ANNUAL REPORT 2020
Dear Friends:

A recent UNICEF report indicates that the global Coronavirus pandemic has negatively impacted more than 1.6 billion school-age children. In Guatemala --with no access to the internet-- the majority of children were left to fend for themselves. Some of us at the head of educational projects have done what we can to stay in touch with our students, but it hasn’t been near enough. The educational and psychological void will be very difficult to fill once recovery begins.

Nevertheless, at NDG we are making the proverbial lemonade with the Corona lemons that have fallen on us. We have strengthened the bonds with many of our students and teachers, we have visited children in their homes, and we have distributed emergency food supplies to almost 300 families each month.

Furthermore, our schools are now moving toward blended education, using the advantages of information technology and online educational platforms to slowly shift to the so called ”flipped classroom”. Technology allows us to use computers to do what computers do best and humans to provide to our children warmth, human connection and interaction, guidance, mentoring and orientation. This can be a very significant pivot toward the education of the future. Does this sound pretentious? Yes, it does. But that does not mean it’s impossible!
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.
During 2020 School year started as a normal year with a lot of expectations and small successes, however, on March the schools had to adapt to the Government regulations established due to the emergency of the Covid-19 Pandemia, Guatemala as other countries were not prepared for these measures and to date has been a challenge for our students, teachers, and community in general. Our teaching programs were closed and we remain to provide education via printed guides with the assistance of the parents.
Our regular programs stopped working after March 2020 and we focused our efforts on guaranteeing the health and education of students and their families, it was very important for families who lost their source of work or jobs during the pandemic. We handed out bags with food to support the feeding of families in need. In 2020 we delivered 2,229 bags of supplies for our families.

<table>
<thead>
<tr>
<th>School</th>
<th>Families</th>
<th>Bags of Food</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nuestro Futuro School</td>
<td>97</td>
<td>801</td>
</tr>
<tr>
<td>NF Secondary School</td>
<td>70</td>
<td>619</td>
</tr>
<tr>
<td>El Porvenir School</td>
<td>95</td>
<td>809</td>
</tr>
</tbody>
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Due to COVID 19 the schools had to start to use printed study guides for every student to guarantee the home learning process. This method is the only resource we have on hand, however the Fundraising Dept. has started to launch a Tablets Donation campaign to help students to learn online. This project was started with the secondary school and during 2020 a group of students started to learn on line with the Zunun platform and other digital resources. This campaign will continue during 2021 to guarantee that we get devices for all the students in the secondary school.

The psychology department of each of the schools was essential to be able to provide psychological support by telephone to all the families, since many of them suffered panic and stress due to the pandemic. Our social work department was also very important since it kept the medical and economical information of each family updated to provide the appropriate support. Our teachers and staff was also part of this services due to the situation.

A very important resource that the schools are using to keep updated was the different trainings they received on line during the year to keep them motivated to learn constantly. The students at home were in charge to complete the guides of study and to send with their parents the exercises and homework detailed in the guides, many students were in need of support and the teachers are always available on the phone to solve any questions or comments. For students was very important to participate in activities and exercise constantly from home, the teachers included in the printed guides a variety of activities to keep them in constant movement at home.
SPONSORSHIP

- **3 SPONSORSHIP CAMPAIGNS**
- **$210,668 RAISED IN 2020**
- **161 LETTERS OF SPONSORS**
- **9 VISITS OF SPONSORS**
- **344 SPONSORS IN TOTAL**
SPONSORSHIP PROGRAM

SOURCES

- Referred: 28.6%
- Communications: 23.5%
- NL Offices: 10.2%
- Anonymous: 2%
- Volunteers: 6.1%
- Good Hotel: 12.2%
- Sponsorship: 9.2%
- Social Business: 8.2%

45 NEW SPONSORS
COMMUNICATIONS

14 SUCCESSFUL DIGITAL CAMPAIGNS

2170 SOCIAL NETWORK POSTS

$20,000 FUNDRAISED ON LINE
FUNDRAISING

US$62,167 RAISED IN 2020

US$42,946
Extra COVID Donations

US$1,652
In Kind Donations

US$781
Little by Little Campaign

US$11,633
Giving Tuesday Campaign

US$6,805
Amigo Program and Other Platforms
GROUPS AND VOLUNTEERS

5 GROUPS DURING JAN/FEB

9 INTERNATIONAL VOLUNTEERS IN JAN/FEB
The Volunteer Department was unable to continue operations after March 2020 and Social Business took over the communications with the volunteers. During the rest of 2020 it was impossible to receive volunteers due to COVID restrictions.
The Social Business Department had to redesign the services to provide only online services. The groups that have programmed their trips for the rest of 2020 had to cancel and the tour operator had to close during the year. The tour operator was unable to offer services due to Covid restrictions. The Social Businesses had to let go all of their staff, only the Managing area remained to start a digital transition of the applicable services.
The Spanish School provided in-person services during January and February 2020 and after the Covid restrictions were applied we focused all the sales efforts to a digital format. The Spanish teachers had to re-learn the Spanish education since this time the challenge was to do it on on-line platforms, they received support and tutoring to be able to provide the service and by the end of April our services were totally digital, during the rest of the year we received a low but constant monthly income that has contributed to lower the looses that the closure caused.
FINANCES

EXPENSES

- Salaries 74.3%
- Food and Health 7.9%
- Educative Materials 5%
- Administrative Expenses 3%
- Other 3%
- Educational Programs 4.8%
- Social Business 2%

REVENUE

- Sponsorship 43%
- Netherlands Donation 37%
- Good Hotel 5%
- Fundraising 12%
- Schools 2%
FINANCES

INCOME VRS EXPENSES

Expenses 51.3%

Income 48.7%
HOW TO CONTRIBUTE

Volunteer

Volunteer with us and make an impact in our schools. For us; volunteers are key to our mission of breaking the cycle of poverty through education in Guatemala. You can be a volunteer in Guatemala, we need you.

Sponsor

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.

Donate

With your donation, you offer a better future and the chance to break free from the cycle of poverty. You can donate to one of our accounts in the Netherlands, US or Guatemala,

Contact us: info@ninosdeguatemala.org