Letter from the President

Dear partners,

I am very excited to once again be able to share with you the beautiful work that we have done over the past year. 2017 was a very special year for all of us, because we celebrated our ten-year anniversary in Guatemala. In November we celebrated this milestone together with friends and sponsors from across the globe at a spectacular event in Guatemala City which we concluded the next day with the largest graduation ceremony NDG has ever seen.

96 children graduated elementary school or middle school in 2017 and we accompanied our first students on their way to tertiary education and a promising future. To me personally, the whole week was an emotional rollercoaster which provided proof once again of the impact we have on our students’ lives and futures. We do not only educate our pupils, but also empower them and their families to make the change they want to see in the world.

This is visible, for example, in the collaboration we have with the Good Hotel, a profit-for-non-profit business in Antigua which employs the families of our students, trains and educates the graduates from our schools and donates the proceeds of their operations to Niños de Guatemala so we can keep supporting new students and new families.

Aside from the increasingly close collaboration with Good Hotel we have had exceptionally good results this year from our own social businesses. Many students sought us out again to learn Spanish at Cambio Language School and we welcomed many visitors on our Experience Guatemala Tour, including some US tour operators looking to organize guided trips together in Guatemala.

Outside of Guatemala we have also had a very positive year: we met our fundraising expectations in the Netherlands and further built our community of supporters in the US.

In this report we will share some more details with you regarding these achievements, as well as share some stories from our students and look ahead to 2018. I hope you will enjoy it! Thank you so much for your continued support of the education, empowerment and entrepreneurship that are the core of our organization. We would not be able to do it without you!

All the best,

Mireille Goos - President of Niños de Guatemala
Mission and vision

We envision a world in which communities are educated, empowered, and entrepreneurial.

Niños de Guatemala empowers communities in marginalized areas of Guatemala. We achieve this by providing education that extends beyond the traditional classroom across three levels: students, their families, and the larger community.

We aim to be sustainable both at the organizational and community level through initiating and supporting social business activities and fostering an entrepreneurial spirit.

Core Values

Education / Empowerment / Entrepreneurship

Our Exportable Attributes

Entrepreneurship / sustainability
Collaborative growth / Implementation / Development
Focus / Expansion through alliances
Transparency

Culture

Integrity
Professional
Vibrant
Inclusive
Passionate
Compassionate
Leadership
10th Year Anniversary

In celebration of Niños de Guatemala’s 10-year anniversary, on Thursday 9 November 2017 nearly 200 guests attended our gala in Guatemala City. People from all over the World came to celebrate this special evening with us. With the theme of “One night to let your inner child out,” Saúl L’Ostería became a dazzling playground of great food, inspirational balloons, pictures, laughter, networking and “a vote for a better future.”

The evening started with inspirational balloons, a story teller and playful decorations. Our guests connected with their inner child before being taken on a journey through the history of the pasts 10 years of NDG.

By looking back at where it all started, it became very clear what NDG has achieved. In two villages near Antigua, communities have been empowered, enjoyed education and became more entrepreneurial. We celebrated that we now have 3 schools and our first class of middle school graduated. During the evening a special moment of thanks was given to our founders: Marten Dresen, Annemiek Dresen, Sander Wirken and Carmen Paniagua. We were honored to have had them all present to celebrate with us as they are the pillars of “Niños de Guatemala” and our dream of a greater future.

Niños de Guatemala dreams of a better future for all Guatemalans. We believe that quality education should be available for all children in Guatemala, because all citizens of Guatemala are Niños de Guatemala. We are thankful for the support of the Méndez family by making this evening possible and for striving with us for a better Guatemala. The speech of Emilio Méndez during this evening in particular, inspired many attendees to join us on our mission.

Without our guests from all over the World, we couldn’t have achieved the same for the last 10 years and thanks to the inspirational evening, potential partnership and alliances with corporations in Guatemala were born.

At the end of the evening all of our guests, with different nationalities but with the same believes, celebrated a better future for Guatemala together. The amazing One Man Band performed until late into the night. It became a unique, wonderful, inspirational evening where people from all over the world joined their forces to support us in striving for a greater future for Guatemala.

