



SOCIETY FOR ORPHANED ARMENIAN RELIEF (SOAR)

150 N. Radnor Chester Rd., Suite F200, Radnor, PA 19087

Office: 610.213.3452 Fax: 610.229.5168

Email: info@soar-us.org Web: soar-us.org

**2022 SOAR Transitional Center – Final Report and
Proposal to the Norman K. Miller Charitable Fund**





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Creation and Management

George S. Yacoubian, Jr. and Erica Yacoubian began their adoption process in Armenia in 2005. Throughout the spring and summer, they went through home study and various levels of domestic governmental approval. While in Armenia during the summer of 2005, George saw Liliana for the first time. He submitted Liliana's dossier to the Armenian government in the fall of 2005, received preliminary adoption approval in December 2005, and obtained final adoption approval in March 2006. Liliana Sara Yacoubian arrived in the United States on April 23, 2006.

The Society for Orphaned Armenian Relief (SOAR) was founded in the fall of 2005 as a charitable organization whose singular mission is to provide humanitarian assistance to orphaned Armenians around the world. In early 2006, we assembled an experienced and talented Board of Directors and developed a network of Partners in Armenia to assist with distributions. In late 2007 and early 2008, SOAR launched its first two Chapters – in Los Angeles and Washington, DC. In 2009, a National Board of Trustees was established to review SOAR's fiscal operations. In 2010, SOAR created its Sponsorship Fund, the primary mechanism through which micro-level needs are supported. Since 2005, SOAR's work has impacted thousands of children and families, with the penultimate goal to provide institutionalized children with the same educational, emotional, medical, and social support



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as their non-institutionalized counterparts.

Represented by 140 Chapters, 4 Junior groups, and more than 600 volunteers worldwide, SOAR supports 35 institutions – orphanages, special boarding schools, day centers, and orphan summer camps – in Armenia, Artsakh, Javakh, and Lebanon. SOAR prides itself on collaboration, creativity, cross-cultural respect, fiscal responsibility, and transparency. During the past 17 years, SOAR’s impact has increased considerably. In 2006, distributions totaled \$60,000. Since 2015, SOAR has exceeded \$1M distributions annually. SOAR’s efforts not only address the major humanitarian constructs of education, emotional and psychological support, nutrition, health and hygiene, dental and vision care, and fundamental human rights, but the Programs offer educational curricula on a multitude of topics that stimulate intellectual curiosity, empowerment, and enrichment.

In December 2019, SOAR opened its first Transitional Center in Gyumri – a residential setting for older teenage girls who have outgrown the traditional orphanage but who are not yet ready for independent living. These young women attend college; assist in the cultivation of SOAR’s online handcraft business (gyumrisoart.com); are enriched by SOAR’s academic programs; appreciate volunteerism; learn essential life skills, including home and money management; build self-nurturance and self-confidence; and prepare themselves for emotional, fiscal, and professional independence. A second Transitional



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Center was opened in Yerevan in the summer of 2022. There are currently six residents (capacity for eight) and a house mother living in our Gyumri Center. Throughout 2022, the residents enjoyed gardening activities; provided logistical support to SOAR's "I Can 2022" Special



Olympics; started their handcraft business (So-Art); hosted a June 1st (International Children's Day) celebration; and participated in SOAR's virtual programs. All expenses for CY2022, including tuition, educational expenses, food, utilities, and living expenses, were approximately \$14,525.15. There are four residents (full capacity) at our Transitional Center in Yerevan. Operating costs for our Yerevan Center were \$6,366.00 in 2022, which represents expenses primarily after August 2022.



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Transitional Center Mission

SOAR's Transitional Center is the first of its kind in Gyumri, Armenia – a residential setting for older teenage girls who have outgrown the traditional orphanage but who are not yet ready for independent living. At the Center, these young women attend college; cultivate business opportunities; are enriched by SOAR's academic programs; appreciate volunteerism; learn essential life skills, including home and money management; build self-nurturance and self-confidence; and prepare themselves for emotional, fiscal, and professional independence.



