

"WHO OWNS POVERTY?" BY MARTÍN BURT

AN INTEGRAL VISION ON THE ELIMINATION OF MULTIDIMENSIONAL POVERTY IN THE WORLD



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FOR THE FIRST TIME, A GOVERNMENT USES A PARAGUAYAN SOCIAL TOOL AS PART OF ITS PUBLIC POLICIES



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MICROFINANCE HAS TRANSFORMED HOW PARAGUAYAN WOMEN ARE CONSIDERED



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POVERTY-FREE BANANAS



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THE TALENT OF YOUTH, WOMEN AND CHILDREN TO TRANSFORM PARAGUAY

**fundación
paraguaya**

ANNUAL REPORT 2019

ASUNCIÓN, PARAGUAY
MAY, 2020

TOP 10 SOCIAL IMPACT



Martin Burt, Executive Director of Fundación Paraguaya, launched **"Who Owns Poverty?"**, a book in which he recounts more than 3 decades of work with families in vulnerable situations in Paraguay and other countries.



The Poverty Stoplight and the Self-Sustainable Agricultural Schools are implemented as public policy by the government of Ecuador, with Lenín Moreno at the head.



Through the Poverty Stoplight, we established strategic alliances in key regions, namely: Haiti (Fonkoze), India (SEWA) and Brazil (Banco da Familia); in addition to obtaining funds from Rising Tide to open a Stoplight office in the United States.



There are now over 100,000 Stoplights applied in Paraguay and the world, with the support of the 28 partners from 28 countries and of 141 Paraguayan companies that apply this tool to their collaborators.



The Microfinance Program held 11 Contests, reaching 18,024 women clients and 1,478 registered Committees of Entrepreneurial Women.



272 toilets were completed with the contest "My Toilet, My Kitchen, My Pride", and 60 new dentures were reconstructed with the contest "My Happy Smile".



The Entrepreneurial School Contest reached 17 departments across the country, involving 7,511 schools, 15,022 teachers and 112,665 students.



The "Emprendé Paraguay" Program concluded optimally. More than 6,000 students graduated, who generated more than 1,800 jobs.



70,568 people accessed a gamut of benefits through the Club "Feel that you can". We also partnered with 25 companies and the year closed with participation of 370 businesses.



105 young rural entrepreneurs graduated from the Self-Sustainable Agricultural Schools Program, using the educational model "Learn by doing, selling and earning".

THE TWEETS



"In the company of collaborators, students, partners, friends and family, we accompanied @martinburt in the launch of his book: #WhoOwnsPoverty, book that will cross borders and change our vision on how to eliminate poverty in the world."

Fundación Paraguaya
@fundaparaguaya



"The Developing Rural Family Stoplight is implemented in more than 23 countries in the world. We are aware of success stories and are motivated to work together with @fundaparaguaya to improve the living conditions of our farmers."

Xavier Lazo Guerrero
Minister of Agriculture, Ecuador
@XavierLazoG



"The great day has arrived, the launch of #WhoOwnsPoverty! My gratitude to all those who helped me reach this point, especially my family and the great team of @fundaparaguaya and @PStoplight"

Martin Burt
@martinburt

MESSAGE OF THE EXECUTIVE DIRECTOR

What if nearly everything we thought we knew about poverty was wrong? What if the legions of policymakers, social scientists, economists, aid workers, charities and NGOs marching across the globe have been using the wrong strategy, and the wrong tactics, to wage the wrong war against poverty? With the very best of intentions, we've been trying to help poor people ascend the ladder out of poverty in the name of social and economic justice. But what if we have been, as it were, leaning the wrong ladder on the wrong wall? And what if being wrong about the problem of poverty was the only thing standing in the way of finding the solution? For 35 years we have been asking these questions at the Fundación Paraguaya, without being aware of it or perhaps using other words. The launch of the book *Who Owns Poverty?* has been a significant milestone in 2019. "Who Owns Poverty?" contains our ideas, it is our "manifesto" to the world and a challenge to change the way in which governments, multilateral organizations and civil society organizations address poverty.

What would happen if we gave poverty back to the poor? What if instead of disparagingly calling them "street vendors" we called them microentrepreneurs? These questions gave birth to our Microfinance, Microfranchise and Life & Health Microinsurance Programs that serve more than 70,000 families with the mission of supporting them, not only to include them financially, but to leave poverty behind. We also work with more than 150,000 young people and children - many sons and daughters of our microentrepreneurs - to provide them with financial education and entrepreneurial skills. For example, through the School Enterprise Challenge we reached more than 7,500 schools across the country.

Can teachers and students manage didactic production units in agricultural schools to cover the costs and educate in an ongoing business environment? We started the Self-Sustainable Schools Program 17 years ago and this year our Agricultural Schools generated more than USD 700,000 in sales and graduated 105 rural entrepreneurs.

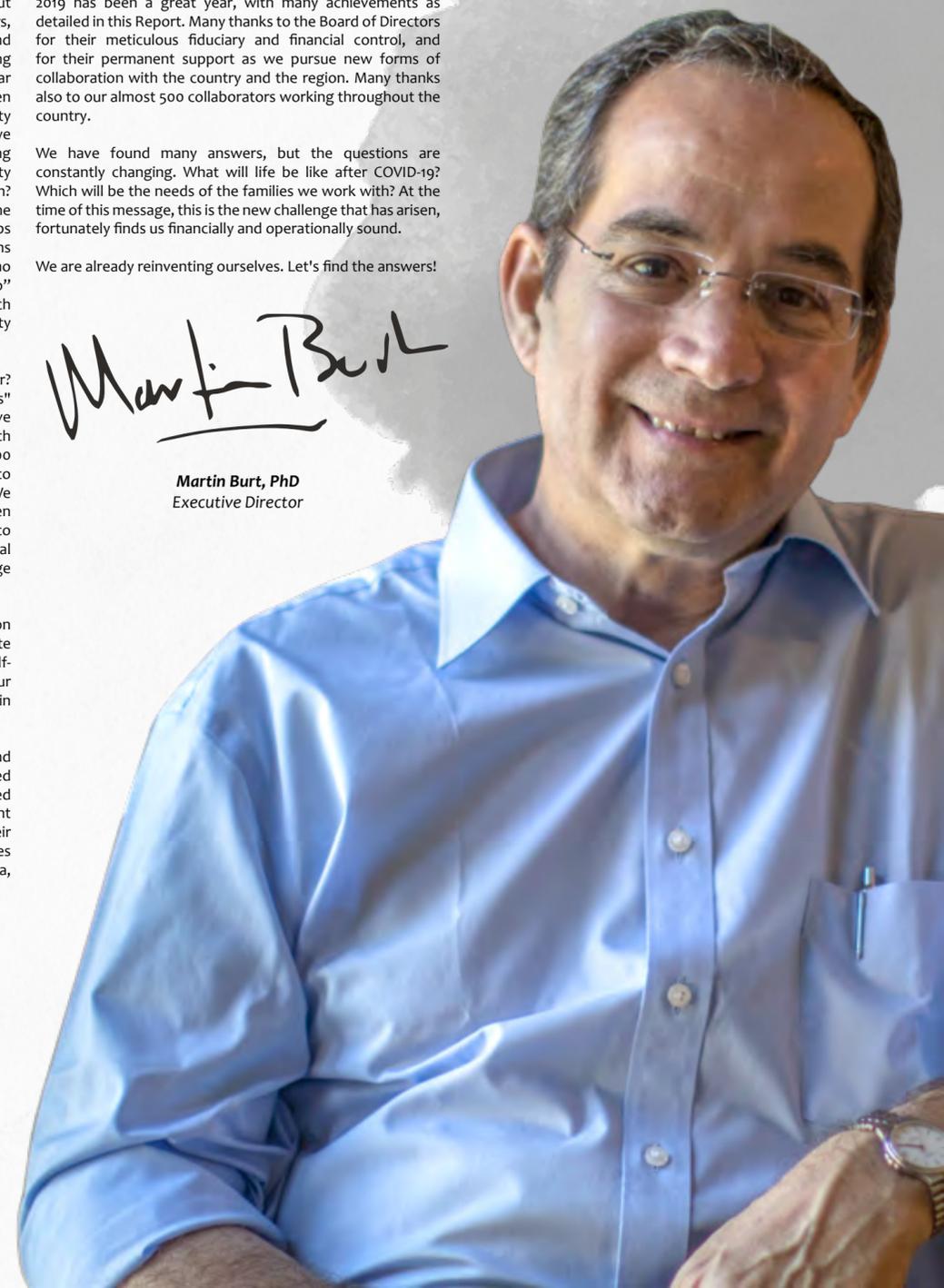
What if poor families could ask their own questions and generate their own poverty indicators? In 2019, we reached 100,000 Poverty Stoplights applied worldwide, and we started working in Haiti, India and Brazil. In addition, the Government of Ecuador is adopting the methodology to use it with their farmers and together we are organizing a strategy that goes beyond "fair trade": we are aiming at poverty-free banana, coffee, chocolate, sugar and rice.

2019 has been a great year, with many achievements as detailed in this Report. Many thanks to the Board of Directors for their meticulous fiduciary and financial control, and for their permanent support as we pursue new forms of collaboration with the country and the region. Many thanks also to our almost 500 collaborators working throughout the country.

We have found many answers, but the questions are constantly changing. What will life be like after COVID-19? Which will be the needs of the families we work with? At the time of this message, this is the new challenge that has arisen, fortunately finds us financially and operationally sound.

We are already reinventing ourselves. Let's find the answers!

Martin Burt, PhD
Executive Director



EMPOWERING FAMILIES FOR 35 YEARS.

Fundación Paraguaya is a social, non-profit and self-sustaining enterprise that has been working on poverty elimination in Paraguay and the world. Our programs seek to activate families' potential and empower them to transform and improve their quality of life and that of their communities.



Our Programs are implemented across the world

Through its Programs, Fundación Paraguaya seeks to eliminate the multidimensional poverty of families, empowering them and accompanying them along their path to improve their quality of life.

In this way, the organization becomes a mentor to those whom it accompanies in the activation of their

entrepreneurial potential and, above all, with a sustainable impact over time.

The Microfinance Program offers access to capital, training, continuous support, microfranchises and non-financial services.

The Self-Sustainable Agricultural Schools Program seeks to transform low-income rural youth into rural entrepreneurs.

In addition, the Entrepreneurial Education Program seeks to awaken the entrepreneurship of Paraguayan youth with mentoring and support

initiatives and projects, as well as training for youth and women throughout the country.

The Poverty Stoplight crosscuts all our Programs, giving families the possibility of learning about their strengths and vulnerabilities, in addition to drawing their Map of Life and implementing concrete plans and actions to improve their quality of life.

MICROFINANCE PROGRAM

SELF-SUSTAINABLE AGRICULTURAL SCHOOLS PROGRAM

ENTREPRENEURIAL EDUCATION PROGRAM

POVERTY STOPLIGHT



“Fundación Paraguaya activate families' potential and empower them to transform and improve their quality of life and that of their communities.”



MISSION

Develop and implement practical, innovative and sustainable solutions that allow activating the entrepreneurial potential of families to eliminate their multidimensional poverty and live with dignity.



VISION

A world without poverty where we all want to live.

ARMY OF HEROES WORKS AT ELIMINATING POVERTY IN PARAGUAY



The Fundación Paraguaya is made up of 468 talented, enthusiastic collaborators who are committed to the mission of the organization.

Every day, each and every one seeks to activate the families' potential to eliminate poverty and build a decent environment for all.

This work has no borders: the different programs are interconnected in Paraguay and with partners across the world.



