013年12月11日的《宁波日报》四版头条消息《天使味道，让智障者活得有尊严》对“天使味道智障者快乐就业项目”作了详细介绍，引起社会广泛关注；

2014年12月30-31日晚上连续两天的《宁波新闻》对“天使味道”作了详细报道，通过电视画面，天使们第一次走进了人们的生活，也让更多的人了解社会企业和造血型公益。



## Angel is Beside You

They were born with less ability and react more slowly than normal people, their bodies have some defects, but they are willing to study as normal people, and also want to take care of themselves, take care of their parents in return, repay society…… These unusual children, who are like angels coming to this world in rush, break their wings, hit their heads, but they struggle for better life bravely, face the world with smile, and wait for somebody who can lead them by hand to the future.



## Social concern

Well-known pianist Mr. Li Yundi held the concert in Ningbo. During the time, the foundation of more than one hundred volunteers were doing charity sale in Ningbo grand theatre square. That's the "angel way cookies" first appearance;

During the games of the famous tennis player Zhen jie in Ningbo, she heard about the "angel way" the welfare project, and went to angel taste roasting workshop of specially. The angels held cordial interaction and sent good wishes;

"Angel Way" cooperated with Ningbo TV 2 "believe in love", more people paid attention to the angel, approached the angel in the Tianyi square, in resident community, and so on through volunteers' project introduction, foretaste biscuits, charity sale and other ways.

Foundation shot public micro movies, angels and their families, the angel team staff as well as the foundation of the volunteers participate, portray themselves, telling the growth of angels. The joy of participation, the touching of others is our common happiness!

On December 11, 2013 Ningbo daily fourth edition's headlines of "the angel way, let the disabled person live with dignity "has made the detailed introduction of" happy angel for the mentally disabled employment program ", cause social widespread attention;

On evening of December 30 -31, 2013, "Ningbo news" has made a continuous detailed report, through television the angels went into people's life for the first time, letting more people understand the social enterprise and hematopoiesis.

## “菲特” 台风灾害救灾

2013年第23号台风“菲特”给宁波带来极强降水，因洪涝灾害使群众财产受到严重损失，当时还有众多群众被困，面临断水断粮。10月9日基金会理事会紧急决议，基金会积极投入救灾，并安排救援资金100万元用于救灾物资的采购、运输、发放以及灾后优秀志愿者和团队的奖励。

“菲特”救灾期间，基金会收到社会各界定向捐款达293816.7元，获赠善款分别来自宁波读书人俱乐部263616.7元，新疆五家渠国民村镇银行员工24700元，中国计量学院余姚人在计量小队5500元。采购、运送、分发的物资总量达60余吨。



## Provide Help during Typhoon Fitow

In 2013, the 23<sup>rd</sup> typhoon, Fitow brought heavy rain to Ningbo, the property of the masses has suffered big losses because of floods. At that time, there were a lot of people who were in trouble and without food and fresh water. On October 9th, the Council of foundation made an urgent decision that they began to help the stricken people immediately, and arranged 1 million which was used to buy relief supplies, deliver them, hand out them and to reward outstanding volunteers and teams after the floods.

After Typhoon Fitow the foundation received many donations up to RMB293816.7 from many different people and organizations, such as Reading Club with donations of RMB 263616.7, the bank crew of Xinjiang Wujiagu Village with donation of RMB 24700, Yuyao People in Measuring Unit of China Jiliang University with donation of RMB 5500. The total tons of relief supplies that we bought, delivered and handed out is up to 60 tons.

“菲特”期间基金会共送往灾区：  
570条皮划艇、1000件救生衣、  
20吨漂白粉、60余吨食品……

The foundation sented to the disaster area during Fitow: 570 kayaks, 1000 life jackets, 20 tons of bleaching powder, more than 60 tons of food……



面对部分重灾区断水断粮，基金会工作人员、志愿者以及当地群众积极开展救灾工作，图为志愿者用皮划艇运送救灾物资。

some places cut off food and water supplies, the foundation staffs, volunteers and local people are engaging in disaster relief work, the graph shows the volunteers are carrying relief supplies by the kayaks.

### 基金会救灾及灾后援助轨迹：

- 10月9日 理事会通过了《关于“菲特”台风灾后实施援助的决议》；基金会采购255条充气艇、500件救生衣发往余姚灾区。微联盟众多志愿者集结运输力量把物资集中到一处，基金会协调工程车辆运输至余姚，余姚当地由百川志愿者接收并对接至余姚防指统一调配，发往余姚各个受灾地区。
- 10月10日 基金会采购大量食物和水，志愿者们自驾将救援物资发放到了姜山7个主要受灾区域的近两千名村民手中，连夜志愿者们还奔赴余姚加入救援。
- 10月11日 基金会再次采购288个皮划艇并调配一辆大型砂石车紧急调拨供余姚防指统一调配；
- 10月12日 进入灾后扫尾阶段，了解到前方急需消毒药品，基金会积极调货，在物资及其紧缺的情况下采购并预约了总计20吨漂白粉，下午将第一批9.1吨漂白粉运到余姚防指；次日中午12点左右，预约从外地运到宁波的10.9吨漂白粉运抵余姚；
- 10月16日 基金会褒奖了43个在菲特抗台过程中涌现出来的优秀志愿者和组织，他们都是来自各行各业的普通市民和社会团体，通过这样的形式，增进了组织与志愿者个体之间的互动，也为未来公益合作奠定了良好的基础；
- 10月20日 基金会联合宁波读书人俱乐部39期读书会发起慈善义卖活动，支持“菲特”灾后援助，义卖所得26.3万元定向捐赠基金会；
- 10月28日 基金会工作人员与读书人俱乐部的志愿者来到奉化市江口等乡镇，共同将15万元分成96000元现金和54000元冬被等过冬物资送到2个敬老院和12所学校2个村庄，共计惠及173个困难学生和130个孤寡困难老人；
- 10月31日 基金会工作人员与读书人俱乐部的志愿者来到鄞州区姜山镇，同样以现金和过冬物资的方式送到受灾严重的150个学生和152个老人手上；
- 11月初 基金会将包含浙江科技大学定向捐赠5500元在内的善款用于采购棉被等过冬物资送到余姚凤山街道敬老院的70个老人手上；
- 12月5日 在基金会的倡导下，宁波民间救灾联盟成立，首批22个成员单位签署救灾备忘录；

2014年：基金会将规划建设灾仓库以应对突发事件，建立“宁波市民间公益组织基础数据库”，为专业志愿者、优秀公益项目和“草根”公益组织提供对接平台，为公益组织提供专业培训机会、配置救援设备、注入适当运行资金、搭建社会组织基础数据库等方面考虑；

### Track record of our foundation relief during and after the floods:

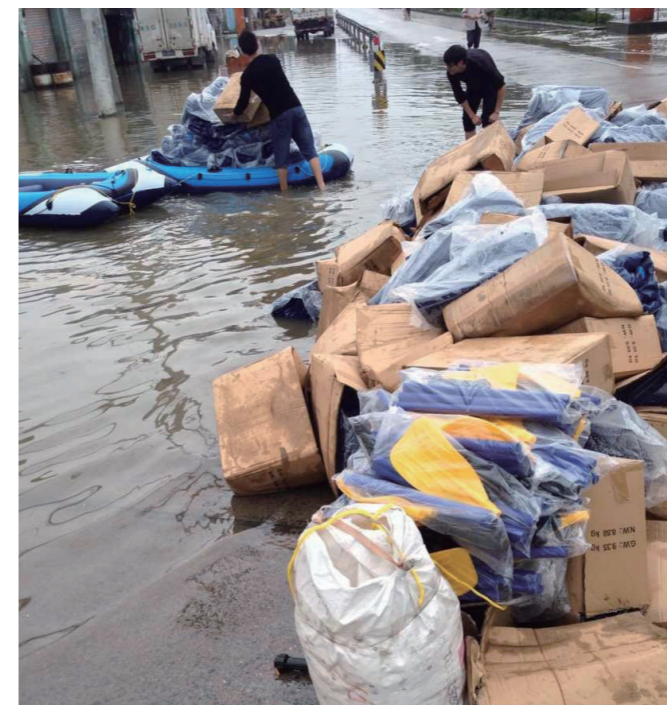
- On Oct. 9th, The council issued “the resolution of relief after the Typhoon Fitow”
- On the afternoon of October 9th, our foundation bought 255 pcs inflatable kayaks, 500 sets life vest and sent them to Yuyao. Many volunteers in Micro-League collected all the relief supplies in one place by different vehicles, and the foundation got many big trucks to transport these stuff to Yuyao. The relief supplies were received by local volunteers names Baichuan and were deployed by the head relief office of Yuyao and were sent to each stricken area.
- On Oct. 10th, the foundation purchased huge amount of food and water, and volunteers sent them to more than 2000 villagers in Jiangshan Town and other 7 stricken areas by car and then volunteers rushed to Yuyao to attend relief that very night.
- On Oct. 11th, the foundation bought another 288 pcs inflatable kayaks and got a huge truck. All these vehicles were deployed by the head relief office of Yuyao.
- On Oct.12th, Post-disaster mop-up stage. Knowing the urgent need of disinfectant, the Foundation dispatched a total of 20 tons of bleaching powder quickly in the case of supplies extremely scarce and transferred the first 9.1 tons of bleaching powder to Yuyao Flood Control and Drought Prevention Headquarters in the afternoon which was sent there that night by construction vehicles.
- On Oct. 13th, The 10.9 tons of bleaching powder booked already and ransported to Ningbo was sent to Yuyao.
- On Oct. 16th, The foundation representatives of social forces praised and honored 43 outstanding volunteers and organizations that are ordinary citizens from all walks of life and social groups during the process of anti-typhoon Fitow. It enhanced the feelings between the organizations and the individual volunteers and laid a good foundation for the future of public cooperation by doing that.
- On Oct. 20th, The foundation initiated Charity Bazaar with the 39th Reading Meeting of Ningbo Reader Club to raise post-disaster reconstruction aid. It raised 263,000 Yuan which was donated to the foundation directionally.
- On Oct. 28th, The staff of the foundation and Reader Club went to Fenghua with 96000 Yuan in cash and winter supplies valued 54000 Yuan and delivered them to 173 students from poor widows and 130 elderly living-alone old men from 2 nursing homes, 12 schools and 2 villages.
- On Oct. 31st, The staff of the foundation and Reader Club went to Jiangshan to deliver the cash and winter supplies to 150 students and 152 old men in the same way.
- In the beginning of November: The staff delivered winter supplies valued 5500 Yuan directionally donated from Zhejiang University of Science and Technology to 70 old men in the nursing home of Fengshan sub-district office, Yuyao.

In the year of 2014: The foundation will build disaster preventing warehouse to deal with the unexpected incidents and Ningbo-based non-profit organization database to provide the docking platform for professional volunteers, excellent public projects and grassroots commonweal organizations. The database will also supply professional training chances, deploy rescue aid, invest proper run funds, build social organization database, etc.

### 宁波市民间救灾联盟

经过“菲特”的洗礼，宁波民间公益组织更加团结，经鄞州银行公益基金会的倡议，包括基金会在内的22家公益性组织成立了“宁波市民间救灾联盟”，其他21个团队分别是宁波市四明户外应急救援队、象山户外应急救援队、宁海山地救援队、慈溪古塘志愿义工联合银行、北仑红领之家、余姚爱心之家、象山绿丝带、奉化市慈善总会义工分会、宁波爱心同盟、慈溪市慈航公益服务中心、慈溪义工群友会、宁波市百川公益服务中心、宁波蜡烛爱心助学站、慈溪爱心俱乐部、帮办慈善义工大队、宁海心援志愿者、宁波恒动水陆装备救援队、宁波三江汽车运动俱乐部、宁波自由风联盟、宁波微联盟、宁波狮子会。

本次救援工作得到社会各界的一致好评，基金会收到了中共余姚市委、余姚市人民政府专门发来的感谢信。基金会还被中共宁波市委、宁波市人民政府授予“抗洪救灾先进集体”称号。



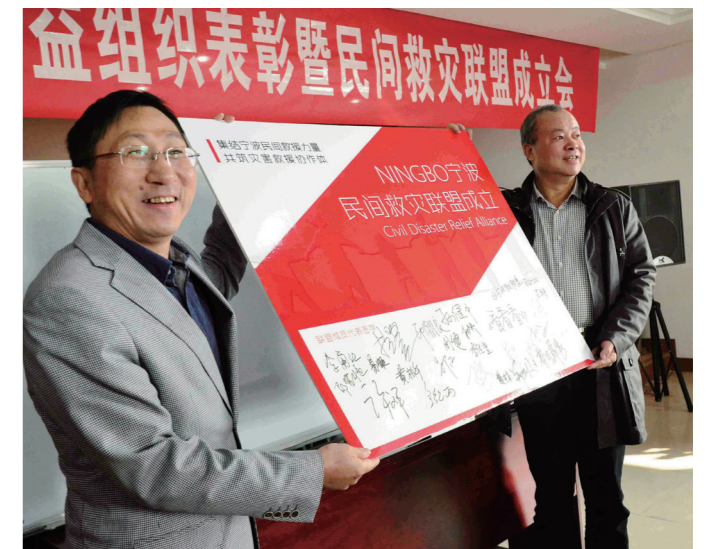
基金会集结优秀民间公益组织，发起成立了宁波市民间救灾联盟，并奖励了21个“菲特”救灾优秀志愿者团队。

The foundation builds up the good Public welfare organizations, and sets up Civil Relief Alliance of Ningbo. The foundation awarded 21 outstanding disaster relief volunteer teams during Typhoon Fitow.

