



CREATE
EMPATHY
EFFORT
RESILIENCE
LEARNING
OPPORTUNITY
SOLIDARITY
REINVENTION
TECHONOLOGY
INNOVATION
UNDERTAKE
EMPOWERMENT
EFFORT
WORK
INGENUITY
SUPPORT

**fundación
paraguaya**

ANNUAL REPORT 2020
Asunción, Paraguay
April, 2021

INSTRUCTIONS TO READ OUR ANNUAL REPORT

2020 was different, and so is this Report. Therefore, we want to share with you the instructions to read and discover the overcoming, resilience, courage, innovation, and empathy stories that we knew during the pandemic.

From Fundación Paraguaya, we provide you with a new and dynamic experience with technology

as our ally, so bring your cell phone and start interacting with our Institutional Report.

In each of our sections, you will find a QR code, where you will discover in deep what we lived in 2020.

To scan it, follow these steps:



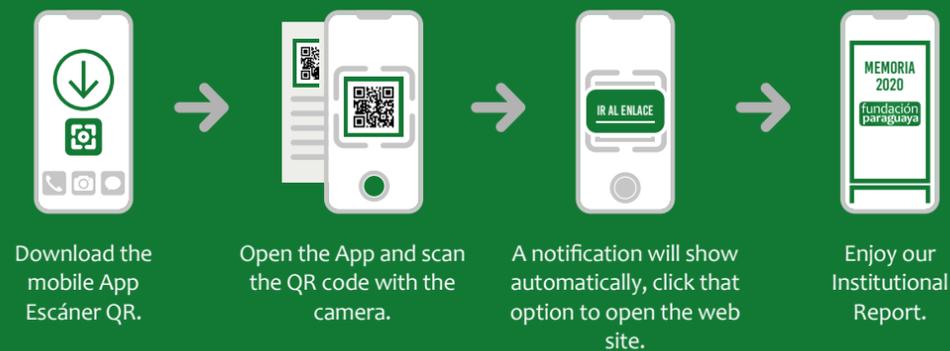
Open your cell phone camera.

Put your device camera in front of the QR code, and the notification will show automatically.

Touch the notification to open the link associated with the QR code.

Enjoy our Institutional Report.

In case you cannot scan it directly from your cell phone:



Download the mobile App Escáner QR.

Open the App and scan the QR code with the camera.

A notification will show automatically, click that option to open the web site.

Enjoy our Institutional Report.

Are you ready to know all we have achieved in 2020?

Message from the Executive Director

Every crisis is also a sign of opportunities.

COVID-19 was not the exception, and our institution rose to the challenge. I am glad to inform, that from the point of view of our institutional mission 2020 has been one of our best years.

We took care of our collaborators: we did not suspend work contracts or shorten our staff. We paid on time or before the ten salaries of the “pandemic year” and the year-end bonus. We protected them from COVID: when we had to stay home, we stayed home. We took care of our older collaborators asking them to work from home. We have also cared about their mental health, providing them with accurate information about the pandemic, mental health guidance workshops, and being close to them constantly.

More than ever, we supported our **Microfinance** clients. We accompanied them emotionally, helping them accessing subsidies, and never, not even once, they lacked loans. We granted more than 27.000 loans in the whole year, including the ones to the 13.000 new clients. We not only gave them a three-month extension with a discount on delinquent and punitive interests, but also, we developed ten new financial products for our clients to replan their debts. Nearly 80% adhered to the benefit.

Our **Agricultural Schools** never closed. Even though we had a substantial economic loss, we re-invented the way to implement our “Learning by doing, selling and earning” methodology. Education became digital, and the students had to do their practices at their farms or farms from the vicinity. Still, last December, we graduated 30 proud rural entrepreneurs in Cerrito and 26 in Belén.

Not only schools were “digitalized,” but also all contests and programs on Entrepreneurial Education, the training of Microfinance Committees, and many granting and credit recovery processes, the same as internal administrative processes. Zoom meetings were constant.

With the increment of poverty, we developed new versions of the Stoplight and took them to new regions and countries: we opened representations in the US and Ecuador and started programs in Armenia, Saudi Arabia, Bolivia, Estonia, Philippines, India, Ukraine, Kenya, Mali, Peru, Panama, Uruguay, and Uzbekistan. We implemented the Educational Stoplight and developed **Stoplight at Home, Neighborhood Committees Stoplight, Labor Wellbeing Stoplight, and Semaforo vía WhatsApp** (Little Stoplight via WhatsApp).

Finally, and even though our initial financial predictions foresaw a year of economic loss, we ended up covering our costs and generating a small surplus. We paid all our debts. Debts with banks or other providers were timely and properly paid.

Thanks to the Board of Directors for its constant support, but particularly for their close follow-up on the crisis we had to face. We also thank our more than 450 collaborators for always being “ready for action,” overcoming their fears, and being creative to continue delivering our services when they were most needed.

Martín Burt
Executive Director



36 years changing the lives of families

In Fundación Paraguaya, our engine is to be able to change people's lives and dignify them. We are present in more than 200 communities that hope to move forward and overcome their difficulties.

Through our programs, we activate the families' potential and empower them to transform and improve their quality of life and that of their communities.

“ **Our engine is being able to change people's lives and dignify them.** ”

OUR PROGRAMS ARE PERMANENTLY WITH PARAGUAYAN FAMILIES

With our programs we are with families in their process of activating their entrepreneurial potential and above all, we seek to be an organization with a sustainable impact over time.

With the **Microfinance Program** we offer loans, training, continuous guidance, micro-franchises, and medical insurances. Through the **Self-Sustainable Agricultural Schools Program**, we transform young people from rural areas into entrepreneurs. Besides, with initiatives, mentoring projects, support, and training from our

Entrepreneurial Education Program, we seek to awaken the entrepreneurship of Paraguayan youth and women throughout the country.

With all these programs we use the **Poverty Stoplight tool** that provides families with the possibility of drawing their **MAP of Life** and implement plans and concrete actions to improve their quality of life.



Vision

A world without poverty where we all want to live.



Mission

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

Our Associates

ACTIVE MEMBERS

Amado Adorno	Alvaro Caballero	Astrid Gustafson	Francisca Peroni
Javier Adorno	Sara Centurión	Eduardo Gustale Gill	Guillermo Peroni
Marta Aguirre de Lane	Gabriel Cosp	Pablo Herken	Federico Robinson
Julio Alvarado	Diana Diaz de Espada	Peter Jones	Margarita Robinson de Kelly
José Antonio Bergues	Daniel Elicetche	Catherine Kelly	Ramiro Rodriguez Alcalá
Luis Enrique Breuer	Antonio Espinoza	Gustavo Koo	Pascual Rubiani
Guido Brítez	Rubén Fadlala	Enrique Raú Landó	Yan Speranza
Esteban Burt	Maria Gracia Gauto	Eduardo Manchini	Jorge Talavera
Martín Burt	Raúl Gauto	Matías Ordeix	Roberto Urbieta Amigo
Paula Burt	Marcos Goldenberg	Fernando Peroni	

HONORARY MEMBERS

Guillermo Arbo
Vicente Bergues
Miguel Angel Chase
Guillermo Caballero Vargas
Demetrio Rojas
Celso Rojas