“A talented, enthusiastic team, committed to the mission of the organization”



The organization works with these values

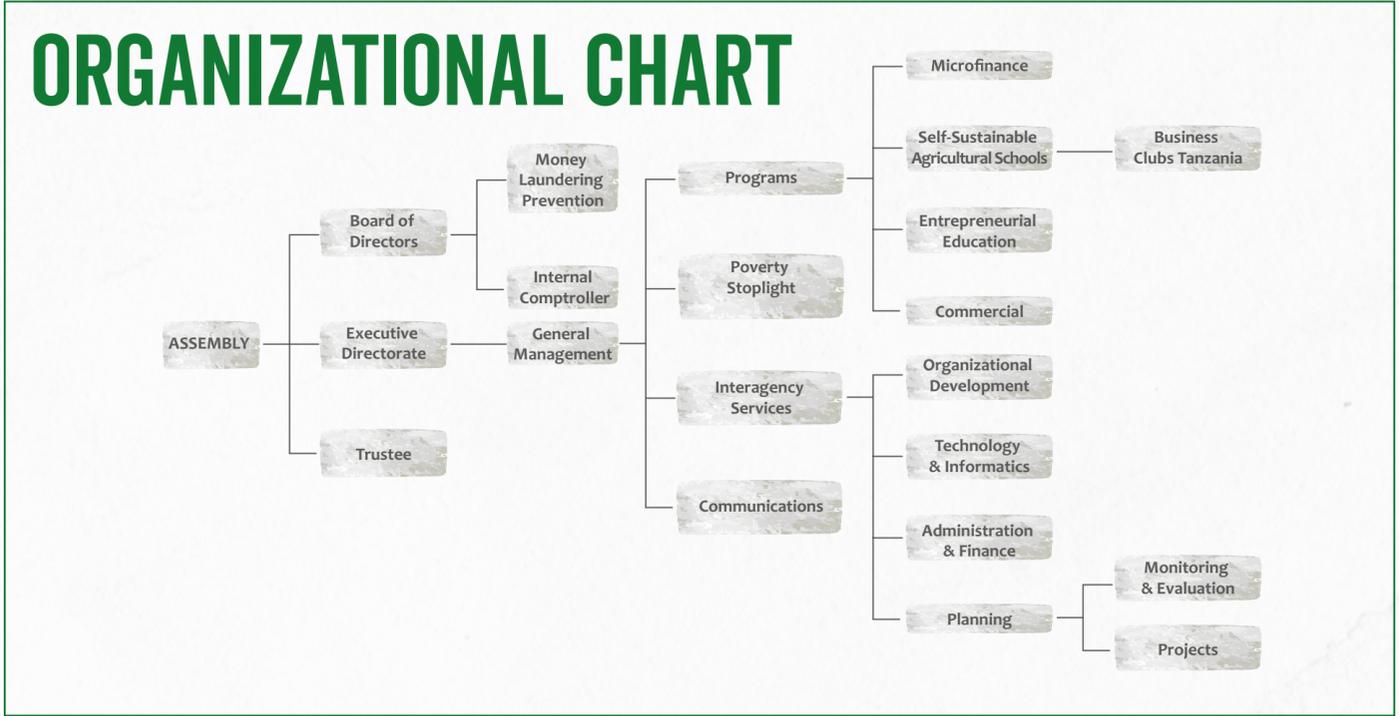
- » TRANSPARENCY
- » EXCELLENCE
- » SUSTAINABILITY
- » INNOVATION
- » COMMITMENT
- » IMPACT
- » HONESTY
- » ETHICS
- » RESULTS



ASSOCIATES OF THE FUNDACIÓN PARAGUAYA	ACTIVE MEMBERS	Sara Centurión Gabriel Cosp Diana Díaz de Espada Antonio Espinoza Rubén Fadlala María Gracia Gauto Raúl Gauto Marcos Goldenberg Astrid Gustafson Eduardo Gustale Gill Pablo Herken Peter Jones	Catherine Kelly Robinson Gustavo Koo Enrique Raúl Landó Eduardo Manchini Matías Ordeix Fernando Peroni Francisca Peroni Guillermo Peroni Federico Robinson Margarita Robinson de Kelly Ramiro Rodríguez A. Pascual Rubiani Yan Speranza Jorge Talavera Roberto Urbietta	BOARD OF DIRECTORS	TRUSTEE
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A TRANSPARENT AND FULLY TRAINED MANAGEMENT TEAM

MANAGEMENT TEAM	<ul style="list-style-type: none"> > Raúl Gauto, Chief of Staff > Roberto Giménez, Programs <ul style="list-style-type: none"> » Luis Cateura, Self-Sustainable Schools <ul style="list-style-type: none"> » Hugo Florentín, Cerrito Agricultural School » Midelaide Fernández (Stand-in), Belén Agricultural School » Omar Sanabria, Microfinance » Lorenia Soto, Entrepreneurial Education » Gabriel Fadlala, Commercial Area > Eduardo Gustale, Poverty Stoplight > Bruno Vaccotti, Communications 	<ul style="list-style-type: none"> > Luis Antonelli, Internal Comptroller <ul style="list-style-type: none"> » Lorenzo Arrúa, Internal Audit > Miguel Ángel Rivarola, Inter-institutional Services <ul style="list-style-type: none"> » Christian Sosa, Organizational Development » Rodrigo Alonso, Collaborators' Stoplight » Claudia Ortega, Administration & Finance » Emilio Espínola, Technology and Informatics » Katharina Hammler, Monitoring & Evaluation » Michelle Breuer, Resource Mobilization
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AN ORGANIZATION WITH NATIONAL AND INTERNATIONAL REACH

In these 34 years, the Fundación Paraguaya expanded to all corners of Paraguay, generating strategic partnerships in different parts of the world, expanding its standing and program capacity, in addition to validating the tools created in Paraguay for the world.

OFFICES IN PARAGUAY

- Main Office
Administrative Offices
Asunción
Caacupé
Caaguazú
Carapeguá
Chaco
Ciudad del Este
Concepción
Coronel Oviedo
Curuguaty
Encarnación
Itá
Luque
Mariano Roque Alonso
Paraguarí
Pilar
San Ignacio
San Lorenzo
San Pedro
Santaní
San Juan Nepomuceno
Villa Elisa
Villarrica
Villa Ygatimí
Ybycuí
Cerrito Agricultural School
Belén Agricultural School
Mbaracayú Education Center (partnered with Moisés Bertoni Foundation)

INTERNATIONAL OFFICES

- Tanzania
England



- The Fundación Paraguaya has 24 offices distributed in 16 geographical departments of Paraguay.
- It has three Self-Sustainable Agricultural Schools that are part of the "Learn by doing, selling and earning" methodology that is now implemented in over twenty countries.
- It has an office in England, through its sister organization Teach a Man To Fish.
- It works with 283 international organizations that are replicating the Poverty Stoplight.
- More than 100,000 families have developed their Map of Life in 26 countries.



WHO OWNS POVERTY?

A BOOK THAT PROVIDES A NEW APPROACH TO ELIMINATE POVERTY IN THE WORLD

Martin Burt, Executive Director of Fundación Paraguaya, launched his book "Who Owns Poverty?", which recounts more than three decades of work with families in vulnerable situations in Paraguay and other countries, awakening their potential and developing tools to improve their quality of life.

The book was presented in various localities and communities of Paraguay, and was officially launched at the National Congress with the presence of national and international authorities, such as Blas Llano, President of the National Congress, and Xavier Lazo, Minister of Agriculture of Ecuador. In addition, the book tour covered prestigious US universities and organizations: Columbia University, where Edmund Phelps, Nobel Prize in Economics, hosted the launch, Harvard Kennedy School, Institute of Development Studies and the Open Gov Hub in Washington. The author also gifted the book personally to Pope Francis. "Thank you for working for the neediest, I encourage you to continue strong in your creation," said Saint Peter's successor.

Challenging the world

What if almost everything we thought we knew about poverty was wrong? What if the legions of policymakers, social scientists, economists, aid workers, charities, and NGOs marching across the globe have been using the wrong strategy and tactics to wage the war on poverty? Martin's book begins with these questions.

However, we avoided or did not know how to ask a question: whose is it? The answer challenges everything we thought we knew about what poverty and what we can do about it.

Providing a new approach

The book looks at poverty from another standpoint, where vulnerable families are given the lead role of their own destiny, where they themselves are in charge of defining and diagnosing their vulnerabilities. This way they are empowered as owners of their poverty, thus allowing them to build the solution. This approach can be applied by all governments, development-focused organizations and leaders who are frustrated because they have to limit their aspirations to the

reduction or alleviation of poverty, and because they do not see progress with this approach. The book reveals how to release the energy trapped in poor families to do the unthinkable: eliminate multidimensional poverty of families around the world.



"Who Owns Poverty? is the story of a powerful data-driven methodology that is now used in a dozen countries across five continents."

THE SECRETARIAT OF CULTURE OF PARAGUAY DECLARED THE BOOK 'WHO OWNS POVERTY?' OF CULTURAL INTEREST



You wish to buy the book?

Go to bit.ly/MartinBurt-Book and be entertained with actual experiences of Martin Burt, who has been working in poverty elimination programs for more than 30 years. In Paraguay, you can purchase it at **Books** in the Shopping del Sol or Mcal. López 3791 c/Dr. Morra www.libreriabooks.com You can also purchase it at **Editorial El Lector** www.ellector.com.py



POINTS OF VIEW

"I feel excited and confident. It doesn't take a lot of experts; students, women microentrepreneurs show us that they are the true experts."

@martinburt

"This book will bring major changes in public policy", Edmund Phelps, Nobel Prize in Economics, 2006

"This book will become an indispensable manual, and can potentially change the perspective of millions of people, its effects reaching into the most secluded corners of the planet to change the destiny that for centuries fell as the worst punishment to humanity," Luis Szaran, Founder, Sounds of the Earth (Paraguay)

"Poor people themselves must be involved in defining and solving their own poverty, and their voices must be heard in development organizations. His book documents how this can happen with the Poverty Stoplight. The Poverty Stoplight honors the potential of human creativity and resourcefulness." Margee Ensign, President, Dickinson College

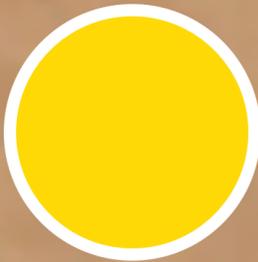
POVERTY STOPLIGHT

THREE COLORS THAT CAN CHANGE YOUR LIFE

The **Poverty Stoplight** is a social technology to activate families' potential, using colors and indicators to make their multidimensional reality visible, where:



GREEN
MEANS NOT POOR



YELLOW
MEANS POOR



RED
MEANS EXTREME POVERTY



Through a visual survey, families self-diagnose their current situation to then determine their priorities. Based on their diagnosis, they will be able to work on strategies and specific solutions to their vulnerabilities, and overcome their difficulties one at a time.



POVERTY IS NOT ONLY ABOUT MONETARY INCOME

The Stoplight seeks to transform the poverty narrative by not confining it to the amount of income. Through a multidimensional scope focused on empowering families and making them the protagonists on the improvement of their quality of life.

This initiative has taken us to unexpected places and learning, to more than 28 countries and more than 8 languages, discovering that the vulnerabilities of a family in Asunción, London and Morogoro can be connected, in addition to the possibility of transferring lessons learned in one country to another one, thus generating an ongoing process of rediscovery.



WWW.POVERTYSTOPLIGHT.ORG

POVERTY STOPLIGHT IN THE WORLD

ONE STEP AT A TIME, AROUND THE WORLD



The Poverty Stoplight celebrated its tenth anniversary. This decade of experiences and lessons learned does not close with a social impact beyond its strategic partnerships, but with the creation of a Global Stoplight Community, a group of organizations, companies, academic institutions, government agencies, families and individuals that share the common vision of building a poverty-free world.

global Stoplight movement and collaborate to accelerate its growth.

In 2019, 10 new organizations joined the Global Stoplight Community, totaling 283 in 28 countries across the world. In total, 1211 families turned all their poverty indicators to green.



The Global Community is made up of implementing partners of the Stoplight, who use this tool to activate the potential of individuals, families and communities in different countries. It is also made up of strategic partners who support the



These are just some of the countries where the Stoplight is creating an impact and truly empowering families.



The Stoplight has succeeded in becoming part of organizations that work with communities:

 <p>In the quest to transform the production of essential oils in Guatemala.</p>	 <p>With families living in extreme poverty in Haiti.</p>	 <p>With families living in the Argentinian Chaco.</p>	 <p>Homeless people in the United States.</p>
 <p>In Paraguay is used to empower women entrepreneurs.</p>	 <p>In Papua New Guinea, Stoplight indicators are being adapted to the country's context to measure the impact of social programs.</p>	 <p>In Sierra Leone to activate the potential of farming families.</p>	 <p>To improve the quality of life of banana producer families in Ecuador.</p>

FOR THE FIRST TIME, A PARAGUAYAN SOCIAL TOOL AS A PUBLIC POLICY

The World Economic Forum has facilitated meetings that today allow the Fundación Paraguaya to disembark on new territories. Our Executive Director met several representatives of the Government of Ecuador, among them, President Lenin Moreno and Xavier Lazo, Minister of Agriculture, the latter a firm Stoplight enthusiast and visionary promoter of the program in his country.

After several technical visits of Lenin Moreno's close advisors to Paraguay, a partnership with the Fundación Paraguaya was established, mainly in relation to the Poverty Stoplight, which will be the social technology involved in the transformation of the life of thousands of Ecuadorian families.

Through the Ministry of Agriculture, Ecuador began applying the Poverty Stoplight with 1,029 families, reaching 3,803 people and benefiting more than 50 organizations of agricultural producers with its Developing Rural Family Stoplight.



THIS VIBRANT COMBINATION OF DIFFERENT SCENARIOS, SECTORS AND APPROACHES ACTS AS STARTING POINT FOR THE CONTINUOUS STREAMLINING OF THE TOOL AND THE GROWTH OF EACH MEMBER OF THE GLOBAL COMMUNITY.

