



GINKGO FOUNDATION

2022

ANNUAL REPORT



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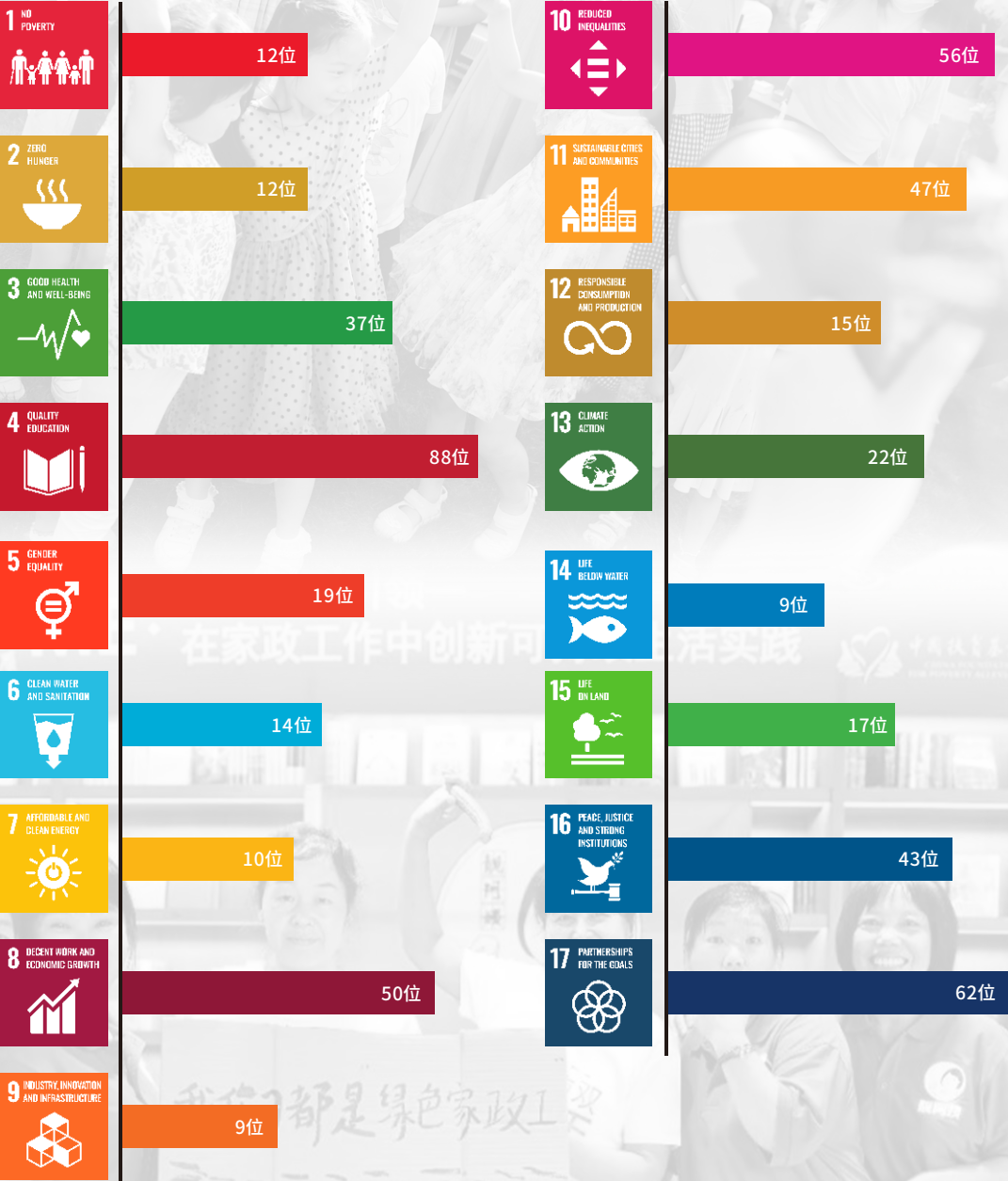
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Global Perspective, Grounded Work: Ginkgo fellows making contributions to the United Nations Sustainable Development Goals around China



According to preliminary data collection, in 2022, 144 Ginkgo Fellows are working towards the targets set by UN SDGs.



The Mengnanshe Sustainable Development Service Center, initiated by SHEN Dingfang, a 2022 Ginkgo Fellow, explores the traditional wisdom and local knowledge of the Hani Aka community in Xishuangbanna to deal with climate change and continues to explore tropical rainforest restoration and comprehensive community development from a cultural perspective. They are committed to discovering paths for developing ethnic minority communities in Yunnan to enhance climate resilience.



2019 Ginkgo Fellow DONG Zhou, head of the Qinghai Snowland Great Rivers Environmental Protection Association, conducted the largest yet water source survey in the great rivers area of Qinghai Province, and collected 6,900 samples of water source information, which provided important basic data for water source conservation and its ecosystem. The organization also facilitated more than 60 water resources public welfare protection communities, and established more than 210 zero-waste households, forming a water resources co-management model and long-term mechanism with the local herdsman at its core.



The 2021 Ginkgo Fellow, HE Jia, head of the Big Fish Community Design Center, has led the Big Fish team to take root and deeply cultivate the local community in Shanghai for many years. Through community building, HE Jia promotes the community's continuous micro-renewal and transformation, and creates the "beautiful community festival" together with community members to help form endogenous community social networks.



The 2018 Ginkgo Fellow, HAN Han, founded China's first dedicated non-profit organization China Blue for sustainable development of fisheries and oceans. Through professional engagement, it promotes policy innovation and implementation of the green development of aquaculture and fishing industries. It helps traditional fishers adapt to the transformation and improvement necessary for sustainable development.



The 2019 Ginkgo Fellow MENG Qianshan is constantly curious about and experimenting with food and social problems. She developed the Nini Global Food Education Curriculum, and set up China's first community food education center in Chengdu to promote collaboration among families, schools and society to create a better food environment for children.



The Beijing Hongyan Social Work Service Center, initiated by the 2012 Ginkgo Fellow MEI Ru, provides capacity-building and employment services for women domestic workers, and reshaping the professional value of women domestic workers. After years of practical exploration, Hongyan launched the Green Housekeeping Project to support women domestic workers in developing their strengths and potentials in cultivating a green lifestyle, and improve their situation while promoting the quality and expansion of the housekeeping industry.



The 2018 Ginkgo Fellow FU Xiaoli, head of Changsha Butterfly Home Children's Palliative Nursing Center, together with the team, provides palliative care and hospice care services for severely ill or dying children, and is committed to promoting the concept of child palliative care, nursing training programs, and public education programs.



The 2017 Ginkgo Fellow, LI Hong is the head of the Beijing Rongai Rongle Family Support Center for Intellectual Disabilities. Rongai Rongle provides a training and exchange platform for parents of intellectually disabled persons, supporting their community, education and employment integration. In total, Rongai Rongle has helped more than 80 young people with their employment, benefiting more than 3,000 families.



Introduction

The Ginkgo Foundation was established in 2015 and registered with the Bureau of Civil Affairs in Beijing. It is a joint initiative between the Ginkgo Fellows, Narada Foundation, Zhejiang Dunhe Foundation, Xinhe Foundation and Nonprofit Research Center at Renmin University of China (now called the China Institute for Philanthropy and Social Innovation). The predecessor of the Ginkgo Foundation is the Ginkgo Fellow Project, which was launched by the Narada Foundation in 2010.

Ginkgo Foundation strives to support the talent growth and development in the public service sector. It is dedicated to finding, connecting, and inspiring young social entrepreneurs, and working with them to solve social problems, create collective impact, and promote the development of the public service sector.