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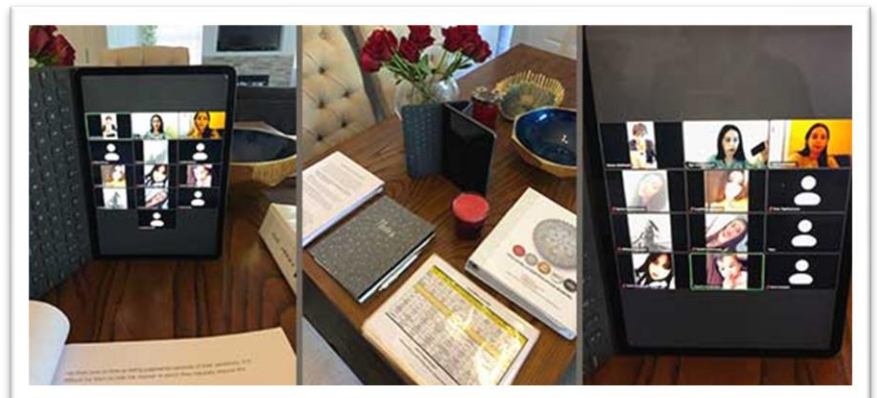
COMPUTER CLASSES



SOAR Transitional Center emphasizes the mastery of computer skills for our residents.

ONLINE INSTRUCTION WITH SOAR CHAPTERS

SOAR Chapters hold online instruction with the young ladies at the Transitional Center through the Language Tutoring, Cultural Discovery, and Mentoring Programs.





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THREE-YEAR CELEBRATION!



Our three-year anniversary celebration!

OPENING OF GYUMRI SO-ART

Transitional Center business venture was officially opened, and Gyumrisoart.com was launched.





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Our So-Art Products



Marash Pillowcases



Marash Tote Bags



Baskets



Men's Wallet w/Marash Design



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WORK ON THE GARDEN AND OUTDOOR FURNITURE



A FLOATING LIBRARY



A floating library was installed to promote reading.



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KITCHEN RENOVATIONS





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AGBU CAMP



The girls attended AGBU Camp in Bulgaria.





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CY2022 Accounting

As shown in Tables 1 and 2, CY2022 operating expenses for TC Gyumri were \$14,525.15, while expenses for TC Yerevan (August through December 2022) were \$6,366.00.

Table 1. TC Gyumri Operating Expenses (CY2022)