NEW TERRITORIES, NEW CHALLENGES

We established partnerships in new regions, such as Haiti (Fonkoze), India (SEWA) and Brazil (Banco da Família), in addition to collaborating to obtain Rising Tide funds to open a Stoplight office in the United States.

POINTS OF VIEW

"We have several systems to measure poverty, but they often generate fatigue. Today, with this innovative tool, real actions can be determined and implemented directly by families." **Johanna Morales, General Coordinator, National Information System, Government of Ecuador.**

"The Developing Rural Family Stoplight is implemented in more than 23 countries in the world. We are aware of success stories and are motivated to work together with the Fundación Paraguaya to improve the living conditions of our farmers." **Xavier Lazo, Minister of Agriculture, Government of Ecuador.**

"It is an honor to collaborate with the Lenin Moreno administration and the great team of the Ministry of Agriculture & Livestock of Ecuador to bring prosperity to rural areas and eliminate poverty." **Martin Burt, Founder, Fundación Paraguaya.**



fundación paraguaya

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AGROSHOPPING

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Ground floor – Block a Shopping Mcal. López.

Self-sustainable Schools | fundación paraguaya

THE POVERTY STOPLIGHT IN THE BUSINESS SECTOR

A NETWORK OF COMPANIES STRENGTHENED AND COMMITTED TO THEIR COLLABORATORS



The **Fundación Paraguaya** developed the **Poverty Stoplight** as multidimensional tool to diagnose and address poverty. More than two hundred organizations, companies and governments have embraced the methodology and implemented the program with their communities, their collaborators, students and people in vulnerable situations.

The Stoplight's Network of Companies was created in 2013 and encompasses 141 Paraguayan organizations that have adopted this methodology to work with their collaborators.



Thirteen new companies joined this local movement in 2019.



These companies have reached 4,599 Paraguayan families.



Training in leadership, teamwork and soft skills for 18 new coordinators of 16 companies



Training in leadership, teamwork and soft skills for 18 new coordinators of 16 companies. "The implementation of the Stoplight has allowed us to systematize the support that we were providing to our collaborators, using a baseline to show what we needed to work on."



Enzo Pusineri, Manager of Agrofuturo

Real changes, tangible results

These results correspond to 6 companies that have performed a second Stoplight measurement. In total, 672 collaborators have achieved 1,302 improvements in their poverty indicators, substantially transforming their quality of life and helping them undertake the path to leave poverty behind.



6

COMPANIES WITH THE SECOND MEASUREMENT OF THEIR STOPLIGHTS



672

COLLABORATORS IMPROVED THE POVERTY INDICATORS



	RESULTS	BASELINE	DIFFERENCE
NOT POOR	26.618	25.316	1.302
POOR	5.759	6.614	- 855
EXTREME POVERTY	1.223	1.670	- 447

The secret to generating a positive impact in the lives of collaborators is the creation of spaces for mutual learning, where the members of the Stoplight's Network of Companies share their experiences with the tool and are able to design sustainable forms of addressing the needs identified.

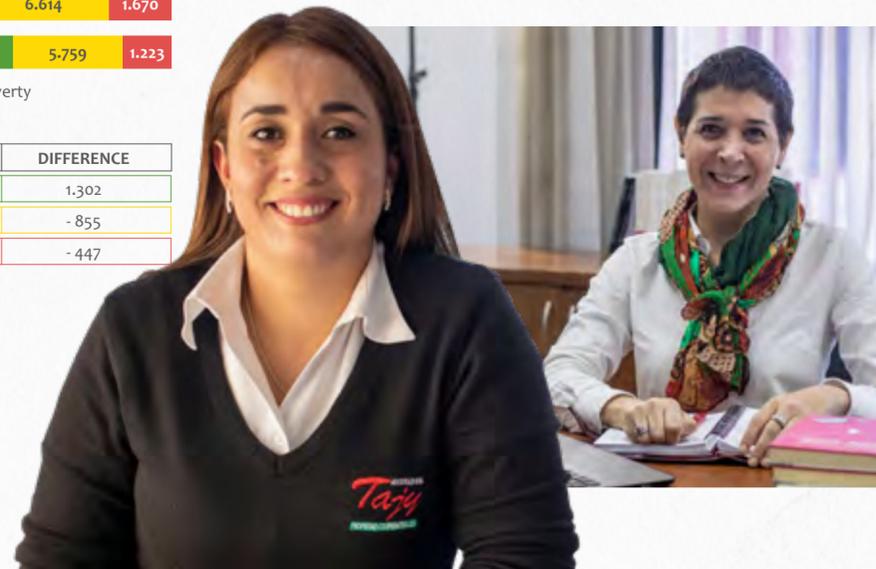
A path of constant learning

The Network organized the first Stoplight After-Office, a space to network with special guests and address issues such as corporate social responsibility, corporate volunteering and leadership.

To continue strengthening the high incidence poverty indicators in the business sector, in 2019 we trained 18 new coordinators from 16 companies in leadership,

teamwork and soft skills. This space for learning and collaboration was facilitated by the "Environments that inspire" consulting firm and helped promote the coordinators as the main designers and implementers of sustainable solutions.

These initiatives allow the organizations of the Network to build a real social movement, mainly to collaborate with all their partners to effectively tackle and eliminate poverty through the business sector.



THE STOPLIGHT IN MICROFINANCE

THE WORLD'S MOST COMPREHENSIVE PRO-POOR MICROFINANCE PROGRAM

The Fundación Paraguaya has used the Poverty Stoplight in the Microfinance Program as of its inception. This accumulation of experiences and lessons learned led to the integration of the tool into a microfinance model, reaching the Committees of Entrepreneurial Women.

In 2019, we held three regional forums and trained approximately 150 advisers, credit officers and microfinance managers on the use of the Stoplight as a technology-based metric and also as a methodology to work with families to eliminate poverty.

With 24 offices throughout the country, our advisers and managers reached more than 3,500 families, with whom they applied the

Stoplight survey for families to decide which were their priorities and establish their family strategy to lift themselves out of poverty.

In 2019, 2,243 families improved their quality of life in different indicators and 939 families reached their goal of a poverty-free life by clearing the 50 indicators of the Stoplight in Paraguay.



2,243 families improved the quality of life



939 families changed all their indicators to green



150 advisers, credit agents and managers trained

THE STOPLIGHT FOR COLLABORATORS

COLLABORATORS ARE THE SOUL OF THE ORGANIZATION

The **Fundación Paraguaya** fully understands that the progress of an organization is based on the development of its workforce. All collaborators use the Poverty Stoplight and, through different actions, internal competitions and objectives, they seek to improve their quality of life, work environment and productivity. The name they have chosen for the implementation of the program is "Heroes" because they understand that, with small daily heroic acts, it is possible to improve the well-being of the thousands of families with whom they work every day.

In addition, the Stoplight seeks to empower the 468 collaborators, so that they are able to chart their professional and personal path within and outside the organization, allowing them to be a fundamental part of all the innovation processes in which the Fundación Paraguaya participates.



More than 8,700 hours of in-house training and more than 70 training activities.



Implementation of the performance evaluation system: the platform is online for all the administrative positions. In 2020 it will be available to evaluate all positions.



The profile of a collaborator's cardinal competencies was created, as well as a Leadership School and a performance evaluation, both based on competencies.



The Poverty Stoplight was applied to 87% of the collaborators of Fundación Paraguaya.



"Through the Fundación Paraguaya I was able to apply the Stoplight and now I have electricity."



Alberta Lugo, client



INITIATIVES

Blue/Pink Heroes: Campaign to prevent cervical, breast and prostate cancer.

Love doesn't hurt: The topics discussed relate to the prevention of domestic violence installed in collaborators, to help them identify everyday situations.

Discussions and workshops on prevention of excessive indebtedness, in tune with Global Money Week.

Fourth edition of the contest "I look good, I feel good" seeking to change eating habits and contribute to improving the health of collaborators.

Heroes Championship: In women's soccer, the champions were the Fupa Matriz team; and in men's soccer, the champions were the Noreste Unidos team.



The experience of recent years renews our enthusiasm and commitment to continue generating healthy work environments, through the benefits, policies and programs to enhance quality of life offered by the Fundación Paraguaya to its collaborators.

THE STOPLIGHT IN COMMUNITIES

CREATING COMMUNITY

The core of society is the family niche, but the family needs to be seen as part of a community. For this reason, the Fundación Paraguaya has undertaken intensive community social work through what today is the Cerrito Initiative. It is an ambitious program that seeks to raise the quality of life of more than 1,100 families of Benjamín Aceval, for them to clear all the indicators of the Poverty Stoplight and lift themselves out of poverty. We implemented a data-capture and tracking

platform, called Socialsuite (built in Salesforce), where 7 outreach agents reported working with more than 750 families, recording 8,440 interventions, 851 positive changes, of which 739 turned their indicators to green, and 1,461 new priorities.

The Cerrito Initiative has been viewed favorably by other organizations: Chortitzer Civil Association applied this methodology with 110 families of four different communities in Cruce Boquerón in the Chaco region. Implementation

is in the solution design stage, where an outreach agent visits, guides and accompanies the families as they leave poverty behind. The Manduvirá Cooperative, Ganadera Vista Alegre, Forestal Sylvis and La Serena also implemented the methodology, that took the Stoplight to various Paraguayan communities.

This year, 10 technicians from the Manduvirá Cooperative received training and took the Stoplight to 500 members who learned more about

the needs and strengths of the people with whom they work. The Ganadera Vista Alegre reached 30 families of collaborators and 20 neighboring families joined the project, while Forestal Sylvis launched the project in the surroundings of Ybycuí, reaching 43 families that have already responded to the Stoplight survey.

During 2019, the Cerrito Stoplight Initiative reached 750 families, recording 8,440 interventions and 851 positive changes, of which 739 turned their indicators to green and 1,461 new priorities.

In 2019 we trained 10 technicians of the Manduvirá Cooperative, who reached 500 members with the Stoplight.

The Ganadera Vista Alegre reached 30 families of collaborators and 20 neighboring families joined the project.

Forestal Sylvis launched the project in the surrounding areas of Ybycuí, reaching 43 families who have already responded to the Stoplight survey.

THE STOPLIGHT INITIATIVE - CERRITO AND THE OTHER IMPLEMENTATIONS IN COMMUNITIES, PRESENT AN INNOVATION CENTER TO THE WORLD FOR THE ELIMINATION OF POVERTY, WHERE VARIOUS ACTORS COME TOGETHER TO ADDRESS THIS SOCIAL ISSUE, LOOKING FOR PRACTICAL, SUSTAINABLE AND LONG-LASTING OPTIONS TO ACTIVATE PEOPLE'S POTENTIAL.

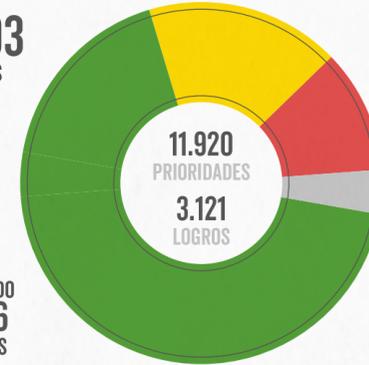
TECHNOLOGY FOR SOCIAL ACTION

Technology is essential to apply the Stoplight. As of its implementation in 2012, the results have shown that its intelligent use can revolutionize the way in which we approach poverty, both at the family level, empowering them, and at the institutional level, offering aggregated data for informed decision-making. Every day, awareness grows on the use of a gamut of technologies that can be used to expand the vision of a world without poverty. In 2019 we launched the new Poverty Stoplight Platform (PSP), offering multiple new features for our partners, and we already have more than 6,000 families on this new platform.

6,135 SURVEYS

10.403 FAMILIAS

INCLUYENDO 33.156 PERSONAS



350.128 VERDES

85.734 AMARILLOS

44.176 ROJOS

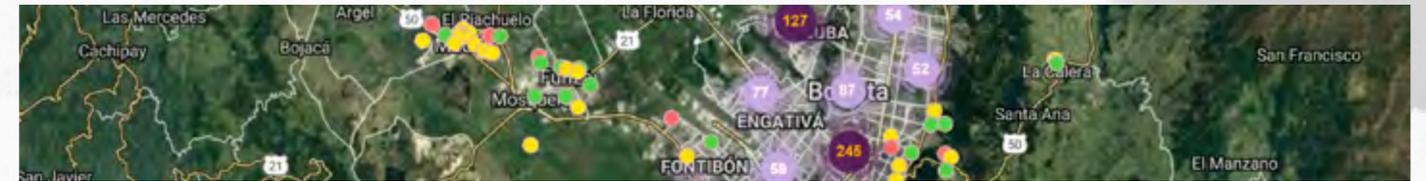
10.871 OMITIDAS

In 2019, changes and discoveries have been a constant in the development of the Stoplight platforms, capturing valuable experiences and lessons learned on the construction of our own technology.