MISSION

We discover, bring together and inspire a diverse and vibrant community of social entrepreneurs who can collectively bring about positive social changes in China.

VISION

We envision a world where everyone can live with freedom of choice and dignity.



ZHAO Yilan

Honorary Board Chair, Board Member

The disaster-ridden year of 2022 has finally passed. Our society has finally stepped out of the three-year-long COVID dilemma after a checkered series of events featuring emotional highs and lows.

At this very moment, springtime is bringing things back to life. But we still need to figure out, through the heavy layers of the foggy reality, if this is the beginning of a post-COVID new growth cycle, or a short spring in the changing seasons.

The external environment is still grim. People are paying attention to whether new alliances can be formed and how the international order will be altered during military conflicts and international tension. In technological development, ChatGPT was born and quickly iterated from version 3.5 to version 4.0, which means that the era of artificial intelligence is coming. In the process of evolving from the Internet era to the AI era, all walks of life face unprecedented opportunities and challenges.

Domestically, the end of COVID-19 and the arrival of a new government have boosted expectations, but turning those expectations into real growth remains fraught. Judging from the data from the beginning of this year, we see that last year's export success turned to negative growth; consumption data also fell short of expectations, and domestic demand growth remained sluggish; on the investment side, real estate investment in first-tier and some second-tier cities saw a slight improvement under the dual impetus of monetary injection and policy stimulus, but the third- and fourth-tier cities, which account for a more significant proportion, are still in deep trouble. Investment in infrastructure by governments at all levels is encouraged, but it is difficult to make great strides due to the drag of sizeable local government debts. Precisely what the growth prospects will be remains in great uncertainty.

The drastic changes in the domestic and international environment bring more social problems, and result in less resources flowing into the social innovation and public service sector. Under these challenges, Ginkgo Fellows did not choose to relax and give up but responded positively in a swift manner.

In 2022, we welcomed seven new Ginkgo Fellows. They have been working and will continue to work in health, migrant worker community building, ethnic community development, youth protection, gender inclusivity, mental health, and public service sector support, and they keep exploring effective paths to create public value and promote social progress. Last year was the second year for the Ginkgo Fellow community to recruit new members independently. We are proud to see that the self-organized fellows found social entrepreneurs whose values and actions are consistent with the community, helping them grow and upgrade. I would like to express my heartfelt thanks to the development and contribution of the 2022 fellow recruitment group! In 2022, building on adequate support to the existing Ginkgo Fellows, the Ginkgo Foundation established a new work model that connects and inspires more social entrepreneurs by supporting public service talent projects. Ginkgo also conducted a systematic need analysis of social entrepreneurs represented by Ginkgo Fellows to identify the effective direction of supporting key public service talents. These attempts have laid an essential foundation for the Ginkgo Foundation to formulate a new strategic plan. In 2022, the Ginkgo Foundation focused on improving its funding capabilities, implementing a series of internal professional learning, and optimizing process management plans, visiting several grant-making foundations, and inviting professionals in the grant-making field to share, communicate and discuss. Through these efforts, Ginkgo will become a more professional and competent grant-making organization and pave the way for the effective implementation of the next strategic period.

Looking forward to 2023, we will see that the world is full of new changes. I hope Ginkgo Fellows can safeguard our goal and mission amid drastic changes and adjust the content and rhythm of actions according to general trend. I also hope fellows can further develop their capabilities through unrelenting learning and effective communication and lead their organizations to take more concrete actions. In the new year, we must still adhere to the established strategy of seeking, connecting, and motivating Ginkgo Fellows to jointly address various social issues and demonstrate the actual value of ourselves and our organizations amid drastic changes.



PENG Yanni

Chair of the Board, Ginkgo Foundation

After more than a year of need analysis, reviews of lessons learned from 10 years of the Ginkgo Fellow Project, and extensive stakeholder engagement, we have developed the Ginkgo Foundation's strategy for 2023 to 2025.

In lieu of the trends and challenges in the public service sector, Ginkgo Foundation maintains a clear strategic position as a hub for public service talent support and development. This strategy cycle aims to retain and develop key talent in the public service sector and enhance and rebuild Ginkgo's public value. In terms of specific work plans, on the one hand, we will help Ginkgo Fellows to grow continuously and sustainably through more support and mobilization of collaborative efforts and more effective proactive interventions, thus promoting the development of related issue areas and the public service sector. On the other hand, we will encourage regional hub organizations to extend their support to the public service talents in the region to retain and develop more public service leaders and lay the foundation for long-term collaborative solutions to social problems in the region.

New strategy, new starting point. We aim to build relationships with partners in public service talent development and with local and issue-based organizations, and to work together to inspire and support more potential public service talent to respond to social needs and challenges with hope and perseverance, and to enhance social resilience.

Forward by Chair of the Board

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January

On January 20, Ginkgo Foundation holds the Eighth Session of the Second Term Ginkgo Foundation Board online.

April

The Ginkgo Fellow Collaborative Fund launches.

March

Ginkgo Foundation starts recruitment of new cohort of Ginkgo Fellows.

May

Social Entrepreneur Sustainable Development Grants launches.

July

The RE · NEW Conference for social entrepreneurs was held online. Themed activities, dialogues and continued engagements encourage public service partners to communicate and collaborate. Social Entrepreneur “North Star” Exploration Camp was held in Beijing.

June

Ginkgo Fellows convenes gatherings with an online-offline hybrid mode where fellows and partners gathered from around the country, while they hosted face-to-face parallel gatherings in Beijing, Guangzhou, Shanghai, and Chengdu. Social Entrepreneur Breakthrough Scholarship launches.

September

Beijing Municipal Social Organization Review team conducted an onsite review of Ginkgo Foundation.

December

The list of 2022 Ginkgo Fellows was officially announced, and seven social entrepreneurs from various fields officially became the 2022 Ginkgo Fellows. On December 11, Ginkgo Foundation holds the Ninth Meeting of the Second Term Ginkgo Foundation Board, and officially approved the Foundation's strategy (2023-2025). On December 22, the Beijing Civil Affairs Bureau released the "Announcement on the Municipal Social Organizations Evaluation in 2022", and the Ginkgo Foundation won the "4A Social Organization".

August

The first cross-sector social entrepreneur on-site visit, themed “sustainable business innovation” was conducted in Shanghai, 18 social entrepreneurs visited a group of companies and innovative organizations, and discussed with representatives from their social responsibility departments.

November

The Ginkgo Fellow recruitment review meeting was held in Hangzhou, and seven candidates entered the 2022 public opinion-seeking period. The second social entrepreneur cross-sector on-site visit was held in Suzhou. On the theme of "Integrated Employment and Innovation", 13 social entrepreneurs participated in the trip, during which they visited and discussed with many local enterprises. The China Foundation Development Forum was held in Jiangsu, and the Ginkgo Foundation co-hosted a parallel forum on "Promoting the Development of Women's Organizations and Foundations with a Gender Perspective" with several organizations.

STRATEGIC PLANNING FOR 2023-2025



Interpretation of the Ginkgo Foundation Strategy (2023 – 2025)

Ginkgo Foundation launched a new round of strategic planning in 2022.

Talent development is still the bottleneck issue for the public service sector, especially under the multi-faceted challenges of our society. Due to a lack of leading talents with entrepreneurial spirits, the evolutionary ability of the public service sector could be. Many public service organizations face capacity and sustainability issues, making it challenging to solve amounting and ever-changing social problems, which further leads to the vulnerability of civil society. There is also a need for more systematic support from the public service sector for high-potential talents, which is affecting their sense of security and development outlook.

