



# NEWSLETTER 通讯 2020.10



SHANGHAI K  
Charitable Foundation  
上海嘉和公益基金会

上海嘉和公益基金会是于 2017 年在上海市民政局注册成立的慈善组织。

Shanghai K Charitable Foundation is a non-profit charitable organisation registered in 2017 under the Shanghai Bureau of Civil Affairs.

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## 负责人寄语

FROM THE EXECUTIVE DIRECTOR



九月是忙碌的一个月，我们参加了腾讯 99 公益日，开展了系列爱国主题活动，同时还在筹备迎接四期学员报到。

September was a busy month for us with our first participation in the annual Tencent 99 Giving Day, the organisation of a series of patriotic activities, and preparations for the arrival of Cycle 4 youths at the beginning of October.

中秋佳节和十一假期将至，我们全体学员和工作人员祝大家中秋快乐，阖家团圆，度过一个愉快而美好的假期！

With the Mid-Autumn Festival and National holidays coming, our entire team and the youths join me in sending you our best wishes. We hope that you will enjoy reuniting with family, seeing friends and celebrating this wonderful season!

再次衷心地感谢您与我们携手并肩，共同帮助国内的困境青年。请将月报分享给身边的朋友、同事，让更多的人了解良师益友项目，并加入我们。

As always, we are grateful for your continued support and for helping our work in youth poverty alleviation. Please share this newsletter with your friends and colleagues and help us expand our circle of friends and supporters.

彭晓 Shelley Peng

执行理事和项目负责人 Executive Director

## 国旗下成长

GROWING UP UNDER THE NATIONAL FLAG



9月5日，受莘庄镇政府之邀，学员代表们参加了“国旗下成长”上海青少年升国旗暨“共画同心圆 携手助‘创全’”莘庄镇各界青少年爱国宣讲主题活动。闵行区和莘庄镇政府各领导出席了活动。我们的学员保英才、王慧清、安吗依乌、王甜甜作为护旗手，与莘松中学的同学参加了庄严的升旗仪式；之后，付永军、曾悦、许进达、韩宇星献上了激情澎湃的诗朗诵《中华少年》。活动过后，学员们感触万千，我们一起来听听他们的感受。

Cycle 3 youths were invited by the Xinzhuang Township Government to participate on the 5<sup>th</sup> of September in patriotism activities organized by Minhang District government, which was attended by Government leaders. As flag-bearers, youths Barry Bao, April Wang, Augus and Wendy Wang were part of the flag raising ceremony together with students from the Xinsong Middle School. Jerry Fu, Selena Zeng, King Xu and Jane Han presented a passionate poem recitation: The Chinese Youth. All youths were impressed by this activity and some have shared their thoughts.



王慧清, 19岁, 西点制作, 河南省

April Wang, 19 Years Old

Western Pastry, Henan Province

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上周，我参加了“国旗下的成长”活动。五星红旗伴随着威严的国歌，迎着金线般的一缕缕阳光，缓缓升起，飘扬在上空。当我们站在那里注目礼看着五星红旗冉冉升起，不禁感到身为中华儿女的自豪。红色是跳动的火焰，黄色则充满了希望。五星红旗——我们永远而神圣的图腾！五星红旗——我们强大而永久的动力之源！五星红旗永远飘扬在我们心中。

Last week I participated in a patriotism activity themed "Growing Up under the National Flag". I felt proud to be Chinese when I watched our National flag being raised under the glory of the sun and listening to our National Anthem. Red represents the flickering flame, and yellow represents hope. Our national flag is our eternal and sacred totem! It is also the source of our strength and is always in our hearts.



**许进达, 19岁, 西式烹调, 山西**  
**King Xu, 19 Years Old**  
**Western Culinary, Shanxi Province**

一开始接到让我来朗诵《中华少年》的通知，我非常惊讶，自己口才方面并没有什么特点。突然让我来读这个，属实有点猝不及防。政府以及各部门对这次活动都很重视，但排练时我发现这次朗读并没有想象中那么简单。活动当日，当我们四个人走上舞台，我现在仍然记得我排在第三个，心跳明显快了很多。毕竟第一次站在那么多人面前朗诵，感觉很紧张。上台站好，开始朗诵了，看到了中心的同学们，他们的眼神给予我鼓励，我镇定了很多。朗诵结束，我感觉自己读得不怎么好，但还是一字一句地读下来了。这次活动更激发了我的爱国之心，少年强则中国强，我辈当奋发图强，为祖国的繁荣昌盛而努力！