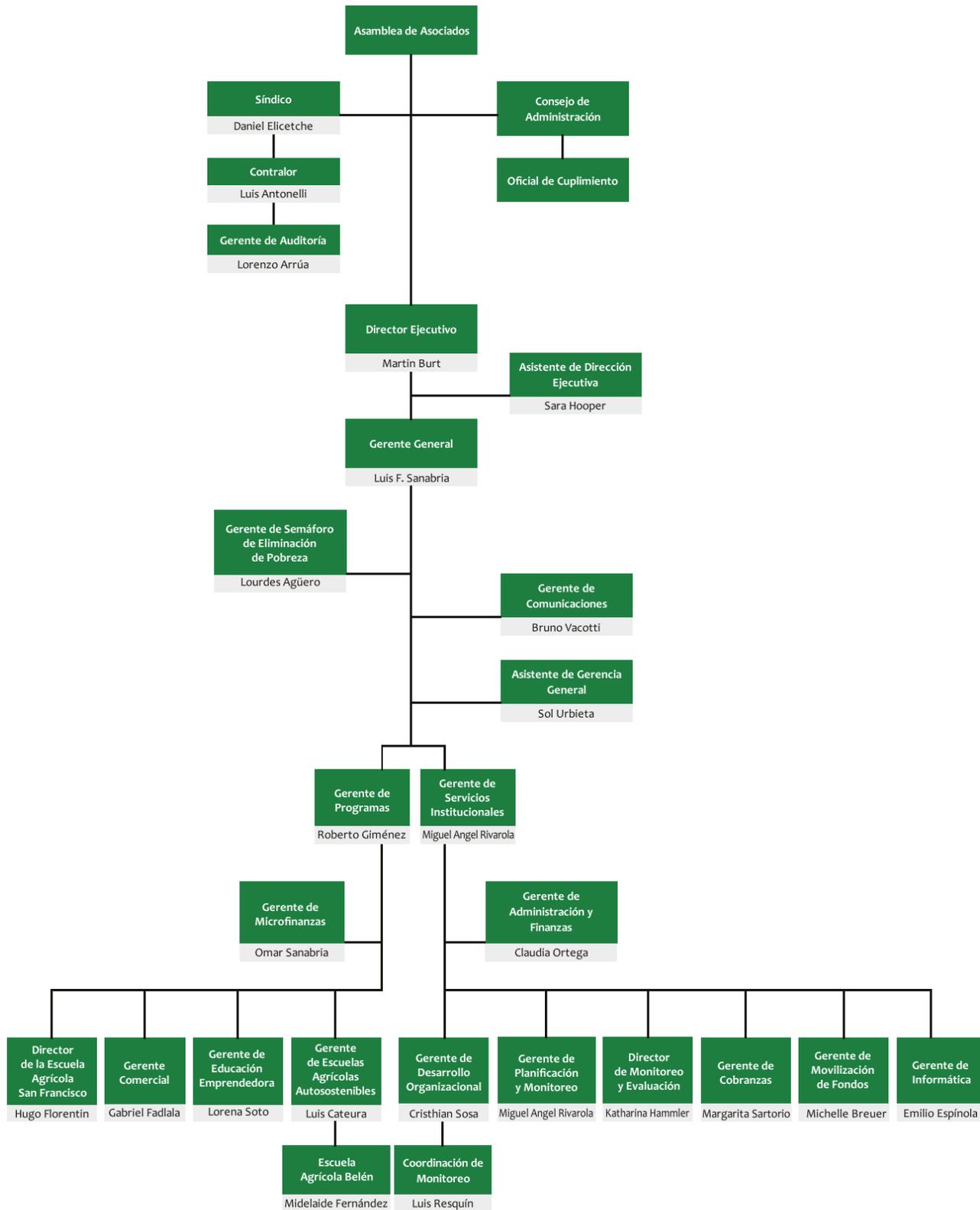
BOARD OF DIRECTORS

Marta Aguirre de Lane	Guillermo Peroni	General Manager
Guido Brítez	Pascual Rubiani	Luis Fernando Sanabria
Paula Burt	Margarita Robinson de Kelly	Teach a Man to Fish
Álvaro Caballero	Yan Speranza	Nik Kafka
Gabriel Cosp		Fundación Paraguaya Tanzania
Antonio Espinoza	Trustee	Laina Jones
Rubén Fadlala	Daniel Elicetche	Poverty Stoplight US
Catherine Kelly	Executive Director	Larry Reed
Matías Ordeix	Martín Burt	

A transparent and fully trained management team

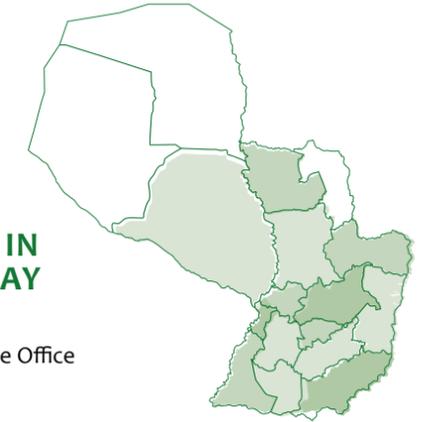
- Lourdes Agüero, *Poverty Stoplight*
- Rodrigo Alfonso, *Stoplight for Collaborators*
- Luis Antonelli, *Internal Controller*
- Lorenzo Arrúa, *Internal Audit*
- Michelle Breuer, *Resources Mobilization*
- Luis Cateura, *Self-Sustainable Schools*
- Emilio Espínola, *Technology and Informatics*
- Gabriel Fadlala, *Commercial*
- Hugo Florentín, *Cerrito Agricultural School*
- Raúl Gauto, *Chief of Staff*
- Roberto Giménez, *Programs*
- Katharina Hammier, *Monitoring & Evaluation*
- Claudia Ortega, *Administration & Finance*
- Luis Resquín, *Monitoring & Evaluation*
- Miguel Angel Rivarola, *Inter-institutional Services*
- Omar Sanabria, *Microfinance*
- Cristhian Sosa, *Organizational Development*
- Lorena Soto, *Entrepreneurial Education*
- Bruno Vacotti, *Communications*

Organizational Chart



Our offices remained open despite the pandemic

We have been working for 36 years in every corner of Paraguay, creating strategic alliances in different parts of the world. Despite the pandemic, as an organization, we achieved a unique and sustainable scope.



We have 24 offices distributed in 16 geographical departments of Paraguay.



We have 3 Self-Sustainable Agricultural Schools.



Through our sister organization, Teach a Man to Fish, we maintain our office in England.



We maintain a Fundación Paraguaya Office in Tanzania, where we implement our programs.



We created the U.S. Poverty Stoplight entity, with whom we boost the program in the United States.



We work with 423 international organizations that replicate the Poverty Stoplight.



More than 120.000 families in 30 countries have their Map of Life.

OFFICES IN PARAGUAY

- Main Office
- Administrative Office
- Asunción
- Caacupé
- Caaguazú
- Carapegua
- Chaco
- Ciudad del Este
- Concepción
- Coronel Oviedo
- Curuguaty
- Encarnación
- Itá
- Luque
- Mariano Roque Alonso
- Paraguari
- Pilar
- San Ignacio
- San Lorenzo
- San Pedro
- Santani
- San Juan Nepomuceno
- Villa Elisa
- Villarrica
- Villa Yagtymi
- Ybycui
- Cerrito Agricultural School
- Belén Agricultural School
- Mbaracayú Educational Center (partnered with Moisés Bertoni Foundation)

INTERNATIONAL OFFICES

- Fundación Paraguaya Tanzania
- Teach a Man to Fish England
- Poverty Stoplight US



An atypical year where we did not forget the families



Our partners performed 63.163 surveys on the Poverty Stoplight framework, which means that we facilitated a survey every 15 minutes in 2020.



To address the new needs, we developed and offered the **COVID Stoplight**, a survey version with 15 indicators adapted to the pandemic context. **COVID Stoplight** was granted for free to companies as part as their membership to the Program.



In the **Microfinance** Program, we surpassed **13,000 new clients** during the pandemic.



We supported 446 community meals driven by Committees of Women and Neighborhood committees, we produced 66.900 plates of meals and reached more than 16.725 Paraguayan families.



During the pandemic, 405 clients accessed Micro-franchises. Clients from Ciudad del Este, Carapeguá, and Ybycuí accessed the most to these business models.



Through the **Entrepreneurial Education Program**, **46.263 students** from schools from all over the country accessed our virtual training.



With the **Stay Open** initiative, partnered with Coca Cola Foundation and other institutions, we drove the economic reactivation of 556 clients owners of shops, through micro credits and training in areas such as sales and digital marketing.



In an atypical year, where reinventing was constant, and education went through a profound transformation process, 91 young entrepreneurs graduated from Cerrito and Belén Self-Sustainable Agricultural School and the Mbaracayú Educational Center.



We disbursed 7,585 loans to Committees of Women, equivalent to 123.285 clients.



Undertaking Together initiative provided women from 11 departments of the country, owners of more than 80 entrepreneurship projects of different sectors, virtual training on digital marketing, e-commerce, biosecurity, and other tools to adapt businesses to the pandemic context.



Recognizing the effort of our heroes

In 2020, our work was worthy of awards and public recognition from organizations that evaluate and highlight aspects such as impact, work, trajectory, innovation, and social commitment.

These recognitions are of pride and inspiration and urge us to continue generating impact with our work. Thus, drive our contribution to improving the quality of life of Paraguayan families each day.



Award **VIVA Schmidt** First place in NGO's with social impact category.



Special Award of Collective Action from VIVA IDEA Organization.



ODS Recognition from Global Compact, in the Prosperity category, for the Undertaking Together Program.

Wave Maker Award in Davos (Switzerland) for "the impact, international trajectory, innovation and commitment to eliminate poverty" granted by HCL Technologies.



Smart Campaign Certification, for fulfilling the "principles of protection to clients."

Recognition Certificate, from the Ministry of Work, Employment and Social Security "for being one of the 100 major formal employers committed to employment and sustainability."



APARH Award, from the Human Resources Paraguayan Association, for implementing the program **Leadership School – Feel that you can.**



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POVERTY STOPLIGHT

Technology and innovation, our main allies

- EXTREME POVERTY
- POOR
- NOT POOR

Poverty Stoplight is a social innovation tool intended to activate the potential of families, communities, and businesses with the final purpose of eliminating multidimensional poverty and improving people's quality of life. The versatility of this methodology allows its application and adaptation to organizations, institutions, and countries around the world.

A YEAR OF SOCIAL TRANSFORMATION

Resilience, innovation, and adaptability: These words marked our 2020, driving the best of us in a year that presented itself uncertain for many organizations, families, and communities. Once more, our capability for disruption was put to the test when besides changing how we face poverty worldwide, it also became crucial to change the way we implement the Stoplight to provide tangible support to the ones in need.

According to a **McKinsey & Company** study, pandemic accelerated digital transformation. Looking at the Stoplight route map, we easily identified that the Technological industry has evolved to answer new necessities. Our partners, their communities, and families were pioneers in social transformation using Poverty Stoplight as a key partner, and together we reinvented ourselves in an unusual year.



STOPLIGHT IN THE WORLD

A Global Community that managed to adapt to changes

Despite adversities, the **Stopligh Global Community** continues to grow. Currently, it is compound of 16 hubs, 26 special projects, and 433 local partners. Over a decade, more than 30 countries added to this global movement that seeks the empowerment of families and communities.

In 2020 we welcomed our partner Saudi Arabia in the organization Rakeen for Consulting and Capacity Building, an NGO that provides management tools for empowering people at the Persian Gulf. The goal is the implementation of the Stopligh in Saudi Arabia, Kuwait, Yemen, Bahrain, Emirates, Oman, and Qatar.

Furthermore, through a project financed by Rising Tide, we opened the Stopligh office in the United States. And we held 12 virtual sessions with the Stopligh partners around the world: **Stopligh Meet**.

*In 2020 alone, our partners carried out **63.163 Stopligh surveys**, which means we facilitated **one survey every 15 minutes** in the year.*

*Together with the Latin America Development Bank (CAF), we launched **The Poverty Stopligh** publication in Asunción.*

Our organization's technology and knowledge made possible the development of a series of **8 webinars** intended to addressing poverty **during COVID-19** times. In this context, all the Stopligh implementing processes were remotely tested and performed from survey facilitation up to families' follow-ups and the training via Zoom. Through these meetings, we maintained active all projects.