In the past ten years, many prefectural and county-level organizations and many young activists with social entrepreneurship emerged. However, it is not always an optimistic prospect for them: they constantly experience high pressure, insufficient support, and a lack of development opportunities. They crave support, but the key hub organizations can't catch up.

Facing a host of intensifying and ever-changing social problems, public service organizations are fighting alone rather than working together due to their limited capacity and lack of long-term support. It's even harder for them to interact and work with other social sectors and create collective impact.

In lieu of challenges mentioned above, the Ginkgo Foundation reaffirms its position as a hub organization focusing on supporting China's public service talent. The strategic goal for this new three-year strategy phase is to retain and nurture key talent in the public service sector and rebuild and improve Ginkgo's public value.

The keywords for this strategy phase are "Strengthened support" and "Extended reach".

"Strengthened support" means Ginkgo will create a more professional talent development system, supporting Ginkgo Fellows' entrepreneurial status and progressive spirit. Ginkgo will also encourage collaborative impact



based projects between social entrepreneurs so they can scale up their action, impact, and leadership.

"Extended reach" means that Ginkgo will match regional/issue-area hub organizations in supporting key talent in their respective region/issue area to retain and nurture more leaders in the field. Ginkgo will address the public service sector "pain point" and facilitate eco-system construction of regional/issue-area hubs.

Facing the various challenges of social development in the next 5 to 10 years, the Ginkgo Foundation will do its best to provide certainty for key talents in the public service sector in an uncertain era, retain the most valuable group of professionally young as well as mature talents, and protect precious common values, beliefs, and a sense of hope. Therefore, we wish to genuinely communicate and collaborate with the following types of partners:

- ◆ Grant makers/philanthropists interested in supporting public service talent development.
- ◆ Experts/professional organizations working on talent and organizational development.
- ◆ Hub organizations that are in need of and highly motivated to support key talent development in their region/issue area.
- ◆ Evaluation agencies/experts working on talent support project evaluations.
- ◆ Funders/philanthropists interested in supporting public service talent development.
- ◆ Other organizations that are dedicated to public service sector development or effectively solving social issues.

In the coming three years, let us work together on supporting public service talent development and make long-term contributions to effectively solving social problems and maintaining social resilience.



ZHANG Boju
Ginkgo Foundation
Secretary General



Supporting the Growth and Development of Social Entrepreneurs





Currently

144
Ginkgo Fellows

26
Provincial-level administrative regions

11
Issue areas

In 2022

26 Ginkgo Fellows received funding for personal and career development.

20 Fellows received funding for cooperative projects.

33 Received one-on-one professional coaching support.

49 Participated in community operation and event organization.

1 Supporting the growth and breakthrough of Ginkgo Fellows

Ginkgo started its Sustainable Development Funding Project in May 2022 to effectively support the development of social entrepreneurs, which is one of a series of projects supporting social entrepreneurs, and an exploratory project for Ginkgo's 2023-2025 strategy.

Ginkgo believes that social entrepreneurs do not sit and wait for solutions when confronted with difficulties. They stand up and act by transforming themselves and seeking external support.

So this project provides funding in terms of three aspects of the social entrepreneurs' needs: future goals, financial need, and their needs for community. Ginkgo makes need-based grants to social entrepreneurs when they make clear their requirements in these three aspects.

2 Social Entrepreneur Personal Breakthrough Scholarship

In June 2022, Ginkgo started the Social Entrepreneur Personal Breakthrough Scholarship Project, both a legacy project and a new project of the social entrepreneur support series. This project aims to support young entrepreneurial activists with a strong sense of mission, inner motivation, and clear plans. They are provided with funding for learning projects to achieve the personal breakthrough they need to address challenges effectively and sustainably in their respective issue areas.

3 Support the operation and development of Ginkgo community

Ginkgo provides funding for Ginkgo Fellows to organize events among the fellow community to maintain their connection and collaborate.

(1) Ginkgo Fellows elected the new recruitment working group.

They selected the seven fellows for 2022 through the following recruitment process:

- Recruitment notice
- Application collection
- Due diligence
- First-round selection
- On-site visit
- Second-round selection
- Final-round selection meeting
- New fellow roster public opinion-seeking
- New fellow roster official release.

Group photo of the 2022 Ginkgo Fellow cohort



From left to right: DING Li, CHEN Yiwei, SHEN Dingfang, XIN Ying, WANG Xiangni, ZHANG Zhen, GAO Rui

(2) Fellow Community Events Under the support of the Ginkgo Foundation

The Ginkgo Fellow Spring Gathering was held in mid-June. Though the main event was moved online because of COVID measures, fellows in Beijing, Shanghai, Guangzhou, and Chengdu held on-site side events.

During the events, the fellows not only shared their personal stories but also discussed the effectiveness of their activism and their responses to new challenges in their respective issue areas.

The 2022 fall gathering was postponed twice due to covid restrictions and has been rescheduled to merge with the 2023 spring gathering.



2022 Ginkgo Fellow gathering online (partial screenshot)



2022 Ginkgo Fellow gathering Beijing on-site event



2022 Ginkgo Fellow gathering Shanghai on-site event



2022 Ginkgo Fellow gathering Guangzhou on-site event



2022 Ginkgo Fellow gathering Chengdu on-site event



(3) Encourage collaborations between Ginkgo Fellows

The Ginkgo Foundation learned from the Ford Foundation's International Fellowship Program and started a "collaborative fund" project for Ginkgo Fellows to strengthen their bond and encourage cooperation. This project, concluding its tenth installment in 2022, aims to encourage collaboration and innovation between Ginkgo Fellows to push for collective impact and identify solutions for social issues.

The collaborative fund brings together two or more Ginkgo Fellows from different issue areas to collaborate on solving social issues. It is an innovative attempt to foster cooperation between participants who bring in different perspectives and develop a joint plan to tackle a specific problem.

This project starts every March and 40,000 RMB in funding is provided for each grant. The Collaborative Fund Working Group calls for applicants, oversees roadshows, and ginkgo fellows vote to choose the finalists for funding. The Ginkgo Foundation facilitates the project's contract negotiation, signing, and fund transfer activities.

The Tenth Installment of the Ginkgo Fellow Collaborative Fund 2022

No.	Project Name	Participating Fellows (the first name is team leader)	Number of Team Member	Project Period
1	Screening and prevention of elderly fall	WANG Yanrui, ZENG Jingqiang	2	March 2022 – February 2023
2	Storytelling of the intellectual disability community	HE Man, LI Hong	2	March 2022 – March 2023
3	Public service documentary: Ice Point	HE Man, JIANG Nengjie	2	May 2022 – May 2023
4	Seminar on addressing human-bear conflict on the Tibetan Plateau	YIN Hang, DONG Zhou	2	September 2022 – December 2022
5	Plateau nomadic pastoralism sustainable development and practical research meeting	Cairang Zhaxi, Naren Gaowa, Baya Ertu	3	May 2022 – December 2022
6	Exploratory project on solving the white waste problem in the Sanjiangyuan area	DONG Zhou, SONG Hui	2	February 28, 2022 – December 1, 2022
7	Disability conception public service project	LU Xuan, LI Hong	2	July 1, 2022 – February 28, 2023
8	Community-based women health care collaborative project	SHEN Jinhua, QI Lixia, PIAO He, MEI Ruo, Nini	5	May 2022 – February 2023
		20 person-times, 17 fellows	20	

4 Ginkgo Fellow Coaching Support Project

To help more Ginkgo Fellows achieve mental model development and enhance leadership, with the support of the 2014 Ginkgo Fellow LIU Bin, the Ginkgo Foundation worked with the Youlin You' ai Coaching Group, using eight core capabilities (showing moral integrity, maintaining coaching status, establishing and maintaining contracts, cultivating trust, maintaining presence, active listening, triggering awareness, and promoting customer growth) to support Ginkgo Fellows who are in a critical phase of development, to achieve constant self-awareness, self-discovery, and growth. They also helped fellows see clarity and connections through the misty fog of their thoughts and emotions, break through the bottleneck and see the future.