I was quite surprised when I was invited to recite the poem "The Chinese Youths", since I am not good at public speaking. The Government valued this activity very much, but I found that it is not easy to recite a poem passionately while rehearsing. On the actual day, my other three classmates and I stood on the stage. I was nervous and could feel my heart beat faster. But I felt comfortable and calm when I saw the smiling faces of the rest of our classmates who stood off

the stage. While I finished the task, I did not feel that I performed very well. However, this event had stimulated my patriotism. Outstanding teenagers will make China stronger and my generation should work hard to achieve prosperity for our Motherland.

为了庆祝中华人民共和国成立 71 周年，加强爱国主义教育，激发广大师生的爱国热情，我们还组织开展了持续一个月的“我和我的祖国”主题系列教育活动。

To celebrate the 71<sup>st</sup> Anniversary of the People's Republic of China as well as strengthen patriotism education and stimulate the patriotic enthusiasm of youths and staff, we have organized a series of educational activities themed "Me and My Motherland" which will last for one month.

9月30日，我们在莘庄商务区做了一次主题为“师生同唱一首歌”的快闪活动。三期学员和工作人员，有的演奏乐器，有的加入合唱，引来众人驻足。此次活动，拉开了“我和我的祖国”主题系列教育活动的序幕。

On the 30<sup>th</sup> of September, we held a flash-mob in Xinzhuang CBD. Cycle 3 youths and staff joined and sang the song "Me and My Motherland" together with some playing musical instruments. This attracted many people to watch and is a prelude to our series of educational activities.

PHOTO

**腾讯 99 公益日**  
**TENCENT 99 GIVING DAY**



9月7日至9日，上海嘉和公益基金会首次参加了腾讯99公益日，通过腾讯公益平台进行线上筹款。前期，我们以推送、视频、海报等方式做了大量的动员工作；活动中，我们在线上 and 线下都做了筹款宣传活动。线上，我们大力转发宣传海报，号召好友捐款、点赞；线下，老师和学员们一起在中心周围分发宣传页，鼓励周边的好心人为我们捐款，同时也准备了小礼品作为对捐赠人的感谢。最终，我们一共收到1900笔捐款，筹得爱心善

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款及腾讯基金会配捐共 6,1353.8 元。在此，我们向所有在腾讯 99 公益日中支持良师益友项目的社会各界爱心人士致以最真挚的感谢。

From the 7<sup>th</sup> to 9<sup>th</sup> of September, Shanghai K Charitable Foundation participated the annual Tencent 99 Giving Day for the first time which is an online fundraising campaign on the Tencent charity platform. Much effort was spent beforehand to raise awareness with our supporters by sharing videos, posters, and instructions on how to donate through social media. This awareness campaign continued intensively during the three actual days of giving, which included youths and staff distributing leaflets to people working in the Xinzhuang CBD area with token gifts for donors. We are very grateful to everyone and Tencent which helped us raise ¥61,353.80 in donations and matching funds by the Tencent Foundation.

线下宣传活动中，学员们积极参与，感慨良多，让我们来听听他们的所做所想。

We would like to share with you feedback from Cycle 3 youths who participated in their first large-scale fund-raising activity.



**班建华, 22 岁, 西式烹调, 云南省**  
**Morgan Ban, 22 Years Old**  
**Western Culinary, Yunnan Province**

腾讯 99 公益日期间，我有机会参加项目的线下筹款活动。但是我性格有些内向，给陌生人介绍我们项目时，感到有点压力，我一紧张话都讲不明白了。记得当时给路人发传单介绍项目时，话没说到一半直接被无视，当时感觉挺受打击的。可能周围是商业区的原因，别人都着急吃饭，也不愿意听我们讲，更何况当时中午的天气也挺热的，都不愿意在外面多呆。然而，也有有耐心的路人还听我们说两句，并且收下传单粗略地看几眼。对于我

个人来说，这次发传单是一次历练和挑战，希望下次还有这样的机会锻炼一下自己。

During this activity, which provided me the opportunity to contribute to our programme, my task was to distribute flyers to people working within the Xinzhuang Township CBD. Since I am an introvert, I felt nervous and stressed while introducing our programme to strangers which affected my ability to speak clearly. I felt frustrated when some people ignored me without letting me finish what I had to say. I thought they may be busy and since it was hot outside, they wanted to finish lunch as soon as possible. However, some were more patient, took the time to listen to me and took the flyers with them. For me, this was overall a good learning experience which I'd like to participate in again next year.