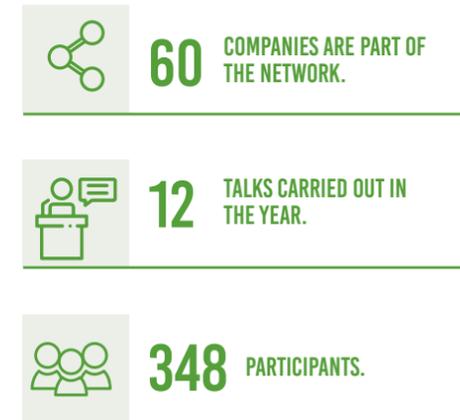
STOPLIGHT IN BUSINESSES

The true commitment of businesses is with their people

From Fundación Paraguaya, we led the local movement called Poverty Free Companies. This network gathers 60 Paraguayan companies which collaborate to attain a common objective: improving the quality of life of its collaborators. During 2020, we organized webinars and projects that proposed interventions in the companies' areas of interest. Besides, we partnered with Conacyt, Global Compact, Ministry of Women, Catholic University of Paraguay, and the Consorcio to develop strategic activities.

We carried out 9 talks addressing crucial topics such as **home education, financial health, labor health, and environmental care**, for 273 participants. Professionals from companies voluntarily provided the opportunities and in turn, this represented an exchange of training for them.

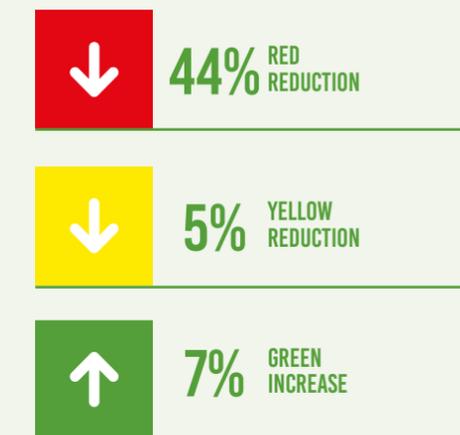
Additionally, we carried out three talks about mental health with Global Compact, reaching 348 participants in total.



THE STOPLIGHT IN COVID-19 TIMES

In the light of the new needs, we developed and offered **COVID Stopligh** to companies. COVID Stopligh is a new survey version with 15 indicators adapted to the current context and granted to the companies for free as part of their membership in the Program. With this survey, companies could measure and tackle the primary needs of their collaborators' families.

Lastly, in 2020, 12 companies carried out surveys that reached 1.666 families and 4.553 people in total. Five of these companies carried out follow-up surveys, using the Stopligh with 309 families, obtaining the following results:



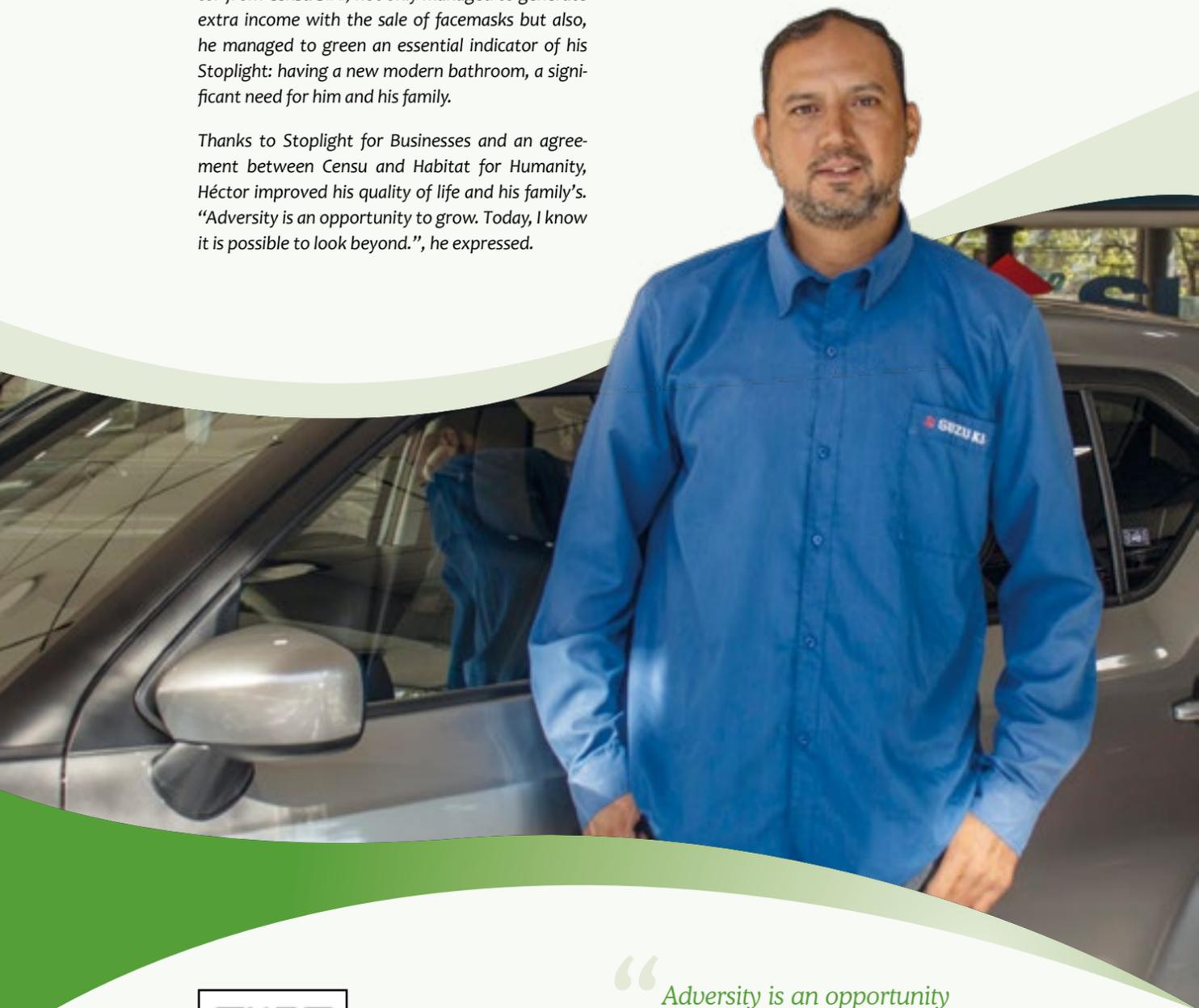
2020 taught us that fostering business-to-business cooperation, leaving behind the competition, and addressing common challenges is the most important.

STOPLIGHT IN BUSINESSES

Adversity as an opportunity to grow

During the Pandemic, Héctor Gamarra, a collaborator from Censu S.A., not only managed to generate extra income with the sale of facemasks but also, he managed to green an essential indicator of his Stoplight: having a new modern bathroom, a significant need for him and his family.

Thanks to Stoplight for Businesses and an agreement between Censu and Habitat for Humanity, Héctor improved his quality of life and his family's. "Adversity is an opportunity to grow. Today, I know it is possible to look beyond.", he expressed.



“Adversity is an opportunity to grow. Today, I know it is possible to look beyond.”



We invite you to know about Hector's full story

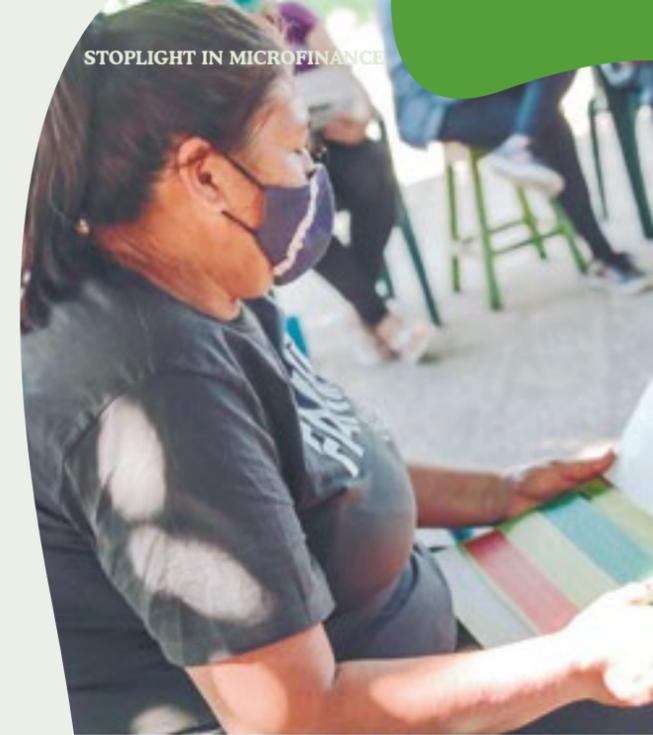
STOPLIGHT IN MICROFINANCE

Supporting our women entrepreneurs in a different year

The Poverty Stoplight was born in 2010, by the hand of our Microfinance Program to work, and above all, to support clients from the Committees of Women Entrepreneurs.

Thus, every year we seek to reach communities from all over the country. In 2020, when the pandemic forced us to modify our lifestyle, we could not carry out surveys physically with our women entrepreneurs, like in other years.

However, 2020 brought us many lessons and reflections. Besides, through the Microfinance Program, we continued providing support with solidary loans to Committees of Women with the commitment to continue collaborating to improve their quality of life and that of their families.



DURING THE PANDEMIC WE DISBURSED



123.285
MICROCREDITS TO WOMEN ENTREPRENEURS

CHANNELED VIA



7.585
OPERATIONS GRANTED TO THEIR COMMITTEES OF WOMEN

STOPLIGHT FOR COLLABORATORS

Heroes during a difficult year

More than ever in 2020, the word “Heroes” became of greater value. Despite adversities, we continued worrying and addressing the needs of our collaborators and their families that we could identify through the Poverty Stoplight. This me-

ticulous and personalized work was performed with 100% of Fundación Paraguaya’s collaborators, addressing 51 poverty indicators.