CY2022 TC Budget	January-22	February-22	March-22	April-22	May-22	June-22	July-22	August-22	September-22	October-22	November-22	December-22	Total
Staff	\$640.00	\$640.00	\$640.00	\$640.00	\$640.00	\$640.00	\$640.00	\$640.00	\$640.00	\$640.00	\$640.00	\$640.00	\$7,680.00
Shushan Alexanyan (TC Director)	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$6,000.00
Marina Muradyan (Program Coordinator)	\$140.00	\$140.00	\$140.00	\$140.00	\$140.00	\$140.00	\$140.00	\$140.00	\$140.00	\$140.00	\$140.00	\$140.00	\$1,680.00
Educational	\$0.00	\$0.00	\$383.00	\$1,393.00	\$470.00	\$269.00	\$0.00	\$0.00	\$200.00	\$1,925.00	\$0.00	\$0.00	\$4,640.00
Lusine Ayunts Tuition	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Astghik Mkhataryan Tuition	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$50.00	\$0.00	\$0.00	\$0.00	\$50.00
Zhenya Muradyan Tuition	\$0.00	\$0.00	\$0.00	\$536.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$536.00
Shoghik Piruzyan Tuition	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Liana Unusyan Tuition	\$0.00	\$0.00	\$383.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$50.00	\$650.00	\$0.00	\$0.00	\$1,083.00
Liana Serobyan Tuition	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$250.00	\$0.00	\$0.00	\$250.00
Lilit Asatryan	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$250.00	\$0.00	\$0.00	\$250.00
Arthur A. Tuition	\$0.00	\$0.00	\$0.00	\$188.00	\$360.00	\$0.00	\$0.00	\$0.00	\$0.00	\$400.00	\$0.00	\$0.00	\$948.00
Arthur M. Tuition	\$0.00	\$0.00	\$0.00	\$20.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$375.00	\$0.00	\$0.00	\$395.00
Avet S. Tuition	\$0.00	\$0.00	\$0.00	\$252.00	\$110.00	\$269.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$631.00
Books, tutoring, supplies, activities (for all students)	\$0.00	\$0.00	\$0.00	\$397.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$397.00
Transportation (for all students)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$100.00
Psychological counseling (for 3 girls)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Energy and supplies	\$857.00	\$1,396.00	\$1,005.00	\$1,703.00	\$653.64	\$1,934.00	\$246.00	\$448.00	\$714.00	\$810.00	\$846.00	\$878.00	\$11,490.64
Food	\$350.00	\$350.00	\$300.00	\$350.00	\$450.00	\$350.00	\$100.00	\$350.00	\$350.00	\$450.00	\$450.00	\$450.00	\$4,300.00
Gas	\$350.00	\$399.00	\$329.00	\$340.00	\$117.00	\$120.00	\$100.00	\$35.00	\$35.00	\$40.00	\$300.00	\$300.00	\$2,465.00
Electric	\$111.00	\$41.00	\$39.00	\$45.00	\$50.00	\$30.00	\$30.00	\$45.00	\$40.00	\$50.00	\$50.00	\$50.00	\$581.00
Water	\$10.00	\$12.00	\$10.00	\$10.00	\$8.64	\$10.00	\$8.00	\$10.00	\$10.00	\$12.00	\$12.00	\$12.00	\$124.64
Telephone/WiFi	\$8.00	\$8.00	\$8.00	\$8.00	\$8.00	\$8.00	\$8.00	\$8.00	\$8.00	\$8.00	\$8.00	\$8.00	\$96.00
Repairs	\$28.00	\$488.00	\$0.00	\$900.00	\$0.00	\$1,416.00	\$0.00	\$0.00	\$191.00	\$0.00	\$0.00	\$0.00	\$3,023.00
Equipment/Supplies	\$0.00	\$98.00	\$319.00	\$50.00	\$20.00	\$0.00	\$0.00	\$0.00	\$80.00	\$250.00	\$26.00	\$58.00	\$901.00
SO-ART	\$0.00	\$0.00	\$0.00	\$80.00	\$70.00	\$88.00	\$100.00	\$0.00	\$183.00	\$375.00	\$1,309.15	\$0.00	\$2,205.15
Web site development (gyumrisoar.com)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Supplies	\$0.00	\$0.00	\$0.00	\$0.00	\$70.00	\$88.00	\$100.00	\$0.00	\$183.00	\$375.00	\$151.00	\$0.00	\$967.00
Training 2 fallen soldier spouses	\$0.00	\$0.00	\$0.00	\$80.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$80.00
Shipping	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$708.15	\$0.00	\$708.15
Salaries for 2 fallen soldier spouses	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$450.00	\$0.00	\$0.00	\$450.00
TOTAL	\$1,497.00	\$2,036.00	\$2,028.00	\$3,816.00	\$1,833.64	\$2,931.00	\$986.00	\$1,088.00	\$1,737.00	\$3,750.00	\$2,795.15	\$1,518.00	\$14,525.15



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Table 2. TC Yerevan Expenses (May-December 2022)

CY2022 TC (Yerevan) Budget	January-22	February-22	March-22	April-22	May-22	June-22	July-22	August-22	September-22	October-22	November-22	December-22	Total
Staff	\$0.00	\$0.00	\$0.00	\$0.00	\$205.00	\$205.00	\$205.00	\$205.00	\$205.00	\$205.00	\$205.00	\$205.00	\$1,640.00
Narine Zangochyan (TC Director)	\$0.00	\$0.00	\$0.00	\$0.00	\$205.00	\$205.00	\$205.00	\$205.00	\$205.00	\$205.00	\$205.00	\$205.00	\$1,640.00
Educational	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$125.00	\$54.00	\$82.00	\$0.00	\$261.00
Mariam Asoyan	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Nune Grigoryan	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Naira Hovhannisyanyan	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Margarita Shahjanyan	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Books and supplies (for all students)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$30.00	\$0.00	\$30.00
Transportation (for all students)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$54.00	\$52.00	\$0.00	\$106.00
Psychological counseling	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$125.00	\$0.00	\$0.00	\$0.00	\$125.00
Energy and supplies	\$0.00	\$0.00	\$0.00	\$0.00	\$2,530.00	\$0.00	\$0.00	\$52.00	\$385.00	\$466.00	\$475.00	\$557.00	\$4,465.00
Food	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$33.00	\$200.00	\$300.00	\$300.00	\$350.00	\$1,183.00
Gas	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$115.00	\$115.00	\$155.00	\$185.00	\$570.00
Electric	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$50.00	\$0.00	\$0.00	\$0.00	\$50.00
Water	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$7.00	\$8.00	\$8.00	\$8.00	\$10.00	\$41.00
Telephone/WiFi	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$12.00	\$12.00	\$12.00	\$12.00	\$12.00	\$60.00
Repairs	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Equipment/Supplies	\$0.00	\$0.00	\$0.00	\$0.00	\$2,530.00	\$0.00	\$0.00	\$0.00	\$0.00	\$31.00	\$0.00	\$0.00	\$2,561.00
TOTAL	\$0.00	\$0.00	\$0.00	\$0.00	\$2,735.00	\$205.00	\$205.00	\$257.00	\$715.00	\$725.00	\$762.00	\$762.00	\$6,366.00