### Civil Relief Alliance of Ningbo

The Non-profit organizations of Ningbo united more after Fitow. Civil Relief Alliance of Ningbo was founded by 22 non-profit organizations including Yinzhou Bank Foundation with the initiative of it. The other 21 teams are Siming Outdoor Emergency Rescue Team of Ningbo, Outdoor Emergency Rescue Team of Xiangshan, Mountain Rescue Team of Ninghai, Gutang Volunteer Union Bank, Home of Red Collar of Beilun, House of Love of Yuyao, Green Ribbon of Xiangshan, Volunteer Branch of Fenghua Charity Federation, Ningbo Love Alliance, Cihang Non-profit Service Center of Cixi, Baichuan Non-profit Service Center of Ningbo, Ningbo Candle & Love Financial Aid, Cixi Love Club, Charity & Volunteer Group, Ninghai Help Volunteer, Hengdong Water-Land Equipment Rescue Team of Ningbo, Sanjiang Motor Sports Club of Ningbo, Freewind Union of Ningbo, Ningbo Mini-Union, Ningbo Lion Club.

The rescue work gained the praise of all sides of community and the foundation received the Thank-you notes from Yuyao Municipal Party Committee of China and Yuyao Government. It was also given the title of Advanced Collective in Flood & Disaster Relief.



## 牵手夕阳，定格幸福

“牵手夕阳 牵手幸福”是基金会的常态项目，基金会组织志愿者为鄞州区六十岁以上的老人免费拍照，由基金会统一冲洗装裱后再由依托志愿者力量送到老人们手中，填补了农村老人鲜有留念照片的空白。

项目启动两年以来，总计组织志愿者数百人次，为两千余名老人拍摄照片近万张，冲洗照片近2万张，得到了广泛的认可，该项目还将继续扩展。

### 项目动态

2013-3-23 鄞江镇大桥村  
2013-3-30 鄞江镇沿山村  
2013-4-17 章水镇许岩村  
2013-5-11 鄞江镇清源村  
2013-5-25 姜山镇南林村  
2013-7-3 姜山镇蔡郎桥村  
2013-7-10 姜山镇姜南村  
2013-7-26 姜山镇走马塘村

2013-8-10 东吴镇画龙村  
2013-8-27 下应镇湾底村  
2013-9-4 洞桥镇前王村  
2013-9-14 云龙镇上李家村  
2013-9-14 横溪镇大岙村  
2013-9-23 姜山镇东西郑  
2013-10-15 姜山镇奉先桥  
2013-10-15 姜山镇井亭村

2013-10-27 雅戈尔老年乐园  
2013-11-5 姜山镇新张俞村  
2013-11-23 梅园社区  
2013-11-23 钱湖丽园社区  
2013-11-30 姜山同三村  
2013-12-2 潘火街道东南社区

## 新年圆梦

基金会联合鄞州电视台，在2013年的春节前夕，为鄞州10户贫困家庭送去新年的圆梦礼包。圆梦行动通过电话画面将困难家庭真实的需求反映给大众，引起强烈的社会反响，吸引了不少热心市民加入到献爱心送温暖的队伍。1月2日，鄞州电视台播出《洞桥孝顺儿子想给母亲换台新轮椅》，讲述在洞桥镇洞桥村，村民楼贤庄六年如一日，细心照顾生病的老母亲，在新年到来之际，孝子楼贤庄的新年心愿是想给母亲换台新轮椅。新闻播出后，引起广泛关注，很多市民打来热线电话，说愿意帮助他圆新年心愿。一对父子送来轮椅没有留下姓名。洞桥当地米氏企业送去一万现金，一位宁波市民送去5000元，一家制衣厂的老板则送来床上用品，还有热心市民送上年货、礼包；1月8日播出“新年圆梦行动”特别节目《耄耋丈夫照顾中风妻子 相濡以沫不离不弃》，讲述在章水镇朱梅村，82岁的汤松大老大爷细心照顾中风的妻子，虽然没有子女，又是村里的低保户，两夫妻勤俭节约、相濡以沫，新年到了，老人也有个心愿，就是想要一台小冰箱。节目播出后，家住江东的陈女士联系到电视台，给汤大爷赠送一台冰箱。同时，家住长丰的朱女士和基金会的志愿者，也一同到汤大爷的住所，送去了冬日的温暖。基金会用项目化的微力量撬动更多社会资源和爱心市民的善意，得到受助群体和社会群众的高度认可。

## Forever Happiness

Foundation organized volunteers to take photos freely for people who over the 60 years-old in Yinzhou district and sent the developed and mounted photos to the home directly to fill in the gap of no photo to memory.

It has organized several-hundred volunteer-time to take up to 10 thousand photos for over 2 thousand old men and developed nearly 20 thousand photos for 2 years. It is widely recognized and will proceed.

## New Year's Wish Fullfillment

On the eve of Spring Festival, the Public Foundation, supported by and along with Yinzhou TV, brought Dream Gift as new year's presents to 10 impoverished families in financial needs. The Dream Gift Move, reaching out to the public via TV, stirred dynamic social sympathy of many citizens to participate into the this kind of goodwill activities. On Jan 2, Yinzhou TV broadcast the true story of Mr. Lou Xianzhuang, a filial son in Dongqiao Village, who had been taking much care of his ailing mother for 6 years. Upon the Spring Festival, he made a new year's wish of getting her a new wheelchair. The broadcast news brought wide support from the warm-hearted citizens hoping to realize his wish: an anonymous father and his son brought a brand new wheelchair; Mi's corporation, a local business, sent RMB 10,000; a Ningbo citizen sent RMB 5,000; a clothes manufacturer brought sleeping textiles; there are also kind-hearted citizens bringing New Year's presents. On Jan 8, Yinzhou TV broadcast a special show of Dream Gift Move—the true story of a senior citizen, who was in his 80s, taking care of his stroke-haunted wife. Mr. Tang Song was an 82-year-old government-subsidized Zhumei villager, and the couple, having no children, led a very thrifty life together. Upon the Spring Festival, the couple expressed a small wish for a small refrigerator. This broadcast news is also well echoed in the society: Ms. Chen, living in Jiangdong District, contacted the TV station for her willingness to endow a fridge; Ms. Zhu in Changfeng County, a volunteer of the Welfare Foundation, came to Mr. Tang's house and brought presents. The Welfare Foundation, having been mobilizing more social resources and public goodwill via numerous small charity projects, won the high recognition and respect from those assisted and the society at large.

## 环保有理，行动有你

基金会以合作及创投的方式，支持社会组织和青年学生举办环保主题公益活动，起到了良好的宣传效果。其中宁波诺丁汉大学创行团队和万达广场协办的“环保有理，行动有你”活动暨“地球一小时”环保主题活动于3月28日上午10点在宁波鄞州区万达广场内银座小广场进行。此次活动通过环保游戏互动、环保产品义卖等多种形式，向民众特别是年轻家庭和孩子群体推广节约资源、回收循环等环保理念。环保活动现场，吸引了众多市民、小朋友参与互动，有效的达到了向民众推广节约资源、回收循环等环保理念的效果。支持鄞州高级中学发起的“宁波市学校地球一小时”公益活动。该活动吸引鄞州区9所中学共一万多名师生参加，活动大力宣传了节能、低碳、环保的重要性，在青年群体中起到了积极的宣传作用。

## Environment Protection and You

Through partnership and innovative investments, the Foundation supports social organizations and young students to hold commonweal activities on environmental protection, which has captured wide social awareness. For instance, the theme activity Compulsory Environmental Protection, Starting from Ourselves and One Hour on the Earth held by the students' Enterprising Practice Team of University of Nottingham, Ningbo, China and Ningbo Yinzhou Wanda Plaza took place in Ginza Square in the Wanda Plaza at 10 a.m. on Mar 28. The activity aimed at raising the awareness of the public, especially young couple and children for environmental protection concepts on resource saving and recycling, and such message was well passed on through the proactive participation of many citizens, including children. The Foundation also supported the One Hour on the Earth Hour in Schools of Ningbo initiated by Yinzhou High School, which has attracted more than 10,000 teachers and students from 9 high schools in Yinzhou District. The activity has successfully stressed the importance of energy-saving, low-carbon and environmental protection among young groups.



环保有理，行动有你！环保理念从娃娃抓起，小朋友们用自己的方式呼吁环保，参与环保。

Take action in Environmental protection. Green issues should be learned from baby, the children called for environmental protection in their own way, participate in service programs and activities that will protect our environment.



项目所到之处，村里的老人纷纷奔走相告，纷至沓来，那一天，村里如过节般热闹非凡。图为摄影志愿者为当地一对70多岁的老夫妻拍合照留影，老人告诉我们，这辈子这是第一次拍合影。

The old people in the village go around spreading the project news and come in throng, just like a holiday there. The graph is photography volunteers take photos for a farming couple in their 70s, they told us, this is the first photo for them in their life.

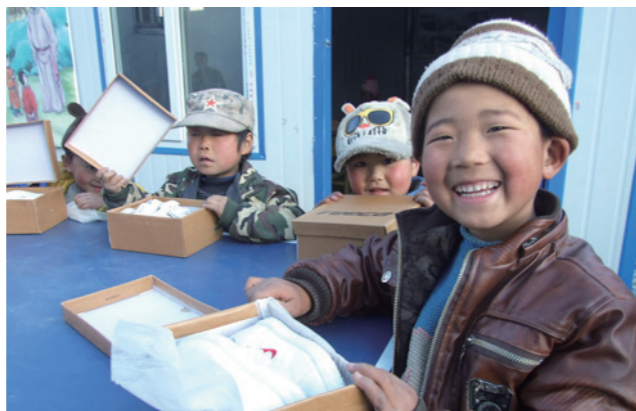
## 雅安地震灾后重建援助

雅安发生重大地震之后，基金会联合鄞州银行快速决策投入灾后重建，双方共投入400万元支持雅安震区灾后重建的“蜜蜂小贷技术”及“蜜蜂便民金融服务点”项目，项目于8月5日启动。

截至2013年12月31日，  
已培养当地银行微贷客户经理22人，  
发放微贷51笔，  
累计放款**1834**万元，年末余额达**1488**万元。

## 甘肃岷县、漳县地震灾害援助

7月22日，甘肃岷县、漳县发生6.6级地震。入冬以来，基金会获悉震区灾民急需过冬物资的信息后，积极响应，11月下旬起，基金会联合宁波市红十字会组织过冬物资支援灾区，得到宁波爱心组织、爱心企业、学校以及爱心人士等众多捐助，经过整理登记、联系对接、装车发运等一系列的工作，本次救援行动共募集冬鞋10000双，总计运输冬衣等保暖物资8吨，发运至甘肃灾区后由甘肃媒体委托当地武警部队转送，灾区人民给基金会发来感谢信，感谢所有富有爱心、参与捐赠的宁波市民。



甘肃岷县、漳县地震灾区受灾儿童收到基金会运过去的保暖鞋运动鞋后，都十分开心。

The kids who from Min xian and Zhang xian Earthquake Rebuilding Aid in Gansu are very excited and happy when they got the warm shoes which from foundation.

## 亭溪岭、双石岭古道互通工程

鄞州区横溪镇亭溪岭、双石岭入选宁波市十大古道。登山健身者众多，尤其是双休日达数千人之多，两条古道是宁波市名气和人气最旺的休闲运动场所，有较高的知名度。古道互通工程即在亭溪岭和双石岭二条古道之间打通步行山道，在沿途建造凉亭、路径标识牌等配套设施。从亭溪岭三邑关隘起，沿横路到天长岩，穿竹林到白云冈与松石岭连接，全长约5公里，步行道为石弹路，沿溪筑百米天梯，两条古道互通后将有益于健身登山者（原每条古道上一趟约1.5小时，打通后全程约3小时多），互通工程需建设资金110万左右，均为爱心企业及爱心人士自愿捐资。基金会资助其中的30万元，用于建造沿途凉亭2座及部分石弹路等，目前凉亭以及大部分路面已经完成。

## 公益讲堂

2013年，基金会共受邀主讲了五场公益宣讲，由基金会理事长陈耀芳、秘书长严意娜代表基金会到政府、学校和企业交流公益理念并介绍基金会运作情况，分别是：鄞州区团区委读书会“青年人如何参与公益”、万里学院2012级公共事业管理专业“基金会”课程、鄞州民政干部“慈善公益事业与基层社会建设管理”讲座及“菲特”救援工作体会分享、亚洲纸浆团委干部公益分享会、围海集团党群团干公益分享会。同时还组织了三场公益讲堂：

首场公益讲堂于4月3日上午在鄞州区政府会议室举行，基金会邀请中央编译局副局长、政治学博士、中央编译局全球治理与发展战略研究中心主任俞可平教授到区政府做题为“从十八大看基层的民主治理与社会管理创新”的专题讲座。区委理论学习中心组成员、各乡镇（街道）专职副书记、宣传委员、区级机关各单位政工副职以及鄞州银行高层在内的近200人参加。

第二场公益讲堂“自然是最好的学校——台湾环境教育实践”于6月21日下午在鄞州区委党校举行。讲座邀请了台湾师范大学教授、环境教育研究所所长周儒先生作演讲。参加本次讲座的有鄞州区环保系统干部、环境监控企业法人代表、宁波大学和诺丁汉大学的部分师生，还有许多热衷环保的市民都主动报名，共计200余人参加。

第三场公益讲堂“乐施毅行者与香港人的公民意识”于12月13日在“天使味道”项目点进行，由中国企业家杂志公益板块的资深记者朱汐，通过自身48小时内走完100公里的毅行经历和在香港的所见所感，和前来聆听分享的50余个户外爱好者和有志于做公民倡导的爱心人士做了一次互动和分享，现场还拍卖了她自行准备的一些爱心物件，作为此次公益分享的场地费用和明年毅行的管理费，以此倡导：公益，需要付出成本。

## Post-disaster Reconstruction Work in Ya'an

After Ya'an earthquake the Foundation, together with Yinzhou Bank, made a quick decision to aid rebuilding. It spent 4,000,000 yuan supporting two programs called "Bee micro-credit technique" and "Bee convenient finance service". This started ran from August 5th to the 31st 2013.