“Technology-driven empowerment gives information to families on how to lift themselves out of poverty.”



Martin Burt, Executive Director



NEW FEATURES

Thanks to Twilio's collaboration, we completed the development of WhatsApp functionality in the Stoplight technology platform. Any family with its Stoplight and a smartphone can receive their Map of Life using WhatsApp. This development provides greater interaction with the families and the possibility of large-scale growth, in addition to clearing multiple technological barriers.

WE REINFORCED THE TECHNOLOGY TEAM WITH NATIONAL AND INTERNATIONAL DEVELOPERS

We reinforced the technology team with national and international developers, namely with the incorporation of a User Support team, adopting the service of the Intercom company and adding a chat on the web platform, as well as a page including

articles on user support and manuals.

SALESFORCE AND SOCIALSUITE TO BOOST THE STOPLIGHT

In our search for new options to complement the current platform, we implemented Socialsuite in the Cerrito and Remansito Initiatives, in addition to the project promoted by the government of Ecuador. This is an application within the Salesforce ecosystem that measures the impact

of social programs. It has contributed to improving follow-up of the work on the ground through the visualization of the number of interventions of each family and the poverty indicators that have been cleared. It also offered a more complete data analysis, facilitating the reading of trends within a population and the identification of successful intervention models.

LOOKING FOR SOLUTIONS THROUGH THE TVET ACADEMY PLATFORM

Partnered with TVET Academy, as of 2018 we decided to collect success stories of families who used the Stoplight to improve their quality of life, and posted them on this French platform as inspirational-motivational stories and guidance for those seeking to escape poverty, in addition to underscoring the

result of the hard work of all the families that apply the Poverty Stoplight.

The Stoplight was also used to support the training and interventions in the Cerrito community. It was very important to facilitate the access to information for many families in rural settings and the organization of three editions of the Organic Horticulture course in Paraguay, reaching 165 family vegetable gardens and certifying 70 parents who completed the course.

THIS YEAR WE CREATED 19 VIDEOS ON SUCCESSFUL STORIES AND DEVELOPED 5 TRAINING VIDEOS FOR WORKERS ON THE GROUND WHO USE THE STOPLIGHT



STOPLIGHT RESEARCH

Part of the soundness of the methodology is thanks to the group of researchers, who are constantly validating and analyzing different aspects of the tool, to reinforce its methodological components and study the results on the ground.

During 2019, we researched "The effect of the Stoplight on the agency of the families of the Cerrito community", presenting evidence that the Stoplight helps empower participants, i.e. we were finally able to measure and

verify what we had observed empirically: the reflection and aspirational elements of the tool help participants commit to finding a solution to each indicator. The academic article of this research is the first of a series and will be published in 2020.



MILESTONES 2019



1. Presentation and launch of the book "Who Owns Poverty?" in communities, universities and the Vatican, where we conveyed an important and transformative message.
2. Renewal of the technology area with the relaunch of the web platform and partnerships with relevant companies to continue improving.
3. Partners continue to grow. Local communities are empowered through Hub events. South Africa, UK and Emprender.
4. The Stoplight reached high countries. We now have more local partners than in Paraguay.
5. We applied about 39,500 Stoplights across the world, and are already working with more than 100,000 families in the last 6 years.
6. Presentation of the draft bill to the Paraguayan National Congress on the elimination of poverty in the country.
7. Organization of Cerrito 2019.
8. The Ecuadorian government launched the Stoplight in full and works with 1,000 families.



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CERRITO 2019:

THE LARGEST SOCIAL INNOVATION EVENT IN THE REGION BROUGHT TOGETHER EXPERTS FROM AROUND THE WORLD



"Empowerment with technology allows families to have suitable information to build their own way out of poverty," said Martin Burt, Executive Director of Fundación Paraguaya, in the panel "Rethinking concepts, improving the practice for development" during the Cerrito Forum 2019, at the Cerrito Agricultural School in Benjamín Aceval.

For the third consecutive year, the Fundación Paraguaya promoted the meeting that brought together 200 national and international experts who addressed a range of topics related to innovation and development, including professors from Harvard and other prestigious universities, managers of national and international companies and organizations, leaders and representatives of civil society.

The meeting was supported by the Social Innovation Initiative CAF (Development Bank of Latin America), Peery Foundation and IRDC Canada. The uniqueness of the proposal was evident: the sessions were closely linked to working groups, clear proposals and

inspirational conversations, where the main driver was to look to the future, connect entrepreneurs with academics, governments with researchers, all focused on eliminating poverty in all its forms and definitively. "Public policy is a very important way to scale poverty interventions," stated Carolina Robino, Uruguayan expert of the International Development Research Center (IRDC) of Canada.

The following are among the notable speakers: Martin Burt, Executive Director and Founder of the Fundación Paraguaya; Michael Walton, of the Harvard Kennedy School; Carolina Robino, of the Canadian Development Research Center (IRDC); Jorge Maldonado, of the University of the Andes; Larry Reed, of Senior Fellow

for Economic Inclusion; and Franz Gómez, of Fundación Capital.

One of the objectives of the meeting was to strengthen the entrepreneurial and innovative ecosystem of the country, in addition to building a reputation for notable regional innovation and living up to welcoming entrepreneurs from 5 continents.



POINTS OF VIEW

"First and foremost, it is important to give voice, recognition and visibility to the poor. Poverty is a manifestation of violence with the consent of society." **Smita Bhatnagar, Senior Coordinator, Self-Employed Women's Association, India**

"Motivation, the desire to move forward, believing in the family, are innovative aspects of the country, they need to be valued and considered as opportunities." **Evelyn Rodríguez Pérez, United States Agency for International Development (USAID)**

"Technology alone is not enough, connection with others is necessary to avoid individualism, we need the family because nobody can make it alone." **Martin Burt, Executive Director, Fundación Paraguaya**

SOCIAL APPROACH TO MICROFINANCE

SOCIAL PROGRAM THAT CHANGED THE WAY WOMEN ARE SEEN IN PARAGUAY

Based on the proposal of the Microfinance Program of the Fundación Paraguaya, we shifted the paradigm of the role of working women in Paraguay, showing that they are the fundamental pillar of the Paraguayan family economy.

Social benefits and financial opportunities

In order to economically empower people and their families, the Microfinance Program has generated financial opportunities through a range of credits and training, with successful solidarity credits granted to the Committees of Entrepreneurial Women.

In addition, with several affiliated businesses, and in order to continue generating multiple benefits to improve living conditions, 10 years ago we created the Club "Feel that you can".

Through this Program:



We provide opportunities to the most vulnerable members of the sector to fortify their micro-enterprises and eliminate their multidimensional poverty.



We promote the development of their micro-enterprises through sustainable financial and non-financial services.



SOCIAL APPROACH TO MICROFINANCE

THE IMPACT OF THE PROGRAM IN NUMBERS



92% Women clients	33% Rural clients	70.568 Active clients	24.869 Operations disbursed	24 Offices across the country	1.906 Student credits
67.958 Clients with active credits	2,31% Delinquency rate, more than 30 days arrears	714 Credits to people with disabilities	382 Green credits for the purchase of efficient cook stoves	205 Towns and cities reached	33.636 Children trained on savings
416 Young people with no credit history obtained credits to start a micro-enterprise	60 New dentures completed thanks to the contest "My Toilet, My Kitchen, My Pride"	272 Remodeled bathrooms and kitchens through the contest "My Toilet, My Kitchen, My Pride"	19 Active private water providers or sanitation boards		
11 Contests are promoted by the Program	259 Insurance policies paid (102 regular clients and 157 spouses or children of clients)				

COMMITTEE OF ENTREPRENEURIAL WOMEN

THE LARGEST WOMEN'S NETWORK IN THE COUNTRY

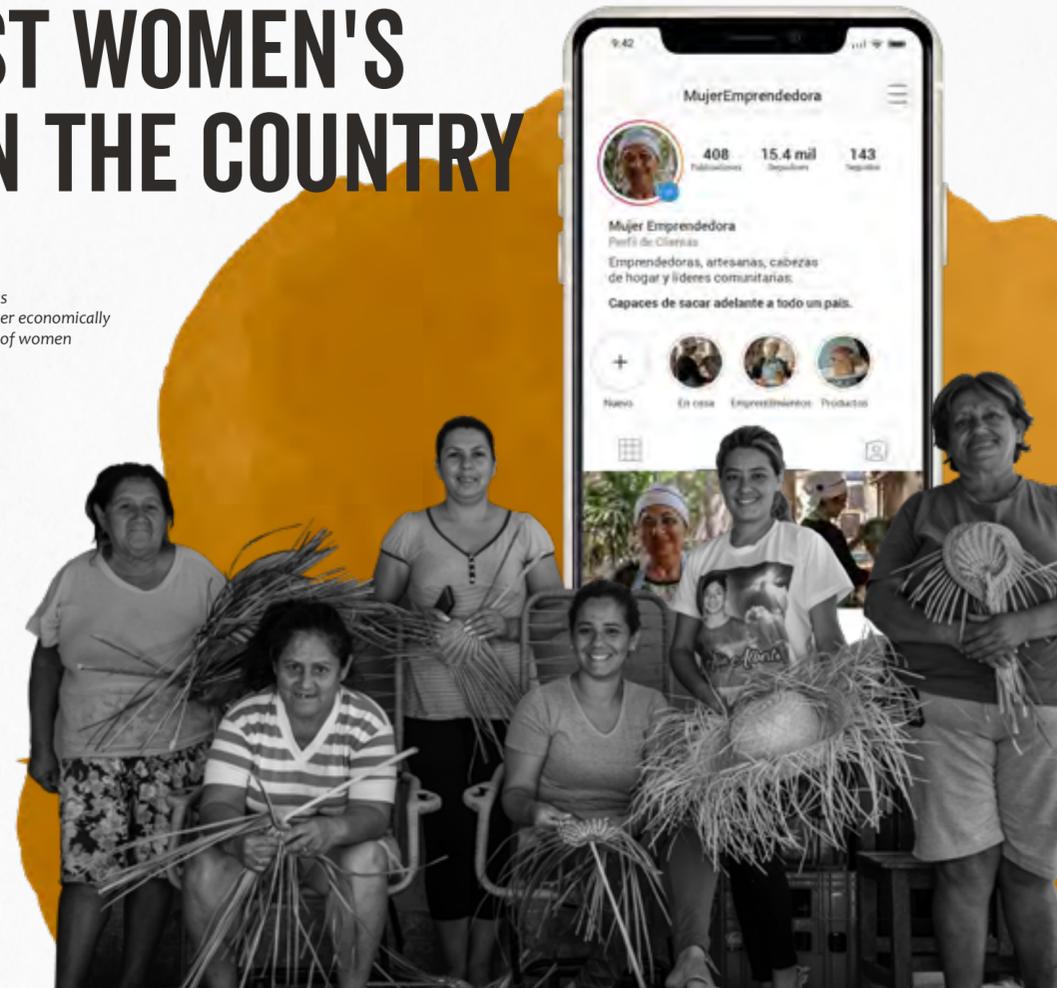
THE PROFILE OF THE CLIENTS

The **Microfinance Program** promotes the Committees of Entrepreneurial Women, trust groups where their credit products are established in a system whose guarantee is solidary and targets groups of women in vulnerable situations seeking to strengthen a commercial activity or wishing to start a new enterprise.

It is characterized by:

- Unity
- Mutual help in projects
- Empowering each other economically
- Harnessing the talent of women

“
92% of our clients are women.
79% belong to a Committee of Entrepreneurial Women.
”



MORE PRODUCTS OF THE MICROFINANCE PROGRAM

Student credit	Microfranchises	Credit to Committees of Entrepreneurial Women	Credit to private water providers and sanitation boards	Feel that you can Club	Credit for young people
Agricultural credit	Credit for wage-earners	Credit for the purchase of efficient cook stoves	Credit for people with disabilities	Housing credit	Credit to microenterprises

DISTRIBUTION OF CREDITS

PRODUCTS	WOMEN'S COMMITTEE	MICROENTERPRISE	CONSUMPTION	FARMING	TOTAL
CLIENTS	53.762	11.027	3.009	160	67.958
PERCENTAGE	79,1%	16,2 %4	,4 %	0,2 %	100,00 %

FEEL THAT YOU CAN CLUB

A CLUB WITH MORE THAN 70,000 ACTIVE CLIENTS



As of 2010, through Feel that you can Club, the Microfinance Program offers services such as discounts in shops, funeral coverage, free access to health coverage, monthly raffles of household appliances, national cinema coverage, hotel stays and much more.

It targets clients, collaborators of Fundación Paraguaya and companies that apply the Poverty Stoplight with their collaborators.