The first round of the coaching project supported fifteen Ginkgo Fellows, eight of whom were provided one-on-one coaching. As of December 2022, a total of thirty-eight fellows were provided one-on-one coaching.

The second round of the coaching project started in November 2022. Fifteen fellows received coaching support, five of whom were from the first round and were receiving continued support.

教练团风采

- ICF国际教练联合会认证PCC；多年企业管理岗位经历



*按姓氏拼音排序

2023参与教练计划的银杏伙伴



Ginkgo Fellow
Coaching Support
Project



Coaches and fellows meet-and-greet

2022 Ginkgo Fellow Volunteer Working Groups	
The Tenth Ginkgo Fellow Council Members: LU Feng (Chief), CUI Lixia, SONG Hui, ZHANG Biwei, DONG Zhou Supervisors: LIU Bin, LIAO Jin, LIU Dan	The Nineth Ginkgo Fellow Council LU Xuan (Chief), LI Hong (Deputy Chief), CHEN Du, Cairang Zhaxi, DENG Mengxuan
Ginkgo Fellowship Working Group I	The Second Ginkgo Fellow Community Guidelines Group LU Xuan (Chief), CHEN Zhijun, HAO Nan, LIU Hong, MAO Da, SUN Haiyan
Ginkgo Fellowship Working Group II	The Third Ginkgo Fellow Community Guidelines Group MAO Da (Chief), CHEN Zhijun, HAO Nan, ZHAN Min, SUN Haiyan
Ginkgo Fellow Qualification Assessment Board LU Feng, LIU Anjuan, ZHAN Min, Deqing Yuzhen, HU Zhijun	The Fifth Ginkgo Fellow Community Night Talk Group LI Hong, HUO Weiya, QIU Shuimiao, MEI Ruo, YIN Hang, CHEN Zhuohong, XIAO Jing
Ginkgo Fellow Qualification Review Board LIU Bin, HAO Nan, CHEN Yimei, LU Xuan, WAN Xiaobai	

5 Research, learning, and assessment

In 2022, the Ginkgo Foundation worked with professional agencies such as Moderate Consultancy and That Spark to conduct research and review on “the social

entrepreneur sustainable development index” and “China’s public service talent development sector analysis”.

The Social Entrepreneur Sustainable Development Index: a collaboration with Moderate Consultancy

Clearly and efficiently supporting social entrepreneur development is an essential task for all and a strategic priority for the Ginkgo Foundation. To this end, the Ginkgo Foundation has collaborated with Moderate Consultancy to conduct research in the following two directions to help organizations focusing on public service talent development contribute to the sustainable development of social entrepreneurs more clearly and efficiently.

1. Identify the needs of social entrepreneurs and the effectiveness of support measures and provide reference for establishing an efficient growth support system for social entrepreneurs.
2. Define social entrepreneurs’ goals and measurement indicators in the two development dimensions of “personal sustainability” and “career impact”. Refine the supportive measures and identify elements that can effectively improve the two development dimensions.

China’s Public Service Talent Development Sector Analysis: a collaboration with That Spark

Talents are the most important cornerstone of the public service sector and its development. Resource and (talent) capabilities are two interlocking elements that shape the sustainable development and value realization of the sector. The most important units in the development process are the existing capabilities and development potential of talents in the public service sector (hereinafter referred to as “public service professionals”).

We need evidence-based and constructive discussions, as well as data-driven understanding of the input, output, and outcome of our talent support work. Therefore, we can inform our current and future grantmaking and activities with analysis of our past practices.

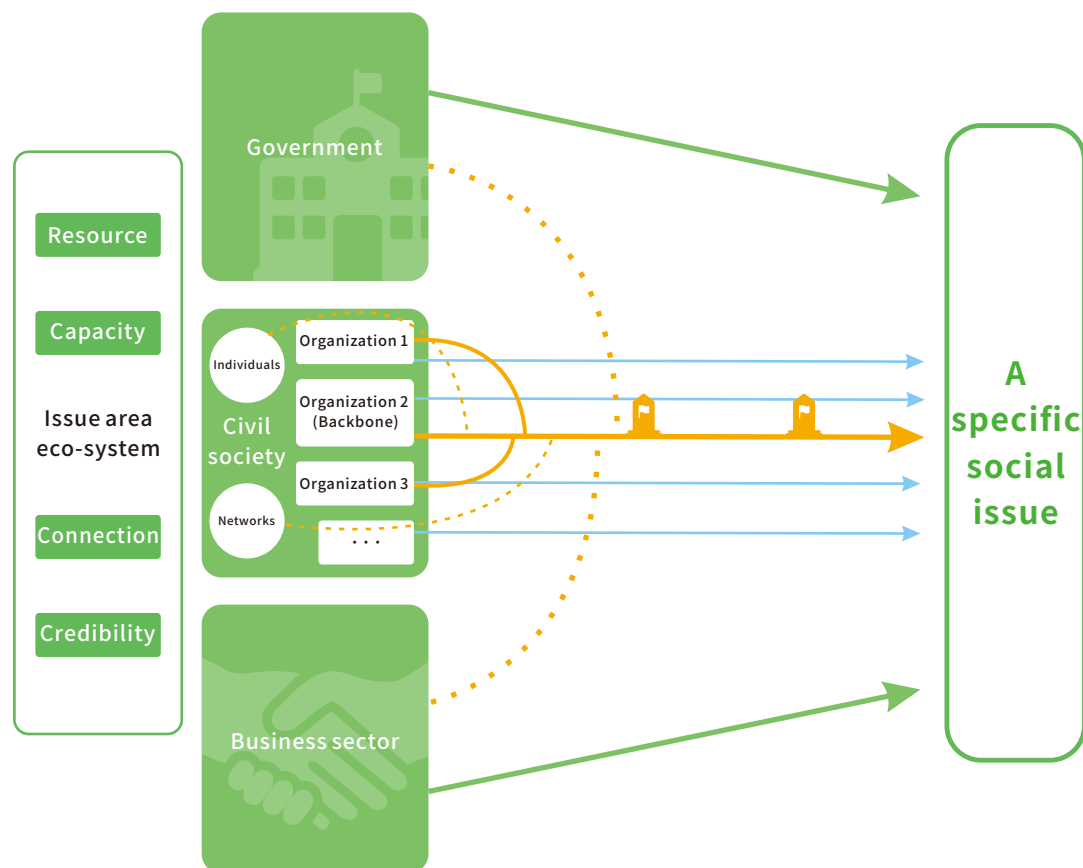
In 2022, the Ginkgo Foundation worked with That Spark to conduct an industry analysis on projects supporting public service talents. The aim is to map existing solutions that meet the needs of public service professionals, and to analyze the funding landscape of existing solutions that are need-based and solution-oriented.