Till 31st Dec, 2013:  
Has trained 22 local micro loan broker, Lending 51 loans,  
Accumulative total loan of **18,340,000** yuan,  
reach the point to **14,880,000** yuan.

## Min xian and Zhang xian Earthquake Rebuilding Aid in Gansu

On July 22, Min xian and Zhang xian in Gansu suffered a 6.6 magnitude earthquake. When the Foundation got the news that winter supplies were greatly needed, it gave a fast response. Since November it has organized and collected winter supplies for the affected areas, together with Ningbo Red cross Union. With help and donations from the charity organization, enterprises, schools and people, it has collected 10,000 winter shoes and 8 tons of winter clothes. With the help of the local media and the People's Armed Police, the donations were transported to the victims who sent a thank you letter to the Foundation.

## Project of Linking Tingxi Mountain Ancient Path and Shuangshi Mountain Ancient Path

The Tingxi mountain and Shuangshi Mountain, located in Hengxi, Yinzhou District, are two of the top ten famous ancient paths in Ningbo. These two ancient paths attract large amount of climbers, especially in weekends, the number could be over several thousands. These two ancient paths are the most popular spot for sports and entertainment in Ningbo. The program aim at building a walking path linking Tingxi Mountain and Shuangshi Mountain together, with complement facilities such as pavilions, traffic signs along it. Starting from Sanyi Pass of Tingxi Mountain, along the Horizontal path to Tianchang Rock, crossing the bamboo forest, to Baiyun ridge of Songshi Mountain, the road is about 5 kilometers made of marbles. There is also a hundred-meter long high ladder along the stream. The building of this path benefit those climbers. The total cost of this program is about RMB 1.1million, which is all donated by loving enterprises and individuals. Yin Zhou Bank Foundation donated RMB 300,000 to build the 2 pavilions and part of the marble road. So far, the building of the pavilions and most part of the path has been accomplished.

## Public Welfare Classroom

In 2013, the Foundation was invited to give 5 lectures for the publicity of public welfare. The lectures was given by the President of the Foundation, Chen Yaofang, and the secretary general of the Foundation, Yan Yina, to represent the Foundation to introduce the concept of public welfare and its operation status in governmental institutions, schools and enterprises, including: the lecture "How Young People Participate in Public Welfare" given to the reading group of Youth League Committee of Yinzhou District, the Welfare Foundation courses given to the 2012 student majored in the Management of Public Services from Wanli Institution, the lecture "Management of Charitable Welfare and Grassroots Social Construction" given to officers of Yinzhou Civil Affairs Bureau, the experience-sharing session from the relief operation after the attack of Feite Typhoon, sharing session about public welfare among the officers of the Youth League Committee of Asia Paper Company and sha ring session about public welfare among the leaders of the party members and youth league committee of the Weihai Group. Meanwhile, the Foundation has organized three public lectures.

The first lecture "Discussion about Grassroots Democratic Governance and Social Management Innovation by Analysis of the 18th Plenum of National People's Congress" was held in the meeting room of Yinzhou Government in the morning of April 3rd, inviting Professor Yu Keping, Deputy Director of Central Compilation & Translation Bureau, doctor in political science, Director of China Center for Global Governance and Development, to give the special lecture. About 200 representatives attended this event, including members of the theoretical study group of the district, deputy secretary of each township and village, commissaries in charge of publicity, deputy officer of each bureau on district level and managers of Yinzhou Bank.

The second welfare lecture "Nature Is the Best School—the Environment Education Practice in Taiwan" was held in the party school of Yinzhou District, inviting Mr. Zhou Ru, professor of Taiwan Normal University, director of environment education research institute, to give the lecture. About 200 representatives come to this lecture, including officers of Yinzhou environment protection bureau, legal representative of environmental monitoring enterprise, professors and students from Ningbo University and Nottingham University as well as citizens passionate about environment protection.

The third welfare lecture "Oxfam Trail-walker and the Citizenship of Hong Kong People" was held in the site of the program "Angel Taste". The senior reporter of the welfare section of China Entrepreneur Magazine Zhu Xi shared her experience of walking 100 km within 48 hours and what she has seen and felt in Hong Kong. More than 50 fans of outdoor activities as well as those citizenship advocates come to have a discussion and share their experience with her. She also auctioned some of her favorite objects prepared by her own as the venue costs for this public welfare sharing session and management fees of the Trail-walk next year. Her acts attested what she always advocates: public welfare needs costs.

## 公益创投

基金会以支持区域内公益组织发展、推动人人公益为己任，2013年共支持宁波百川志愿服务团、宁波市江东区武术协会、宁波市企业内刊交流中心等组织发起的公益性活动13项，还与宁波市民政局合作举办“2013年首届宁波公益盛典暨年度公益人物颁奖典礼”，百余家宁波的公益组织共计400余名志愿者与会，会上志愿者们将平时组织参与的公益项目以舞台化的形式进行演绎，还展示了3个公益项目，并定向对接公益资金64万元，多家爱心企业伸出援手参与其中，10个公益人物（团体）被授予“宁波年度公益人物”称号。总计用于公益倡导和公益项目投入的资金超过150万元。

## 公益信用卡

基金会联合鄞州银行信用卡部在2013年1月23日的宁波首届公益盛典上推出公益信用卡项目，信用卡通过持卡人月捐和临时捐赠的方式可向基金会定向捐赠善款，持卡人参加基金会公益活动可以刷志愿者积分，积分由鄞州银行折成善款后以持卡人名义捐赠给基金会，每消费一笔鄞州银行即以持卡人名义向基金会捐1元，通过众多线上线下互动的方式实现了银行业务和公益活动的有效组合。

## 寻找我身边的公益明星

基金会通过和宁波日报生活周刊部、宁波日报帮办志愿服务站合作，在一年的时间内，寻找到了50位默默无闻服务民间的公益组织和人物，并对这些人进行了走访调查，及时进行采访报道，通过媒体传播，挖掘了一批公益火种。宁波日报共刊发相关报道50篇，文章被转发500多次，引起日报22万读者及社会大众的关注，并对优秀的公益团体（人物）进行评选颁奖，其中还有读者评选环节，通过普通市民参与、公益人物宣传褒奖的方式传递正能量。2014年2月22日，基金会将联合宁波市公益服务促进中心、宁波市社会组织促进会共同举办宁波市第二届公益盛典暨宁波公益明星颁奖典礼，届时将表彰由读者和评委共同评选出来的10位公益明星。

基金会联合杭州交通91.8、杭州市道路运输管理局、杭州市出租汽车行业协会杭州联合银行共同推出的“91.8幸福的士牵手基金”于2013年12月7日在“让爱导航，91.8演唱会”上首次亮相。

“Hangzhou 91.8 Happy Taxi Hand-in-hand Foundation” originated from Yinzhou Bank Foundation, Hangzhou Traffic & Economic Radio Transportation Management Department of Hangzhou Transportation Bureau, Hangzhou Taxi Driver Association and Hangzhou Union Bank was started from 7th Dec.2013.

## 慈善画展

基金会联合宁波市慈善总会、鄞州区政协、鄞州区文广局、鄞州区台办承办了台湾画家周子荐先生在宁波博物馆展出的慈善画展，在2013年6月22日-30日画展期间，共接待3000余名市民参观，其间，周子荐先生还为宁波大学艺术教育专业的30余位师生做了现场讲学。周子荐先生是鄞籍名人沈友梅先生的女婿，定居台湾，在艺术上颇有造诣，秉着共同的公益理念，基金会集结了多方力量，共同为两岸艺术慈善文化搭建了公益交流平台，并通过展画义卖筹集善款，义卖所得将捐赠给基金会用于公益慈善项目支出，是基金会传播公益理念的全新尝试，此次画展项目总计义卖善款所得为146.2823万元。

## 牵手爱

2013年春节前夕，基金会联合鄞州区部分困难家庭进行资助慰问，出资16.8万元，帮助了86户困难家庭；基金会接受爱心人士定向捐赠给鄞州外来困难务工人员孩子的善款10480元；基金会接受鄞州中河街道中心幼儿园组织六一儿童节义卖所得25136元，定向捐赠给其中一家牵手书乐园所在学校——奉化班溪小学。

## 杭州91.8幸福的士牵手基金

杭州91.8幸福的士牵手基金是由基金会联合杭州交通经济广播、杭州市交通局运管处、杭州市出租车司机协会、杭州联合银行共同发起，旨在弘扬社会主义精神文明，传承并光大出租车行业互助互济的集体主义和人道主义精神，增强凝聚力，建设行业文明，共创和谐社会。其实施方向是对出租车行业的好人好事给予褒奖，对遭遇重大疾病和因突发事件等意外灾害造成生活困难的出租车司机提供一定的经济援助。杭州91.8幸福的士牵手基金属于鄞州银行公益基金会下设专项公益基金，至年末，已经收到定向捐赠近60万元。



慈善画展结束后，画家周子荐先生与画展志愿者们在宁波博物馆拍照留影。

After the opening ceremony of the charity exhibition, Mr. Zhou Zijian and volunteers took a group photo at the Ningbo Museum.

## Venture Philanthropy

Foundation takes it as its' own duty to support the development of regional commonweal organizations, to encourage people to take part in public welfare. During 2013 it aided and supported 13 public welfare programs organized by: Ningbo Baichuan Volunteer Groups, Ningbo Jiangdong Wushu Association and Ningbo enterprise Journal Exchanging Center. It held the grand awarding ceremony of the First Session of Ningbo Public Welfare and the Yearly Public Welfare Stars with Ningbo Civil Affair Bureau. About 100 organizations and 400 volunteers attended the ceremony; they presented their daily welfare activities in the form of a stage performance. Three public welfare programs were promoted and they promised to aid 640,000 yuan directly to them: this attracted several charity enterprises to join in. At the ceremony, 10 public welfare persons (organizations) were awarded as “Man of Ningbo Yearly Public Welfare”. In all, 1,500,000 yuan has been invested in promoting welfare spreading and programs.

## Credit Card for Public Welfare

The Foundation invited the Credit Card Department of Yinzhou Bank to start the Charity Credit Card Project on the 1st Charity Ceremony of Ningbo, Jan 23, 2013. Up to December 2013, the service line 96561 of Yinzhou Bank had received approximately 1,000 applying calls, and more than 600 of them succeeded in securing and opening the credit card. The holders of the Charity Credit Card could donate to the Foundation either monthly or randomly. With the participation of the charity activities, the holders could accumulate volunteer's credit points, which will be transferred into cash to donate to the Foundation in the name of the holders. Every purchasing move on the credit card will generate a donation of RMB 1.00 to the Foundation. By various ways of interactions, the Foundation has achieved the close cooperation with the bank. In the future, there will be more partnership between the credit card and particular charity projects to further enhance the distinctive focus of the Charity Credit Card.

## Charity Art Exhibition

With the help of The General Charity Committee of Ningbo, the CPPCC of Yinzhou District, the Culture and Broadcasting Bureau of Yinzhou District and Yinzhou Television Station, the foundation held Zhou Zijian charity art exhibition in Ningbo Museum from Jun 22 to 30, 2013, during which more than 3,000 visitors came for art appreciation. Moreover, Mr. Zhou gave a lecture for more than 30 students majored in Art Education and teachers from Ningbo University. Mr. Zhou, living in Taiwan, is the son-in-law of Mr. Shen Youmei, a Ningbo celebrity. The foundation not only provided the opportunity for the charity communication across the strait, but also promoted charity concept in an innovative way by pooling the sales proceeds of the paintings into charity project budget of the foundation. The exhibition had raised a total endowment of RMB 1,462,823.

## Looking for Public Welfare Stars around Me

By cooperating with Weekly Life of Ningbo Daily and Volunteer Service Station of Ningbo Daily, the foundation has found 50 organizations and people who have kept on helping the people. The Foundation visited and investigated them. Fifty interviews have been reported by Ningbo Daily, which have been transmitted by other forms of media 500 times. Up to 220,000 readers and members of the public showed great concern about them, stating that they will vote for the best ten commonweal organizations or people as the stars of commonweal. The Foundation will award the ten stars, together with Ningbo Commonweal Promoting Association, and Ningbo Social Organization Promoting Association.

## Holding Hands, Passing Love

Days before Spring Festival 2013, the Welfare Foundation teamed up with the donator Yin Zhou Bank to donate about RMB 168,000 and give condolence to the staff and their families in difficulties and also those families in difficulties from the sub-branches of the bank. There were 86 households receiving a helping hand. Meanwhile, the Welfare Foundation received RMB 10480 from the caring citizens to help those poor migrant workers' children and RMB 25136 from Children's Day charity sale organized by the Central Kindergarten of Yin Zhou Zhonghe Road for Fenghua Banxi School, which owned the "holding hands" library, whose books are donated by kind people.

## Taxi Drivers' Sunshine

“Hangzhou FM91.8 Happy Taxi Hand-in-hand Foundation” originated from Hangzhou FM91.8, Transportation Management Department of Hangzhou Transportation Bureau; Hangzhou Taxi Driver Association and Hangzhou Union Bank. It aims to spread socialism, spiritual civilization, collectivism and humanitarianism in order to enforce cohesive power and build up the taxi industry's civilization. It promotes a harmonious society and awards the good deeds of those drivers who suffer from heavy illness or unexpected disasters. The taxi foundation belongs to Yinzhou Bank Commonweal Foundation. So far it has donated 600,000 yuan.