A special “thank you” goes out to our amazing trainees who helped the staff of Saúl L’Ostería to make this event a wonderful, tasty and fancy evening. By the big smiles on their faces you could tell that they enjoyed practicing their skills in this beautiful environment.
Education

Our main goal is to assure that our students receive a good education in a safe environment. This is why NDG runs two primary schools, Nuestro Futuro and El Porvenir, in the communities of Ciudad Vieja and San Lorenzo El Cubo, respectively, and a middle school or ‘Básico’ also in the community of Ciudad Vieja. With 494 students at the end of 2017, all three schools continue to grow and strive to improve the level of education every single day.

In November 2017, we celebrated the graduation of 76 students from our three schools for the first time! This was a major milestone for NDG as the first generation of 29 students who started their education with NDG back in 2009, have now graduated from middle school and proudly accepted their diplomas. Also, 23 students from Nuestro Futuro and 24 students from El Porvenir, graduated from primary school and will continue their education in our Middle School Basico in 2018.

In addition to the graduate classes, we continue to take greater strides to achieving our goals of providing high quality education to our students. Always reaching beyond the national curriculum, we have implemented various programs aimed to achieving this goal: Aflatot, Aflatoun and Aflateen are our social and financial literacy programs; Planting Seeds provide high-quality comprehensive education for our youngest students and their families; and individual one-to-one tutoring lessons are provided to students who are falling behind in their studies.
My name is Jocabed, I am 22 years old and I am the second grade teacher at Nuestro Futuro. My parents taught me that education is the foundation for everything in life. Having an education not only prepares you to face the every day challenges but empowers you to achieve great things in life. Niños de Guatemala provides this to our students, and more. NDG not only educates and empowers children, their parents also learn through our after school programs.

Music is my Passion
My greatest passion is music. I play the saxophone and the flute. During secondary school, I attended the conservatory where I improved my music skills. I always try to share my passion. For me, music means expression, intelligence and skills and I want to pass that on to my students.

A Positive Change
I love my job, as I like working with people. I believe I can make a positive change in my students’ lives. They are happy at school, and that makes me happy too. I enjoy teaching second grade. The students want to talk and participate in the class. They express themselves freely without thinking about the opinions of others.

I greatly value the time that I spend with my students. Changing children’s lives is what I like most about being a teacher.
Empowerment

Familias Fuertes

In 2017 we continue to work closely with our communities and our staff to involve them in the activities of our organization. At all of our schools we have implemented various programs which focus on guiding students and their families through a healthy and positive upbringing.

“Crianza Con Cariño” is a program addressed to our students and their families to prevent mistreatment, abuse and any other form of violence. Also, 2017 was the second year we have implemented “Familias Fuertes”, a program developed in conjunction with SECCATID, a governmental organization that is helping the schools detecting, preventing and addressing cases of drug abuse.

Furthermore, we continue running “escuela de padres” (education for parents) in which topics that are top of mind are discussed, such as the challenges of having a large family or the existence of violence in the street and the community.

At NDG we find it important to work on these topics so children and their families get a good idea about how to provide for themselves and their family and how they can take a leadership role towards positive change.
494 Students

197 students at Nuestro Futuro
197 students at El Porvenir
100 students at El Básico

46 employees

36 in schools and 10 in the office.
41 Guatemalans and 5 expats.
27 teachers, 3 Social Workers
and 2 psychologists

2017 in numbers

149 participants
93 students and 56 parents
in Crianza con Cariño

47 participants
30 students and 17 parents
in Familias Fuertes

206 participants
183 students and 23 parents
in the psychology program in 2017
Story from a student, Mynor

My name is Mynor, I am 16 years old and I graduated from Básico in November. I am one of the five graduates chosen to attend the first generation of students of Good Academy.

Proud parents

My parents are proud of me for graduating and for being chosen for this opportunity. Without it, I would not be able to continue my education. With this scholarship, I will be able to support my parents in the future.

Opening a door towards a brighter future

While studying at Niños de Guatemala, I’ve learned to be respectful to other people, to take responsibility and to be punctual, but above all I have learned that you have to work hard for what you want. I am proud of my effort and of having managed to graduate from secondary school.