Gyumri So-Art Website Creation

Mechanically, the creation of the So-Art web site involved the following steps: purchasing the domain name; adding to the SOAR account on Go-Daddy (our hosting provider); uploading WordPress to the hosting under Gyumri So-Art; uploading template to the site; adding security plugin and configure; adding website backup plugin and configure; adding SSL certificate; making a mockup of the main site pages; designing and developing the main pages; adding woo commerce; setting up shipping; testing the order process; and adjusting all shipping rates.



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Orders to Date

In the fall of 2022, SOAR formally began to advertise the online store. As of December 2022, we received 25 orders totaling \$3,052.33. After deducting supplies and salaries, our net profit is approximately \$2015.00. Given that most of 2022 was devoted to the development of So-Art, we anticipate that in CY2023 we can at least double our revenue.



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Proposal for CY2023

For CY2023, we are requesting \$36,750.00 for the 15 beneficiaries in our Transitional Centers in Gyumri and Yerevan (see Table 3). Staff costs in Gyumri include our house mothers, program coordinator, and So-Art manager, totaling \$14,100.00. Educational expenses are \$10,410.00 and include tuition, books/supplies, transportation, English tutoring, and psychological counseling for our 15 beneficiaries. Food, energy, and supply costs total \$11,460.00 for both Centers, with an additional \$780.00 earmarked for our online store (Gyumrisoart.com).

Table 3. CY2023 Proposed Budget

CY2023 Transitional Center (Gyumri and Yerevan) Proposal	
Staff	\$14,100.00
Shushan Alexanyan (TC-Gyumri House Mother)	\$6,000.00
Alina Martirosyan (Gyumri So-Art Coordinator)	\$2,700.00
Marina Muradyan (Program Coordinator)	\$2,700.00
Narine Zamkochyan (TC-Yerevan House Mother)	\$2,700.00
Education	\$10,410.00
Tuition (12 girls and 3 boys)	\$9,750.00
Books, tutoring, supplies, activities (for all students)	\$360.00
Transportation (for all students)	\$300.00
Energy and supplies	\$11,460.00
Food	\$7,500.00
Gas	\$1,320.00
Electric	\$720.00
Water	\$240.00
Telephone/WiFi	\$240.00
Repairs	\$480.00
Equipment/Supplies	\$960.00
SO-ART	\$780.00
Marketing	\$480.00
Travel	\$300.00
TOTAL	\$36,750.00



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Conclusion

The Society for Orphaned Armenian Relief (SOAR) was established in the fall of 2005 to provide humanitarian relief to orphaned Armenian children and orphaned Armenian adults with disabilities. SOAR's Transitional Center in Gyumri was opened in December 2019, with our Yerevan Center opening in the summer of 2022. Our Centers are residential settings for older teenage girls who have outgrown the traditional orphanage but who are not yet ready for independent living. These young women attend college; cultivate business opportunities; are enriched by SOAR's academic programs; appreciate volunteerism; learn essential life skills; build self-nurturance and self-confidence; and prepare themselves for emotional, fiscal, and professional independence. For CY2023, we are requesting \$36,750.00 for the 15 beneficiaries in our Transitional Centers in Gyumri and Yerevan.