



Poland
Welcomes

FUNDRAISING PROSPECTUS

18 April 2022

Executive Summary

Poland Welcomes is a Polish charity, which operates refugee centres in and around Jarosław, Poland. We currently house c500 Ukrainian refugee women and children.

To make the finances of our current operations sustainable, we estimate that we need to raise cUS\$600,000 for the period April-June 2022.

We also have ambitions to expand our operations – including greater protection for our Ukrainian guests, improved education for children, and integration into Polish society (with employment opportunities).

We also face significant financial uncertainties, such as energy prices and the potential need to start paying for hot meals for our Ukrainian guests (which we currently receive by corporate donation).

Though we have had significant success in fundraising recently, it only gives us financial security for the next few weeks.

If the war in Ukraine continues, we urgently need to secure regular ongoing financial support, in the order of \$150,000 per month.

Who we are and what we do

Unitatem Fundacja, a charity registered under Polish law, operates under the English-language name of “Poland Welcomes”.

As well as accommodation and food, our 6 refugee centres provide kindergarten facilities, medical care and limited employment opportunities to our guests.

Our history

Poland Welcomes began working informally on 25 February 2022, the day after the war in Ukraine began.

It was founded by Patrycjusz Gaweł, a local property developer in Jarosław, with the volunteer help of a group of friends. It was registered as a “fundacja” – or charity – under Polish law on 16 March 2022.

Starting from 2 private houses, we have quickly scaled up to operate 6 shelters. As of 18 April 2022, we are hosting around 500 refugees in total.

Our 2 biggest sites are a disused school in Boratyn and a disused agricultural college dormitory in Radymno. Overall, the 6 sites have the physical space for up to 1,100 refugees, but we do not currently have the financial means to realize all that capacity.

Our finances

To date, Poland Welcomes has relied largely upon financial and in-kind contributions from Mr Gaweł, volunteer support and individual donations (including significant amounts raised online after coverage in international English-language media, particularly CNN).

We have also received significant donations in kind from (1) Compass Group, which is involved in providing hot meals to the refugees, and (2) the municipalities in Boratyn and Radymno, which are allowing us to occupy their buildings rent-free.

We have a partnership with the American charity CORE Response, which includes funding to offer employment to some of our Ukrainian guests.

We are also grateful to the Lillie Family Foundation, and to other American donors who wish to remain anonymous, for their generous financial support.

Our sites



1 **Radymno**

Former agricultural college dormitory at
Złota Góra 13, 37-550 Radymno

(Maximum capacity 675 beds)



2 **Boratyn**

Former school at Boratyn 226, 37-561
Boratyn

(Maximum capacity 240 beds)



3 **Jarosław**

Headquarters office and refugee
accommodation at Poniatowskiego 53,
37-500 Jarosław

(Maximum capacity 110 beds)

- 4 **Mokra**
New built wooden house at Mokra 146, 37-565 Roźwienica
(Maximum capacity 60 beds)
- 5 **Wola**
Private house at Wola Rozwienicka 79, 37-565 Roźwienica
(Maximum capacity 14 beds)
- 6 **Molodycz**
Private house at Molodycz 2, Molodycz 4, 37-522 Wiazownica
(Maximum capacity 9 beds)

We also have two large storage facilities in Jarosław, to handle in-kind donations.

Our people



Patrycjusz Gawel

Founder and President

Patryk is a local property developer in Jarosław. He founded Poland Welcomes, runs our operations day-to-day, and has made significant contributions both financially and in-kind. Patryk is 37 years old.



Kamil Prusinowski

Vice-President

Kamil is Patryk's best friend from high school. He works for a British company in Warsaw – currently part-time, to facilitate his work with us – and uses his English-language skills to focus on communications and fundraising.

We are also grateful to our team of local and international staff and volunteers, who are essential to keeping our operations running.

Our immediate fundraising needs

The Excel snapshot below outlines our predicted spend over the three months from April 1 to June 30, 2022.

We predict one-off expenses of \$139,964, in order to bring our buildings up to a basic standard of habitability, and to buy necessary equipment such as beds and tumble dryers.

Our monthly running costs are predicted at \$146,985 (totalling \$440,956 for the 3 months).

Assuming that we scale up to operate at full capacity (1,108 beds), this works out at \$4.42 per refugee guest per night – which we hope indicates both realism in our estimates, and a commitment to keep costs as low as possible.