There is still a long road ahead to achieving my dream of owning my own hotel, but I am thankful for the support and training of Good Academy. They empower me to provide my future children with a good education, a stable home environment and meaningful jobs. For me, this opportunity has opened a door towards a brighter future.
Entrepreneurship

Cambio NDG

With high-quality language classes and 100% net profits donated to NGO Niños de Guatemala, Cambio NDG social business has emerged as an entrepreneurial leader offering language learning and off-the-beaten track tours.

In 2017, Cambio NDG celebrated its most successful year to date. Cambio NDG was able to pay off the Startup Loan of €10,834, and also donated €7,100 to Niños de Guatemala. In addition, Cambio NDG covered €8,388 in rent and other office expenses that otherwise would have been paid by Niños de Guatemala.

Since its opening in 2012, Cambio Spanish School has undergone significant growth and professionalization. Proprietary curriculums have been developed across the A1 to C2 levels. Cambio NDG has worked in tandem with the Cervantes Institute to design a variety of specialized course offerings including History of Guatemala, Guatemalan Culture and Medical Spanish.

In 2017, Cambio NDG received accreditation for university credits in the United States and France with additional accreditation partnerships pending in 2018 in Canada and the UK.

Cambio Spanish School was recognized by the United States Higher Learning Commission during an educational audit of university credits in 2017. Cambio NDG received its first social enterprise service learning group trip from the United States in December 2017 and has a second Canadian group trip specialized in business scheduled to visit in May 2018. Social Business & Entrepreneurship Workshops are now available as courses for partners from business faculties. The courses consist of interactive on-site workshops stimulating students to put theory from the classroom into practice to generate social impact.

In 2017, there were nearly 450 students enrolled in our various Spanish offerings in person and via Skype. Our work simply couldn’t happen without our amazing clients. Thank you!
My name is Alvaro, I am a Spanish teacher and I have lived in San Felipe de Jesús, nearby Antigua, my whole life. My mother died giving birth to me, therefore, I see my third sister as my mother since she has been always there for me throughout my entire life. My father has been a rock in my life - he supported me with my studies and my personal development.

When I was in primary school, I already knew I would become a teacher. I enjoy teaching Spanish and getting to know people from all over the world. For me, it is important to be able to share part of my culture, so international visitors know the history of Guatemala and can share it with friends and family from their countries of origin.

I have been teaching at Cambio Spanish School for almost two years now. At other businesses where I've worked previously, the profits only benefited the owner. This is what makes Cambio Spanish School different, since 100% of their annual net profits are donated back to funding Niños de Guatemala's education projects in local Guatemalan communities of Sacatepéquez.

In my free time I study both law and English. I study law because here in Guatemala, I have seen a lot of injustices where people are not in the economical position to pay for a Lawyer. What drives me to study law is to be able to help people who can’t afford this service. People in my town now come to me to ask for legal advice. While it has not yet reached the level of a formal paralegal service, I still try to help my community whenever I can.
Entrepreneurship

Tours

In March 2017, our acclaimed Experience Guatemala Tour was named Tour Operator of the Year in Latin America with the Luxury Travel Guide in addition to receiving the TripAdvisor Certificate of Excellence. Our past record, strong team and access to a captive tourist population through our language program has us well poised to grow and expand our high-margin social tourism operations.

New “off the beaten track” tour experiences were launched to include a Coffee & Chocolate workshop, Antigua Historic and Cultural Walking Tour, Pacaya and Acatenango Volcano hikes and our first tour package experience to Lake Atitlan. Cambio NDG received nearly 550 tour participants in 2017. Our intern tour guide, Christian Bethancourt, with three siblings in Niños de Guatemala schools shined as a success story as he incorporated as the Sponsorship Assistant with Niños de Guatemala on a fulltime permanent contract, presenting an example for the circa 500 current students attending NDG primary and secondary schools to learn and become the next leaders of Guatemala.

Cambio NDG is financing English language study and a ten-month bi-weekly training programs for Guatemalan guides to qualify with a diploma in Hospitality and Tourism with INGUAT, (Guatemalan Board of Tourism). This training program is a further step to creating opportunities for Guatemalans to form their professional career in Hospitality and Tourism. Participants finish the process as nationally qualified tour guides. Daniela Morales is our first trainee.