WE ADAPTED TO TAKE CARE OF OUR COLLABORATORS

- We adapted to the work-from-home dynamic in groups; we named two COVID-19 agents, reported 28 positive cases, provided containment to all of our collaborators, only two at-work contagions cases reported.
- We worked with a model whose conditions aim to achieve workers’ well-being not just in the physical environment but also in organizational structure and emotional health.
- From the Heroes Program, we made available teachers to work with our collaborators and their children for homework and support in the processes of accompaniment and follow-ups.
- **The Leadership School** started 11 continuous improvement projects and certified 25 leaders with new and/or better work competencies.
- We worked in the restructuring and automation of several administrative processes such as permits, vacations, payments, digital signature, among others.
- We published **24 stories of men and women heroes** who have overcome or strengthened the multidimensional poverty indicators with care and dedication.
- The new methodology implemented in 2020 sought an integral approach with each collaborator, breaking distance barriers and creating a multidimensional poverty overcoming commitment. 1739 follow-ups were made through calls, messages, and personal interviews.

Of 350 collaborators that performed their Stoplight in both periods, we documented 5.13% reds and yellows in 2019, while in 2020, 3.17% reds and yellows were reported. In other words, there was a reduction of 1.93%



STOPLIGHT FOR COLLABORATORS

When undertaking is a must

The pandemic took by surprise and highly affected the income of many families. Hilarión Bernal's wife worked in the gastronomic sector where sales stopped, and he stopped collecting commissions. The situation forced them to sell their vehicle and analyze the possibility of carrying out a new undertaking of easy distribution.

Thus, they decided to opt for one of Fundación Paraguaya’s Micro-franchises: the elaboration and sale of cleaning products door to door. A family friend, who also lost his job, joined them. The willingness to move forward and defeat adversities paid off; they managed to expand their business to several cities.



Know more about Hilarión's entrepreneurship project



STOPLIGHT IN COMMUNITIES

Cerrito Initiative: reaching the heart of the community

We implement the Stoplight in diverse contexts; one of the most challenging and rewarding is the rural and indigenous communities. Despite limited internet and technology access, we maintain permanent contact and accompaniment with them.

During the pandemic, we had to reinvent strategies to reach families through a virtual coaching model via WhatsApp and radio programs in Benjamín Aceval area. During this time, we accompanied families specially in indicators that prepared them to remain strong and resilient.

As part of the **Cerrito Initiative**, family vegetable gardens were successfully implemented which improved families' access to nutritious food and generated additional income. Furthermore, we supported families in the use of social networks to impact the public sector and reach the transfer programs offered by the government during the pandemic.

ADVANCES

 More than 200 families participated in the Seed Project.

 44 Families built vegetable gardens.

 100 Families received tools for vegetable gardens.

 60 Pregnant women participated in talks about first-three-months baby care; they also received baby kits through the Añuami program.

 In 2 communities, 60 children under 3, had their nutritional evaluation with excellent result.

 20 families received training on quail breeding and received a batch to start its production.

 With the micro reforestation project, 40 families had access to diversified income, credit, and food.

 The Safe Water Project helped improving San Francisco Health Center with a purification water system.

 21 families deepened their skills with courses in vegetable gardens, dehydration and food industrialization, and compost.

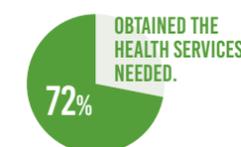
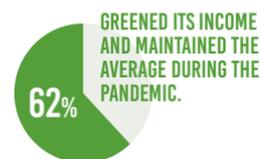
 Together with the Food Bank, we supported 15 community meals in Cerrito and Remansito.

IMPACT

 We finished the third Stoplight application to 790 families in Cerrito.

 After 4 years and a pandemic, poverty reduced 4% from 2017 to 2020 in Cerrito.

Indicators with the greatest advances observed in families are:



*Despite being a year where we could not be physically close to families, we could carry out **21.000 new surveys.***

TECHNOLOGY FOR EMPOWERING FAMILIES

In 2020, the Stoplight Platform went through an accelerated innovation process, with the technology team showing flexibility to adapt to the new challenges.

Besides adapting to these challenges, we have created new features in response to specific needs, which go from the facilitation via WhatsApp to the inclusion of audio in the survey.

The survey the Stoplight proposes to families is simply the first step of the complex changing process. From **Fundación Paraguaya** we carry out accompaniment actions that provide knowledge and practical tools to succeed.

Our ten-year-experience and numerous collaborations supporting families have created a universe of ideas on how to address each Stoplight indicator.

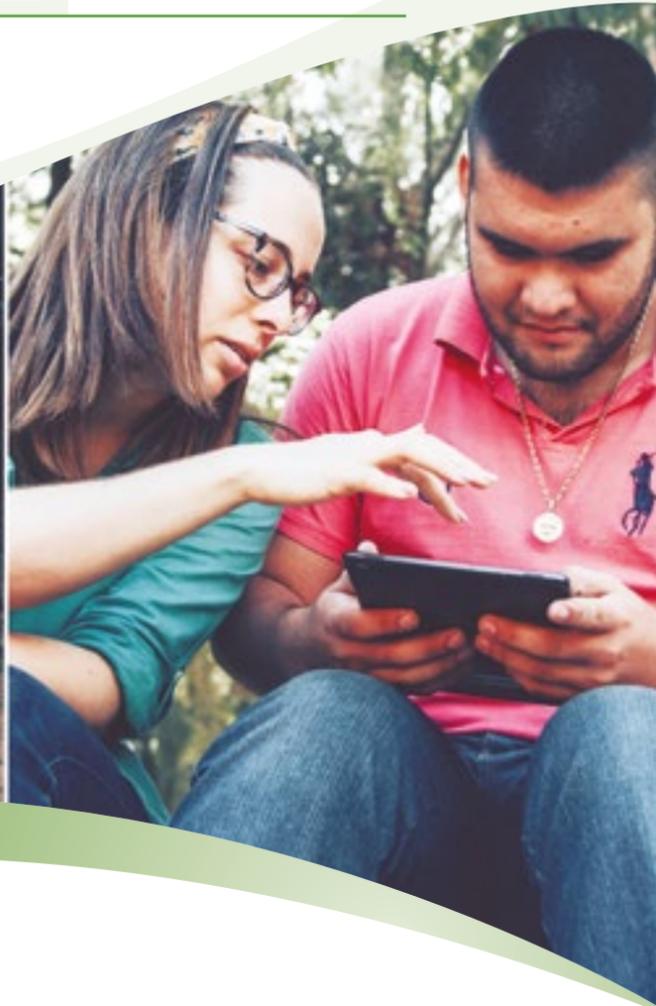
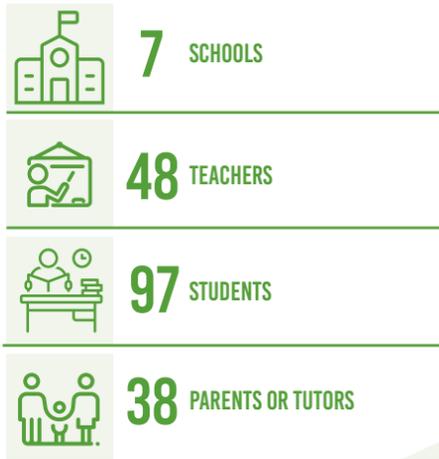
EDUCATIONAL STOPLIGHT

Empowering the learning process

In 2020, we implemented the first **Educational Stoplight** pilot plan, a tool for identifying and addressing educational problems that affect our students, teachers, and parents/tutors. This pilot plan follows the same logic as the Poverty Stoplight.

This new format includes a metric and methodology to empower students' learning process, teacher's pedagogy, and support to parents and tutors. The Educational Stoplight listens to the perspectives of each educational actor, students, parents/tutors, and teachers to identify common challenges and draw up reform goals within an educative system that needs to update.

The development of this new tool finished at the beginning of 2020 and launched its first pilot plan with:



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MICROFINANCE WITH SOCIAL APPROACH

A Program that did not abandon Paraguayan women

The Microfinance Program strengthens micro-businesses and accompanies and empowers Paraguayan women. Furthermore, it provides financial benefits to the more vulnerable social sectors.

With the pandemic, the program strengthened the relationship with clients and did not abandon them. It sought new strategies for clients to continue accessing financial benefits and established reasonable payment methods to maintain active portfolios.

OPPORTUNITIES TO GET AHEAD

To get ahead, families need opportunities; therefore, from the Microfinance Program, we offer a range of possibilities that allow them economic empowerment to become the engine driving the economy.

Among these opportunities, we highlight diverse credit types and constant training, solidary loans granted through the Committees of Women Entrepreneurs. Besides, to continue generating multiple benefits for improving people's living conditions, we created Feel that you can - Your Club together with adhered companies.



Creativity and ingenuity to get ahead

The pandemic first months were of fear, uncertainty, and panic, but with time, we adapted to the new way of living, like Egberta, our client from Itauguá.

With her creativity and ingenuity, Egberta started to sell facemasks with a unique style: her ñanduti designs.



Know more about Doña Egberta's story



MICROFINANCE WITH SOCIAL APPROACH

Our impact in the pandemic



We bring hope to families

Since 2010, we accompany Paraguayan families to identify their needs and to find solutions that allow them to get ahead and live with dignity through the **Poverty Spotlight**.

However, 2020 was a challenging year. With the announcement of the total quarantine due to COVID-19, we have sought strategies to strengthen families and make them resilient to face the pandemic.

This situation showed us the families' significant lacks, which are also part of the Poverty Spotlight indicators such as nutritious diet, personal hygiene, and belonging.

For this reason, Fundación Paraguaya united efforts, synergies, and concreated alliances with private companies and public institutions to support Paraguayan families in this emergency.