Supporting the Growth and Development of Social Entrepreneurs



Supporting joint efforts of social entrepreneurs to solve social issues

The causes of social problems are often complex, structural, and systemic and affect specific social groups and ecological environments. No single organization can solve it on their own. It requires joint efforts from the government, business sector, and public service sectors to act together with a shared understanding of social issues and a vision for solving them. All parties must build mutual trust and collaborate according to a common agenda.



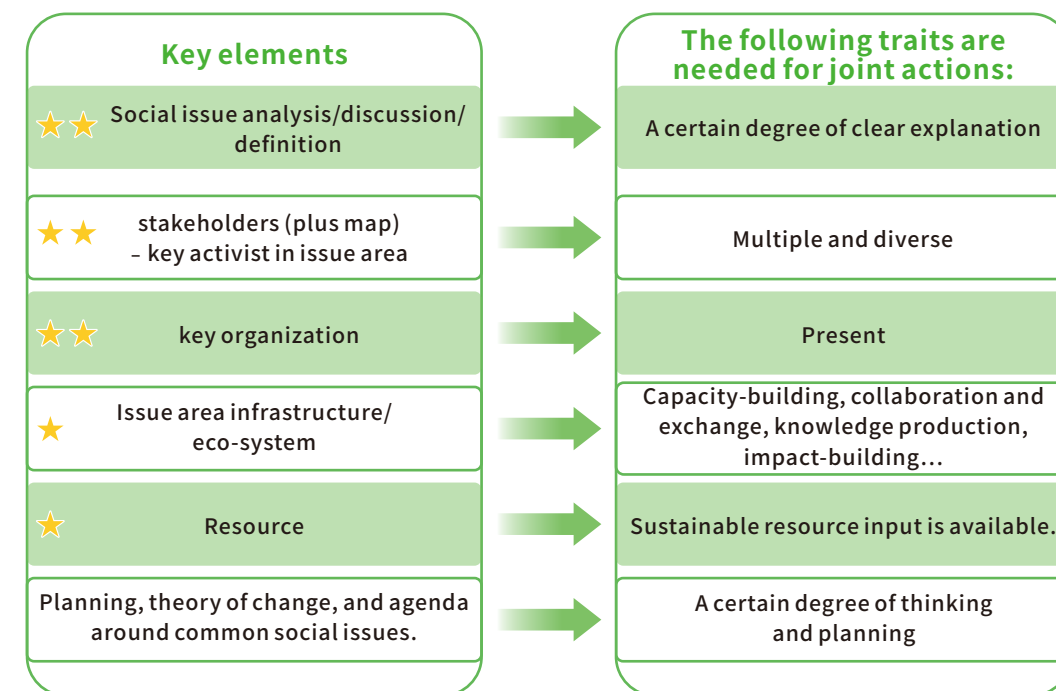
The concept of collaboratively solving social issues from a civil society perspective

Based on the Ginkgo Fellow Project's original goal, ten years of experience, and commitment of Ginkgo's mission, the Ginkgo Foundation strives to effectively push for responses and solutions to social issues by supporting joint actions between activists such as Ginkgo Fellows.

1 Joint efforts grants

In 2022, the Ginkgo Foundation began to explore the path and mechanism that encourage social entrepreneurs to engage in joint actions to solve social issues. Employing a mechanism of "specific social issues, specific solutions, and a roadmap for collaboration", Ginkgo interviewed a group of fellows to understand their issue areas and their ideas, challenges and needs when conducting collaborative projects.

During this process, the Ginkgo team continued to reflect and iterate and gradually realized the logic for encouraging collaborative projects: while having a clear focus on social issues, it is also necessary to find a keystone organization that has sector vantage, systemic thinking and organizational skills. These two factors are both fundamental in encouraging collaborative projects.



(Ginkgo Foundation's Reference Standards of Encouraging and Funding Joint Actions)

Note: ★ means importance, the greater number of ★, the more weight is put on the element when considering funding for joint actions.

Note: * means importance, the greater number of *, the more weight is put on the element when considering funding for joint actions.

Ginkgo conducted interviews, held discussions and dialogues between partners who work in the following issue areas: integrated employment, chemical health impact prevention, reading education (for rural and migrant children), youth development,

climate change adaptation, growth support for children aged 0-3, assistance for severely ill infants, and rare diseases. Ginkgo then conducted feasibility studies around collaborative projects among eight issue areas, and ultimately identified two Ginkgo Fellow organizations working in distressed children and integrated employment respectively to conduct a collaborative project.

At the same time, the Ginkgo Foundation held discussions and shared lessons learned with sector partners such as the China Donors Roundtable (CDR), Narada Foundation's "Good Charity Platform", and A Better Community (ABC) Consultancy, to work together and support each other.

2 Social entrepreneur cross-sector site visit

The key drive for organizations and individuals from different sectors to work together is mutual knowledge and understanding.

In 2022, Ginkgo Foundation and Business Ecology jointly organized two rounds of "social entrepreneur cross-sector site visit": the theme of the first round is "Sustainable Business Innovation", and the theme of the second round is "Integrated Employment and Innovation". A total of 31 activists with social entrepreneurship visited the leading commercial entities in the Yangtze River Delta region, communicated with these organizations and other stakeholders with multi-faceted responsibilities, and discussed sustainable business, social innovation, ESG (environmental, social, and governance), SDGs (United Nations Sustainable Development Goals) and other topics.

The cross-sector site visits helped the participants broaden their horizons:

- 1) to see how the business field responds to social issues;
- 2) to see the internal management, R&D innovation, production, and operation of commercial entities;
- 3) to reflect on and discuss similarities and differences between the public service sector and the commercial sector. In this process, they also made contact and built a more significant social bond.



The first round: ICICLE flagship store operation manager WANG Qiong is leading a tour of the ICICLE space for social entrepreneurs.



The second round: social entrepreneurs visit Flextronic's integrated employment factory.



The first round: social entrepreneurs visiting Boshihuayu factory



The second round: social entrepreneurs communicating with partners from Inclusion Factory



The second round: multi-stakeholders communicate on the business role of integrated employment and collaboration opportunities between business and non-profit sector

Public service sector support and advocacy



Public service sector support and advocacy

1 Supporting public service talent projects and organizations

The Ginkgo Foundation has always believed that people closest to social issues are the ones who have the strongest empathy, motivation to act, and innovative power. Ginkgo believes in their power, and that they are building an eco-system for the public service sector when they are working towards solving social issues in their respective areas. The Ginkgo Foundation wants to reach deep into the field, identify and support leaders in more regions and more issue areas, to facilitate the development of the eco-system of the public service sector.

From February 2022, the Ginkgo Foundation started a series of communication with Yunnan Lianxin Community Foundation, Fuzhou Pengchen Social Work Development Center, Lezhong Xinzhi (Beijing) Education Consulting Co., Ltd. (SEED) and other institutions to understand the characteristics, plans and needs of different organizations in supporting the development of public service talents. These communications laid a foundation for further supporting the development of regional public service hub organizations and key talent groups in their regions in the future.

In 2022, the Ginkgo Foundation strategically supported SEED to identify further and activate existing capabilities and resources, setting the direction and paving the way for subsequent longer-term strategy and project planning.

2 Public service sector advocacy

In 2022, the Ginkgo Foundation worked on improving the public reach of the public service sector. By actively discovering, participating in, and holding special events for public service talents, the Ginkgo Foundation voiced its unrelenting support for public service talents in the sector.