The revenues from tours continue to grow, contributing with over € 16,400 in 2017.
Entrepreneurship

Good Hotel Antigua

Good Hotel Antigua, a boutique hotel offering Premium Hospitality with a cause, is a profit for non-profit supporting the activities and mission of Niños de Guatemala.

Staff members are locally recruited, many of which are family members of the children studying at one of the schools. The hotel offers a Good Training program, which provides a custom-made hospitality training to individuals, (re-)integrating them in the job market and offering them a real perspective to a better future.

Good Hotel donates all its profits to Niños de Guatemala. In 2017, a total of $49,000 of the hotel profits were donated to provide education for many of our students. In addition, for each direct booking, Good Hotel Antigua donates $5 to the schools. In 2017, donations from direct booking amounted to $7,700.
Entrepreneurship

IXMUCAFE

One of the most important driving forces of NDG since the beginning, has been our sustainable model. We aim to be sustainable both at the organizational and community level through initiating and supporting social business activities and fostering an entrepreneurial spirit. In 2016 we investigated new possible business activities out of which a dream for a new business in coffee emerged.

In 2017 a huge step has been taken to realize this dream when we set up our own business of IXMUCAFE; worry free coffee from Guatemala. The first bags of IXMUCAFE are roasted, packaged and sold in the Netherlands. With IXMUCAFE you can enjoy high quality coffee without any worries, because we select only the best beans. We buy directly from farmers in Guatemala that we know well. They are local coffee experts whom we pay a fair price for their coffee.

This allows their children to go to school. And on top of that, the profit flows directly back to the education Niños de Guatemala provides to its own pupils. We look forward to further grow this promising business in the year to come.

A Mayan princess named Ixmucane

The name Ixmucafe comes from the Mayan princess Ixmucane who had the remarkable gift to take people’s worries and concerns away. Ixmucafe takes good care of the coffee farmers and children of Guatemala. And with that, of the concerns of the consumer. And with every bag you get an original Guatemalan worry doll to take away all your other worries.

Providing education, one cup at a time!
Sponsorship

2017 has seen significant growth and expansion of the Sponsorship Programs. The Padrino Program allows for sponsors to support the organization and be in touch with one of our students to chat about their school activities, grades and other hobbies. The support from such a sponsor is greatly appreciated by students, parents and teachers. The idea that there is a friend somewhere that encourages our students to work hard and study, gives them a sense of value and importance. We welcomed 43 new Padrinos into the program and had 46 visits from Padrinos to the school this year. Visits to the schools are a great way for our Padrinos to become even more connected to their ahijados. We thank all of our Padrinos for their generous donations and for the ability to make this happen! Furthermore, we continue our 100% sponsorship initiative in 2018 and pushing for every one of our children to have a sponsor by 2019.

In 2017, we also focused heavily on gaining new corporate partners. The partnerships gained vary depending on the company and resources available. In some cases, we received useful donations for the schools like paper products from Kimberly-Clark and Quaker oatmeal from Pepsico. Another example of a valuable partnership is a donation of 17 computers we received for our El Porvenir primary school from Funsepa and Cemaco. We also welcome monetary donations from our corporate sponsors that we can allocate towards salaries and other NGO expenses! An example of this type of partnership includes a sales percentage donation from local companies like Korbata and Mayanché. We will continue these efforts within Guatemala, but will also be reaching out to companies in other countries for sponsorship and partnership opportunities!
Story from NDG Padrino, Zach Schmidt

My family and I first learned about Niños de Guatemala when I took the Experience Guatemala Tour during a work visit to Antigua in 2016. When I returned home, I told my kids about “Nuestro Futuro” and we decided to sponsor two children close to them in age. It is a lot of fun exchanging letters with our ahijados, Dora and Clemente. Thanks to the progress reports, we stay up to date with their educational progress.

An eye-opening experience

This year, we decided to take a family vacation to Guatemala to meet Dora and Clemente in person and spend some time with them. This visit was an eye-opening experience for my kids. It was their first time travelling outside of the United States. The best part was seeing everything my kids have in common with Dora and Clemente. They became instant friends. It was wonderful to see that children have common interests and personalities regardless of where they grow up.