“ In four months of constant work and accompaniment, we supported 446 community meals, prepared 66.900 meals and reached more than 16.725 Paraguayan families. ”

Martín Burt, Fundación Paraguaya
Executive Director

How did we support our clients during the pandemic?



We offered them alternative disbursement methods: payments at the clients' domicile.

We received loans requests through digital means such as WhatsApp, Web page, App, or phone calls.

We supported them getting money transfer benefits such as **Nangareko**, and we maintained open our health service for all clients.

We granted three-month delinquent payment and options of new payment plans adapted to the needs of each client.

We carried out surveys that allowed us to develop new credit products and training.

Nearness, needs' knowledge, and agility in the internal procedures change have been key to providing our clients with emotional and credit support during 2020.



385 families benefited from vegetable garden kits and strengthened their food safety by building subsistence vegetable gardens and rent.



Food Kits benefited **6.240 families** with the support of our allies and our own funds.



Hygiene Kits benefited **233 families**.



We reached the country's capital city and 7 departments: San Pedro, Presidente Hayes, Caaguazú, Central, Paraguari, Asunción.

Activities developed in the countryside were carried out within the framework of the corresponding sanitary regulations and necessary protocol to protect our collaborators.

WE ACCOMPANIED ENTREPRENEURS

Despite the worldwide crisis, the support of our allies and the great job of our Microfinance Program collaborators allowed us to propose new strategies and set investment opportunities for entrepreneurs to maintain their income sources active.

PRODUCT WE WAIT FOR YOU 6 MONTHS

The **Development Finance Agency**, of fiduciary character, administrative resources assigned by the Ministry of Treasury to provide financial support for the MIPYMES, self-employed workers, and independent professionals as a measure of mitigating the adverse economic effects of the COVID-19 crisis.

Fundación Paraguaya was invited to participate in the trust to provide its clients access to these funds of special conditions such as a 5.5% annual rate and 6-month grace period to start paying the loan.

DURING 2020, WITH THIS OPPORTUNITY, WE MANAGED TO DISBURSE 596 LOANS FOR A TOTAL OF GS. 10.000.000.000 THAT BENEFITED 4.221 CLIENTS.

REACTIVATE YOUR BUSINESS

Due to the impact of the pandemic in our clients' commercial activity that caused a drop in their family income and operative capital losses in their business, this product was at their disposal to support and provide them with an opportunity to reactivate their business with operating capital. This product was one of the successful financial support alternatives for micro-entrepreneurs affected by the pandemic.

WE BENEFITED 9.552 CLIENTS IN 2.087 OPERATIONS AND DISBURSED A TOTAL OF GS. 12.658.645.088.

CREDIT FOR WATER

This product is aimed to water companies or sanitation joints to facilitate drinking water access to more families and collaborate with the rational use of this resource.

IN 2020 WE SUPPORTED 16 SANITATION JOINTS WITH GS. 340.690.087 DISBURSED.

STAY OPEN

Fundación Paraguaya, with its own funds and other local and international institutions, boosted the micro-entrepreneurs' economic reactivation. Coca-Cola Foundation was an ally that sought to benefit shop owners by granting them special condition credits.

WE BENEFITED 556 CLIENTS SHOPS' OWNERS AND DISBURSED GS. 2.082.616.131.

INCLUSIVE OPPORTUNITIES

We accompanied people with physical disabilities, of birth or acquired, and those who oversee people with disabilities that currently do not have a commercial activity.

479 LOANS TO CLIENTS WITH DISABILITIES.

STUDENT CREDITS

Aimed to students to increase people's capabilities and facilitate better opportunities and labor conditions.

1.116 CLIENTS BENEFITED AND A TOTAL OF GS. 3.966.650.900 DISBURSED.

HOUSE REPAIR OR EXTENSION

This credit is specifically intended to house repairs.

A TOTAL OF GS. 1.725.091.855 DISBURSED IN 67 OPERATIONS.

COMMITTEE OF WOMEN ENTREPRENEURS

Solidarity as our women's main contribution

From the Microfinance Program we drive the Committees of Women Entrepreneurs. Here, credit products are constituted in a solidary guaranteed system and are aimed to groups of women in vulnerable situation seeking to strengthen some commercial activity or wishing to start a new business.

Their main values are unity, solidarity, and empathy, which became key to them during the pandemic. Besides supporting each other, they organized community meals in their communities to alleviate the situation the country was experiencing during total quarantine.



During 2020, we disbursed **123.285 loans** to women entrepreneurs, channelized via **7.585 granted operations** to their Committees of Women.
Currently, we have **49.928 active female clients, distributed in 4.106 Committees of Women.**

Fundación Paraguayan comprises 92% female clients, from entrepreneurs, artisans, heads-of-family, and community leaders.



Use talent to help others

In Alto Paraná department, specifically in Ciudad del Este, the pandemic strongly hit merchants' families mostly. Our Committees of Women Entrepreneurs helped more than ever in this situation.

She is Aida Giménez, who, with her Committee Mburucuyá, organized community meals for her community. Her gastronomy talent and empathy towards people in need were the most significant contributions during the pandemic.



Know more about Aida's initiative



Micro-franchises as economic reactivators during the sanitary emergency

Micro-franchises are opportunities for families to diversify their income through turnkey businesses with franchise elements and low and straightforward investment design.

This initiative had a significant impact during the pandemic because it allowed our clients to access it without substantial capital. It came with a Kit containing everything to start up a business.

Currently, we have nine active micro-franchises: cleaning kit, prevention against COVID-19, and vegetable garden kit highlight among them. Furthermore, there are dairy products, bulk products, and clothing already established in the market.

				
9	591	405	5.690	4.713
MICRO-FRANCHISES	ACTIVE MICRO-FRANCHISES	CLIENTS ACCESSED MICRO-FRANCHISES DURING THE PANDEMIC	SOLD MICRO-FRANCHISES	REPLACEMENTS

CIUDAD DE ESTE, CARAPEGUÁ, AND YBYCUÍ ARE THE CITIES WHERE FRANCHISES WERE MORE DISTRIBUTED IN THE COUNTRY.



The Power of Reinvention

Opportunities arise during crisis times when the central defiance is to learn, overcome challenges, and adapt.

COVID-19 forced our clients to modify their businesses and adapt to the new normal to build new income sources.

In that sense, if we had to choose the most used word during the year, it would be "reinvention." However, beyond its meaning, it became a necessity for entrepreneurship projects during pandemic times.

This was the case of Doña Venancia, who did not wait for the opportunities to arrive.



Know more about Doña Venancia



FEEL THA YOU CAN - YOUR CLUB

A Club providing opportunities for ten years now

Feel that you can – Your club is a membership through which we provide services for our clients to improve and dignify their lives.

Despite the pandemic, Feel that you can – Your club maintained 67.712 active members and celebrated 10 years serving clients and Fundación Paraguaya’s collaborators.

As a member of this club, you access to:

-  **FREE MEDICAL INSURANCE WITH COVERAGE IN OUR 24 OFFICES**

-  **FUNERAL COVERAGE**  **HOTEL STAYS**

-  **SHOPS' DISCOUNTS**  **MONTHLY APPLIANCES' RAFFLES**

-  **FREE CINEMA IN SEVERAL LOCALITIES OF THE COUNTRY**

MORE ABOUT THE CLUB AT JUST A CLICK

At the beginning of 2020, we started the Club’s web page, where members or those who wanted to become one could fast and easily access the list of adhered companies, clinics, contacts, and client reviews.



IMPACT

 **67.712** ACTIVE CLIENTS IN TOTAL

There is free consultation coverage, medical tests, blood tests, and X-rays that were continuously provided in the health area, reaching a total of 37.965 services.

A total of 322 cases of funeral coverage were provided to clients, collaborators, and families.

MEDICAL INSURANCE	2020
Consultations	14.145
Blood Tests	15.414
X-rays	1.034
Specialized medical tests	7.372
TOTAL	37.965

2020	Funeral Coverage – Clients Club	168
	Funeral Coverage - Tajy	151
	Not covered by the insurance	3

Monthly appliances’ raffle among active clients from all offices.

RAFFLE	2020
	254

Cinema benefits and hotel stays were deactivated in the entertaining area due to March sanitary regulations; they were activated again starting August.

Adhered companies through which we provided discounts and special promotions.

NUMBER OF BUSINESSES ADHERED TO THE CLUB	2020
	397

2020	Isla Valle	1.467
	Cerrito	2.380
	Cinema	3.290

Active companies

NUMBER OF COMPANIES ADHERED TO THE CLUB	2020
	6



CREATE YOUR COMMITTEE OF WOMEN

Put together your group, give it a name and get access to loans, opportunities, and continuous training.



For More information call (021) 609 277

Microfinances | **fundación paraguaya**

Self-Sustainable Agricultural Schools

Despite the sanitary crisis, we continued training rural entrepreneurs

COVID-19 brought about a sanitary crisis that made us change our way of living completely; education was not the exception, and it became one of the most affected sectors.

However, Cerrito and Belén Self-sustainable Agricultural Schools and Mbaracayú Educational Center students used resilience and transformation to implement distance learning and manage to finish the school year successfully.

The main objective of the Self-Sustainable Agricultural Schools is that young people from rural areas become rural entrepreneurs, following the educational model “Learning by doing, selling and earning.” The program developed by the schools is unique globally and does not receive any subsidy from the Paraguayan government.

2020 was exceptional and altered the educational program based on theoretical and practical classes that students developed virtually from

their homes. They also developed their vegetable gardens and fieldwork at their homes with constant supervision from teachers in charge.

The educational model of our Agricultural Schools is an excellent opportunity to fight poverty. It proved useful and applicable to any world region throughout the years, which awarded it recognitions and distinctions worldwide.

MAJOR ACHIEVEMENTS

91

RURAL ENTREPRENEURS GRADUATED FROM CERRITO AND BELEN AGRICULTURAL SCHOOLS AND THE MBARACAYÚ EDUCATIONAL CENTER.