## 牵手未来



牵手未来系列是基金会的教育类公益项目系列，该系列关注我们的孩子、关注莘莘学子、关注祖国的未来！

2013年总计实施6个公益项目，其中关爱刑案遗孤、牵手梦想中心、牵手筑梦、牵手书乐园、牵手汇梦均为2012年启动的延续性常规项目，我们希望用公益的力量推动教育的平衡发展，东西部之间、宁波的城市与乡村之间……当教育和公益牵手，我们的未来便会更加多彩。



## HAND-IN-HAND FUTURE

Hand-in-hand Future series activities are education public welfare programs of Yinzhou Bank Foundation. The activities focus on our children, students and the future of our nation.

In 2013, six public welfare programs were carried out regularly, including Caring about Criminals' Orphans, Holding Hands Dreaming Center, Holding Hands-Support Education, Holding Hands Book Paradise and so on. We hope to push forward the balanced education development, especially between the eastern and the western China, between the urban and countryside areas of Ningbo. We believe our future will be more colorful with the help of education and hand in hand with public welfare.

# 快乐、成长、梦想 Happiness, growing up and dreams

## 牵手梦想中心

基于共同的公益理念和公益服务领域，基金会与上海真爱梦想公益基金会达成公益合作共识，以成熟的“梦想中心”产品和服务系统为基本模板，通过“硬件支持+软件服务”为一体的独特的品牌公益项目，打造有品牌辨识度的联合教育公益品牌——“牵手梦想中心”，共同推动鄞州地区素质教育发展。

“牵手梦想中心”通过系统化地提供“梦想中心”（连锁网络体系）、“梦想课程”（课程创新为核心的素质教育体系）、“梦想领路人”（以探究型学习为核心的教师培训体系）、“梦想银行”（以教师发展和教师奖励作为主要推动力的激励体系）四个相互支持的教育公益产品和服务，让孩子们基于自我意识的觉醒，探索更广阔的世界和更多的人生可能性，自信、从容、有尊严地成长。

这也是基金会启动的第一个教育类公益项目，从2012年初开始牵手上海真爱梦想基金会，经过预选、踩点、选点等工作后，最后选择了鄞州区的5所外来务工人员子弟学校和5所偏远乡镇中心小学设立了10家“牵手梦想中心”，2012年8月梦想教师课程开课，近百名优秀的乡村教师参加了培训课程，每个班级每周至少上一堂“梦想课程”。“梦想课程”是一系列面向1-6年级，基于“全人教育”理念，融合问题探究、团队合作、创新创造、环境保护、情绪智能等元素的跨学科综合素质课程。“梦想课程”的核心价值观为“创新、多元、宽容”，核心理念包括：问题比答案更重要；方法比知识更重要；信任比帮助更重要。

受到教师奖励的老师数量也有所增多，宁波春蕾学校虽然是一所外来务工人员子弟学校，但在全校师生的共同努力下，已经有5名老师申请成为梦想种子教师。2013年4月，春蕾学校的校长还作为优秀梦想中心代表，受邀参加上海真爱梦想基金会的年报发布会；经过奥组委审核，蔡家小学的徐光洪老师获批参加2014年在北京举办的培训项目的教师之一，他将代表全国体育教师到北京参加奥组委培训，这是梦想的力量，公益的力量。

## Holding Hands Dream Center

Based on the sharing conceptions and welfare service fields, Yinzhou Bank Foundation has reached an agreement with Shanghai Adream Charitable Foundation. It will create a Holding Hands Dreaming Center to promote the development of quality-oriented education in Yinzhou, by providing both “hardware support and software service”.

Holding Hands Dream Center has four products or services including: “dream Center(chain net system)”, “dream Lectures(creative quality-oriented education system)”, Dream Leaders (inquiring learning teachers training system), and “Dreaming Bank(motivating system for teachers’ development and rewards). They help children develop self consciousness in order to explore the wider world and the possibility of living an easy and respectful life.

This is the first public welfare program in education since the start of the Foundation. Since the beginning of 2012, five migrant children primary schools and another 5 remote village schools have set up ten ‘Holding Hands Dreaming Centers’ by cooperation with Shanghai Adream Foundation. From August 2012 Dreaming Teachers began to give Dreaming Lectures to about 100 best village teachers once a week. Dreaming Lectures are interdisciplinary courses mixed with: problem inquiring, group cooperation, innovation and creation, environment protecting, and considering emotional factors facing grade 1-6 primary pupils. The core value of Dreaming courses are about “innovation and tolerance”. The core concept is that the question is more important than the answer; the method is more important than the knowledge; confidence is more important than the help.

More teachers have been awarded. Although Ningbo Chunlei School is a migrant children school, with the effort of the staff of the whole school, five teachers have applied for Dreaming Seed teachers. The headmaster was invited to attend the annual report by Shanghai Zhenai Foundation. Xuhongguang, from Chaijia Primary School, was one of the teachers to receive the training held in Beijing (approved by the Olympic Commission). He will represent the PE teachers attending the training in Beijing, given by the Olympic Commission. This is the power of dream, the power of public welfare.



课堂教学的三大理念：问题比答案更重要；方法比知识更重要；信任比帮助更重要。  
Teaching idea: Question is more important than answer; Method is more important than knowledge; Trust is more important than help.



## “梦想中心”模块化学习课程

我是谁？

注重培养孩子对自我以及所处环境的认知

我要去哪里？

强调开拓孩子的视野与想象认识到生命与世界的多元化

我要如何去？

注重对孩子多元技能的培养如创新探究能力和团队合作能力等

课程模块 学习目标

“牵手梦想中心”是一个分布在各个学校的标准化多媒体教室网络。依托配置的图书、电脑、互联网、大屏幕、自由组合式阅读桌等硬件，开设旨在开展素质教育的“梦想课程”，并开设教师奖励的“梦想银行”和地区交流的教师沙龙等一系列活动。

“Holding Hands Dream Center” distributes in schools with standard of multimedia net classroom. Depends on the configuration books, computers, internet, large screen, the free combination reading table and other hardware, in order to carry out quality education of “Dreaming courses”, reward the teachers by “Dreaming Bank”, care out teachers salon and many series of activities.

## 牵手筑梦

中国西部地区集中了中国接近70%的贫困人口，也集中了全国大部分的留守儿童，这些孩子缺少父母的陪伴，面临的又是相对落后的教育观念，短缺的教育资源。孩子们的视野相对狭窄，缺乏对未来生活的美好向往，被称为“无梦的一代”，部分教师教育观念落后教育水平较低。2012年8月，宁波爱心人士捐资和陇西县教育局共建的“菜子镇先锋小学”落成，基金会向社会发起倡议，呼吁德才兼备的社会爱心人士走进黄土高原，给孩子们带去希望和梦想，在三尺讲台上搭建起爱心和希望的桥梁。

2013年8月，首批5个支教志愿者坐上远行的火车，经过20几个小时的长途颠簸，来到遥远的黄土高原，这对每一个志愿者来说都是一段崭新的、充满激情的旅程，漫长而又艰辛的五个月，有太多的未知……紧接着第二期、第三期支教活动总计有11位志愿者赴陇西四所农村小学开展为期五个月的支教。通过向社会招募、筛选、面试最终选定志愿者，他们中有企业白领、刚毕业的大学生、公司老板、退休返聘医生、还有来自马来西亚的海外志愿者，志愿者支教期间，得到了当地政府、学校以及老师、学生的广泛好评。

## Holding Hands-Support Education

Nearly 70% of China's impoverished population live in the west region. Most of them are left-behind children, they lack of parents' company, facing to relatively backward education idea and the shortage of education resources. Those children are "the dreamless generation". In addition, some of their teachers themselves hold backward education idea which leads to the undesirable education level. At this moment, the Pioneer Primary School of Caizi Town, co-sponsored by both Ningbo Caring Citizens and the Education Bureau of Longxi County, and the teachers in the Caizi District jointly launched an initiative, advising community of caring people possessing both political integrity and ability to go further into the Loess Plateau so as to extend hopes and dreams to kids there.

In August 2013, the first 5 volunteers got on the train for a journey of over 20 hours and eventually arrived at the distant Loess Plateau. That was an entirely new and passionate journey for each of them, and the following 5 months turned out to be lengthy full of hardships. Altogether 11 volunteers followed in the 2nd and 3rd phase as teachers in 4 primary schools in Longxi County. Through recruitment, selection and interviews, the Foundation has been sending volunteers from all walks of life, among whom are white-collar workers, university graduates, corporation bosses, medical doctors back to work after retirement and even oversea volunteers from Malaysia. What they have done has received wide acclaim from the local government, schools, teachers and students.

支教志愿者劳剑刚是一个私营企业的老板，最初是他即将去美国留学的女儿提出支教申请，基金会考虑到女儿未满18周岁婉拒了她的申请，她爸爸知道以后主动报名邀请带着女儿一起去支教，让女儿做他的助教，就这样父女两人自驾2000多公里踏上了支教的旅程，在了解到齐心小学因学校建食堂征地，没有资金支持后，先后又向基金会捐赠了数万元支持齐心小学，年底由劳老师发起募捐为齐心小学建设的牵手梦想中心已基本完工，将于2014年春季投入使用。

Mr. Lao Jian' gang, one of the volunteers, is a private company boss. Originally, it was his daughter who volunteered to support the education, but the Foundation declined her application in view of the fact that she was under 18 years of age. Therefore, Mr. Lao, appointing his daughter as his teaching assistant, actively took part, embarking on a journey of 2000 kilometers before arriving at their destination. After seeing the lack of funds for a proper canteen in Qixin Primary School, Mr. Lao donated tens of thousands of yuan to the Foundation. Towards the end of the year 2013, the Hand-in-Hand Dream Center, whose funds were raised by Mr. Lao, has been almost completed and is about to come into service in spring of 2014.

### 牵手筑梦支教名单

第一期志愿者：黄进、金华峰、袁棋、

第二期志愿者：劳剑刚、劳嘉楠、刘亚婷、朱维君、刘华英、黄佩雯（马来西亚）

第三期志愿者：徐晓丽、周睿、张沛沛、徐少壮、朱杰克

第四期志愿者：傅巧贤、姜友芬、金胜男、张显婷、郑琴

### 支教日记

目前，我的一个朋友看到我拍的关于齐心小学的照片，就对我说，这应该是陇西最艰苦的学校了吧？完全不是，在这月的后半截，我有幸走访了张家渠（其实不是这个渠，字典上没有，当地地名很多是根据地势地形造的字）、李家湾小学，步云小学，其艰苦程度，不是你所能想象！

——劳剑刚 2013.3.24于陇西齐心小学

有同学拎着自己做的风铃走来，教体操而满头大汗的我对这突然的礼物又惊喜，惊的是她们不花费一块钱竟然做出这么美的手工！喜的是孩子们把如此厚爱给了我，有些受宠若惊~~~纸鹤、铃铛、五角星、报纸，，我见过很炫目的风铃，唯独这个最美……

——刘亚婷 甘肃陇西县菜子镇步云小学

上周在给学生们上“旅游中的数学”，设计旅游计划，假设旅游地为杭州，引导学生如何安排旅游行程，有学生问“老师，你眼不跟我们一起去？”“一起去呀”“那你还不回来？”，原来是担心老师会不会一去不复返。还曾有一次因事去县城，学生以为我要回家了，着急地说“老师别走。”我说要回来的，学生又说“那你明天就回来”。唉，真没觉得自己做了什么，值得学生如此眷恋。这时候就有种感觉，一定要好好教、用心教这些学生，让他们能够学到有用的知识，将来能改变命运。

——刘华英 先锋小学

2月26日早上7点50分刚到菜子镇董家寺村中磨小学的时候，生活条件确实让人觉得有点尴尬，我被安排到学校的门卫室里，里面有一张床、两张办公桌（一张办公，一张煮饭）、一个文件柜、一个炉子、一个水桶、一个电磁炉，一个电饭锅，墙上布满了灰尘，蜘蛛网爬满四壁，墙皮时不时的掉下一块来（现在还在掉），收拾房间花了整整一天，忙得不亦乐乎。后来听说这个房间是前面支教老师金老师住过的。这里吃的主要是面食，都煮得又辣又麻，很不习惯，不合宁波人的口味。一般都是自己煮米饭、炒个小菜吃。

还有用得就不舒服的就是水，这边山里用的都是井水，还好是用电水泵抽上来的，水井离宿舍大约30米，用水不方便，洗衣服更不方便。我拿水桶去提水的时候，高年级同学马上过来帮忙抬到宿舍里，还帮着捡烧炉用的煤块（取暖、烧水和炒菜），感觉很幸福。所有的不适随着时间逐渐变成习惯，现在反而感觉这个小小的校园变得很亲切、很可爱、很温馨，这里有亲和的同事、细心的领导、天真的学生、别致的小花园、简单的乒乓球桌。

——朱维君 甘肃省陇西县菜子镇中磨小学

张佩佩，一个土生土长的宁波人，一个已经退休的牙科医生，基金会最年长的支教志愿者。她的支教理由是：年轻时的梦想，现在想要去把它实现！  
2013年8月，她出发前往甘肃支教，去完成她年轻时候的梦想。  
Zhang Peipei, a Ningbo people, a retired dentist, the oldest volunteer teacher. Her reason to support education is "She once had a dream when she was younger, now wants to achieve it!"  
25th Aug. 2013, She set out to be a volunteer teacher in Gansu province, to realize her dream of youth!