THE IMPACT

In 2019, 70,568 people accessed the card of the Feel that you can Club. In addition, we partnered with 25 new companies and closed the year with 370 affiliated businesses.

36,021 people accessed free health insurance service

12,675 medical consultations

14,890 analysis clinical

1,265 radiology studies

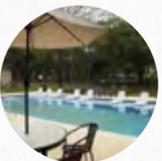
7,191 other specialized studies

ENTERTAINMENT

16,917 clients went to the movies

2,374 had access to Isla Valle

1,521 accessed the Hotel Cerrito



MICROFRANCHISE

SMALL BUSINESS THAT CONTRIBUTES TO THE ECONOMY OF PARAGUAYAN FAMILIES

Microfranchises are turnkey business proposals that incorporate the elements of the franchise, such as the brand or ongoing technical assistance, but with a design simple

enough to be accessible to microentrepreneurs of the Fundación Paraguaya with low financial level and not requiring a large investment.

The purpose of implementing Microfranchises for the members of the Committees of Entrepreneurial Women or women microentrepreneurs, is to clear their poverty indicators, e.g. income-

generation above the national poverty line or income diversification, in order to improve the quality of life of their families.

7
MICROFRANCHISES
1.074
ACTIVE WOMEN
MICROFRANCHISEES

CONTESTS

INNOVATIVE SKILLS TO LEAVE POVERTY BEHIND

TRADUCIR

The Poverty Stoplight crosscuts the Microfinance Program. It is applied to women clients in order to raise their awareness on their poverty level and to work on strategies that help improve their quality of life.

One of the strategies are the contests promoted for the Committees of Entrepreneurial Women that, with the help of their advisers, succeed in meeting the goal of changing their indicators to green.



EL IMPACTO DE LOS CONCURSOS

11
CONCURSOS

18.024
CLIENTAS ALCANZADAS

2.841
COMITÉS INSCRIPTOS

TECHNOLOGY AS A CHANNEL FOR PARTICIPATION

For the contests "My Toilet, My Kitchen, My Pride" and "My Happy Smile", each Committee selects a member as representative to improve the indicators indicated for each of the contests and, with the support of the entire group and accompanied by their advisers, they commit to the transformation of these vulnerabilities.

Each Committee must submit "before and after" photographs of the toilets, kitchens and smiles for the

jury to select the finalists. One of the incentives is community participation, the images of the finalists are posted on a digital voting platform and the most voted transformation wins the competition.

The final prize consists of a savings account for the client and the winning Committee.



Los Concursos son impulsados con el apoyo Iniciativa de Innovación Social - CAF.

MY TOILET, MY KITCHEN, MY PRIDE

For the sixth consecutive year, we held the "My Toilet, My Kitchen, My Pride" contest, an innovative solution to the problem of sanitation of the toilet and kitchen indicators of the Poverty Stoplight.

In 2019, 811 families took up the challenge of building or improving new toilets and kitchens in their homes.

WINNING COMMITTEES:

My Toilet: "New Horizon" Committee - Office of San Juan Nepomuceno
My Kitchen: "Kufñary" Committee - Office of Mariano Roque Alonso

MY HAPPY SMILE

The "My Happy Smile" contest held its third edition, another innovative solution to transform the smile of our Committee clients who need to improve the Stoplight Healthy Teeth indicator.

470 participants ventured to improve their smile during the last edition of this contest.

WINNING COMMITTEE:

"United Women" - Office of Mariano Roque Alonso

GO GREEN

The Go Green contest generates a substantial impact on the quality of life of families. The challenge is for the Committees of Entrepreneurial Women to change all the Stoplight indicators in red or yellow to green, i.e. 100% of their Map of Life to green.

Once they reach the goal, the Committee with most points is the winner.

In 2019, 1,458 participants enrolled, representing 81 Committees that undertook actions to improve 11 indicators of the Poverty Stoplight.

WINNING COMMITTEE:

"United Women" - Office of Mariano Roque Alonso

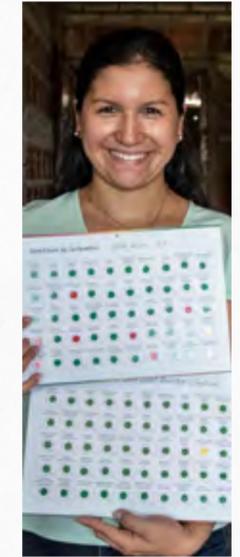


POINTS OF VIEW

"The Feel that you can Club offers our clients the possibility of entertainment, savings, health coverage, funeral service and much more. In this way families share moments and strengthen ties." **Silvana Ortega, Manager, Feel that you can Club.**

"We are proud to work with rural families. Sometimes we are not aware of the obstacles we have overcome to reach our women clients but, when we see the change in their lives, we realize all the work we have done and that motivates us to continue growing and believing in Paraguay without poverty." **Jorge Amarilla, Manager, Office of San Juan Nepomuceno.**

"We, the advisers, are empowered women who, by providing financial and organizational advice, encourage other women to reach their goals and improve their quality of life and that of their families." **Magdalena Pereira, Advisor, Office of Mariano Roque Alonso**





SELF-SUSTAINABLE AGRICULTURAL SCHOOLS

TRANSFORMING THE LIVES OF YOUNG PEOPLE IN RURAL AREAS

The Fundación Paraguaya's Self-Sustainable Agricultural Schools Program promotes the entrepreneurship of young people in vulnerable situations, based on sound technical training adapted to the realities of their communities and focused on generating learning for them to overcome their own poverty and improve the quality of lives of their families.

The Program uses a unique educational model in the world: **"Learn by doing, selling and earning"**.

It develops work practices, with one week in the classroom followed by one week of fieldwork.

During the 3 years of study, students are accompanied by a teacher specialized in each area.

100% self-sustainable education with employable students

The educational model does not receive any kind of State subsidy, that is why it is considered a first-rate resource to combat poverty and has proven to be useful and adaptable to any region of the world.

This pedagogical proposal has been awarded several worldwide recognitions, in addition to participating in different projects and meetings with other international organizations, in order to expand its implementation across the world.

MAIN ACHIEVEMENTS IN 2019

105 rural entrepreneurs graduated from the Cerrito Agricultural School, the Belén Agricultural School and the Mbaracayú Educational Center

17 years applying the educational model "Learn by doing, selling and earning".

Model to be implemented in the government of Ecuador in their agricultural schools.



Member of the UNEVOC Network

Through the Self-Sustainable Agricultural Schools Program, the Fundación Paraguaya is member of the UNESCO UNEVOC Network, a specific global platform for technical and vocational education and training, which seeks to consolidate South-South and North-South cooperation. The UNEVOC Network is

coordinated by the UNESCO UNEVOC International Center that is made up of the individual UNEVOC Centers, which operate within existing entities which coordinate international and regional cooperation. The Network is an instrument for the production and dissemination of research, case studies, databases or publications, and the International Center plays the role of intermediary.

"The self-sustainable school model allows young people to acquire the skills that drive them to become entrepreneurs, agents of change in their communities. Young men with vision and courage to undertake."

"

Luis Cateura, Manager, Self-Sustainable Schools Program

"

"We are going to eliminate rural poverty. Shift from the old model of support. From subsistence family agriculture to training rural entrepreneurs who generate resources and money in rural areas."

"

Martin Burt, Executive Director



PARAGUAYAN EDUCATIONAL MODEL TO ECUADOR POVERTY-FREE BANANAS

During the annual meeting of the World Economic Forum, Martin Burt, Executive Director of the Fundación Paraguaya, met Xavier Lazo, Minister of Agriculture & Livestock of Ecuador, who was delighted with the methodology of the Poverty Stoplight and promised to present the tool to President Lenin Moreno for its implementation with the banana-producing families in his country.

Almost immediately and with great commitment, Lazo's cabinet, together with other representatives of the Ecuadorian Government, made a technical visit to Paraguay to learn about the application of the Fundación Paraguaya's proposal on the ground. The visitors learned about the Cerrito Initiative, the Agricultural School and various Women's Committees. Their enthusiasm confirmed and reinforced the budding partnership.

The team of representatives also saw the possibility of taking the educational model of Self-Sustainable Agricultural Schools of the Fundación Paraguaya to their country, thus becoming the first country in the world to implement a Paraguayan educational model as public policy.

This visit underscored very relevant milestones of the history of the Fundación Paraguaya, as it was the first time that the institution receives an exclusive diplomatic visit of ministers and advisors of a Head of State, without an official agenda with their Paraguayan peers.

The meeting and the proposals went further: after months of planning and remote work, two collaborators from the Fundación Paraguaya, Lourdes Agüero and Lilian Duarte, members of the Poverty Stoplight team, visited Ecuador to train

Ecuadorian technicians and government representatives on the implementation of the tool that will be applied to rural Ecuadorian families.

To improve the quality of life of the population in the agricultural sector, the pilot plan applied the Stoplight in 300 families of the El Oro province, seeking to perform 1,000 surveys by the end of the year. This technical work of the Stoplight team of Fundación Paraguaya, the adaptation of the Stoplight indicators to the Ecuadorian rural context, was carried out thanks to the support of the Development Bank of Latin America).

The ministries participating in this pilot plan are: Ministry of Agriculture & Livestock and Ministry of Social & Economic Inclusion.

The Ministry of Agriculture of Ecuador leads the project and points out that the application of the Stoplight will target the population in the poverty group (40%) and extreme poverty (17.7%) of the rural population, according to figures of the National Institute of Statistics and Censuses (INEC).

By diagnosing the situation of each family using the Stoplight survey, an action plan is created to implement specific actions according to the needs of each family to achieve short and medium-term goals.

“We determined at least 6 areas and 50 dimensions that we captured in the Poverty Stoplight and that we implemented in Ecuador.”

Luis Fernando Sanabria, General Manager, Fundación Paraguaya

“We were amazed with what the Fundación presented to us. Poverty has many faces, but rural poverty looks very similar everywhere. I am sure that this partnership will improve the lives of thousands of Ecuadorian families.”

Xavier Lazo, Minister of Agriculture & Livestock, Ecuador

CERRITO AGRICULTURAL SCHOOL

FROM BENJAMÍN ACEVAL, AN EDUCATIONAL PROPOSAL FOR THE WORLD

The Cerrito Agricultural School is 46 kilometers from Asunción. As of 2003, it has generated a paradigm shift in rural education focused on technical training and lifelong skills.

The educational institution was transferred to the Fundación Paraguaya by the Congregation of La Salle Brothers and has become a disruptive proposal for education across the world.

It now has 14 didactic production units where, based on a rotation system, students practice what they learned in the classroom.

The didactic production units are: the Cerrito Hotel, the Dairy Plant, where various types of Iberian cheese, yogurt and dulce de leche jam are manufactured, in addition to the organic vegetable garden, farm, pigs, dairy cows, goats, quail eggs, broiler chickens, rabbits, tilapia and beekeeping.

All produce is sold in the community and sales centers in the capital city, thus contributing to the institution's self-sufficiency and to student education.

Teaching at the School gives youth the tools and technical knowledge necessary to discover, develop and use their entrepreneurship “Learn by doing, selling and earning”.

“The Cerrito School is not only the response, but also the hope that Paraguayan rural youth need. All the Agricultural Schools of the country should be like Cerrito.”

Eduardo Petta, Minister of Education & Sciences, Paraguay



MAIN ACHIEVEMENTS IN 2019

The Cerrito School covered all its operating expenses during 2019

22 boys and 22 girls were part of the class of 2019.

The 44 high school graduates presented their respective business plans.

Janina Belén Ríos González, graduate of the class of 2019, was awarded a full grant to study at the EARTH University of Costa Rica.

44 rural entrepreneurs graduated with two degrees, in Technical High School Diploma in Agriculture and Technical High School Diploma in Hospitality & Tourism

Lines of credit were granted to students for a total value of Gs. 79,500,000.

Diakaridja Samake, graduate of the class of 2019, was the first Malian to graduate from Cerrito, she also developed a business plan on raising and marketing broiler chickens that will be executed in Mali, through the Empower Mali Foundation.



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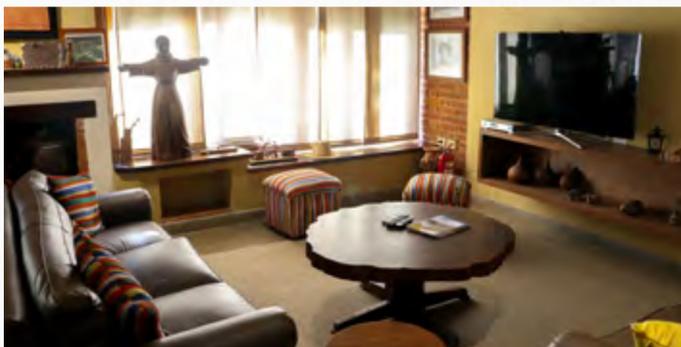


HOTEL CERRITO: RURAL TOURISM WITH SOCIAL CONTENT

The **Hotel Cerrito** is located on the same grounds as the School, it is part of the didactic-production units, and the main source of income. Students carry out field practices, under the guidance and supervision of professionals of the hotel industry. Over the years, the Hotel made strategic changes focused on the business, such as the construction of a swimming pool, improvement of the restaurant, implementation of guided tours, making the School a hub of events and constant visits, both

national and international, and above all, a space of social innovation for various organizations.