18

YEARS OF THIS SELF-SUSTAINABLE EDUCATION MODEL

“ **The Pandemic challenged us to use technology to reach students through virtual classes. The creativity of our teachers and students was the virtue that allowed us to finish the school year successfully.**

**Luis Cateura
Self-Sustainable
Schools** ”

UNEVOC NETWORK MEMBERS

Fundación Paraguaya, together with other UNEVOC centers, elaborated the practical guide for developing entrepreneurship in Technical Education Institutions. On the other hand, we have received our membership renewal letter as the Network affiliated member where we belong since 2013.

The UNESCO Network – UNEVOC is a specific global platform for education and technical and professional training, whose purpose is to consolidate South-South and North-South-South cooperation.

CERRITO AGRICULTURAL SCHOOL

We innovated to maintain our rural entrepreneurs trained

Cerrito Agricultural School, located in Benjamín Aceval, President Hayes department, had to modify its curriculum during 2020, like any other educational institution.

The school was transferred to Fundación Paraguaya in 2003 by the Franciscans from La Salle. It is located 46 km from Asunción. Its teaching seeks to provide students with tools and necessary technical knowledge to discover, develop, and utilize entrepreneur spirit through the model “Learning by doing, selling and earning.”

Despite the pandemic, the school’s didactic and productive units: **Hotel Cerrito**, animal production, vegetal production, and dairy plant, continued operating.

Classes were taught under the virtual model, where students showed enthusiasm and participation. Besides, they were able to develop the curriculum for both baccalaureates (Agriculture and Hotel Industry) without any school desertion

We received the support of a psychologist who accompanied us in this transformation process. Her job was crucial to provide emotional support and mental health care, from the site Your Student Zone, where students participated in the vocational workshops called Boost Yourself Cerrito.

GRADUATED STUDENTS 100% EMPLOYABLES

Students graduating from our **Cerrito Agricultural School** are highly employable. They have the capabilities and skills to perform in the agro-livestock or tourism sector. In addition, several of them are already pursuing their university studies.

RURAL TOURISM WITH SOCIAL FOCUS

Hotel Cerrito is one of the School’s main productive units affected by the pandemic. However, since August, Hotel Cerrito reopened its doors under the proper sanitary measures and complying with all the established protocols.

MAJOR ACHIEVEMENTS



30 rural entrepreneurs (13 boys and 16 girls) graduated with a dual title in High School Agricultural Technician and Technician in Hotel and Tourism.



Coming from localities such as Cerri-to, Misiones, Mariano Roque Alonso, San Pedro, Benjamín Aceval, Santaní, Itauguá, Itacurubí de la Cordillera, Areguá, Itá, Capiatá, Chaco y Tarija (Bolivia).



Some plans focused on the “Chorizo from Misiones” marketing, oatmeal cakes production and marketing, rural hotel and tourism, gravy sauce production and marketing, travel agency, cinnamon rolls, sweet treats, customized ecological agendas, ecological pencils, among others.



In Helsinki (Finland), we participated in the Education Week. While there, our students could connect and share our educational model experience with ten students and two professionals from Finland. Thus, this was an opportunity to build communication, leadership, and entrepreneurial spirit skills besides knowing other cultures.



Teaching staff received training in the use and operation of Office 365 platform, specifically in the TEAMS tool, Moodle, Tu escuela en casa (MEC).



Janina Belén Ríos González, Class of 2019 graduated, obtained a full scholarship to pursue her university studies at the EARTH University in Costa Rica.



Juan Esteban Giménez, Class of 2019 graduated, obtained a scholarship to pursue his university studies at the Zamorano University in Honduras.



Our 30 graduated presented an business plan and received a credit line of Gs. 134.000.000 (an average of Gs. 4.000.000 per student) from Fundación Paraguaya.



A world of opportunities

Cerrito Agricultural School, like other institutions in the country, went through a profound transformation in its teaching due to the pandemic. However, it knew how to reinvent itself to move forward.

Anahi Borges was one of the most outstanding students of that class. She was born and grew up in Benjamín Aceval, she is 18 years old and comes from a five-member family, and since her childhood, she liked soccer more than dolls.

In 2020 she graduated as the best student at Cerrito Agricultural School, and she is currently in her first year of the Veterinary University. Furthermore, her biggest desire is to achieve a scholarship for the EARTH University (Costa Rica).



Know more about Anahi's dreams

BELÉN AGRICULTURAL SCHOOL

Changing the life of young people from the north

Located in the district of Belén, Concepción department, **Belén Agricultural School** was transferred from **SOS Children's Villages** to Fundación Paraguaya in 2010, to replicate the educational model based on the "Learning by doing, selling and earning" methodology from **Cerrito Agricultural School**.

To carry out their practices at home, we provided them and their families with vegetable garden kits and broiler chicks. Thus, we strengthened our slogan, "**Learning by doing, selling and earning.**"

HOTEL BELÉN

The school's curriculum allows students to achieve the High School diploma of Agricultural Promoter with varied emphasis such as dairy production, apiculture, agriculture, swine farming, fruit growing, horticulture, production of broiler chicken, laying birds. As well as the hotel industry, through internships in Hotel Belén, that is one of the productive didactic units that generates the institution's self-sustainable resources.

As part of the School's business, the hotel promotes student training in Hotel and Tourism; it also generates 21% of the resources to comply with its self-sustainability. During the pandemic, the hotel did not operate for six months; however, we reopened our doors in August.

Despite the pandemic in 2020, the school offered a distance agricultural education to young people in vulnerable situations, with virtual classes through Classroom and Tvet Academy plat-



MAJOR ACHIEVEMENTS

 26 young students graduated in 2020, 6 girls and 20 boys, with the high school diploma of Agricultural Promoter.

 We carried out an important sale of petitgrain essence, we gathered 1.544 kilos.

 Coming from Concepción, San Pedro, Amambay, and Presidente Hayes departments.

 To sell the school's products, we widen commercial relations with industries such as meat processing plants, shops, and the public in general that acquire these products through the

 Graduated students presented 26 business plans from the different productive units.

door-to-door sale technique. In 2020, school collaborators in charge of daily sales and production also adopted this technique.

 In 2020, 18 students finished their high school academic training, and 8 students their middle school academic training.





#QuedateEnBelén

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MBARACAYÚ EDUCATIONAL CENTER (CEM)

Rural women leading changes

Mbaracayú Educational Center seeks to transform young rural women into sustainable development entrepreneurs and active protagonists of their communities' quality of life improvement. The school is one of **Moises Bertoni Foundation's** strategies developed as part of the sustainable development model implemented in the **Mbaracayu Forest Biosphere Reserve**. At the Center, students, including indigenous and peasant women, live under a boarding school regime. There, they develop a Technical Environmental baccalaureate within the framework of a self-sustain-

ability strategy using the **"Learning by doing, selling and earning"** methodology.

The pandemic year forced the Center to adopt the virtual modality and train its teachers to use online-class tools. On their part, the students recorded educational videos while familiarizing themselves with Zoom and Google Meet use.

MAJOR ACHIEVEMENTS

35 GRADUATED STUDENTS OF THIS CLASS.

30 FORMER STUDENTS OBTAINED SCHOLARSHIPS FROM PUBLIC AND PRIVATE INSTITUTIONS AND ARE CONTINUING THEIR HIGHER EDUCATION.

342 GRADUATED STUDENTS UP TO 2020.

35 UNIVERSITY STUDENTS ALREADY GRADUATED AND WITH A UNIVERSITY DEGREE.

 The Mbaracayu Educational Center launched the book "Adventures in Mbaracayú." The event was live streamed from the Roosevelt Library Facebook page and Paraguay Virtual Book Fair page. Students participated as storytellers.

 At the end of 2020, among the best projects, the Mbaracayú Educational Center was awarded the 2020 Pierre et Marie Science National Youth Award.

 Romina Ovelar, a student of Class 2020, obtained a full scholarship to pursue her Agricultural Engineering studies at the EARTH University in Costa Rica.

HYDROPONICS PROJECT

The Center has implemented a hydroponics project financed by the Australian Embassy. For this project, they worked with a company from Curugaty which has the plus of having an employee who graduated from the center, Monica de Jesús Acosta. She is part of their technical staff.

Monica is finishing her last years of the Agricultural Engineering Career. It was very inspiring for the students to have a former student developing training to move forward with this innovative project.

ENTREPRENEURIAL EDUCATION

The youth that seeks to transform Paraguay

For 25 years now, the **Entrepreneurial Education Program** seeks to promote young people as the main actors in their communities' transformation process. In this way, helping their families leave poverty through initiatives and practical and innovative projects to activate the entrepreneurial potential of children, adolescents, and adults to eliminate multidimensional poverty and dignify their lives.

The program's pillars are:

- To awake the entrepreneurial spirit
- To promote financial education
- To contribute to social development with values through sports.
- To strengthen leadership.

Impact

 46.263 STUDENTS	 963 YOUNGSTERS	 1080 HEADS-OF-HOME WOMEN	 600 MEN AND WOMEN OWNERS OF SHOPS	 48.497 PARAGUAYAN FAMILIES	 193.988 FELLOW CITIZENS FROM THE CAPITAL AND ALL COUNTRY'S DEPARTMENTS
FROM ELEMENTARY AND SECONDARY SCHOOLS HAD ACCESS TO OUR VIRTUAL TRAINING.		RECEIVED TRAINING ON ENTREPRENEURIAL, ORATORY AND LEADERSHIP SKILLS.			

The **Entrepreneurial Education Program** comprises several initiatives intended for children, adolescents, youngsters, and women with an entrepreneurial spirit from all over the country and offers them owned and Junior Achievement Worldwide's programs.