寓教于乐，以学生感兴趣的方式使他们更好地接受知识，调动孩子们的课堂参与能力、主动动手能力和独立思考能力，在学到课本知识的同时获取更多的课外知识。——这是支教老师劳剑刚和他女儿的支教心声。  
Teaching with happiness. Through some lively activities, students were more interested in acquiring new knowledge. Meanwhile, their abilities of class participation, manipulation and independent thinking were also improved drastically. In Lao's class, students not only learned knowledge from textbooks, but also learned a lot of extracurricular knowledge.



## 牵手书乐园

据不完全统计，中国中心大城市每年淘汰约2000万册儿童图书，宁波经济发达，重视下一代的教育，每年淘汰的书籍更是呈上升趋势，而宁波周边相对落后的城镇、村落的乡村学校和城市里的外来务工人员子弟学校至少有50000名学生几乎没有儿童课外读物。乡村学生与城市学生受教育程度存在较大差距，不仅体现在基础教育对于儿童各方面知识的培养，也体现在儿童视野、格局和全面素质的培养。阅读大量合适的课外读物是受经济水平和生活环境限制的乡村地区学生得以拓展视野与格局、增强全面素质培养的有效方式。因此，为缩小城乡学生受教育程度、全面素质的差距，乡村学生和外来务工人员子女基本的课外阅读需求有必要解决。

为了平衡城乡儿童对课外图书的需求，鄞州银行公益基金会除了在10家“牵手梦想中心”学校建立“牵手书乐园”外，还在宁波周边学校和部门民办外来务工人员子弟学校开展“牵手书乐园”的捐建和更新，为学校提供1:4~1:5(学生人数:图书数量)数量的适合儿童阅读的图书、彩色的书架、一台电脑、一套图书馆管理系统、一支扫描枪，学校可将图书馆藏、借阅数据通过互联网上传到基金会管理端数据库。基金会通过数据及时了解学生的阅读情况，为后期图书更新作信息支持。

## Holding Hands Book Paradise

According to incomplete statistics, there are about 20 million children's books phased out in big cities in China. In Ningbo, people pay great attention to the education. As a result, the number of books used and eliminated is rising every year. In the mean time, at least 50,000 students in the relatively backward townships and villages around Ningbo and those from migrant children schools in the city have few access to any children's readings after school. Great gap of educational level exists between rural students and city students. Reading of substantial and appropriate extracurricular books is an effective way for those rural students who are limited to the economic level and their surroundings to expand their vision and enhance their comprehensive quality. Therefore, in order to shorten the gap in the education level and comprehensive quality between urban and rural students, it is a matter of urgency to meet the demand of basic extracurricular reading requirements from rural students and children of migrant workers.

To satisfy the demand of outside readings for rural children, the foundation launched "Holding hands book paradise" in the 10 "Holding Hands Dream Center", as well as in the rural schools and migrant children schools. The foundation not only donates and updates the book centers, but also provides the schools with resources such as children books in the proportion of 1:4-1:5, multicolor bookshelves, a computer, a library management system, and a scanning gun. With them the schools can upload the number of books reserved and borrowed to the foundation management terminal's data base. Then the foundation can have a timely handle of the students' reading situation so as to support the library with more new books.



截止到2013年底，基金会已经完成了小港街道新棉村教学点，江北灵峰小学，江北觉民小学，鄞州高桥博泽学校、奉化班溪小学、象山社会学校6家“牵手书乐园”的建设。

By the end of 2013, the foundation has established 6 "Holding hands book paradises" in the teaching site in Xinmian Village Xiaogang residential district, Lingfeng primary school in Jiangbei District, Jueming primary school in Jiangbei District, Gaoqiao Bozhe school in Yinzhou District, Banxi primary school in Fenghua, and the Social School in Xiangshan.



书乐园配以墙面彩绘、标准书架、借书系统等硬件，选择孩子们喜闻乐见的图书，营造漂亮愉悦的阅读环境，丰富乡村孩子们的课外阅读，以满足宁波周边欠发达区域学校对课外书籍的需求。

The book paradises are equipped with modern hardware such as painted walls, shelves, library systems and so on. They select the popular books for kids, and try to create a nice and pleasant reading environment so as to attract children to read more and form the good habit.



书乐园建成以后深得学校和孩子们的喜爱，目前基金会又尝试牵手书乐园在特殊教育领域的实践，宁波达敏学校的书乐园项目已经结束了设计论证，并将于2014年初投入建设。

Currently, the foundation is attempting to set up "Holding hands book paradise" in the field of special education. The paradise in Ningbo Damin Special School have completed design work and will start construction in early 2014.

### 乡村图书哪里来?

基金会通过自身采购以及社会捐赠书籍的募集、分拣，将适合学龄儿童的图书分送到各个牵手书乐园，因小区域内书乐园的不断建设，形成规模效应后，以最低的成本和最高的效率实现图书资源的流转和有效的配置。

### Where are those books for rural students coming from?

By purchasing the books with their own funds as well as collecting and selecting books from social donation, the foundation will send children readings for different ages to the book paradises. Along with the development of book paradises in smaller areas, scale effect will arise to help make an effective spread and allocation of library resources with the lowest cost and the highest efficiency.

### 乡村图书怎么用?

每间牵手书乐园配备一套图书管理软件，图书上架后，学校使用软件进行借阅管理，同时基金会用统一的数据库管理所有乡村学校的书屋借阅情况，逐步形成覆盖全宁波相对偏远地区学校的分布式书乐园。我们相信，公益需要引入更多的理性分析，基于数据统计的公益行为才是最有效的公益行为。

### How the books can be utilized?

Every holding hands book paradise has a complete set of library management system. When the books are in shelves, they can be managed with this system. While at the same time, the Welfare Foundation can supervise all the rural schools by a centralized library borrowing database management. Gradually, there will be a network covering all the book paradises in schools of remote districts around Ningbo. It's our belief that the public welfare activities need more rationalization analysis and the most effective public welfare activity is often based on data/statistics analysis.

### 如何实现图书有效利用?

通过互联网数据的定期传输，建立统一数据库管理，并基于馆藏和借阅数据，基金会将提供标准化的运营支持：面向乡村学校开展同区域图书交换、主题阅读活动、图书寻宝、教师培训和奖励等活动。

### How to realize the effective use of all the books?

Through regular data transmission on Internet, the Foundation will establish a unified database management, and will provide a standardized operation support to the book paradises based on the collection and reading data. Among the rural schools, the centers can carry out activities such as book exchange in the same region, theme reading, good book-finding, teacher training, rewarding and other activities.

## 牵手童乐园

该项目关注儿童在放学后、周末、假期等闲暇时间的快乐成长，学校虽然有一些设施供孩子们玩，但种类和数量总体偏少，且严格控制开放时间，农民工子女学校的硬件建设几乎没有，社区内儿童游乐设施也很空白，孩子们的学习压力无从释放，孩子们的社交圈也大大缩小，集体主义淡薄，需求的客观存在加上家长和学校的安全意识日益加强，这样集中管理式的童乐园的作用日益显现。

社会需求与日俱增，牵手童乐园项目也应用而生，该项目首期由鄞州银行公益基金会联合宁波市青年联合会共同发起，项目通过为孩子们建设一个标准化、多元化、智能化，安全、温馨、快乐的休闲场所，让孩子们在“玩”中学习、“玩”中进步，“玩”出一个快乐的童年，同时让孩子们在课后和假期内有一个过集体生活的场所，从而减轻家长和学校的压力，间接增进交往，改善孩子们的不良社交习惯。项目在宁波范围内选择小学、社区等低龄儿童较为集中的场所，选择有合适场地和适合项目价值观的对象建设“青联·牵手童乐园”。

项目将联合爱心企业、NGO、社区、学校等，建立起一个关心和支持儿童心理素质健康发展的生态体系，从项目点申请、选点确定、企业定向捐赠、企业员工与NGO参与等方面，全方位构筑生态链条，为青少年身心素质发展保驾护航。

## 牵手汇梦

为提供在宁波求学的困难大学生公益性勤工俭学的机会，培养其实践能力和社会适应能力，帮助其克服困难顺利完成学业，基金会的2013年“牵手汇梦”公益活动得到了宁波江东鑫源张斌桥集贸市场有限公司的支持并定向捐赠10万元帮扶34个困难大学生一年，每人每年3000元，以支付其勤工俭学的公益性收入。项目通过和宁波大学、万里学院、天一职业技术学院三所院校合作，由校方经调查筛选，总计提供了34个家庭条件相对困难的大学生，项目安排大学生定期参加适量社会服务，并给予一定的报酬，倡导“自助者人助”的公益理念，发扬吃苦耐劳的精神，从小事做起，通过大学生自身努力获取公益性报酬，在一定程度上减轻家庭负担，体会社会温暖，在自身、学校和社会的多方努力和帮助下，有一个更好的学习生活环境，顺利完成学业。

## 关爱刑案遗孤

鄞州区公安局刑侦大队团支部在平时关注行案遗孤之余，用自己的方式献出一片关爱和惦记，这次鄞州公安局公安干警70余人捐得的11906元将定向用于帮助刑事案件中受害者家庭的困难儿童。希望有越来越多的人能关注到这个特殊的群体，在他们的成长轨迹里留下社会大家庭的关爱，陪伴他们健康成长。



2013年青联·牵手童乐园  
定向捐赠的爱心企业/团体：

宁波东方电缆股份有限公司  
宁波天天演文化艺术有限公司  
帅康集团有限公司  
宁波方太厨具有限公司  
宁波世茂铜业股份有限公司  
新中字集团  
浙江牧高笛户外用品有限公司  
浙江禧达丰投资管理有限公司  
宁波坤泰建设有限责任公司  
宁波市青联民营经济界

## Holding Hands Children's Park

The project of Holding Hands Children's Park concerns the need for children to grow up happily in their spare time e.g. after school, weekends and vacation. Although schools provide some recreation facilities for children, its quantity and variety are insufficient and the opening time is limited. As for children of rural migrant workers, the required hardware facilities are scarce not only at their school but also in their living communities. Therefore, academic pressure of children cannot be released and their social circle is also shrunken which may weaken the concept of collectivism and teamwork. In the circumstance of external requirement and improving safety awareness of parents, the roles and advantages of those centralized children's parks are increasingly obviously.

The project of Holding Hands Children's Park rises in response to the proper time and conditions. This project was co-launched by Yin Zhou Bank Welfare Foundation and Ningbo Youth Association. It enables the children to learn in play, grow in play and play for happy childhood by building standardized, diverse, intelligent leisure places. Furthermore, these facilities not only offer the places for children to grow in the group which improve their social ability, but also relieve the pressure on parents and schools. The project chose some primary schools and communities where small-aged children are concentrated and selected proper places with coordinating value of project to develop Holding Hands Children's Park.

This project will combine enterprises, NGOs, communities and schools to build the ecosystem for improving and supporting the psychological well-being of children. It also provides systematic safeguard and quality assurance by operating the processes of applying for program site, site selection and confirmation, directional donation of enterprises, participation of business employees and NGOs. All the works are to set up solid basis for psychological quality of youngsters.

## Holding Hands-Part-time Job Project

In order to help the poor undergraduates who study in Ningbo with work-study opportunities and improve practical ability and social adaptation ability, and to help them finish school, Yinzhou Bank Welfare 'Holding hands and unite dreams' project obtains the support of Ningbo Jiangdong Xinyuanzhangbingqiao pedlars' market Co., Ltd with directional donation of 100,000 to help 34 poor undergraduates per year, 3,000 yuan per person and per year to pay for their work-study. This project chose 34 students by cooperating with Ningbo University, Ningbo Wanli college, Ningbo Tianyi vocational technical institute. The schools inspect and select people. It arranges the students to participate in social service and pay for their work. The project advocates concept 'God helps those who help themselves' and help students learn the spirit to be tough and ease the burden for their families. These undergraduates can also experience social warmth and be useful people in the future to pass on positive energy and kindness to society.

## Caring about Criminals' Orphans

In May 2013, the Foundation received a donation from the 'League Branch of Criminal Investigation Department' of Yinzhou Police Office for the second time. At this time every year, these lovable policemen donate generously to show their love and concern for those criminals' orphans, plus their daily care for them. Seventy police officers donated 11,906 yuan to help the victim children in the criminal cases. They also hope more and more people will become involved with this special group, to help the children grow healthily.



2.0版童乐园设计模型

# 牵手生命



牵手生命系列通过基金会这个公益平台平衡城乡医疗、关注生命健康，重视自闭症等特殊病症人群的成长和社会融入……

2013年总计实施3个公益项目，其中“名医下乡直通车”项目为基金会的公益创投项目，将爱心企业的捐款和专业人士的志愿服务相整合，并与偏远地区的需求进行对接，使公益项目的所有相关方都从中得到快乐和满足，这就是公益的真谛，帮助别人，快乐自己，倡导人人公益，时尚公益，快乐公益。



## HAND-IN-HAND LIFE

Series of activities in hand-in-hand life through the platform of the foundation will balance urban and rural health care, concern for health, give attention to the growth and the social integration for special illness people such as autism.

In 2013, a total of three public welfare projects have been implemented, The project "famous doctor express " is treated as the venture philanthropy of the foundation. We combine the donations from the philanthropic enterprises with the volunteer services by professionals, and set with the requirements of the remote areas, make public welfare project so that parties get joy and set with the requirements of the remote areas, make public welfare project so that parties get joy and satisfaction, help the others, make ourselves happy, call for public welfare,fashion welfare,happy welfare.