During 2019, the **Hotel Cerrito** hosted several events, such as the largest social innovation meeting, **Cerrito Forum 2019**, and the twentieth edition of the **Forum of Entrepreneurs Paraguay**, the traditional meeting of young leaders of our country.



Active participation and opportunities for students



During 2019, students participated in multiple meetings, both national and international.

NATIONAL EVENTS

→ 19 young people were part of the **Forum of Entrepreneurs Paraguay**, where they took the opportunity to awaken and consolidate their entrepreneurship and leadership.

→ **Agroleaders**, with **Nestlé Paraguay** developed an **Empowerment Program** for third year students at the **Cerrito School** to foster the entrepreneurial capacity of young rural leaders.

→ **Students participated** actively in the programs of **The Company and The Cooperative of Junior Achievement**, as well as in the **School Enterprise Challenge and the Spotlight Olympics**.

INTERNATIONAL EVENTS:

→ 5 **Cerrito students**, accompanied by some graduates, participated in the **Mercosur Youth Meeting** held in **Sao Paulo, Brazil**, where discussions focused on access to the world of work, skills needed for the jobs of the future, and the **Swiss dual education model**.

→ 2 **students** traveled to **Ligonchio, Italy**, to participate in the **YEEE Project**, focused on environmental protection worldwide.

→ 2 **students** went to **Mexico**, also as part of the **YEEE Project**, where they visited various social initiatives and, during a youth exchange, shared their feelings on the cultural differences between Europe and Latin America.

“The comprehensive training of our young people is reflected in their personal and professional achievements in service to society.”



Amalio Enciso,
Deputy Director, Cerrito
Agricultural School.

BELÉN AGRICULTURAL SCHOOL

CONTRIBUTING TO EDUCATION IN THE NORTH OF THE COUNTRY

The **Belén Agricultural School** is located in the department of **Concepción**. It was transferred to the **Fundación Paraguaya by Aldea SOS** in 2010, with the aim of implementing the “**Learn by doing, selling and earning**” methodology in said educational community.

Students obtain the high school diploma of **Agricultural Promoter**, with different emphasis, such as dairy production, beekeeping, agriculture, swine production techniques, fruit growing, horticulture, production of broiler chickens and laying birds.

In addition, a degree in **Hospitality & Tourism**, with internships at the **Hotel Belén**, which is on the School grounds.

All the didactic-production units generate resources for the institution's self-reliance.

“Sustainability. Innovation. Entrepreneurship. These three strategies play a huge role in rural development and in the educational transformation of our students at the Belén Agricultural School.”



Mideilde Fernández,
Acting Director, Belén
Agricultural School

THE IMPACT >>>>>>

34 young high school graduates with the degree of **Agricultural Promoters**.

27 boys and 7 girls were part of the class of 2019.

50% self-sufficiency thanks to the didactic-production units.

Graduate students developed 34 **business plans** of different didactic-production units.

21% of the School's income was generated by the **Hotel Belén**.

We incorporated new business units, such as the improvement model of the value chains of the agricultural sectors, generating products such as the packaging and marketing of agro-industrial products such as jams and dairy products.

We expanded relations with the main industries in the area, such as meat plants, shops to sell the School's produce, in addition to reaching the general population with door-to-door sales, developing the students' practice of the marketing module.



MBARACAYÚ EDUCATION CENTER



A SELF-SUSTAINABLE EDUCATION THAT EMPOWERS ADOLESCENT GIRLS

The Mbaracayú Educational Center (CEM), located in the department of Canindeyú, empowers girls of the rural sector and transforms them into entrepreneurs of sustainable development, where they play an active role in change, and in the improvement of their quality of life and that of their communities. The School began its activities in 2009 and celebrated its 10th anniversary in 2019, offering quality education with principles of self-sufficiency, entrepreneurship and leadership.

- It is one of the strategies that the **Moisés Bertoni Foundation** has implemented as part of the sustainable development of the **Mbaracayú Forest Biosphere Reserve**.
- The School applies the educational model **"Learn by doing, selling and earning"** as part of its educational proposal.
- The students of the institution are young indigenous and peasant girls who live in the boarding school.
- They graduate with an Environmental Technical High School Diploma, as part of the self-sustainability strategy.

THE IMPACT >>>>>>

- 27 girl graduates of the class of 2019s
- 307 girl graduates up to 2019
- 30 former students awarded grants by public and private institutions to continue their tertiary education



YOUNG PROTAGONISTS

Mbaracayú Agri Company

The students participated in the **School Enterprise Challenge** and won at the departmental level, competing against more than 7,000 projects, leaving Canindeyú in high standing and the pride of Mbaracayú. At the country level, they achieved third place in the Challenge, which opened the doors for their participation in the international contest organized by Teach a Man To Fish.

Expo Education

The Center received an invitation to participate in the Expo Education, a thematic activity based mainly on Education for the Future, Educational Innovation and Education in STEAM areas (Science, Technology, Engineering, Arts and Maths).

Creation of the Association Brotes del Mbaracayú

Former students, awarded grants at the National University of Villarrica, formed the **Association Brotes del Mbaracayú**. This is a milestone and pride for the Mbaracayú Education Center because the alumni of the institution will work together.

“Let's build our future with intelligence, innovation and equality, we young people are the protagonists of the present.”
Adriana Alegre Genes, former student of the Mbaracayú Education Center

INTERNATIONAL REPLICATIONS

EXPORTING QUALITY PROGRAMS TO THE WORLD



Teach a Man to Fish

The educational methodology "Learn by doing, selling and earning", created by the Fundación Paraguaya, expands to different countries through its sister organization, Teach a Man To Fish, whose headquarters are in London, England and is inspired by the experience of the Self-Sustainable Schools model. Its mission is to empower youth in developing countries, by learning entrepreneurial skills to achieve employment and personal success.



School Enterprise Challenge

It is a competition of recognitions for schools around the world, with more than USD 50,000 in prizes for the most outstanding schools and their most entrepreneurial students and teachers. Through digital tools, assistance is offered to teachers and students to establish actual school companies.



Through the Challenge, students develop entrepreneurial skills and focus on their enterprise with various practices, in an innovative, entertaining and dynamic manner.

This also helps them to generate additional income for the institution, community or some social cause of their preference.



INNOVATION FOR A WORLD WITHOUT POVERTY
International event that offers spaces of collaboration and learning where participants share innovative ideas, strategies and solutions to combat poverty.
FOR MORE INFORMATION ON THE MOST IMPORTANT ANNUAL EVENT OF FUNDACIÓN PARAGUAYA
www.cerrito.com.py

ENTREPRENEURIAL EDUCATION

THE TALENT OF YOUTH, WOMEN AND CHILDREN TO TRANSFORM PARAGUAY

Through its Entrepreneurial Education Program, the **Fundación Paraguaya** promotes the creation of practical and innovative initiatives and projects to activate the entrepreneurial potential of children, adolescents and adults so that they are able to eliminate their multidimensional poverty and dignify their lives.



Awakens entrepreneurship



Strengthens leadership



Empowers young people to become activists for change

For more than 20 years, this Program has been working with international quality standards, developing tailor-made initiatives, benefiting students from all over the country to make them aware that, with the knowledge and experiences gained with their efforts, they can forge a better future for themselves and their families.





SCHOOL ENTERPRISE CHALLENGE

EDUCATIONAL AND ENTREPRENEURIAL TOOLS FOR VULNERABLE COMMUNITIES



7.511
educational institutions enrolled for the School Enterprise Challenge



5.092
youth participated in the Stoplight Olympics



620
young people were trained in entrepreneurial skills through the Programs The Company, The Cooperative, Eco Entrepreneurs, Savings Tour, Latin Code Week, Banker for a Day and the Junior Achievement Brief Innovation Camp



“Entrepreneurial education is one of the pillars of the Fundación Paraguaya in its fight against poverty in Paraguay and the world. Education is a powerful tool for personal growth and social development. Entrepreneurial education is able to transform people from within, generating lifelong skills, improving the quality of life of families and contributing to the social development of countries. Education is able to change the world.”



Lorena Soto,
Manager,
Entrepreneurial Education Program



250
young people from 16 departments participated in the Forum of Entrepreneurs Paraguay (FEP) in Cerrito, Benjamín Aceval



13
Paraguayan youth from 10 cities and 6 departments of the country were selected to participate in the Young Ambassadors Program

IMPACT OF THE PROGRAM



6.000
young graduates in the successful close of the Emprendé Paraguay Program



62
young people from the agricultural sector participated in the Agroleaders in Action Program



2.623
women trained in financial skills through the Emprendemos Juntas Program

THE IMPACT >>>>>>

The School Enterprise Challenge is a pedagogical tool applied at all levels of education, where students, teachers and the education community develop a profitable enterprise in their institution, in order to generate resources to solve specific needs of their institutions.

This proposal is implemented in over 100 countries and promoted by our sister organization Teach A Man To Fish of the United Kingdom. Paraguay is the country with the highest participation in the world in this educational revolution.

17 departments reached, plus the capital city, with 18 departmental winners	7,511 enrollments of enterprises, with full national coverage, involving 15,022 teachers and 112,665 students	1,077 institutions implemented their business plans	1,077 enterprises completed the Program's process and generated profit worth USD 338,998, involving 26,193 students	52 laptops were delivered as strengthening tool to outstanding teachers in the development of the Program
18 institutions competed for the three national awards at the Fair of Entrepreneurial Schools	Nominated in the International School Enterprise Challenge among the 16 finalists of the world, organized by Teach a Man To Fish	The winners of the Award Best Annual Report of America in the Silver category, awarded by Teach to Man To Fish	Winners of the 2019 Award Director of the Year, awarded by Teach to Man To Fish	A group of women deprived of their liberty from the High School Education Center for Youth and Adults No. 138 - Casa del Buen Pastor (the Women's prison in Asunción) participated in the Program



STOPLIGHT OLYMPICS

PARAGUAYAN YOUTH ELIMINATING POVERTY

The **Stoplight Olympics** are an educational initiative for high school youth, based on the **Fundación Paraguaya's Poverty Stoplight** methodology, where young people must complete different challenges to become the promoters of their families' escape from poverty



101 schools enrolled



747 participating teams



87 schools visited



13,316 participating students from 60 districts and 14 departments



779 academics involved, including principals and teachers



15,276 family members of the beneficiaries completed the Poverty Stoplight survey

“ In 2019 the **Ministry of Education & Science** declared the **Stoplight Olympics** of educational interest, with Resolution No. 5609/19 ”

OLIMPIADAS DEL SEMÁFORO



- WE OFFER:**
- Audiovisual material
 - Content
 - Internal campaigns
 - Digital strategies
 - Advertising

For more information: comunicaciones@fundacionparaguaya.org.py



FORUM OF ENTREPRENEURS PARAGUAY

THE MOST TRADITIONAL YOUTH MEETING OF THE COUNTRY

It was the 20th anniversary of the Forum of Entrepreneurs Paraguay in 2019. It is considered the most traditional meeting on leadership and entrepreneurship of Paraguay. As of its inception, it has accompanied young people from all over the country and abroad to spark their entrepreneurial spirit and empathetic leadership skills.

The Forum of Entrepreneurs Paraguay challenges youth to become agents of change and perform concrete actions in relation to an issue and instructs them so that, with adequate determination and much effort, they can achieve their personal or family goals, as well as within a community.



250 students participating from 16 departments of the country



30 volunteers were part of the organizing team



More than 40 speakers inspired and accompanied the young participants



THE MAIN PARTNERS

- Coca Cola Paresa,
- Nestlé, Nutrihuevos,
- Tupí, Banco Itaú,
- Equifax, Citibank,
- Personal, Aseguradora Tajy,
- Suma, Banco Continental,
- Visión Banco



FORUM OF ENTREPRENEURS PARAGUAY



JUNIOR ACHIEVEMENT PARAGUAY

AN INITIATIVE THAT CHALLENGES YOUTH

With the representation of Junior Achievement Worldwide, we developed initiatives to prepare young people for the real world, instructing them on how to achieve skillful performance in various fields, offering them tools to improve their role in the community.

The Programs that are part of Junior Achievement in Paraguay are: **The Company, The Cooperative, Eco Entrepreneurs, Latin Code Week, Savings Tour, Brief Innovation Camp and Bankers for a Day**, each with a different dynamic, but always aiming at the same goal.