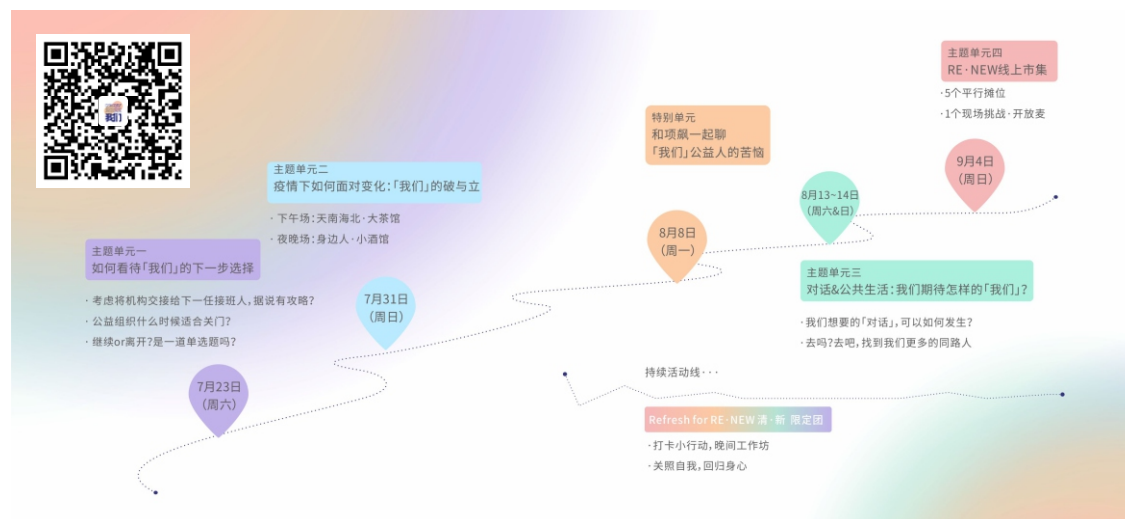
The Ginkgo Foundation and That Spark jointly held the “Second Public Service Talent Development Forum”, which provided reference for the professionalization of talent

development in the public service sector by inviting activists, experts, and scholars to discuss and exchange. Due to COVID-19 measures, the forum was postponed to February 2023 in Beijing. About 70 people participated in the forum on-site and 4,000 people participated online.



(the on-site venue of the “Second Public service Talent Development Forum”)

From July to September, with the support of the XinHe Foundation, the Ginkgo Foundation and SEED jointly held a series of online events for the RE·NEW Conference for young public service professionals. These events featured four themes: “Next Choice”, “Adapting to COVID-19”, “Dialogue & Public Life” and “Online Market”, encompassing eight events, one special dialogue, and one continuous activity line—listen to and respond to the most real and most relevant problems of people working in the public service sector. Through active communication and dialogue, support and respond to the needs of partners under multiple external difficulties and internal pressures such as the impact of COVID, inspire each other and create collective impact. The event invited fifteen social entrepreneurs in the industry, six organizations, and seven cross-sector guests to discuss and strategize together. There were more than 1,400 online participants in the event, and a total of 25,000+ visits for event-related online publications. Among them, the article on the special dialogue featuring XIANG Biao was republished by many partners and media.



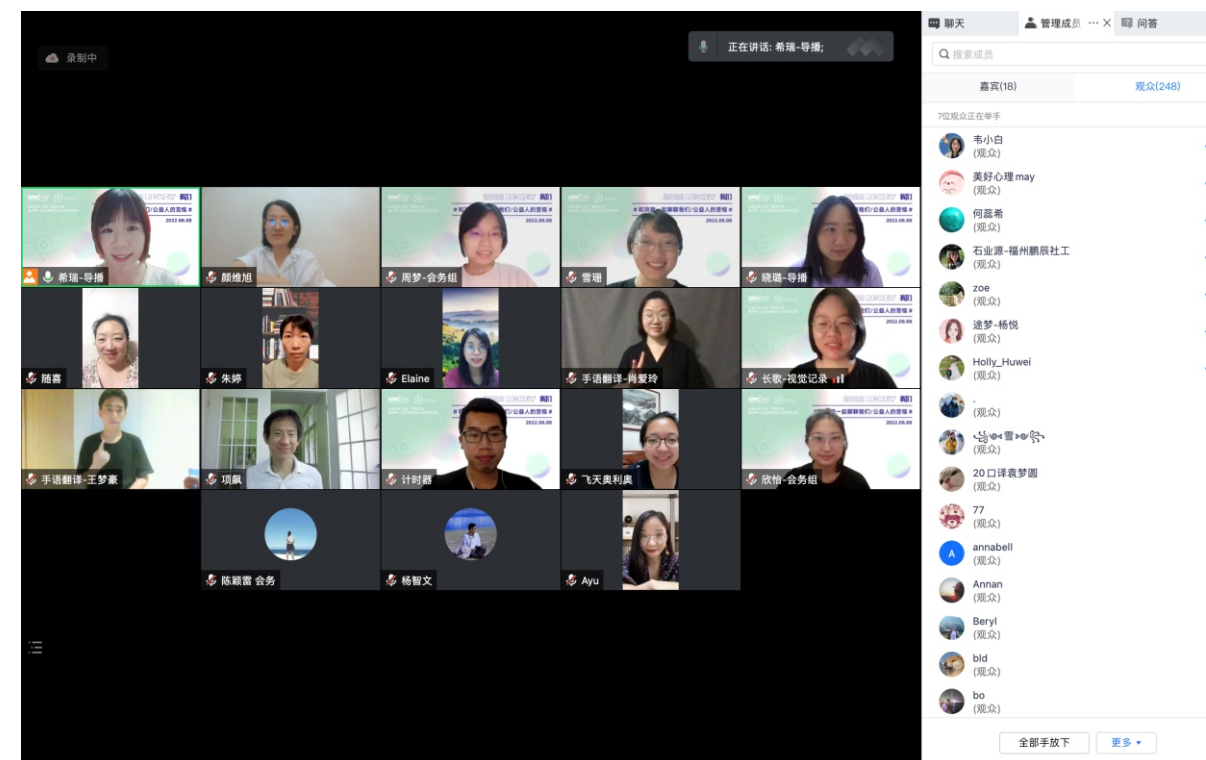
2022 RE·NEW Conference Timeline

“

“The biggest benefit of this kind of dialogue—for me, and hopefully for everyone—is the joy of thinking together, and the sense of real existence brought about by thinking together. A mountain (meaning difficulty in a Chinese saying) is still a mountain, and there is no solution all at once, but your relationship with the mountain is relatively clear. If you know it’s not your fault, and you recall your original motivation, the mountain will not be able to crush your original motivation. How do we achieve this kind of understanding? Like today, it’s not because of me here. I think it is because everyone is together, asking questions and thinking together, which elicits authenticity. When we understand the issues we face, we do not avoid them, but see them more clearly, and then we can open our heart and build our confidence. I think this is a kind of exploration that is worth continuing.”

—XIANG Biao
August 8 RE·NEW conference special session

”



RE·NEW Conference Special Session: Dialogue with XIANG Biao, Solving the Issue of Dead-Ends

In recent years, the Ginkgo Foundation consistently supported gender-inclusive projects and mechanism-building in the sector. In 2022, the Ginkgo Foundation supported the gender diversity sector to carry out gender-inclusivity projects, hoping to improve self-discipline around gender issues in the public service sector, and promote sector progress around gender equality.

The Ginkgo Foundation strives to convey the spirit of social entrepreneurship through public narratives and create collective impact with articles, videos, and audios covering different issues. In 2022, we completed the first phase of the “Seeing Them in Action” series of social entrepreneur stories, and published a total of 10 articles, covering multiple issues such as gender diversity, environmental protection, community building, disability integration, elderly care, and youth education. In documenting the frontline work of the activists, we see their innovation, thinking, choice, and boundless resilience. We believe that recording real activism stories of social entrepreneurs discovering social problems and working hard to solve them can convey hope and support and make visible the specific individuals behind the social issues.