# 生命、平等、尊重

## Life Equality Respec

### 星宝之家

自闭症是一种具有生物学基础的心理发育性障碍，以社会交往障碍、沟通障碍和局限性、刻板性、重复性行为为主要特征。在我国，自闭症被划分为“精神残疾”。实践证明，自闭症没有有效的医学治疗手段，只有经过持续的康复教育，自闭症患者的症状会得到不同程度的改善，有一部分还能自食其力、服务社会；如果没有得到救助，自闭症患者将成为未来社会的负担。

目前，国内对自闭症人群的救助体系尚未建立，自闭症人群普遍得不到及时的而充分的救助。以宁波地区为例，学龄前的自闭症康复教育机构数量少、规模小、教师力量有限，吸纳的自闭症儿童数量少，许多孩子只能排队等待救助；在学龄阶段，大部分的自闭症儿童无法正常进入普通学校，或者在普通学校中因得不到必要的辅助而无法完成学业，同时特殊学校对自闭症儿童的接纳数量也有限，部分重症的自闭症儿童也面临排队等待入学的境地；至于在成年自闭症人群的职业教育、就业、托养等领域，基本是一片空白。

宁波地区的自闭症人群大多是学龄前和学龄阶段的儿童，还有小部分的成年人。由于看不到孩子的未来，找不到适于孩子的救助渠道，他们的家长大多处于一种孤单、焦虑、无助、绝望的心理境地。同时，拥有一个自闭症孩子，对家庭成员的关系本身是一种巨大的考验。不少家庭的夫妻关系、亲子关系大多存在问题，部分甚至出现家庭破裂的情况。

应社会需求，2012年12月，基金会与宁波市慈善总会合作共同建立了“宁波市星宝自闭症家庭援助中心”（简称：星宝之家），这也是基金会公益创投的成果之一。星宝之家是一个服务于宁波地区自闭症人群的公益实体项目，旨在为自闭症家庭提供必要的支援，为自闭症人群提供相应的服务，达到帮助自闭症人群及其家庭成长，不同程度地融入社会、参与社会生活的目的。中心2013年举办近二十场家长培训、家长沙龙、亲子活动，内容涉及大龄自闭症孩子的就业培训、义工和自闭症家庭结对的志愿者活动等，在中心QQ群中登记的本地自闭症孩子的家庭已经有160户，且这个数字还在继续增长，产生了较大的公益影响力，2013年12月22日的《宁波日报》头版头条消息《宁波建成全国最大社会组织“孵化群”》介绍了这一案例。

“星宝之家”联系信息：电话：0574-87883850

QQ群：126802618（一家人）

新浪微博：@星宝家庭支援中心

微信账号：星视界

### The Home of the “Star Kids”

Autism is a psychological developmental disorder with a biological basis. The main characteristics are: obstacles to social interaction, communication and limitations; rigidity; and repetitive behaviors. In our country, autism is classified as a "mental disability". It has been proven that there is no effective means of medical treatment for autism. Only through continuous rehabilitation and education, the symptoms of autism can be improved by various degrees. Some people with autism can integrate themselves and serve society. If they don't receive they treatment they need, people with autism will become a burden to future society.

At present, the assistance system for autism has not yet been established in China. Generally, people with autism do not get timely and sufficient care. Take Ningbo as an example. The number of autism rehabilitation education institutions in preschool is small, the teachers' abilities are limited. Less number of children with autism are taken in, many children can only wait for assistance. At school age stage, most of the autistic children can't go to the normal schools, or they are unable to finish their studies because of the lack of assistance. Meanwhile the vacancies for the autistic children at special schools are also limited. Even children with severe autism are placed on a wait list. As to the vocational education, employment for adults with autism, and other fields is basically non-existent.

In Ningbo, people with autism are mostly preschool and school-age children with a small number of adults. Because we aren't able to see the children's future or find a suitable relief channel for the children, most of their parents feel that they are in a lonely, anxious, helpless, and desperate situation. At the same time, having a child with autism is a huge test on the relationship between the members of the family. A lot of family relationships, parent-child relationships have problems, some families even breakdown.

In December 2012, the foundation work with Ningbo Charity Federation jointly established the "Ningbo Star Treasure Autistic Family Assistance Center", (Short for The Home of the "Star Kids") which is one of the achievement of foundation venture philanthropy. NSTAFAC is a public entity service in the Ningbo area for people with autism. The goal is to provide the necessary support for families with autistic children, provide corresponding services for people with autism, and provide assistance to participate in social life. NSTAFAC held a field training on 20-2013 to parents providing a parents center, parent-child activities, and employment training. The volunteers grouped older children with autism with families for the activities. Children enrolled in the QQ group are from 160 different households. This number continues to grow and produce large public influence. In December 22, 2013, the Ningbo daily front-page headlines built the largest social organization "hatch group".

### “星宝之家”服务项目

组织居家康复培训；

组织家庭团队活动；

开展星宝助学、助工活动；

组建家长学习团队；

开展短期星宝个训；

开展自闭症公益宣传；

开展家长心理辅导；

开展志愿者结对活动；

解决不同年龄段星宝的发展问题；



自闭症，又称“孤独症”，通常起病于3岁前，是具有生物学基础的心理发育性障碍，具有三大核心症状：社会交流障碍、限制性兴趣、重复行为。在我国，自闭症主要包括典型自闭症、阿斯伯格综合征、不典型自闭症、RETT综合征、童年瓦解性精神障碍等类型。

Autism is a psychological developmental disorder with a biological basis. It has three symptoms: social communication disorders, restrictive interests/repetitive behaviors. In China, autism mainly includes the typical autism and Asperger syndrome, atypical autism, RETT syndrome, childhood collapse disorder and other categories.

关于自闭症的图书著作推荐：

《特殊儿童教养宝典》、《孤独症谱系障碍—家长及专业人员指南》、《阿斯伯格综合征完全指南》、《孤独症社会融合教育》、《原汁原味的育儿—与自闭症儿子同行》、《通往自立之路—与自闭症儿子同行》、《自闭症孩子最希望你能知道的十件事》。

影视作品：

《与光同行》、《自闭历程》、《遥远星球的孩子》、《海洋天堂》、《我的名字叫可汗》等。



## 名医下乡

近年来，政府致力于完善城乡医疗服务体系，乡镇卫生服务中心、村卫生服务站已基本达到全面覆盖，农村三级医疗服务网络进一步得到巩固和完善，农民看病难问题得到缓解。然而，城乡之间享受的医疗资源，特别是优质医疗资源的享受差距仍然十分明显，在偏远农村的农民要得到医学专家的治疗和指导依然非常困难。鉴于此，“名医下乡直通车”应运而生，2013年1月15日，基金会与宁波市公益服务促进中心合作，将此项目在宁波市首届公益盛典现场进行项目推荐，得到与会爱心企业的广泛关注，并筹集来自宁波东方建设开发有限公司20万元、宁波华龙投资建设开发有限公司20万元、宁波如意股份有限公司8万元总计48万元善款，同期该项目还得到中央财政30万的项目补贴，总计78万用于该项目五年的运行费用送医送药进偏远山区。

项目以服务宁波市偏远农村群众为宗旨，定期派遣医疗专家队伍下乡，有针对性地向当地提供医疗义诊、医疗保健知识讲座、农村公共卫生指导等各类医疗服务，从而缩小城乡间医疗服务的差距，让广大村民在家门口享受到城市医疗专家优质的健康服务。

## Famous Doctors Express

Over the recent years, the government has been dedicated to improve the rural and urban medical care system. Nearly all towns have medical care centers and all villages have medical care stations. The three-tier rural medical care system has been properly improved, and the issue of inconvenient rural medical services has been relieved. However, there are still huge gaps between urban and rural medical resources, especially on higher level of medical services, which means that it is still difficult for remote villages to have access to cure and guidance from experts. In light of all these, the Famous Doctors Express project was started. On Jan 15, 2013, the foundation cooperated with Public Service Promotion Center of Ningbo, the project, promoted on the occasion of the 1st Charity Ceremony of Ningbo, had raised RMB 200,000 from Ningbo Dongfang Building Co. Ltd, RMB 200,000 from Ningbo Hualong Investment Co. Ltd, and RMB 80,000 from Ningbo Ruyi Co. Ltd. Meanwhile the project was also funded by RMB 300,000 from the budget of the Central Government. All RMB 780,000 will cover the operating cost of the project, the cost of sending doctors and medicine to remote mountainous areas.

The projects are to serve remote rural masses in Ningbo for the purpose of sending a regular team of medical experts to the countryside. It targets manner to the local medical clinic, health lectures, guidance and other types of rural public health care, thereby reducing the urban-rural medical services

### 项目实施时间及地点：

日期	镇乡	行政村	出诊单位	日期	镇乡	行政村	出诊单位
4-17	章水	许岩村 蜜岩村	医学会 农工党	9-11	鄞江	鄞江村 光溪村	农工党
4-24	瞻岐	卢一村 岐化村	农工党	9-18	洞桥	周公宅村 孙王村	医学会
5-8	龙观	后隆村 雪岙村	医学会	9-3	横街	半山村	凤龙养老院
5-22	东吴	勤勇村 三塘村	农工党	10-23	石碶	车河渡村	医学会
6-5	横溪	横溪村	医学会	10-3	云龙	前徐村 甲村村	医学会
6-18	横街	朱敏村 乌岩村	农工党	11-6	姜山	陈鑑桥村 董家跳村	农工党
7-3	集士港	丰成村 翁家桥村	医学会	11-13	塘溪	鹤山村	医学会 农工党
7-5	望春	前丰村	新城中	11-2	咸祥	外蔡村 芦浦村	医学会

## 器官捐献

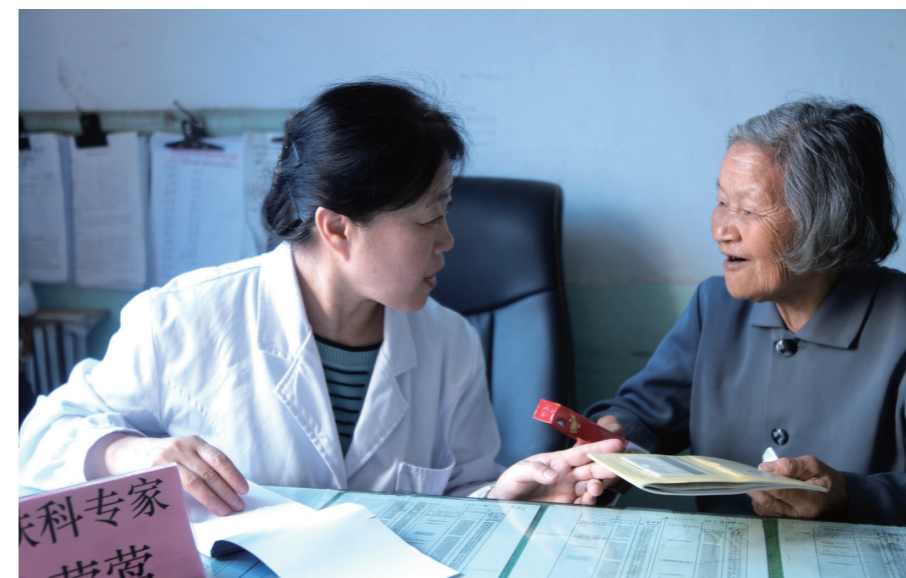
浙江省是全国人体器官（角膜）捐献首批11个试点省（市）之一，宁波市是全省首批试点市。为使那些期盼得到移植的患者早日重获新生，重见光明，迫切需要在宁波大市范围内进行普及和广泛宣传相关的人体器官捐献知识。

从2012年5月开始，基金会与宁波市红十字会合作，共同进行公益倡导。2012年6月和2013年6月分别两个版本的公益广告在宁波电视台的黄金时段播放。公益广告的剧本征集、演员招募、视频拍摄等阶段均由志愿者参与，使“器官捐献，让生命延续”的公益理念得到了广泛传播，截止2013年底，到宁波市红十字会签署器官捐献志愿书的志愿者达到上百人，成功捐献器官27例，帮助近百人重获新生。

## Organ Donation

Zhejiang Province is one of the nation's 11 pilot provinces of approving human organ (cornea) donation, and Ningbo is among the first group of pilot municipal cities of the province. In aim of enabling those who wish to embrace the joy of light, there is urgent need for wide promotion for knowledge of human organ donation in Ningbo.

The foundation has been in cooperation with Ningbo Red Cross to enhance public welfare since May 2012. There are two public welfare ads broadcast during high hours on Ningbo TV in June 2012 and June 2013 respectively. Work of selecting scripts, recruiting actors, taking videos, etc is all done by volunteers, which spread the notion "Organ Donation: Life Goes On". Up to the end of 2013, there had been more than 100 volunteers who had come to the Red Cross and signed the agreement of organ donation, and there had been 27 successful donations benefiting nearly 100 people in need.