Learning what we have in common

Guatemala is a beautiful country. I think our kids have a better appreciation of the challenges faced by other families around the world. There are quite a lot of things we take for granted in the United States. More important, though, was learning that there is so much we have in common. We are looking forward to supporting the education of Dora and Clemente for a long time.
Volunteer and Groups Program

In 2017 the Volunteer and Groups program received a total of 293 volunteers. We increased the number of groups and also we launched the Volunteer for a Day program and Saturday School program. Through these new programs we were able to offer volunteer experiences to more Guatemalans. We received groups from high schools (Colegio Alemán and Colegio Interamericano) and also Corporate Volunteers from various companies such as BAC Credomatic, Market Logic, and Anfora. Wolcott School Chicago and Spring Arbor University joined our volunteer for a day programs with a day full of fun activities in our schools.

Our volunteers lead amazing workshops in topics such as Guatemalan politics, nutrition and environmental education, sports and artistic expression which greatly enriched both our students’ and volunteers’ experiences. One example is the improvement of the English programs: a volunteer who is a TOEFL trainer helped our teachers with new and better ways of teaching english. The impact our volunteers are having in our schools is amazing, and we can also see how life-changing volunteering in Niños de Guatemala can be for them.
Volunteer Groups

In 2017 we welcomed 6 groups who supported different projects in the schools. We painted Nuestro Futuro with a group from the Alternative Break Program from Kelley School of Business, and Students Offering Support (SOS) built a water cistern at El Porvenir which was very needed due to water shortages in the area. Teachers gave our school staff trainings on new and innovative ways of teaching math, and many more groups helped us providing the education we work so hard for. Thanks to all groups for supporting our mission.

Ambassador Program

Ambassadors of Niños de Guatemala are community leaders from around the globe who raise awareness and positively share the mission of Niños de Guatemala in their own home towns.

They support the Niños de Guatemala team by promoting online campaigns, actively sharing stories and achievements and leading fundraising activities. As the Ambassador Program grows Niños de Guatemala is humbled by the expression of support for our work to break the cycle of poverty.

Ambassadors are based in Guatemala, the USA, The Netherlands, France, Germany and Canada.

Story from a volunteer, Audrey Bourget (France)

I had such an amazing experience while volunteering with Niños de Guatemala. During November 2017, I volunteered for a month at El Porvenir in San Lorenzo el Cubo. It was great to see that the students were happy to go to school every day. The teacher made them feel at home!

While volunteering in the schools, I was a classroom assistant in the 2nd grade. I also had the opportunity to give the students afternoon sport workshops. I enjoyed my time with NDG so much that I continued volunteering in the NDG office during December to assist the Fundraising team with data entry and recruiting for an upcoming event.

Volunteering with NDG has made me realize how lucky I am for the upbringing I had. NDG truly makes a difference in these children’s lives - it not only provides education but also gives back to the community through the extracurricular activities they offer.

I highly recommend volunteering with Niños de Guatemala to everyone that wants to make a difference in a local Guatemalan community and help break the cycle of poverty!
NDG Netherlands

Institutional & Corporate Fundraising Committee

Institutional and Corporate fundraising is an important source of income for Niños de Guatemala. Based in the Netherlands, this fundraising committee works closely with the team in Guatemala to realise the most needed projects for the Guatemalan organisation.

In 2017 the Dutch committee for institutional and corporate fundraising has raised EUR 39,477 / USD 48,586. We have reached out to over 30 potential donors, of which 11 have made a contribution. The projects they contributed to range from furniture projects at our Basico and primary school Nuestro Futuro, as well as educational costs for our English language program.

We are proud to have engaged in four new partnerships last year. The other seven donors have supported us before and have continued their support. We consider this mix of new and retained donors a healthy basis towards the future.

Looking forward to 2018 we aim to increase our focus on corporate donors. In 2017 we have secured two donations from corporates, we wish to increase this number of collaborations.

Individual fundraising

2017 proved to be a very successful year, full of activities to raise funds for our programs in Guatemala. One of these successes was our annual run, the Dam tot Damloop. This year the committee engaged and motivated all 100 participants so well, that we managed to raise more funds than any other year. The funds were aimed for teacher’s salaries.