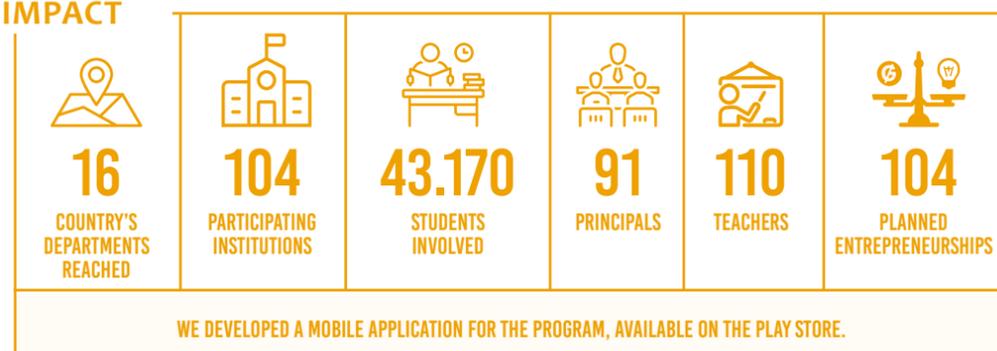
SCHOOL ENTERPRISE CHALLENGE

Education as an empowerment instrument for communities

School Enterprise Challenge is a pedagogical tool applied to all educational levels. Students, teachers, and the educational community develop a rentable business in their schools to generate resources to solve their institutions' specific needs.

This proposal carried out in more than 100 countries is promoted by **Teach a Man to Fish, Fundación Paraguaya's** sister organization in the United Kingdom. Worldwide, Paraguay is the country with more participants in this educational revolution.

IMPACT



TESTIMONY

"I came across several opportunities. I learned very good and new sales, production, and marketing strategies. What I highlight the most is the use and utilization of raw materials. I also learned about teamwork."

Leticia Cañete, Mbaracayú Educational Center student and School Enterprise Challenge participant.

The work and effort of freedom

People released from prison may find it difficult to re-enter society. Thus, from the willingness to resist committing a crime to the complexity of assuming the reinsertion challenge, they require accompaniment contributing to their personal empowerment.

This is the story of **Maria Lourdes Alvarenga**, a woman who, after regaining her freedom, decided to rebuild her life with effort, work, and courage, facing fears and moving forward.



Know more about Lourdes





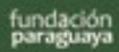
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STOPLIGHT OLYMPICS

Young promoters of poverty elimination

Stoplight Olympics is an educational initiative intended for high school students, and it is based on the **Fundación Paraguaya's Poverty Stoplight** methodology.

Within this program's framework, students must complete different challenges to become promoters of their families' way out of poverty.

In 2020, we had to adapt and digitalize to switch to a 100% virtual modality, from the enrollment process to the closure of school activities.

IMPACT

 **961** STUDENTS INVOLVED

 **29** TOWNS AND 12 DEPARTMENTS REACHED

 **73** TEAMS REGISTERED

 **34** PARTICIPATING INSTITUTIONS

FORUM OF ENTREPRENEURS PARAGUAY

Youth leadership and entrepreneurship

Forum of Entrepreneurs Paraguay (FeP) is considered the most traditional leadership and entrepreneurship gathering in Paraguay. From its beginnings, it has accompanied young people from all over the country to awake their entrepreneurial spirit and empathic leadership skills.

FeP challenges young people to be agents of change and carry out concrete actions to address problems. At the same time, it also instructs them with adequate determination and much effort to achieve their personal, family, and community goals.

In 2020, an atypical year due to COVID-19, for the first time, the 21 FeP edition developed virtually and was dubbed as **Hacking FeP – We are ready.**

IMPACT



6 dynamic days where participants took part in learning, educating, transforming, and strengthening the entrepreneurial ecosystem.

More than **300 young people** from all over the country and even from abroad participated, and during the sessions, they took part in interesting specialized talks, and workshops.

JUNIOR ACHIEVEMENT PARAGUAY

Boosting the entrepreneurial spirit of Paraguayan youth

Junior Achievement Worldwide's representation develops initiatives that prepare young people for the real world, instructing them to perform various fields.

PROGRAMS

La Compañía proposes to a group of young people create and manage its own business through a model based on accompaniment and learning, centered in results. The protagonists are driven to exercise multidisciplinary roles.

Latin Code Week seeks to prepare young people in the entrepreneurial world and work, helping them become interested in science, technology, engineering, and mathematics (STEAM) careers, preparing them for the entrepreneurial world.

Eco Entrepreneurs empowers young people. It drives the green economy, cooperation, and sustainability principles in their entrepreneurship project to develop the ability to detect environmental problems and transform them into an opportunity.

Economy for Success offers tools and knowledge of personal finance to apply in different areas of life. The educational experience of these workshops consists of learning multiple dynamics, simulations, and activities that will allow making more accurate and conscious financial decisions. The program created 5 WhatsApp groups with 40 participants each and developed training via Zoom for three weeks.

In 2020, due to the pandemic, both programs changed their methodology. They created **WhatsApp groups** to share educational videos, weekly tips, reminders, digital manuals, and other materials. There was no unique company; instead, young people carried out organic vegetable gardens at their homes, artisanal soaps, solid shampoos, cardboard flowerpots, and they even manufactured facemasks.

Through the employability, entrepreneurial spirit, and practical training, the program **Strengthening Skills**, focuses on creating the next entrepreneur generation and companies that will use the acquired skills to encourage their communities' growth of economic opportunities.

Oratory and Leadership seeks to motivate young participants to lose stage fright and public speaking fear and contribute to a more natural performance.

Start up Challenge trains teachers in the operation of the CISCO (Webex and all its functions free for schools), Open P-Tech, IBM e-Learning platform, Canvorn Storytelling, Claude, and Agile, tools.

BOOST YOURSELF

Innovation, the key to face a different year

Boost Yourself was born from the partnership between Nestlé Paraguay and Fundación Paraguaya to provide young people between 18 and 29 years old with crucial knowledge about topics that allow them to adapt their entrepreneurship to the virtual format.

IMPACT



- the program lasted 3 months.
- **300 male and female entrepreneurs from all over the country** enrolled in the program. They learned about Marketing with a purpose, Digital Marketing, E-Commerce, Lean canvas Elevator Pitch, besides, they interchanged experiences and knowledge among the entrepreneurs and professionals on topics addressed.
- **15 entrepreneurial projects** from different sectors were introduced, and the best three were selected.

BREAKING THE CYCLE

ENTREPRENEURS WHO TOOK THEIR BUSINESS TO ANOTHER LEVEL

BREAKING THE CYCLE PROGRAM WAS BORN JOINTLY WITH THE AMERICAN EMBASSY TO DEVELOP SELF-SUSTAINABLE ENTREPRENEURIAL ENVIRONMENTS FOR LATIN AMERICAN BUSINESSWOMEN. THUS, ACHIEVING A MORE INCLUSIVE SOCIETY WHERE THEY CAN BENEFIT FROM THE OUTCOMES OF THEIR EFFORTS.

IMPACT



400 Paraguayan women entrepreneurs were trained in Digital Marketing, Tax laws, business formalization, gender violence prevention in order to improve their economic wellbeing.

UNDERTAKING TOGETHER

Empowered women who reinvented their business in pandemic

Undertaking Together is an empowerment initiative carried out by **5by30 of Coca-Cola Foundation and Fundación Paraguaya**. Its purpose is to strengthen the capabilities of entrepreneur women in vulnerability through entrepreneurial workshops that promote their entrepreneurial spirit and motivate their own businesses' growth.

In 2020, the unstoppable strength of entrepreneurs went on despite the sanitary emergency. In fact, in many cases, this strength was the kick-off to changing their lives. At Undertaking Together, they found support to face the situation and strengthen their capabilities to readapt their businesses to the COVID-19 context through digital marketing and skills to implement electronic commerce.

IMPACT



More than 80 entrepreneurial projects of different sectors lead by women from 11 departments from all over the country received training under the virtual modality. They conducted **workshops on digital marketing, e-commerce, biosecurity, and Lean canvas** adapted to small businesses.

Undertaking Together, among fifteen initiatives, was selected to receive the ODS Recognition. Undoubtedly, this distinction puts **Fundación Paraguaya** as an organization committed to the sustainable development at the national level and willing to contribute to improving the quality of life of Paraguayan families.

YOUNG AMBASSADORS

Cultural experiences that nurture

Young ambassadors is one exchange program of the **American Embassy Press, Culture and Education Office**. In Paraguay, **Fundación Paraguaya and Partners of the Americas** administrate and implement this program with the support of the **American Embassy Education and Cultural Affairs Department** in the country.

The program selects 13 local young leaders between 15 and 17 years old to receive a full scholarship for a cultural exchange in the United States. They will represent Paraguay and participate in leadership, social entrepreneurship, and community projects development training.

In a very different year, the training and follow-up program was 100% virtual.

IMPACT



10 meetings were held to give continuity to the training process.



15 young Paraguayans from 9 cities received scholarships to be trained in project managing tools, virtual workshops, and network design and content.



Students prepared a compilation video with a testimony to summarize their main achievements, challenges, and learning. Graduation was held through this video.

STAY OPEN

We contributed to reactivate small businesses' economy

Stay Open program was a joint initiative with **Coca-Cola** and the **Retail Grocers Association of Paraguay**. It was born to boost small shopkeepers' economic reactivation from Asunción, Gran Asunción, Ciudad del Este, and Encarnacion. The program provided them microcredits and training to empower them digitally in the COVID-19 context.

IMPACT



More than 600 shops were reactivated through microcredits and training in digital sales, and marketing.

INTERNATIONAL REPLICATIONS

Teach a Man to Fish, our sister organization

Teach a Man to Fish, our sister organization in England, was created by **Fundación Paraguaya's** former intern, Nik Kafka. It carries out the **School Enterprise Challenge**, a competition that comprises young students and their teachers to investigate, plan, and administrate a real business in their schools.