“名医下乡”项目捐资单位：  
宁波东方建设开发有限公司  
宁波华龙投资建设开发有限公司  
宁波如意股份有限公司

公益合作伙伴：  
宁波市公益服务促进中心  
农工民主党宁波市委  
宁波市医学会  
鄞州区民政局  
鄞州区老龄办

2013年项目数据：截至2013年11月20日，“名医下乡直通车”2013系列活动共走进了鄞州区15个乡镇（街道）的28个行政村，共派遣全市各大医院医疗专家77人次，接待患者4864人次，举办健康知识讲座8场次，吸引近千名村民听讲，并向4652人次赠送了常用药品10.83万余元，共受益偏远农村村民10516人次。



### 项目动态

2013年3月  
基金会将“名医下乡直通车”项目款转交给宁波市公益服务促进中心；

2013年4月17日  
“名医下乡直通车”首次启程，在鄞州区章水镇许岩村正式启动；

2013年1月15日  
“名医下乡直通车”项目在宁波首届公益盛典上亮相；

2013年3月  
宁波市公益服务促进中心采购一辆别克商务车用于项目下乡的固定交通工具；

2014年  
“名医下乡直通车”将走进慈溪市、余姚市、奉化市、宁海县、象山县的偏远山区；

# “公益Q&A”

## Question & Answer

### 慈善和公益有什么区别？

慈善更关注于施予者的动机，即“慈悲”和“行善”，而公益更关注公众利益，注重社会秩序和深层次的问题解决之道。当我们关注慈善时，更习惯由资源的强势方给予弱势方一定支援，例如孩子上不起学就给他交个学费，但从公共利益的角度，则要从问题的根源，甚至结构性角度去思考缓解这一问题的方案。一个由慈善的发心产生的行为最后也有可能很“公益”，因为当他考虑的足够全面，愿意更深层次地解决结构性问题时，便具有了公益性，因此二者有区别，却没有绝对明确的界限。

### 普通人如何参与公益？志愿服务的价值几何？

参与公益的方式有很多，比如说去参加那些有趣的徒步筹款活动，不需要你直接面对被帮助的人做项目，那些专业的公益组织就已经去做了，但是您可以通过自己的参与，通过筹款的过程，学习并了解他们是如何运用社区发展、人类学、社会学的方式去实现一个公益目标的，与此同时，你的行为也是一项很好的公益倡导和传播过程，让更多人了解何为公益，如何有效地做公益，也是为公益事业做出贡献。而对于公益组织而言，也会设计出更适合普通公众参与的公益活动，逐步实现人人公益。而每个人的志愿服务是可以量化的，所提供的时间，所运用的技术和专业……这些对公益而言都弥足珍贵，未来鄞州银行公益基金会也将系统地将志愿服务量化成有效的捐赠，让志愿服务有迹可循、有价可查、有处可用。

### 公益组织里的工作人员靠什么生活？

公益组织里有好几类工作人员，一般包括全职工作人员、兼职工作人员、长期义工、短期志愿者，对于一家公益机构来说，工作人员的数量一定程度上也决定日常工作的处理能力，是专业、持续、稳定运营的重要力量，这和其他行业不无区别，也会有严格的岗位职责、绩效考核制度和薪酬管理制度，工作人员的工资会被计入机构的管理费用中。

### 做公益有什么门槛？是谁都可以做的吗？

在一定程度上确实是“谁都可以做”，但因为出现过无数“好心办坏事”的案例，门槛其实也还是有的。譬如川藏线上的孩子们因为路过的游客过于随意地散发钱财，开始出现拦车要钱的现象，在第一个给他们钱的时候，他一定是发自“不忍心”，但因为方法不当，埋下了巨大的隐患。因此公益对人没有门槛，但对做事方法有着很高的要求。如果说你已经掌握了一些从事社会工作的方法和经验，那么就比较容易得其门而入。

### What is the difference between charity and welfare?

Charitable giver is more focused on the motivation, that is, “mercy” and “doing good”, and public welfare is more concerned about the public interest, focusing on the social order and the deep-seated problems solution. When we focus on charity, it is more accustomed to the strong side and give support to the disadvantaged party, such as children cannot afford school fees, just give them the tuition fee. But from the perspective of public interest, it should be from the root of the problem, even from the point of view of structure to think about of alleviating this problem. The charitable behavior caused from a charitable heart may also be very “public welfare” at the end when he considered enough comprehensively, and be willing to solve the structural problems deeply, it will be the public welfare. So there are differences between the two, but there is no absolutely clear boundary.

### How do ordinary people participate in public service? What is the value of voluntary service?

There are many ways to participate in public service. For example, participating in the funny fund-raising hiking in which project you don't need to face the people who are helped. This project is already conducted by the professional public organizations. However, through your participation in the process of fund-raising, you can learn and realize how they make use of community development, anthropology, and sociology to achieve the goal of public service. Meanwhile, your behavior is also a good process of public interest advocacy and dissemination, which makes more people understand what is charity, how to effectively do public service. It is also the contribution to the public welfare. As for the public interest organizations, they will also design more public welfare activities which are suitable for the general public to gradually achieve everyone joining the public service. However, one's volunteering can be quantified according to the time provided or the technique and profession used—all of which are very valuable in terms of welfare. In the future, Yinzhou Bank Community Foundation will systematically quantize the volunteering into effective donations, so that the voluntary service can be tracked, can be priced, and can be available.

### What do the staff of Charity Funds for a living?

there are several kinds of staffs in the Charity Funds, such as full-time staff and Long-term volunteers. To a welfare agency, the quantity of the staff decides daily processing capacity to a certain extent. That is a professional, sustainable and stable operation of the important forces, between what and other industries there is no difference. There will be strict job responsibilities, performance appraisal system and pay management system. Staff salaries will be included in the administrative expenses of agency.

### What is the threshold for public service? Could everyone take part in the project?

In a certain extent, anybody can participate in the public service project indeed, however due to numerous cases—"Good intentions bring about bad results—things", the threshold is in fact still there. For example, children lived in the Sichuan-Tibet line began to block the cars and ask for money because the passing tourists are too freely to distribute the money. This phenomenon began to appear since the first person gives them money because of its softhearted, which planted a huge risk in the future. Therefore, there is no threshold for who could do welfare service or not, but then it has high standards for ways of doing things. If you have already maintained a number of methods and experiences in social work, then it is an easier introduction to take part in public service.

# 媒体关注

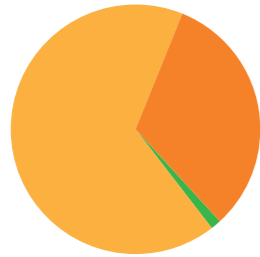
## Media Attention



- 鄞州银行百万元驰援民间公益组织抗击“菲特”——《宁波网》
- 甘肃漳县山区山里娃过冬露脚丫 爱心鞋已从宁波启程——《兰州晚报》
- 宁波市妈妈大学公益俱乐部携手百家公益伙伴为孩子们签署安全承诺——《东南商报》
- 师资力量超薄弱 一个“萝卜”跳走了,“坑”却没人填——《现代金报》
- 8.9万把公益伞6月1日起投放 征集爱心伞借还点——《东南商报》
- “名医下乡直通车”首站开到鄞州许岩村——《现代金报》
- 宁波阳光早餐昨启动募集23万余元——《中国网》
- 参与环保活动 赢亲子T恤——《东南商报》
- 黄夏月当选公益人物——《钱江晚报》
- 基金会年报——《宁波日报》
- 周子存慈善画展在宁波市博物馆开幕——《凤凰网》
- 中秋送月饼——《宁波网》
- 民间公益力量与爱同行——《宁波日报》
- 支持灾后重建 银行增配贷款——《现代金报》
- 宁波将建公益“童乐园”——《宁波日报》
- 给司机捎去一份清凉——《现代金报》
- 蜜蜂侠街头送爱心——《东南商报》
- 民间救援——《人民网浙江》
- 郑洁迎来开门红 赛前不忘献爱心——《现代金报》
- 爱心暖流涌动不歇——《宁波日报》
- 一次消费就是一次爱的助推——《宁波日报》

## 2013年度财务收支状况

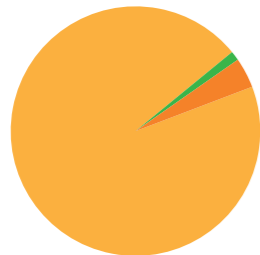
2013 Financial revenue and expenditure



2013年度公益资金收入16314630.54元

具体分项如下:

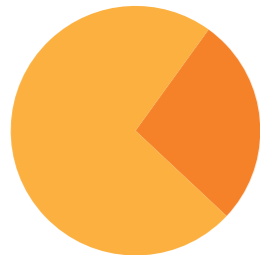
- 捐款性收入5898900.54元  
(其中定向捐赠5881100.73元)
- 投资收益为9938800.03元
- 理财收益为476929.97元



2013年度公益项目支出8252470.69元

具体项目如下:

- 牵手公益系列 支出7792485.06元
- 牵手未来系列 支出348465.63元
- 牵手生命系列 支出111520.00元



基金会管理费用支出6456498.80元

具体项目如下:

- 基金会的工作人员薪酬支出180150.70元
- 基金会管理费用支出465499.10元

### 年度公益项目支出明细

公益项目	Welfare project	单位: 元 支出 / Expenses
牵手夕阳, 定格幸福	Freeze Happiness	55634.600
公益流动伞	Flowing Umbrella	1257571.00
天使味道	Angel Taste	100951.00
新年圆梦	New Year Dream Realization	18000.00
公益盛典	Charity Festival	265858.00
慈善画展	Charity Exhibition	120238.20
牵手爱	Seize Love	193136.00
雅安灾后重建	Ya'an Reconstruction	1650000.00
“菲特”救灾	"Fitow" Disaster Relief	1252763.80
公益创投	Venture Philanthropy	1228332.46
后仓村敬老院	After positions in the village nursing home	1650000.00
刑案遗孤	Criminals' Orphans	5000.00
牵手童乐园	Hand in Hand-Children's Park	95803.73
牵手筑梦	Hand in Hand-Dream Construction	169518.30
牵手书乐园	Hand in Hand-Book Park	78143.60
器官捐献	Organ Donation	111520.00

## 公益创投明细 Venture Philanthropy

- (1) 支持宁波市公益服务促进中心的“名医下乡”、“竹篮子”、“听世界”三个公益项目共支出640000元
- (2) 支持宁波市内刊交流协会在酷暑当班的公交司机送去夏日清凉, 支出1862元
- (3) 奖励15名在志愿服务中有突出表现的志愿者, 购买15份《宁波晚报》, 支出2700元
- (4) “金蜜蜂助人为乐奖”奖励6位在鄞州公益事业上有特殊贡献的公益人士, 支出20000元
- (5) 支持宁波市江东区武术协会合作, 为推广全民建设体育公益事业, 支出20000元

- (1) Supporting charity projects, such as "doctors to the countryside", "bamboo basket", "listen to the world", which are organized by Ningbo public service promotion center. Total expense: 640,000.00 yuan.
- (2) Supporting Ningbo internal-publication communication association to console bus drivers in summer. Expense: 1,862.00 yuan.
- (3) Giving award to 15 volunteers for their outstanding performance by subscribing Ningbo Evening News for them. Expense: 2,700.00 yuan.
- (4) To response a call for Civilization Office of Yinzhou District, the Foundation specially set up "Golden Bee Award" to reward six activists for their special contribution of public welfare in order to encourage good deeds and moral models.
- (5) Cooperated with Ningbo Jiangdong Wushu association to promote the national fitness. Expense: 20,000.00 yuan.

- (6) 响应联合国儿童基金会的“母爱10平方”项目, 完成公益哺乳室装修, 支出1222.4元
- (7) “爱在中秋”蜜蜂侠接头派发月饼的公益活动, 支出2069.9元
- (8) 支持现代金报新年圆梦行动, 支出257.2元
- (9) 推广牵手公益信用卡, 支出30000元
- (10) 支持“阳光早餐 万人助学”项目, 帮助黔西南的孩子们吃上营养早餐, 支出10000元


- (6) To response a call for "10 square- mothers love" of The United Nations children's Fund, the Foundation decorated Nursery Room. Expense: 1,222.4 yuan (including 1,000.00 yuan directly donated by warm hearted pepole).
- (7) "Love in the Mid-Autumn Festival" welfare activities, the bee man distributed moon cakes in streets. Expense: 2,069.9 yuan.( 2000 mooncakes donated by Ningbo Marriott Hotel, Ningbo Park Hyatt and warm hearted people, and including anonymous donation: 200 yuan);
- (8) Supporting New Year Dream Realization activity held by Modern Glod Express' s. Expense: 257.2 yuan.
- (9) Promoting Public Credit Card. Expense: 30,000.00 yuan.
- (10) Supporting "Making sunshine breakfast & Helping difficult students" project, which makes children in Southwest of Guizhou are able to have nutritive breakfast every morning. Expense: 10,000.00 yuan;

- (11) 支持百川志愿者余姚大岚山留守儿童关注活动, 帮扶135名大岚山中心小学的学生, 支出19180元
- (12) 在鄞州万达广场和鄞州高级中学分别开展“地球一小时”的环保公益宣传, 支出50040.96元
- (13) 支持鄞州区横溪镇亭溪岭、双石岭古道互通工程, 支出300000元
- (14) 支持“关爱乡村老教师”送报爱救助老大型公益活动支出120000元
- (15) 为甘肃岷县、漳县地震灾区运送过冬物资8吨, 运费支出11000元

- (11) Helping 135 students of Dalanshan Central Elementary School with Baichuan volunteers. Expense: 19,180.00 yuan (fully directly donated by Baichuan volunteers);
- (12) Carrying out "Earth hour" environmental protection propaganda in Yinzhou Wanda Plaza and Yinzhou senior school respectively. Expense: 50,040.96 yuan.
- (13) Supporting ancient way interconnection project of Hengxi town Tingxiling and Shuangshiling. Expense: 300,000.00 yuan.
- (14) Subscribing 1000 Zhejiang Older's Newspaper of 2014 for retired rural teachers who participate large-scale public welfare activities "Care for Old Rural Teachers" of Ningbo Yinzhou district. Expense: 120,000.00 yuan;
- (15) Transporting 8 tons winter goods for the earthquake disaster area, such as Min Xian and Zhang Xian in Gansu Province. Expense of freight: 11,000 yuan.