In addition the B2C committee, which started in 2016, became a mature committee and managed to make an enormous difference by engaging Dutch elementary and high schools. Fundraising events were organised at 8 schools, with the biggest success at “De Cirkel basisschool” in Amstelveen.

Over 25 volunteers who raised funds, organized events and promoted Niños de Guatemala in the Netherlands, 8 Dutch schools and almost 100 runners have supported our cause. We are very grateful to them for the efforts and dedication they show!
Friends of Niños de Guatemala - NDG USA

Friends of Niños de Guatemala had an exciting 2017 expanding our efforts here in the United States! Despite facing a number of setbacks and changes, the board put together some fun and unique fundraising events, including a Comedy Show, Art Benefit featuring local artists, a “Sprint for Schools” 5/10k fun run with over 120 registrants!, and a Día de los Muertos brunch with our super amigos at Leyenda.

We made some new friends, including support staff member Bart Valkhof, and helped raise additional awareness for the organization on social media. We’re looking forward to further growing our family in the year to come and raising additional support for our niños and niñas. We still have some of our super cozy crewneck sweatshirts for sale here in New York, so help us kick of 2018 right by ordering yours today! Email holley@ninosdeguatemala.org. Muchas gracias!
Financial Reports

Due to the growth of NDG, 2017 proved to be a challenging financial year. The number of students benefiting from our programs continue to grow with the incorporation of 25 new students every year. In addition, the increase in base salary to our Guatemalan staff, as well as our Basico school becoming fully operational since 2016, has had a significant impact on operational expenses.

Furthermore, it continues to be difficult to raise funds for operational costs versus incidental spending. As a result, a series of cost reduction were implemented in the operational budget for 2017, emphasizing in those areas where it is easier to obtain greater savings and less impact on the programs, which allow us to save over €150,000 over the year while maintaining all our programs.

2017 was our most successful year for our social enterprises that overall contributed with over €94,800 to the general budget. The Good Hotel in Antigua contributed with over €45,000 in its first year of operations, and Good Hotel London contributed with more than €18,000 corresponding with donations received from direct bookings. Cambio NDG was successfully renamed and is now legally registered to operate tours in Guatemala. As a result, the revenues for tours continue to grow, contributing with over €16,400 in 2017. Cambio NDG also donated over €7,100 in 2017 corresponding with benefits obtained in 2016, and assumed €8,388 in rent and other office expenses that otherwise would have to be covered by NDG.
Total Expenses

2017

Total Expenses € 598,576

Program

Fundraising

2016

Total Expenses € 746,563

Program Breakdown

2017

Education 70%
Food and Health 12%
Construction and furnishing 5%
Social Work 7%
Psychology 6%

2016

Education 48%
Food and Health 16%
Construction and furnishing 26%
Social Work 6%
Psychology 4%
Thank you!

We want to thank every partner, volunteer, worker, friend, sponsor, student and everyone who gets involved with Niños de Guatemala and help us break the cycle of poverty through education.
How to get involved

Donate
With your donation, you offer a better future and the chance to break free from the cycle of poverty. Use the donation form on the right to donate by PayPal, iDeal, Creditcard or Bank Transfer. If you would like to transfer your donation yourself to one of our accounts in the Netherlands, US or Guatemala, please use details and instructions on our website

[www.ninosdeguatemala.org/donate](http://www.ninosdeguatemala.org/donate)

Volunteer
Volunteer with us and make a lasting difference in our childrens’ lives! NDG’s motto has always been that everyone can do something. Dedicated volunteers are key to our mission of breaking the cycle of poverty through education in Guatemala.

You can be a volunteer in Guatemala, but you can also become a volunteer from home. If you are interested in more information about volunteering you can send an email to:

[volunteer@ninosdeguatemala.org](mailto:volunteer@ninosdeguatemala.org)

Sponsor a child
Become a Padrino today and bring lasting change to a child’s life! As a Padrino (sponsor), you not only provide education for a child, you also have the opportunity to become their mentor and friend. As many of our children are coming from unstable homes, Padrinos provide the support and motivation our students need to succeed in school and grow into capable and conscientious adults.

Become a sponsor today:
[www.ninosdeguatemala.org/padrino-program](http://www.ninosdeguatemala.org/padrino-program)
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