The Company provides high school students with practical business experience, through the creation and operation of a company outside of school hours.

The Cooperative seeks to transmit values of cooperation and solidarity typical of the cooperative system and efficient business management for the attainment of concrete results based on principles of modern administration.




10 Companies and 3 Cooperatives were created in 2019


7 enterprises belonging to **The Company** and **The Cooperative** participated in the **Fair of Entrepreneurs**


620 young people developed entrepreneurial skills through the **The Company, The Cooperative, Eco Entrepreneurs, Savings Tour, Latin Code Week, Banker for a Day** and the **Junior Achievement Brief Innovation Camp**


51 students trained in management skills



Eco-entrepreneurs empowers youth, promoting the green economy, cooperation and the principles of sustainability in their enterprises, in order to develop the ability to detect environmental issues of society and recognize that these can be transformed into an opportunity.



Latin Code Week helps thousands of young people move closer to careers in science, technology, engineering and mathematics (STEM) and become the workforce of the future.



Savings Tour seeks a change of mindset to evolve towards a society of sound financial practices to empower families economically, thus contributing to the elimination of poverty.



Brief Innovation Camp is a workday to seek innovative solutions to a problem using agile methodologies for the implementation of business models.



Banking for a Day is an educational event that gives 12th grade high school students an actual work experience through a day of practice, for them to understand the importance of studying and its relationship with their future employment.



Economics for Success - Equifax provides practical information to students about personal finances and the importance of identifying goals for education and a career based on skills, interests and values.



34 volunteers of **Equifax and Junior Achievement Paraguay** were in charge of providing financial education lessons to young people from different educational institutions.



350 students from 3 public schools and in vulnerable areas participated in the Program.

Women Entrepreneurs - Citi Foundation

This proposal was developed by **Junior Achievement Paraguay** and implemented as of 2006; it is a totally innovative initiative for the **Junior Achievement Worldwide** organization, allowing the Program to expand into 9 countries. Its objective is to train, based on concepts of financial education and personal development, groups of women of legal age and low income who have not been able to build their skills, nor have had the opportunities required for a formal job.

830 women trained in development tools and soft skills

100 enterprises created

708 women entered the financial system

Training workshops held in 20 cities

Young entrepreneurs in action - Citi Foundation

Aimed at young people from ages 18 to 35, it seeks to prepare for work and entrepreneurship with educational initiatives through the project **"Building Skills"**.



1,443 young people trained in leadership and financial education tools from 2018 to 2019



522 young people accessed financial products



IMPROVE YOUR INCOME IN YOUR FREE TIME



Low investment businesses
Range of products
Immediate availability
Proven business model





EMPRENDÉ PARAGUAY

MORE THAN 6,000 STORIES OF ENTREPRENEURS WHO REACHED THEIR DREAMS

Emprendé Paraguay (a training and scaling proposal initiated in 2017) closed in 2019 with great achievements of youth enterprises. The Program provided tools for young entrepreneurs to underpin their enterprises or extract an idea to start a business from scratch.



THE IMPACT IN THE LAST YEAR OF THE PROGRAM

- + 115 mentors trained in 11 cities of the national territory, among which Coronel Oviedo, Capiibary, Asunción, Caaguazú, Encarnación and Ciudad del Este
- + 1,300 businesses developed by vulnerable youth that lasted more than 12 months
- + 300 new businesses developed by graduates of the Program
- + 1,350 enterprises had access to financing
- + 60 trainers trained with the methodology of the Program
- + 550 young people with strengthened leadership skills
- + 75% of young people increased their sales 10% annually
- + 12 young refugees graduated from the Program (UNHCR refugees)
- + 1,800 jobs created
- + 100 mentoring relationships initiated
- + 54 graduates with visual disabilities
- + 6,000 graduates of the Program
- + 2,100 businesses strengthened



This Program was possible thanks to joint work with the Inter-American Development Bank (IADB) and Youth Business International (YBI).



EMPRENDEMOS JUNTAS

EMPOWERING PARAGUAYAN WOMEN FROM ALL OVER THE COUNTRY

The **Emprendemos Juntas Program** is an initiative of 5BY20 of The Coca Cola Foundation and Fundación Paraguaya, to build the skills of women in vulnerable situations by promoting their entrepreneurship through practical workshops.

THE IMPACT >>>>>>

2,623 women trained in financial skills	1,844 women's committees were part of the Program	184 participants belong to the category of plastic and aluminum recycling
1,750 hours of training	1,624 women have one or more businesses	150 women participated in fairs
329 women inserted in the value chain of Coca-Cola Paraguay	208 participants were artisans	We reached 15 departments of the country

“We are the nexus between people who decide to improve their quality of life and the opportunities for development.”

Empowering is tantamount to positive change in oneself and consequently in the family and community.”

Diana González, Coordinator, Emprendemos Juntas Program

MAIN PARTNERS

- Ministry of Women
- Ministry of Social Development
- Municipality of Luque
- Municipality of Encarnación
- Departmental Government of Itapúa
- San Rafael Center
- Agreement and articulation of work with the Office of the First Lady of the Nation
- Emprendemos Juntas was present at the “El Buen Pastor”, the National Women’s Penitentiary
- Participating artisans of the program were present at the fair of the Paraguayan Institute of Crafts (IPA)
- Agreement and articulation of work with the Association of Retail Storekeepers of Paraguay (AMP)



YOUNG AMBASSADORS - FRIENDS OF THE AMERICAS

A UNIQUE LEARNING EXPERIENCE FOR PARAGUAYAN YOUTH



The Youth Ambassadors Program in Paraguay is an exchange initiative promoted by the Office of Educational & Cultural Affairs of the United States Department of State, administrated by Friends of the Americas and executed by Fundación Paraguaya.

The Program selects 13 young leaders at a national level, between 15 and 17 years of age, who receive a full grant for a cultural exchange in the United States, where they will represent Paraguay and participate in leadership training, social entrepreneurship and the development of community projects.



13 Paraguayan students from 10 cities and 6 departments of the country were selected to participate in the Program.



13 young Paraguayans graduated as Young Ambassadors



13 social initiatives implemented and concluded by the Paraguayan Young Ambassadors

AGROLEADERS IN ACTION

OPPORTUNITIES FOR RURAL YOUTH



Agroleaders in Action is carried out in conjunction with Nestlé Paraguay, to promote activities for rural and vulnerable youth to identify their capacities as entrepreneurs and generate business opportunities in their communities, building their soft and hard skills in order to improve their quality of life and that of their families.



62 rural youth participated in the training

FAIR OF ENTREPRENEURS

PROMOTING ENTERPRISES AND GENERATING OPPORTUNITIES



The Fair of Entrepreneurs is an event organized every year by the Fundación Paraguaya's Entrepreneurial Education Program, where all the entrepreneurs who were part of the initiatives and projects present their enterprises in a day full of surprises and artistic shows.



The Fair of Entrepreneurs is a space of opportunity and learning for entrepreneurs who are part of the different Programs.

5 REASONS FOR THE PROMOTION OF THE FAIR OF ENTREPRENEURS

1. Entrepreneurs find a space conducive to socializing the experiences obtained in the participation and start-up of their enterprises.
2. Students of the Entrepreneurial Education Program are able to practice what they have learned in economic and financial education.
3. The methodology of "Learn by doing, selling and earning" for daily life is strengthened.
4. Entrepreneurs develop greater security and confidence when explaining their experiences to the general public, as they must interact with clients, examiners and the public at the Fair.
5. Awareness is raised on the importance of playing an active and lead role. In addition, the acquired learning is evidenced and resourcefulness, self-management and investigative capacities are built.

In 2019 the main partners were: Directorate of Youth & Sports of the Municipality of Asunción and Coca Cola PARESA





POVERTY-FREE SOCCER PASSIONS COME TOGETHER TO ELIMINATE POVERTY IN PARAGUAY

Do we know how many families of young Paraguayan athletes have a modern toilet? Do we know how many families of future sports idols live in overcrowded households? Do we know how many of their parents are out of work? The Cerro Porteño Foundation and Fundación Paraguaya joined forces to answer these questions and give life to the "Poverty-free Soccer" initiative, in order to work with the families of the children and youth of the club's pool of talent and improve their quality of life.

A study reveals that only 1 in 10 young people who start in the lower divisions of a club manages to excel. Therefore, the "Poverty-free Soccer" initiative seeks to identify the strengths and vulnerabilities of each young soccer player and their families, using the Poverty Spotlight tool.

This methodology will allow them to identify their needs and be accompanied along the path to meet said needs so that, whatever the professional path that each young soccer player chooses, they will already have the tools to raise their quality of life.

The Fundación Paraguaya and the Foundation of the Club Cerro Porteño signed a cooperation agreement through which the soccer club applied the Poverty Spotlight to 200 children and adolescents who are part of the club's lower divisions, whose practices are carried out in the club's park (Azulgrana Park) in the town of Ypané.

Based on the results, with the advice and assistance of the Fundación Paraguaya, we started working on practical and real solutions to improve their quality of life in the dimensions where they showed most precariousness.

In 2020, we intend to re-measure the indicators of each young person so that they can visualize their improvements and continue building their own life plan.

The Foundation of the Club Cerro Porteño was created with the firm intention of giving a boost and a more social approach to the development of soccer and healthy competition. As a mission, we proposed the promotion of the development of young

soccer players, based on a comprehensive approach, contemplating the human aspect and professional ambitions through training and support.

This alliance was an incentive and motivation for both organizations to continue contributing to improving the quality of life of Paraguayans, in this case, supporting the dream of so many families and children yearning to succeed in soccer.

In 2019 Club Cerro Porteño of Asunción (the capital city) became the first club in the world to implement the Poverty Spotlight methodology. In addition, we are eager for other sports institutions to learn about and use the tool to work with the lower divisions and the families of these young soccer players.



With the "Poverty-free Soccer" initiative, young soccer players aspiring to become soccer stars become the fundamental piece to help their families get ahead.



→ Build your own group of women
 → Give a name to your group
 → Access credit, opportunities and lifelong training

f t i
 More information at (021) 609 277 |
 www.fundacionparaguaya.org.py

Microfinance | fundación paraguaya

INTERESTING READING IN 5 MINUTES

IN DAVOS, FOR THE 13TH CONSECUTIVE YEAR:



The Executive Director of Fundación Paraguaya, Martin Burt, was present at the World Economic Forum in Davos, Switzerland, the most important political-social meeting in the world. The central theme was "Globalization 4.0, Shaping a New Global Architecture in the Age of the Fourth Industrial Revolution".

WOMEN'S EMPOWERMENT:



In conjunction with Global Shapers, we held the discussion on "Hacking culture, towards a new gender perspective", bringing together prominent women, such as Cristina Goralewski (President of INFONA), Marie Claire Burt (Researcher of the University of Sussex), Jazmin Gustale (Coordinator of the Presidency Management Unit), Ximena Duré (Director of MUV), and Gabriela Gaona (Director of Girls Code).

DRAFT LAW ON THE ELIMINATION OF POVERTY:



At the end of 2019, the Executive Director of Fundación Paraguaya, Martin Burt, presented to the National Congress a draft bill on the elimination of poverty in Paraguay, where he assures that poverty can be eliminated in the country by training some 8,000 already-existing public employees of the different ministries of the State.

ALSO IN ENGLAND:



Martin Burt and Luis Fernando Sanabria represented the Fundación Paraguaya at the Skoll World Forum on Social Entrepreneurship, in Oxford, England. The event is promoted by the Skoll Foundation, and brings together leaders and social entrepreneurs from around the world as of 2004.

GOURMET GASTRONOMY FOR PARAGUAY:



The Fundación Paraguaya created several spaces for tasting the delicious Cerrito Iberian Cheese, made by the students of the Cerrito Agricultural School, for more Paraguayans to enjoy and purchase the product.

AGREEMENT WITH THE FIRST LADY OF THE NATION:



The Fundación Paraguaya, together with Coca Cola Paraguay, sealed an institutional partnership with the Office of the First Lady to expand the reach of the *Emprendemos Juntas* Program.

VISIT OF RENOWNED AUDIOVISUAL ARTIST:



Howard Blumenthal, director and television producer, visited our country to interview Paraguayan children in rural areas, as part of his project "Children of the Earth". He interviewed students of the Cerrito Agricultural School and indigenous youth of the Qom community, spent time with students of the Luz de Esperanza School, winners of the 2018 School Enterprise Challenge.

INTERNATIONAL INTERNSHIPS:



More than 40 interns arrived from different parts of the world, such as Europe, Asia, the United States and even Australia. The students of Worcester Polytechnic Institute (WPI) implemented 5 projects in Cerrito, and students from the University of California, Irvine (UCI) developed the test and validation of the Educational Spotlight.