It is a program that works with schools in any part of the world through connection informatic tools reaching low-income communities in countries like Uganda, Ruanda, South Africa, Nicaragua, Honduras, and Guatemala. In Paraguay, we develop the program under the name of **Concurso Escuela Emprendedora**.

PANDEMIC YEAR ACHIEVEMENTS

Next, we share the numbers of a different year due to the COVID-19 pandemic, which nevertheless did not prevent us from carrying out some initiatives:



CONFERENCE: "EDUCATION THAT PAYS FOR ITSELF."

The conference scheduled to take place in London in March 2020 was canceled due to COVID-19 restrictions.

In 2020, the program's participant schools' progress was affected by the pandemic when governments worldwide closed educational institutions to avoid virus spread. Despite all

interruptions and restrictions, they continued supporting students and teachers participating in the programs. That means that even in an extraordinary year, they were able to help 8.000 youngsters to acquire and strengthen key skills for life and the workplace.

WE REACHED EVERY CORNER OF THE COUNTRY

Side by side next to the families

The 2020 pandemic year also brought about opportunities and new challenges for **Fundación Paraguaya**. Our **Executive Director, Martín Burt**, visited several cities and met with local authorities, community leaders, communicators, and entrepreneur women from **Committees of Women** when the sanitary situation allowed it.

These trips aimed to know the situation entrepreneur women who work with **Fundación Paraguaya** were experiencing with sanitary crisis, bring them support, and award some Committees on their good performance. In the case of authorities and community leaders, the objective was to present them with organizations such as **Poverty Stoplight**, trying to establish relations to improve their communities' quality of life jointly.

Ciudad del Este, Minga Guazú, Presidente Franco, Encarnación, Concepción, San Pedro, Caaguazú, Itacurubí de la Cordillera, Caacupé, Santaní, San Juan, Santa Rosa and San Ignacio Misiones, Carapeguá, Itauguá, Villarrica, San Juan Nepomuceno, Benjamín Aceval, Loma Plata, were the cities visited during 2020, among others.

20
MEETINGS WITH FEMALE CLIENTS AND COMMITTEES OF WOMEN DURING 2020

20
MEETINGS WITH LOCAL AUTHORITIES AND LEADERS

"We worked with the people who want to get ahead in Concepción, Horqueta, Belén, and Loreto. We came because we have developed new methodologies to help families to get ahead. Now, we also want to support indigenous communities, peasants' organizations because people in Paraguay only want two things: to be listened to and helped to move forward. They do not want anything for free", expressed Martín Burt during his visit to the Concepción's Governor's office.



DECLARATION OF SUPPORT TO THE GLOBAL COMPACT



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 were part of the Board in the 2011-2012 period and participated actively in the Committee on Labor Rights, where we had the opportunity to share 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. In this sense, through our Poverty Stoplight methodology, used crosswise with our different programs and projects, we contemplate dimensions and indicators aligned to the four influential areas of Global Compact and Sustainable Development Objectives (ODS).

In addition, we incorporate policies and actions into our organization to raise awareness of

companies and organizations with whom we have agreements and alliances.

Global compact nurtures us with ideas and strength to continue our mission of developing and implementing practical, innovative, and sustainable solutions for poverty elimination and creating dignified environments for each family.

United Nations Global Compact is a leadership platform to develop, implement and disseminate responsible and sustainable entrepreneurial practices and policies. It is of voluntary character and focuses on Human Rights, Labor Rights, Environment, and Anti-corruption areas.

Among our main actions implemented in 2018 on Human Rights, we drove initiatives focused on eliminating every type of violence against women, and through our Stoplight for Businesses Network, we organized the event ANIVE. In addition, "Respect Diversity" and "Human Rights Awareness" are two important indicators enclosed in Poverty Stoplight. Fundación Paraguaya also has a Code of Ethics and Conduct and a Non-discrimination Policy that includes aspects related to respect and promotion of human rights internally as in interaction with our clients and partners. At Fundación Paraguaya, we are

convinced that a values-based culture and respect for human rights strengthen our conduct and performance. Likewise, it contributes to increment the value of our organization steadily.

Regarding Labor Rights, we do not practice forced or child labor,

we promote and respect diversity; besides, the Poverty Stoplight includes a dimension on Organization and Participation where we promote freedom of association and recognize the effective right of collective bargaining. Concerning measures adopted about Anti-corruption issues, we carried out training and provided informative materials about money laundering prevention, terrorism financing, and anticorruption to all our collaborators. In compliance with the Secretariat of Money or Assets Laundering Prevention (SEPRELAD) stipulations, we have a Compliance Officer in charge of coordinating the application of prevention policies and

procedures. Our Code of Ethics also contemplates alignments to that respect. About our initiatives promoting greater environmental accountability, we have an environmental policy, and we promote the use of technology and the culture of minimal use of paper. In the Poverty Stoplight health and environmental dimension, we include the indicators "Garbage Disposal" and "Non-Polluted Environment" to raise awareness and achieve behavior changes aimed at a healthier and more sustainable lifestyle.

Martín Burt,
Executive Director

Financial Analysis

WE ARE SELF RELIANT

Fundación Paraguaya is a financially self-reliant organization whose income mainly comes from the Microfinance Program and from the amounts generated by the Agricultural Schools, the social technology transfer to local and international institutions, and international cooperation.

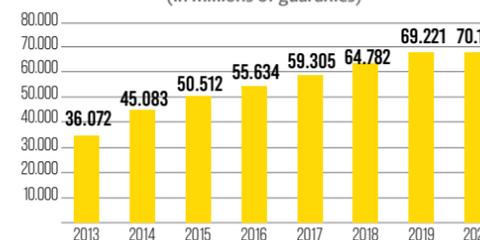
GUARANIES	
INCOME	86.986.692.329
EXPENSES	(80.713.692.332)
SURPLUS BEFORE TAXES	6.272.999.997
TAXES	(941.117.088)
NET SURPLUS	5.331.882.909

OUR ASSETS ARE SOLID

Despite the pandemic during 2020, Fundación Paraguaya has had a solid financial performance, aligned to the ones from previous year. The 2020 fiscal year showed a surplus equal to Gs. 901.723.164 which represents 1.3% of the institution's assets by the end of December 2020.

During 2020, the Microfinance Program was funded by 12 national banks and international funds. Fundación Paraguaya leverage level was of 1.51.

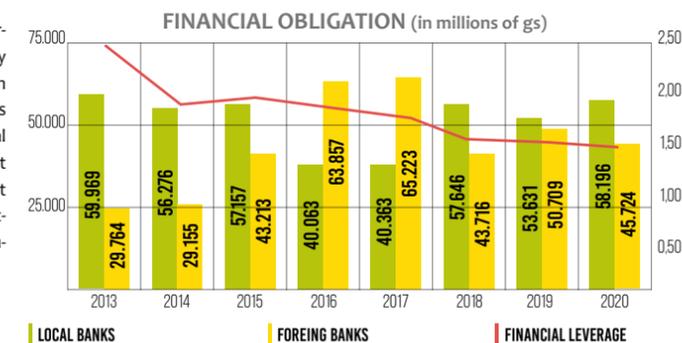
EVOLUTION OF CORPORATE ASSETS (in millions of guaranies)



YEAR	2.013	2.014	2.015	2.016	2.017	2.018	2.019	2.020
CURRENT EXCHANGE RATE	4.585	4.629	5.800	5.759	5.580	5.960	6.442	6.448
SOCIAL ASSETS (MILLIONS GS)	36.072	45.083	50.512	55.634	59.305	64.782	69.221	70.117
SOCIAL ASSETS (MILLION USD)	7,867	9,739	8,709	9,660	10,628	10,869	10,745	10,874

INDEBTEDNESS

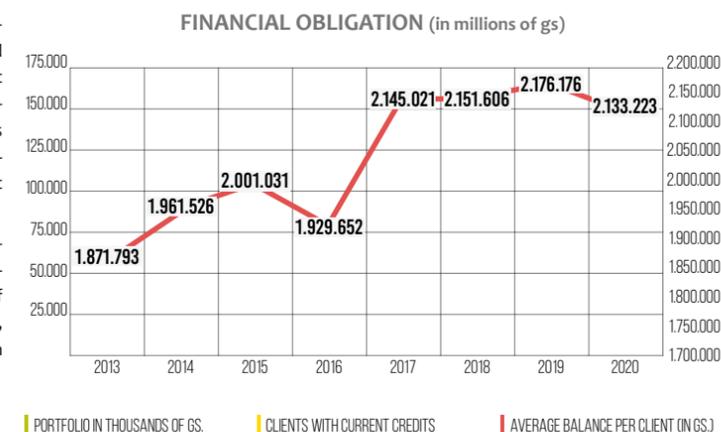
In 2020, we received loans worth USD 13,84 million and amortized loans for USD 12,42. We maintained average liquidity equal to 1.1% of the portfolio. The national financial system classified the loans granted to the Fundación Paraguaya as Category 1, maintaining excellent national and international ratings. The financial management included stock market operations, management of short-term loans in the current account, sale of idle foreign currency, temporary investments (CDA), and mutual funds, thus significantly contributing to the institution's profitability.



PORTFOLIO EVOLUTION, CLIENTS, AVERAGE BALANCE

Fundación Paraguaya's asset of USD 27 million has increased 4,01% concerning last year, and is mainly conformed by the loans portfolio of USD 20,95 million and the Schools' real states. Also, it is worth mentioning that the loans portfolio has a 3,2% delinquency and a low level of refinanced credits. Since Fundación Paraguaya is a non-profit organization, the residual values are not distributed, and operations surplus becomes part of the net asset, which this year increased by 1,3%.

Although we are a non-profit organization, we pay income tax and value-added tax on our commercial operations. In 2020 we paid the Tax authorities USD 559.000 of value-added tax and USD 154.000 of income tax. In fact, the Secretariat of Tax in Paraguay classifies Fundación Paraguaya as a Large Tax Contributor.



DATA SHEET

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Maker

Web Development
Ideals Interactive



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