Our biggest outgoings are (1) utilities (gas, electricity, water and internet), at \$89,180 per month and (2) staff costs, at \$49,512 per month.

Budget for:	Unitatem Refugee Shelters					
Budget Amount in USD:	\$580,920			1USD=	4.10 zł	
Period:	3 months from April 1 to June 30, 2022					
Line Items	Nr of Units	Unit Cost PLN	Monthly Cost PLN	Total for 3 mos PLN	Total for 3 mos USD	One off costs
A. STAFF Costs						
Staff for shelter at Radymno	14	4500	63,000	189,000	\$ 46,098	
Staff for shelter at Boratyn	10	4500	45,000	135,000	\$ 32,927	
Staff for shelter at Jaroslaw	6	4500	27,000	81,000	\$ 19,756	
Staff for storage facilities at Widna Gora & Szczytina	4	4500	18,000	54,000	\$ 13,171	
Head office staff (including Foundation board)			50,000	150,000	\$ 36,585	
Total Staff Costs:				609,000	\$ 148,537	
B. HEAD OFFICE Costs						
Financial services			2,000	6,000	\$ 1,463	
Social media and marketing			5,000	15,000	\$ 3,659	
HR services			2,000	6,000	\$ 1,463	
IT services			3,000	9,000	\$ 2,195	
Legal services			3,000	9,000	\$ 2,195	
Office rent and utilities			3,000	9,000	\$ 2,195	
Reporting for outcome evaluation			10000	30000	\$ 7,317	
Total Office Costs:				54,000	\$ 13,171	
C. OPERATIONAL Costs						
Purchase or rental of necessary equipment						
Rental of minibuses	2	8000	16,000	48,000	\$ 11,707	
Metal shelves	200	307.5				\$ 15,000
Beds, bedding and towels	200	1200				\$ 58,537
Tumble dryers	2	26177				\$ 12,769
Basic renovation of Radymno facility						
Overall building renovation cost						\$ 53,659
Utilities for refugee centres						
Estimated @ PLN 11 per refugee per night	1108	330	365,640	1,096,920	\$ 267,541	
Total Operational Costs:				1,144,920	\$ 279,249	
Total Staff, Office & Operational Costs:				1,807,920	\$ 440,956	
Overhead				-	\$ -	\$ -
GRAND TOTAL				1,807,920	\$ 440,956	\$ 139,964
						\$ 580,920

Our current financial position

Thanks to healthy recent fundraising, we have enough money in the bank to last until the end of April.

However, much of that fundraising has come from individual donations prompted by our appearances in the media, which we do not believe will be replicable in the future – particularly if the war in Ukraine continues to slip down the international news agenda.

Our continuing financial health depends on securing significant (and regular) financial support from major donors.

Our ambitions

If we can get our current operations on a sound financial footing, we have ambitions to expand and improve our operations:

Scaling up to 2,000 beds

We have secured an empty building in Kidalowice, which we would like to renovate – this would take us significantly closer to our target capacity of 2,000 beds.

Refugee protection and security

In partnership with the international NGOs that operate in our area, we would like to invest in optimizing the protection and security of our refugee guests.

Education

If the war continues for more than a few more weeks, it will be necessary for the children at our shelters to integrate more completely into the Polish education system – an effort with which we would like to assist.

Integration

Like all of us, the Ukrainian women at our shelters need meaning and purpose in their lives. We would like to help, by (for example) providing employment opportunities.

Financial uncertainties

Utilities

It is hard to predict how much our utility bills will be – particularly for our 2 major sites, as the buildings were unoccupied for years prior to us taking them over. And, of course, energy prices are also uncertain.

Food

We currently receive donations to cover much of the cost of feeding our Ukrainian guests. Compass Group provides the food and staff to supply two hot meals each day to each guest, and the Scottish charity Siobhan's Trust has made a sizeable donation to cover the cost of providing fresh food (such as dairy, fruit and vegetables) for the month of April. We do not know how long either of these arrangements will continue.

Kindergarten

We currently provide a kindergarten for 50 refugee children, which is provided free of charge by Mr Gaweł's mother, Elzbieta Gaweł, who is a qualified teacher with more than 35 years' experience of working with children. We do not know how long Mrs Gaweł will be able to continue to offer this arrangement.

Further information

For more information, or to discuss a potential partnership with us, please contact:

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