# 审计报告

Audit report

 宁波正源会计师事务所有限公司

Ningbo Zhengyuan Certified Public Accountants Co., Ltd.

宁波市鄞州区春园路 125 号

No.125 Chunyuan Road Yinzhou District, Ningbo

电话 TEL: 0574—88211088

传真 FAX: 0574—88210388

## 审计报告

正会审（2014）3003 号

宁波鄞州银行公益基金会理事会：

我们审计了后附的宁波鄞州银行公益基金会（以下简称公益基金会）财务报表，包括 2013 年 12 月 31 日的资产负债表，2013 年度的业务活动表和现金流量表以及会计报表附注。

### 一、管理层对财务报表的责任

编制和公允列报财务报表是公益基金会管理层的责任，这种责任包括：（1）按照《民间非营利组织会计制度》的规定编制财务报表，并使其实现公允反映；（2）设计、执行和维护必要的内部控制，以使财务报表不存在由于舞弊或错误导致的重大错报。

### 二、注册会计师的责任

我们的责任是在执行审计工作的基础上对财务报表发表审计意见。我们按照中国注册会计师审计准则的规定执行了审计工作。中国注册会计师审计准则要求我们遵守中国注册会计师职业道德守则，计划和执行审计工作以对财务报表是否存在重大错报获取合理保证。

审计工作涉及实施审计程序，以获取有关财务报表金额和披露的审计证据。选择的审计程序取决于注册会计师的判断，包括对由于舞弊或错误导致的财务报表重大错报风险的评估。在进行风险评估时，注册会计师考虑与财务报表编制和公允列报相关的内部控制，以设计恰当的审计程序，但目的并非对内部控制的有效性发表意见。审计工作还包括评价管理层选用会计政策的恰当性和作出会计估计的合理性，以及评价财务报表的总体列报。

我们相信，我们获取的审计证据是充分、适当的，为发表审计意见提供了基础。

### 三、审计意见

我们认为，公益基金会财务报表在所有重大方面按照《民间非营利组织会计制度》的规定编制，公允反映了公益基金会 2013 年 12 月 31 日的财务状况以及 2013 年度的业务活动情况和现金流量。

宁波正源会计师事务所有限公司



中国宁波市

中国注册会计师：董勇



中国注册会计师：王振宙



2014 年 1 月 6 日

资产	行次	年初数	期末数	负债和净资产	行次	年初数	期末数
<b>流动资产：</b>				<b>流动负债：</b>			
货币资金	1	57655.36	593208.28	短期借款	61		
短期投资	2	103000000.00	589000000.00	应付款项	62		
应收款项	3			应付工资	63		20000.00
预付账款	4			应交税金	65		
存货	8			预收账款	66		
待摊费用	9			预提费用	71		
一年内到期的长期股权投资	15			预计负债	72		
其他流动资产	18			一年内到期的长期负债	74		
流动资产合计	20	103057655.36	59493208.28	其他流动负债	78	1000000.00	
				流动负债合计	80	1000000.00	20000.00
<b>长期投资：</b>				<b>长期负债：</b>			
长期股权投资	21			长期借款	81		
长期债权投资	24		50000000.00	长期应付款	84		
长期投资合计	30		50000000.00	其他长期负债	88		
固定资产：				长期负债合计	90		
固定资产原价	31			<b>受托代理负债：</b>			
减：累计折旧	32			受托代理负债	91		
固定资产净值	33			负债合计	100	1000000.00	20000.00
在建工程	34			<b>净资产：</b>			
文物文化资产	35			非限定性净资产	101	102057655.36	109473208.28
固定资产清理	38			限定性净资产	105		
固定资产合计	40			净资产合计	110	102057655.36	109473208.28
<b>无形资产：</b>							
无形资产	41						
<b>受托代理资产：</b>							
受托代理资产	51						
<b>资产总计</b>	<b>60</b>	<b>103057655.36</b>	<b>109493208.28</b>	<b>负债和净资产总计</b>	<b>120</b>	<b>103057655.36</b>	<b>109493208.28</b>

## 业务活动表 Business Activity Sheet

会民非02表 编制单位：宁波鄞州银行公益基金会 2013年度 单位：元

项目	行次	非限定性	限定性	合计	非限定性	限定性	合计
<b>一、收入</b>							
其中：捐赠收入	1	280820.40	210400.00	491220.40	3219677.84	2679222.70	5898900.54
会费收入	2						
提供服务收入	3						
商品销售收入	4						
政府补助收入	5						
投资收益	6	10051587.36		10051587.36	10396391.04		10396391.04
其他收入	9	14922.17		14922.17	19338.96		19338.96
收入合计	11	10347329.93	210400.00	10557729.93	13635407.84	2679222.70	16314630.54
<b>二、费用</b>							
• 业务活动成本	12	7987840.60	210400.00	8198240.60	5573247.99	2679222.70	8252470.69
其中：牵手公益系列	13	1318485.00		1318485.00	5139032.36	2653452.70	7792485.06
牵手未来系列	14	1529415.00		1529415.00	322695.63	25770.00	348465.63
牵手生命系列	15	5002066.00		5002066.00	111520.00		111520.00
其他	16	137874.60	210400.00	348274.60			
	17						
• 管理费用	26	662146.25		662146.25	645649.80		645649.80
• 筹资费用	27				957.13		957.13
• 其他费用	28						
费用合计	35	8649986.85	210400.00	8860386.85	6219854.92	2679222.70	8899077.62
<b>三、限定性净资产转为非限定性净资产</b>	40						
<b>四、净资产变动额</b>	<b>45</b>	<b>1697343.08</b>	<b>-</b>	<b>1697343.08</b>	<b>7415552.92</b>	<b>-</b>	<b>7415552.92</b>
(若为净资产减少额，以“-”号填列)							

## 现金流量表

Cash Flow Statment

会民非03表 编制单位：宁波鄞州银行公益基金会 2013年度 单位：元

项目	行次	金额	机构名	服务内容	小时
<b>业务活动产生的现金流量：</b>					
接受捐赠收到的现金	1	4898900.54	宁波神采装饰设计工程有限公司	牵手童乐园、达敏学校“天使坊”、达敏学校“牵手书乐园”项目设计	500
收取会费收到的现金	2				
提供服务收到的现金	3		宁波诺丁汉大学创行团队	环保宣传、“天使味道”项目推广、网络公益营销、基金会公益项目跟进	1000
销售商品收到的现金	4				
政府补助收到的现金	5				
收到的其他与业务活动有关的现金	8		宁波市农工民主党委 宁波市医学会	名医下乡公益项目	300 300
现金流入小计	13	4898900.54			
提供捐赠或者资助支付的现金	14	8252470.69			
支付给员工以及为员工支付的现金	15	228503.90	善诗美地	爱心义卖	50
购买商品、接受服务支付的现金	16				
支付的其他与业务活动有关的现金	19	398103.03	鄞州高级中学		130
现金流出小计	23	8879077.62	鄞州中学		100
业务活动产生的现金流量净额	24	-3980177.08	姜山中学		120
			五乡中学		110
<b>投资活动产生的现金流量：</b>					
收回投资所收到的现金	25	143310000.00	正始中学	“环保有理，行动有你”活动	115
取得投资收益所收到的现金	26	10396391.04	同济中学		118
处置固定资产和无形资产所收回的现金	27		鄞江中学		110
收到的其他与投资活动有关的现金	30	19338.96	古林职业高级中学		108
现金流入小计	34	153725730.00	鄞州职教中心		110
购建固定资产和无形资产所支付的现金	35				
对外投资所支付的现金	36	149210000.00	鄞州银行姜山支行		350
支付的其他与投资活动有关的现金	39		鄞州银行梅墟支行		36
现金流出小计	43	149210000.00	鄞州银行东钱湖支行		41
投资活动产生的现金流量净额	44	4515730.00	鄞州银行潘火支行		30
			鄞州银行营业部	牵手夕阳，定格幸福公益项目	15
<b>筹资活动产生的现金流量：</b>					
借款所收到的现金	45		鄞州银行下应支行		18
收到的其他与筹资活动有关的现金	48		鄞州银行洞桥支行		26
现金流入小计	50	0.00	鄞州银行云龙支行		30
偿还借款所支付的现金	51		浦东发展银行宁波分行		27
偿还利息所支付的现金	52		宁波壹周爱心俱乐部		70
支付的其他与筹资活动有关的现金	55				
现金流出小计	58	0.00	宁波读书人俱乐部		600
筹资活动产生的现金流量净额	59		基金会网络报名志愿者	“菲特”灾后物资发放	200
<b>汇率变动对现金的影响额：</b>	60				
<b>现金及现金等价物净增加额：</b>	61	535552.92	<b>累计服务时间</b>		<b>4614</b>

## 志愿服务时间统计

Volunteering Time Statistics

# 2013年度捐款明细

2013 Donation Details

## 企业 / 团体捐赠

捐赠方	金额 /元
宁波东方建设开发有限公司 (其中“慈善画展”1227000元)	1,740,000.00
宁波鄞州农村合作银行	630,000.00
宁波读书人俱乐部	263,616.70
宁波华龙投资建设开发有限公司	260,000.00
宁波春天旅游用品有限公司	150,000.00
宁波如意股份有限公司	120,000.00
宁波江东鑫源张斌桥集贸市场有限公司	100,000.00
鄞州区古林镇商会	60,000.00
宁波农信第一期英才班	53,450.03
上海飞时达传媒有限公司	51,573.00
宁波天天演文化艺术有限公司	50,000.00
宁波东方电缆股份有限公司	50,000.00
宁波市韦尔奇进出口有限公司	50,000.00
慈溪市泽丰建设有限公司	50,000.00
宁波众茂跳北热电有限公司	50,000.00
帅康集团	50,000.00
宁波市江北牧高笛户外用品有限公司	50,000.00
宁波坤泰建设有限责任公司	50,000.00
宁波方太厨具有限公司	50,000.00
鄞州区中河街道中心幼儿园	25,136.00
五家渠国民村镇银行有限责任公司	24,700.00
宁波市鄞州昌胜粮油有限公司	20,000.00
宁波市百川公益服务中心	12,900.00
鄞州公安局刑侦大队	11,906.00
宁波市江东飞时达广告策划有限公司	10,000.00
浙江计量学院余姚人在计量分队	5,500.00
安徽黟县农村合作银行	5,000.00
黄山屯溪农村商业银行	5,000.00
余姚市特力喷雾器有限公司	4,800.00
宁波洽丰休闲用品有限公司	4,100.00
鄞州银行东钱湖支行	3,226.20
宁波市海曙区赛尔剑桥培训学校	3,000.00
宁波赛恩信息工程咨询有限公司	2,400.00
华尔推剪(宁波)有限公司	2,200.00
鄞州区古林卫生院	1,480.00
宁波大特锁业有限公司	1,000.00
<b>小计</b>	<b>4,020,987.93</b>

## 个人捐赠

姓名	金额 /元
感恩惜福	1,011,500.00
杨中国(慈善画展)	199,000.00
李红(宁波电视台)	6,000.00
江皓(浙江电视台)	6,000.00
王静	3,600.00
李浩轩	2,000.00
钱静	1,000.00
陈银鲁	1,000.00
罗丹	1,000.00
李琼	1,000.00
竺颖娜	1,000.00
王霞	2,000.00
柳青	1,000.00
王瑛	960.00
罗军	500.00
梁斌	500.00
王琼	200.00
侯杉杉	200.00
夏雪芬	50.00
匿名捐赠	4,123.61
<b>小计</b>	<b>1,242,633.61</b>

项目捐赠	金额 /元
牵手公益信用卡持卡人积分 (含持卡人刷卡鄞州银行捐赠)	1,733.00
慈善画展	36,823.00
环保有理, 行动有你	3,562.00
杭州91.8幸福的士牵手基金	593,161.00
<b>小计</b>	<b>635,279.00</b>

2013年总捐款金额

**5,898,900.54 元**

## 感谢积极参与基金会公益活动的志愿者 (总计服务时间2418小时)

杨潇潇、汪士能、邵予帆、傅小、俞恒、郑宇平、  
陈昱娴、王瑾、谢惠君、俞飞芬、陈云波、徐丽君、胡和平、李国娥、  
汪锡川、林国友、郑福祥、林云龙、张志刚、张晋武、张立勇、黄君娥、王锡莉、陈栋、  
施博恺、张洲溢、袁媛、鲍炜雯、丁岩、毛世佩、项蕾、朱明、张若笠、许明红、谢芳飞、俞慧华、  
杜微微、闫昕、陈萍、吴老师、刘珂珂、黄萌芽、俞燕燕、汪健、郝奇、朱莹、包宁宁、谢雪雁、励亚云、  
何飞、严家芳、宋聪杰、严洁吉、李薇薇、张寒闪、朱芝、周凌娜、邱科娜、屠老师、詹斌、孙颖、郑依杰、  
毛园园、刘敏尔、李圆圆、朱泽勇、杨红梅、周耘、毛嘉飞、毛红波、杨维娜、陈慧、徐欣妍、方瑞、李佳莹、  
马婷、斯琴图雅、周蒙、俞飞芬、刘亚婷、叶雪林、朱琴芳、陈奕竹、潘宝宁、徐清幽、肖万科、肖家徐、  
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徐苏云、潘丽娜、张素素、庄丽娜、孙佳茵、孙佳艺、翟晶、崔雨萌、庞红琴、姚芝、竺仕宝、  
周彬、王琼、陈云波、汪琼燕、汪锡川、唐美娟、翁菊梅、水国宏、邵文汐、应晶晶、  
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陈芊、张珊珊、周敏敏、黄爽、赵雅婷、符春燕、施翌、  
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