TWO SUCCESSFUL COMMUNICATION CYCLES



Four years in the first source of information

In February 2016, a cycle started that became a classic on Saturday mornings, the 'Feel that you can' radio show on Nanduti AM. From 10:00 to 12:00, hosted by Bruno Vaccotti with the support of the communications team, 200 shows were aired in total. The space has a fresh, dynamic, innovative format, with guests who inspire with their stories of improvement, willpower, the desire to leave poverty behind and positive messages.

During 2018, the 'Feel that you can' radio show had the highest rating in its time slot, keeping its appeal in 2019, also with the use of the new Nanduti TV platform. During these 4 years the show included more than 600 entrepreneurs and collaborators of the Fundación as guests of the radio show. Paraguayans, businessmen, athletes, musicians, audiovisual artists, friends from other non-governmental organizations, politicians, communicators and countless guests gave life to each interview.



3 years on television



Just like on the radio, for 3 years the 'Feel that you can' TV show consolidated its space on TV channels. During the first two years, it aired every Sunday on Red Guaraní TV channel with a 30-minute format and in 2019, with a 5-minute spot on the Paraguay News on Mondays, Wednesdays and Fridays, during news program called *La Jornada* (The Day).

The show was 100% produced by the audiovisual team of the Fundación Paraguaya, who traveled the country searching for inspirational

stories to convey an entrepreneurial, productive, and poverty-free Paraguay.

As on the radio, women entrepreneurs of the Fundación Paraguaya, businessmen, friends of other organizations and prominent personalities of society participated on the 'Feel that you can' TV show, all of whom contributed experiences, lessons learned, and messages of hope, as was the mission of space, also hosted by Bruno Vaccotti.



A LARGE NETWORK OF PARTNERS



Networking aims at creating spaces to belong, share good practices and experiences beyond any differences. This has allowed the Fundación Paraguaya to generate impact and be recognized worldwide.

Teach a Man to Fish	Junior Achievement Worldwide	Youth Business International (YBI)	Inter-American Development Bank (IADB)	Development Bank of Latin America (CAF)	USAID
Accion	Global Compact	World Economic Forum	Skoll	KIVA	Schwab Foundation
Peery Foundation	Paraguayan Association of Christian Entrepreneurs (ADEC)	Paraguayan Industrial Union (UIP)	Paraguayan Microfinance Network	Whole Planet	Multilateral Investment Fund (MIF)

IBERIAN CHEESE

The only one in Paraguay



Find this unique cheese at

GOURMET STORES

- La Queseria (O'Higgins)
- La Queseria (Shopping del Sol)
- Biggie (mayoría de las tiendas)
- La Marchante (Ntra. Señora del Carmen)
- La Marchante (Boggiani esq. Ceferino Vega)
- El Chanchito Rico (S. Roque G. de Santa Cruz)

SUPERMARKETS

- Casa Rica Avda. España
- Casa Rica Molas López
- Delimarket (Shopping del Sol)
- S6 La Galería
- S6 Denis Roa
- S6 Mundimark
- S6 Mburucuya
- S6 Costanera (Encarnación)
- Gran Vida (Mcal. López)

SOCIAL CLUBS

- Club Social Centenario

EVENTS

- TALLEYRAND (Varios locales)
- La Casa Pederzani (Av. España)

RESTAURANTS

- Tierra Colorada (Trinidad)
- La Yaya Gourmet (P. Carmelita)
- Churrasquería O Gaucho (Pacheco)
- Churrasquería Galpón Criollo (Rca. Argentina)
- Mburicao (Prof. Antonio G. Rloboo)
- Takuare e Resto (Aviadores)
- San Pietro (Boggiani)
- Luna 21 (WTC)
- Taberna Española (Ayolas)
- 1688 Resto (Austria esq. Viena)
- Aquí Madrid (Petereby-Lambaré)
- Pazzo (Ocampos Lanzoni)
- Pizzería D'Alessandro (Rca. de Siria)
- Pizzería Pulcinella (Moisés Bertoni c/ Senador Lóng)
- Grupo Cruz (Pozo Colorado, No me olvides, Sipan y la Bourgogne)
- Walterio (Padre Egidio Cardozo)

HOTELS

- HOTEL BOURBON
- HOTEL CROWNE
- HOTEL GUARANÍ

Enjoy the delicious combination of cow and goat's milk, natural products and its gourmet presentation

Self-sustainable Schools | fundación paraguaya

DECLARATION OF SUPPORT TO THE GLOBAL COMPACT

As Executive Director of the Fundación Paraguaya, I address our stakeholders and society in general to communicate our commitment and support to the principles of the United Nations Global Compact, to which we have adhered voluntarily as of 2006, to promote good practices in Human Rights, Labor Rights, Environment and Anti-Corruption.

We also incorporate policies and actions into our organization and make efforts to raise the awareness of the companies and organizations with which we have signed collective agreements and partnerships.

The Global Compact nourishes us with ideas and strength to continue our mission of developing and implementing practical, innovative and sustainable solutions to eliminate poverty and create a decent environment for each family.

We were on the Board in the period 2011-2012 and participated actively in the Committee on Labor Rights, where we shared knowledge with other companies and organizations.

This institutional Report is also in our Communication on Engagement (COE), including information on our implementation of the Global Compact Principles.

Through our Poverty Stoplight methodology, which crosscuts our different programs and projects, we contemplate dimensions and indicators aligned with the 4 areas of influence of the Global Compact and the Sustainable Development Goals (SDGs).



Martín Burt
Executive Director

The Global Compact is a United Nations leadership platform for the development, implementation and dissemination of responsible and sustainable business practices and policies. It is voluntary and focuses on Human Rights, Labor Rights, Environment and Anti-Corruption.

Among our main actions, regarding Human Rights, in 2018 we organized the ANIVE event 'Stop violence against women' to promote initiatives to eliminate all types of violence against women, through our Network of Stoplight Companies.

The Poverty Stoplight includes two important indicators along this line: "Respect diversity" and "Awareness of human rights". We also have a Code of Ethics & Conduct and a Nondiscrimination Policy which encompass aspects related to the respect and promotion of human rights, both internally and in the interaction with our clients and partners.

The Fundación Paraguaya is confident that a culture based on values and respect for human rights strengthens our conduct and skills. Similarly, it helps to steadily increase the value of our organization in a sustained manner.

As for Labor Rights, we have no forced or child labor, we promote and respect diversity; the Poverty Stoplight also includes a dimension called Organization & Participation, which promotes freedom of association and the effective recognition of the right to collective bargaining.

Regarding measures adopted to combat corruption, we provide training and deliver informative materials to all our collaborators on prevention of money laundering and terrorist financing and on anti-corruption. In compliance with the provisions of the Secretariat for the Prevention of Money or Assets Laundering (SEPRELAD), we have a Compliance Officer in charge of coordinating the application of prevention policies and procedures. In addition, our Code of Ethics includes guidelines in this regard.

Regarding our initiatives to promote greater environmental accountability, we apply an Environmental Policy; we promote the use of the technology and culture of minimal use of paper; we have a recycling partnership with the Cartones Yaguareté company (a cardboard company).

Regarding dimension Health & Environment of the Poverty Stoplight, it includes the indicators "Garbage Disposal" and "Unpolluted Environment" to raise awareness and change behaviors in pursuit of healthier and more sustainable lifestyles.

FINANCIAL ANALYSIS

FINANCIAL SOLVENCY OF THE FUNDACIÓN

WE ARE SELF-RELIANT

The Fundación Paraguaya is a financially self-reliant organization whose main income comes from the Microfinance Program and, in addition to the income generated by the Agricultural Schools, the transfer of social technology to national and international institutions, and international cooperation.

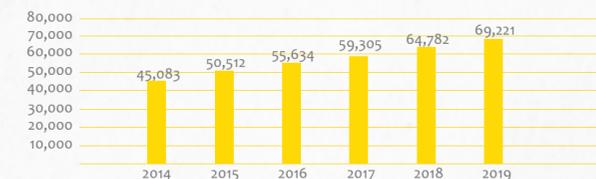
YEAR	2014	2015	2016	2017	2018	2019
INCOME Gs	71,782	77,083	93,143	96,778	95,475	98,704
EXPENSES Gs	(61,625)	(70,780)	(87,166)	(92,839)	(89,542)	(93,984)
SURPLUS BEFORE TAXES Gs	10,157	6,303	5,978	3,939	5,933	4,720
TAXES Gs	(1,455)	(1,122)	(1,211)	(885)	(918)	(708)
NET SURPLUS Gs	8,702	5,181	4,767	3,053	5,015	4,012
PROFITABILITY ON ASSETS						

OUR ASSETS ARE SOLID

During 2019, the Fundación has had a sound financial performance, in line with previous years. The 2019 fiscal year showed a surplus equal to USD 622,750, i.e. 5.8% of the Institution's assets to December 2019. During the year, the Microfinance Program was funded by 12 national banks and international funds. The leverage of the Fundación was 1.51.

YEAR	2014	2015	2016	2017	2018	2019
CURRENT EXCHANGE RATE	4,629	5,800	5,759	5,580	5,960	6,442
NET ASSETS (millions Gs)	45,083	50,512	55,634	59,305	64,782	69,221
NET ASSETS (millions USD)	9,739	8,709	9,660	10,628	10,869	10,745

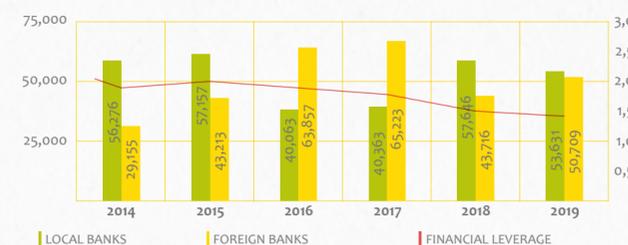
EVOLUTION OF CORPORATE ASSETS (IN MILLIONS OF GUARANÍES)



INDEBTEDNESS

In 2019, we received loans worth USD 21.7 million and amortized loans for USD 21.4 million. We maintained an average liquidity of 1.1% of the portfolio and the national financial system classified the loans granted to the Fundación as Category 1, maintaining an excellent international rating. Financial management included stock market operations, management of short-term current account loans and the sale of idle foreign currency, thus contributing significantly to the institution's profitability.

FINANCIAL OBLIGATIONS (IN MILLIONS OF GUARANÍES)



PORTFOLIO EVOLUTION, CLIENTS, AVERAGE BALANCE

The assets of the Fundación equivalent to USD 28 million increased by 4.2% compared to the previous year and are mainly made up of the loan portfolio of USD 21.2 million and the real estate of the Schools. It is important to note that the loan portfolio is a very healthy as non-performing loans account for 2.31% and there are almost no refinanced credits. As the Fundación is a non-profit organization, the remaining amounts are not distributed, therefore, all the surplus from the operations becomes part of net assets, which this year increased by 6.9%.

Although the Fundación is a non-profit entity, we pay income and value-added taxes for operations considered of commercial nature. During 2019, we paid more than USD 1 million to the Treasury for VAT, and USD 110,000 for the IRACIS (income tax on commercial, industrial and service activities). In fact, the Department of Taxation of Paraguay categorizes the Fundación as Large Taxpayer.

YEAR	2014	2015	2016	2017	2018	2019
PORTFOLIO (in thousands Gs)	112,621	126,187	126,508	143,903	144,433	147,889
CLIENTS (with existing credit)	57,415	63,061	65,560	67,087	67,128	67,958
AVERAGE BALANCE FOR CLIENTS (in Gs)	1,961,526	2,001,031	1,929,652	2,145,021	2,151,606	2,176,176

FINANCIAL OBLIGATIONS (IN MILLIONS OF GUARANÍES)



The COVID-19 crisis is a major challenge to the finances of all organizations in the country. Fortunately, the institution has solid net assets, low level of debt and high liquidity, which will help us to address the emergency with solvency. The projections envisage a rise in delinquencies and the need for funding, needs that the institution will be able to cope with successfully.

More information on the institution's finances in the financial statements audited by Deloitte & Touche and available on the website. The Fundación has evaluations of social, financial and customer service ratings also available on the web.



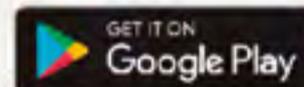
We are near you

Reserve movie shows
 Get to know all the details of your account statement
 Request your health vouchers
 Apply for individual and solidarity credit

In addition, you will be able to learn about our vision, mission and all our Programs



Look for and download the application



REALSTORIES REAL HEROES

During 2019, the Fundación Paraguaya amassed stories from all corners of Paraguay. Each of them gives a boost to continue building an entrepreneurial and poverty-free Paraguay.

We invite you to meet the person behind each story. Go to:

bit.ly/fundapar



Images of Vidal González y Valeria Ferreira



DATA SHEET

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Bruno Vaccotti

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