**王甜甜, 19 岁, 西点制作, 河南省,**  
**Wendy Wang, 19 Years Old**  
**Western Pastry, Henan Province**

这周我们参加了腾讯 99 公益日线下筹款活动，我们以发送传单的形式让他们了解我们项目并对我们进行捐款。之前我从没发过传单，开始在发的时候不知道怎么开口，傻傻地站在原地。老师告诉我们方法后，我们决定勇敢地迈出第一步，经过几次练习后也总算发出去了几张。由于这些工作的人都很忙，有些人会拒绝我们。每拒绝一次，我们都要重拾信心继续上前，不过效果并不理想。下午，我们在课余时间再次整装出发。汲取了中午的失败经验，我们下午是有目标的进行宣传。总算功夫不负有心人，我们募捐到了 20 元钱。为了表示感谢，我们也赠送了他们小礼品。虽然钱不多，但这也是一份爱心，就像我们的标语“爱心不分大小，行动就是力量”。线上募捐时大家也很努力，每位老师同学都在努力集小红花。在这次活动中，我看到了大家在为一个共同的目标而努力着，也感受到了募捐的困难、老师们的辛苦。最后，教师节到了，祝老师们教师节快乐呦~老师们辛苦了！



We participated in the Tencent 99 Giving Day and distributed flyers to people to introduce our programme and encouraged them to donate to us. Without any previous experience, I did not know at first what to do and just stood there. Thanks to the teacher's help, I finally made some progress and started to talk to people. Every time they turned us down, we encouraged each other to try harder. However, the result was not as good as I thought therefore, we changed our strategy in the afternoon by targeting people who we felt might donate. Eventually, we found a donor who gave ¥20, and we gave a small gift in return. Although it was not too much, but no donation and no support is too small, and actions are more important. We all participated also in the online campaign and did our best to collect as many flowers as we could to top up the matching funding. By joining this activity, I realized that it is not easy to raise money even if it is for charity and understood that our mentors must always work very hard to do so. The Teachers' Day is coming and I wish all our dear mentors a happy Teachers' Day!

At first, I thought it would be easy to distribute flyers. When I got a handful of them from the mentor, I thought there were very few, and I would pass them out within minutes. However, I realized I was too optimistic and felt too shy to speak to strangers. My classmate Iris encouraged me, and I gathered up my courage to hand out the flyers one by one. Through this activity, I learned that it was difficult to engage with strangers and that I needed to overcome my shyness and challenge myself. It was not as difficult as I imagined once I started to do it.



**王璐, 18岁, 西点制作, 河南省**  
**Cherry Wang, 18 Years Old**  
**Western Pastry, Henan Province**

刚开始知道自己要去发传单的时候觉得很简单, 我肯定没问题。当天午饭后, 我们到了集合的地点, 从老师手中接过一叠传单。我摸着并不是很厚, 心想着, 这么一点点一会儿就发完了吧。很快, 我就知道自己太天真了。刚开始, 有些不知所措, 手里的传单迟迟没有发给别人, 原因是觉得有些不好意思, 不知道怎么开口。后来在同伴晓燕的鼓励下发出了第一张, 接着慢慢地, 胆子也大了起来, 第二张, 第三张, 第四张..... 经过这次活动, 我明白了发传单看似很简单, 但实际行动时才知道有多困难。一定要克服自己的害羞心理, 迈出自己的第一步, 之后就会觉得其实也没那么难。