Poster collection of the social entrepreneur story series: Seeing Them in Action

3 Beijing Municipality Public service Sector Special Support

The Beijing Municipal Civil Affairs Bureau advocates for the sector development and capacity-building for foundations based in Beijing. The Ginkgo Foundation actively participated in and facilitated the development of training programs for Beijing-based foundations.

4 Special topic of anti-epidemic action

In 2020, the Ginkgo Foundation officially launched the “Ginkgo Quick Action Fund” to provide timely, flexible, and non-restricted small grants to respond to the actual needs of activists working on combating COVID-19. In 2022, we awarded 160,000 yuan (approximately 23,000 USD) in total to three projects.

The beginning of 2022 saw another rise in the numbers of COVID cases in China.

In April, Shanghai was in the dire situation regarding COVID lockdown measures. The lockdown was having a great impact on the older adults, especially those living alone. WU Hanzhang, a Shanghai-based Ginkgo Fellow of the 2015 cohort responded quickly and assisted the elderly community in distress. After learning about the situation, the Ginkgo Foundation communicated with WU and provided special funding to the

Shanghai Science and Technology Assistance Service Center for the older adults, which provided immediate early-stage support for this special assistance activity. The funding was mainly used for starting operation expenses for the “Special Problems Encountered by Elderly Living Alone” in Shanghai and volunteer compensation. Projects included the development of the “Life Guide” WeChat Mini-App specially designed for the older people with larger fonts, simpler functions, and clearer guidance. Ginkgo’s funding helped WU’s team improve project efficiency and effectiveness, letting the Shanghai-based social entrepreneur respond quickly and move to implementation. This project garnered more resources in the later stage, and ultimately impacting the lives of tens of thousands of elderly in distress.



Cover of the Shanghai Elderly Care Life Guide

In September, the Beijing saw a rise in COVID cases, and Beijing University of Chemical Technology experienced an outbreak. The pressure on the COVID relief frontline was increasing, and personal protection equipment for teachers and students was in short supply. The Ginkgo Foundation immediately responded to the call of the Social Organization Management Center of the Beijing Civil Affairs Bureau to support the COVID relief work of the Beijing University of Chemical Technology Education Foundation.

In December, Beijing’s COVID infection was severe, and nursing homes at all levels were facing various degrees of difficulties. The pressure on the already stringent supply of nursing staff in nursing homes was doubled, and the lives and health of the older adults were also facing severe challenges. The 2013 Ginkgo Fellow WANG Yanrui’s organization, Beijing Shijingshan Elderly Social Work Service Center, is a social organization that works on China’s aging society and is committed to promoting the development of home-based elderly care services in China. Learning information on the plight of the nursing homes, through active communication and coordination, the Ginkgo Foundation quickly provided funding to six nursing homes through WANG and her organization. It supported front-line nursing staff in nursing homes to provide emergency and critical care and assistance to the older adults in critical moments.



Donation certificate and Letter of Appreciation provided by the Beijing University of Chemical Technology

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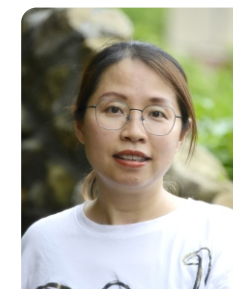
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Audit Report

审计报告

中通审字[2023]22号

北京市银杏公益基金会：

一、审计意见

我们审计了北京市银杏公益基金会（以下简称银杏基金会）的财务报表，包括2022年12月31日的资产负债表，2022年度的业务活动表和现金流量表以及财务报表附注。

我们认为，后附的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，公允反映了银杏基金会2022年12月31日的财务状况以及2022年度的业务活动成果和现金流量。

二、形成审计意见的基础

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。审计报告的“注册会计师对财务报表审计的责任”部分进一步阐述了我们在这些准则下的责任。按照中国注册会计师职业道德守则，我们独立于银杏基金会，并履行了职业道德方面的其他责任。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。

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三、管理层和治理层对财务报表的责任

银杏基金会管理层（以下简称管理层）负责按照《民间非营利组织会计制度》的规定编制财务报表，使其实现公允反映，并设计、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。

在编制财务报表时，管理层负责评估银杏基金会的持续经营能力，披露与持续经营相关的事项（如适用），并运用持续经营假设，除非管理层计划清算银杏基金会、终止运营或别无其他现实的选择。治理层负责监督银杏基金会的财务报告过程。

四、注册会计师对财务报表审计的责任

我们的目标是对财务报表整体是否不存在由于舞弊或错误导致的重大错报获取合理保证，并出具包含审计意见的审计报告。合理保证是高水平的保证，但并不能保证按照审计准则执行的审计在某一重大错报存在时总能发现。错报可能由舞弊或错误所导致，如果合理预期错报单独或汇总起来可能影响财务报表使用者依据财务报表作出的经济决策，则通常认为错报是重大的。在按照审计准则执行审计的过程中，我们运用职业判断，并保持职业怀疑。同时，我们也执行以下工作：

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(1) 识别和评估由于舞弊或错误导致的财务报表重大错报风险；设计和实施审计程序以应对这些风险，并获取充分、适当的审计证据，作为发表审计意见的基础。由于舞弊可能涉及串通、伪造、故意遗漏、虚假陈述或凌驾于内部控制之上，未能发现由于舞弊导致的重大错报的风险高于未能发现由于错误导致的重大错报的风险。

(2) 了解与审计相关的内部控制，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。

(3) 评价管理层选用会计政策的恰当性和作出会计估计及相关披露的合理性。

(4) 对管理层使用持续经营假设的恰当性得出结论。同时，根据获取的审计证据，就可能导致对银杏基金会持续经营能力产生重大疑虑的事项或情况是否存在重大不确定性得出结论。如果我们得出结论认为存在重大不确定性，审计准则要求我们在审计报告中提请报表使用者注意财务报表中的相关披露；如果披露不充分，我们应当发表非无保留意见。我们的结论基于截至审计报告日可获得的信息。然而，未来的事项或情况可能导致银杏基金会不能持续经营。