**张宇豪, 17岁, 西点制作, 湖北省**  
**Tom Zhang, 17 Years Old**  
**Western Pastry, Hubei Province**

这已经是我第2次发传单了。第一次是为一家珠宝店做宣传, 当时是一个小时60块钱, 一天发3个小时, 这3个小时可难熬了, 每天都要走3万多步, 太阳很晒, 天黑了才能回家, 不过这是最锻炼我交际能力的时候, 还锻炼了我不服输的毅力。这次是宣传公益, 介绍我们项目, 相对来说比较好发。但是因面向的对象都是职场工作的人, 他们很匆忙, 当我拿着传单给他时, 他会认为我在推销产品, 一般就不会接单。不过我有经验, 总结了一些方法: 首先, 声音要大, 太小别人听不清你在说什么, 所以就不会有兴趣, 也不会想了解。第二点是蓓蓓老师给的一个建议, 第一句要说我是学生, 因为这样会让别人产生信任。第三是要把公益说出来, 比如“您好, 我是上海嘉和公益基金会的”, 或者“您好, 腾讯99公益日, 请问有兴趣了解一下吗? 谢谢!”又或者把传单塞他手里, 说“腾讯99公益活动, 了解一下, 谢谢!”我会把公益说出来, 不要让别人以为是推销产品。还有我一般都会找小姐姐和阿姨, 她们会更感性一点。这次发传单感觉到上海的节奏感很快, 人们都很忙。活动刚开始我感觉不太顺利, 但是越挫越勇。这次活动不仅锻炼了我的勇气, 还提高了我的心态, 宣传是好事, 我一定会更好的! 你好! 我是宇豪! (宇宙的字)

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This was the second time I distributed flyers. I did this before for a jewellery store and was paid ¥60 per hour for three hours per day, walking 30,000 steps under the sun. It was exhausting, but that experience improved my interpersonal skills and perseverance. I thought it might be easier to promote a charitable programme. However, we were facing busy office workers, they may have thought that I was selling products. Fortunately, I had tips based on my previous experience. First, speak loudly and ensure people can hear you clearly otherwise they will not be interested. Secondly, following suggestion from Ms. Grace Wang, we informed them at the beginning that we are students to gain people's trust. Third, we pointed out it is for a charitable activity. For example, "Hello, I am from Shanghai K Charitable Foundation", or "Hello, we are participating in the Tencent 99 Giving Day. Would you like to know more? Thank you!" or hand the flyer into their hands while saying "Please kindly learn about the Tencent 99 Giving Day, thank you!". I clarified that we were doing a charitable activity to avoid misunderstanding. Moreover, I usually targeted ladies who tend to be more sympathetic. I learned the pace of life is fast in Shanghai. Even if it did not go well at the beginning, I was still confident that we would get better. Publicity is important for our programme. Finally...Hello! This is Tom (Yuhao, the Yu means universe), nice to meet you!

虽然腾讯 99 公益日已经结束了，但你依然可以为良师益友项目提供资金和物资支持，帮助贫困青年创造更美好的人生！

Even though the Tencent 99 Giving Day has ended, you can still call on more people to donate and help us to create a better future for disadvantaged youths!

**上海闵行区嘉和职业技能培训学校**  
**SHANGHAI MINHANG DISTRICT**  
**JIAHE VOCATIONAL TRAINING SCHOOL**

我们有一个好消息与大家分享。上海嘉和公益基金会发起成立的“上海闵行区嘉和职业技能培训学校”，已获业务主管单位和登记机关的批准，正式成立啦！学校位于贺理士嘉道理爵士青年发展中心，学生们将在这里学习和生活。未来我们将陆续与你分享更多信息。

We are delighted to introduce you to Shanghai Minhang District Jiahe Vocational Training School, which was initiated and officially established by Shanghai K Charitable Foundation in September 2020 following approval from the business management and registration authorities! Our Vocational Training School, located in the Sir Horace Kadoorie Youth Development Centre, is where all youths will gain their culinary skills. Over the next few months, we will introduce you to this newly established entity, its caring people and its activities.



**支持我们**  
**SUPPORT US**

请将月报分享给你身边的朋友、同事，让更多的人了解良师益友项目，并加入我们。

Please share this newsletter with your friends and colleagues and help us expand our circle of friends and supporters.

您亦可以在您的周围为我们筹款，了解更多信息，请联系王蓓蓓女士：[gracewang@shanghaik.org](mailto:gracewang@shanghaik.org)。

You can also help fund-raise for us within your community. To explore opportunities, please contact Ms. Grace Wang at [gracewang@shanghaik.org](mailto:gracewang@shanghaik.org).

**工作人员**  
**CREDITS**

- |                                |   |
|--------------------------------|---|
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| <b>文字 Contributing Writers</b> | 班建华 Morgan Ban<br>陈宝山 Paul Tchen<br>王甜甜 Wendy Wang<br>王璐 Cherry Wang<br>王慧清 April Wang<br>王蓓蓓 Grace Wang<br>肖芬 Cathy Xiao<br>许进达 King Xu<br>张宇豪 Tom Zhang |
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