3

(5) 评价财务报表的总体列报、结构和内容（包括披露），并评价财务报表是否公允反映相关交易和事项。

我们与治理层就计划的审计范围、时间安排和重大审计发现等事项进行沟通，包括沟通我们在审计中识别出的值得关注的内部控制缺陷。

中通会计师事务所
有限责任公司
中国·北京

中国注册会计师：

中国注册会计师：

二〇二三年一月二十日

4

Financial Report Balance Sheet

December 31, 2022

Prepared by: Ginkgo Foundation

Private Non-profit Organization

Currency: RMB Yuan

Assets	Line No.	Opening balance	Closing balance	Liabilities and net Assets	Line No.	Opening balance	Closing balance
Current assets:				Current liabilities:			
Cash at bank and on hand	1	3,375,964.40	7,242,465.01	Short-term loans	61	0.00	0.00
Short-term investments	2	6,000,000.00	3,000,000.00	Accounts payable	62	43,920.84	36,243.22
Accounts-receivable	3	30,000.00	30,000.00	Accrued payroll	63	0.00	0.00
Prepayments	4	0.00	0.00	Taxes payable	65	11,384.73	12,063.94
Inventories	8	0.00	0.00	Advances from customers	66	0.00	0.00
Deferred expenses	9	0.00	0.00	Accrued expenses	71	0.00	0.00
Long-term debt investments due within one year	15	0.00	0.00	Accrued liabilities	72	0.00	0.00
Other current assets	18	0.00	0.00	Long-term liabilities due within one year	74	0.00	0.00
Total current assets	20	9,405,964.40	10,272,465.01	Other-current liabilities	78	0.00	0.00
				Total current liabilities	80	55,305.57	48,307.16
Long-term investments:							
Long-term equity investments	21	0.00	0.00	Long-term liabilities:			
Long-term debt investments	24	0.00	0.00	Long-term loans	81	0.00	0.00
Total long-term investments	30	0.00	0.00	Long-term payable	84	0.00	0.00
Fixed assets:				Other long-term liabilities	88	0.00	0.00
Fixed assets-cost	31	20,446.89	38,577.04	Total long-term liabilities	90	0.00	0.00
Less: accumulated depreciation	32	12,840.65	19,244.61				
Fixed assets-net value	33	7,606.24	19,332.43	Fiduciary agent liabilities:			
Construction in progress	34	0.00	0.00	Fiduciary agent liabilities	91	0.00	0.00
Cultural assets	35	0.00	0.00	Total liabilities	100	55,305.57	48,307.16
Disposal of fixed assets	38	0.00	0.00				
Total fixed assets	40	7,606.24	19,332.43				
				Net assets:			
Intangible assets:				Unrestricted net assets	101	8,015,608.48	8,810,957.10
Intangible assets	41	0.00	0.00	Restricted net assets	105	1,342,656.59	1,432,533.18
				Total net assets	110	9,358,265.07	10,243,490.28
Fiduciary agent assets:							
Fiduciary agent assets	51	0.00	0.00				
Total assets	60	9,413,570.64	10,291,797.44	Total liabilities and net assets	120	9,413,570.64	10,291,797.44

Person in charge: PENG Yanni

Reviewed by: ZHANG Boju

Prepared by: XIAO Li

Business Activity Table

2022 Fiscal Year

Prepared by: Ginkgo Foundation

Private Non-profit Organization
Currency: RMB Yuan

Item	Line No.	Last Year			Current Year		
		Non-restricted	Restricted	Total	Non-restricted	Restricted	Total
I. Income							
Including: Donation income	1	1,503,844.00	7,685,151.48	9,188,995.48	1,000,000.00	6,468,346.00	7,468,346.00
Membership income	2	0.00	0.00	0.00	0.00	0.00	0.00
Services income	3	0.00	0.00	0.00	0.00	0.00	0.00
Sales of product	4	0.00	0.00	0.00	0.00	0.00	0.00
Government grants	5	0.00	0.00	0.00	0.00	0.00	0.00
Investments income	6	374,228.72	0.00	374,228.72	391,893.26	0.00	391,893.26
Other income	9	12,563.67	0.00	12,563.67	10,776.98	0.00	10,776.98
Total income	11	1,890,636.39	7,685,151.48	9,575,787.87	1,402,670.24	6,468,346.00	7,871,016.24
II. Expenses							
i. Business activity cost	12	8,131,125.72		8,131,125.72	6,731,043.40		6,731,043.40
ii. General and Administrative expenses	21	610,979.80		610,979.80	253,796.47		253,796.47
iii. Fundraising cost	24	1,771.85		1,771.85	951.16		951.16
iv. Other expenses	28				0.00		0.00
Total expenses	35	8,743,877.37		8,743,877.37	6,985,791.03		6,985,791.03
III. Restricted net assets are transferred to non-restricted net assets	40	7,735,319.31	-7,735,319.31		6,378,469.41	-6,378,469.41	0.00
IV. Variation in net assets (if it is the net assets reduction amount, fill by using “_”)	45	882,078.33	-50,167.83	831,910.50	795,348.62	89,876.59	885,225.21

Person in charge: PENG Yanni

Reviewed by: ZHANG Boju

Prepared by: XIAO Li

Cash Flow Statement

2022 Fiscal Year

Prepared by: Ginkgo Foundation

Private Non-profit Organization
Currency: RMB Yuan

Item	Line No.	Last Year	Current Year
I. Cash flows from business activities			
Cash received from donations	1	9,188,995.48	7,468,346.00
Cash received from membership income	2	0.00	0.00
Cash received from rendering of services	3	0.00	0.00
Cash received from sale of goods	4	0.00	0.00
Cash received from government grants	5	0.00	0.00
Other cash received relating to business activities	8	30,619.31	795,396.45
Sub-total of cash inflows	13	9,219,614.79	8,263,742.45
Cash paid for donation or subsidies	14	6,008,841.23	4,246,066.32
Cash paid to and for employees	15	2,544,360.75	2,683,890.45
Cash paid for goods and services	16	0.00	0.00
Other cash paid relating to business activities	19	228,102.57	840,476.22
Sub-total of cash outflows	23	8,781,304.55	7,770,432.99
Net cash flows from business activities	24	438,310.24	493,309.46
II. Cash flows from investing activities			
Cash received from disposal of investments	25	15,000,000.00	16,700,000.00
Cash received from returns of investments	26	374,228.72	391,893.26
Cash received from disposal of fixed assets and intangible assets	27	0.00	0.00
Other cash received relating to investing activities	30	0.00	0.00
Sub-total of cash inflows	34	15,374,228.72	17,091,893.26
Cash paid to acquire fixed assets and intangible assets	35	0.00	18,702.11
Cash paid to acquire investments	36	15,000,000.00	13,700,000.00
Other cash paid relating to investing activities	39	0.00	0.00
Sub-total of cash outflow	43	15,000,000.00	13,718,702.11
Net cash flows from investing activities	44	374,228.72	3,373,191.15
III. Cash flows from financing activities			
Cash received from borrowings	45	0.00	0.00
Other cash received relating to financing activities	48	0.00	0.00
Sub-total of cash outflows	50	0.00	0.00
Cash repayments of amounts borrowed	51	0.00	0.00
Cash repayments for interest expenses	52	0.00	0.00
Other cash repayments relating to financing activities	55	0.00	0.00
Sub-total of cash outflows	58	0.00	0.00
Net cash flows from financing activities	59	0.00	0.00
IV. Effects of foreign exchange rate changes on cash	60	0.00	0.00
V. Net increase in cash and cash equivalents	61	812,538.96	3,866,500.61

Person in charge: PENG Yanni

Reviewed by: ZHANG Boju

Prepared by: XIAO Li

ACKNOWLEDGEMENT

- 

Narada Foundation

Dunhe Foundation

XinHe Foundation

China Institute For Philanthropy And Social Innovation

A Better Community (ABC)

Asian Venture Philanthropy Network (AVPN)

Beijing Civil Affairs Bureau

LMI China

MKTforGOOD

SEED

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Macao Tong Chai Charity Association Beijing Office

Leping Social Entrepreneur Foundation

Beijing Qiyue Social Welfare Service Center

SEE Foundation

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Gongyi.ifeng.com

Fuzhou Pengchen Social Work Development Center

Guangzhou Chuanglv Culture Event Planning Company

Guangzhou Tree of Life Disabilities Innovation Center

Mingde Public Welfare Development Center, Shangcheng District, Hangzhou

Swanport(Hongzhi) Culture

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Moderate Consulting Co.

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Business Ecology Studio

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And sincere gratitude to the 93 recommenders of Ginkgo Fellow candidates for the 2022 cohort.
A thank-you to all Ginkgo Fellows, and all partner organizations and volunteers who participated in Ginkgo’ s work.