

VISEDAL Partnership 2017 Annual Report

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Summary

2017 Highlights

- Expanded the VISEDAL family
- Established enriching partnerships in Managua
- Celebrated academic success
- Enhanced support for our scholars
- Hosted a successful Fiesta Fundraiser Dinner

2017 Challenges

- Removal of scholars from program
- Difficult family situations
- Launching workshops for scholars' families

2017 Financial Summary

- **Revenue:** \$67,120
- **Expenses:** \$60,963

2018 Goals

- Improve attendance at Casa VISEDAL
- Enhance academic support
- Reestablish consistent psychological service offerings
- Better engage families of VISEDAL scholars
- Increase optional spiritual guidance offerings
- Establish additional NGO partnerships
- Perform community service with scholars
- Enhance career support
- Add to our Board of Directors

Scholar Statistics

21 scholars (ages 8–25)

10 boys, 11 girls

4 college and post-secondary students

7 high school students

10 primary school students

Find us online:



Highlights

Expanded the VISEDAL Family

- We welcomed 7 new scholars.
- We hired Patricia González to support our staff and scholars at Casa VISEDAL.
- We welcomed our first Nicaraguan board member, Maria Camila Peralta, who works directly with our staff and scholars in Managua and provides critical perspective to our organization.

Established Enriching Partnerships in Managua

- We partnered with Teaching English as a Second Language students from la Universidad Centroamericana de Nicaragua (la UCA) to develop an English program for our scholars. Classes will start in 2018.
- We partnered with social work students from la UCA to study the social and economic elements of a neighborhood in which many of our scholars live.
- We established various volunteer partnerships in Nicaragua, including partnerships with students from la UCA who provide workshops for our scholars.

Celebrated Academic Success

- Every VISEDAL scholar who remained in our program for the year completed his or her academic year.
- Kevin David graduated from high school and was accepted to college!

Enhanced Support for Our Scholars

- We switched from providing food stipends to food packages to ensure our scholars receive proper nutrition.
- We began providing self-esteem-building workshops for our scholars.
- We added tutoring sessions for our scholars.
- We facilitated vocational testing for scholars who graduated from high school.

Hosted a Successful Fiesta Fundraiser Dinner

- We welcomed nearly 150 guests to our Fiesta Fundraiser Dinner, at which we raised more than \$21,000 and added 10 new sponsors.

Scholar Statistics

21 scholars (ages 8–25)

10 boys, 11 girls

4 college and post-secondary students

7 high school students

10 primary school students

Challenges

Removal of Scholars from Program

We dismissed several scholars from our program in 2017. Many of these scholars were no longer meeting the requirements for program inclusion; most frequently, poor school attendance was the issue. We also had to remove several scholars due to actions taken by their family members that negatively affected scholars and our staff. We were devastated to remove these scholars from VISEDAL, but we knew it was necessary, particularly for the safety of our staff.

These scholar departures led us to think deeply about how we can better support our scholars and work with their families, and this renewed focus is reflected in our goals for 2018.

Difficult Family Situations

Our scholars and staff navigated multiple challenging episodes with our scholars' families. Intra-family violence, neglect, and poor decisions put certain scholars in extremely difficult scenarios. In the midst of these often heartbreaking and frustrating situations, we are proud of our staff for going above and beyond in their support for our scholars. Our staff continues to do everything possible to help our scholars succeed.

Launching Workshops for Scholars' Families

While workshops for scholars have been well attended and received positive feedback from scholars, hosting workshops for the families of scholars has been a challenge. Primarily, many scholars' parents are unable to attend workshops because they need to work or tend to their homes during the day. However, we have been able to engage parents in beneficial discussions during their monthly visits to our facility, during which they pick up their children's food packages.

Evaluating Progress toward Our 2017 Goals

Launch Baltimore Student Internship Program

2017 Goal: Building on the success of the 2016 Maryvale internship program, we developed a broader initiative that provides opportunities for additional Baltimore-area high school students to engage in meaningful service to VISEDAL scholars while also honing their leadership skills. In addition, the program helps students learn about nonprofit operations, develop relationships with VISEDAL scholars, and prepare for a potential trip to Nicaragua.

- *Specific 2017 Goal: Partner with Maryvale and one additional school by December 31, 2017.*

Review of 2017 Progress: We successfully partnered with Maryvale again, but we did not connect with any other schools. As we reevaluated our staff's capacity, we determined that focusing on other initiatives would lead to more benefits for our scholars.

Switch from Providing Food Stipends to Food Packages

2017 Goal: Since our founding, we have provided a monthly food stipend to each scholar. In 2017, we will switch to providing actual bundles of food to each scholar. We are making this change to prevent misuse of food stipends and to buy food items in bulk at reduced prices. Our College Scholars will assist in preparing the food packages.

- *Specific 2017 Goal: Switch to providing food bundles by March 1, 2017.*

Review of 2017 Progress: We switched to food bundles in February 2017.

Establish Fundraising and Volunteer Partnerships in Nicaragua

2017 Goal: Our staff will pursue partnerships with local universities, government agencies, companies, and individuals in Nicaragua. For example, we would love to have volunteers lead sessions on topics such as sexual education, drug abuse, and women's rights.

- *Specific 2017 Goal: Establish two partnerships in Nicaragua by December 31, 2017.*

Review of 2017 Progress: We established fruitful partnerships with three groups from universities in Managua. These groups helped us provide workshops for our scholars and better understand our scholars' living situations. We are further strengthening these partnerships in 2018.

Increase U.S. Corporate and Individual Fundraising Capabilities

2017 Goal: We are increasing our focus on financially partnering with companies and individuals in the United States. Members of our board of directors will develop a strategic plan, including communications materials, to reach new potential donors. While we will continue our successful delectable treat fundraising sales, we believe emphasizing direct donations will lead to more efficient fundraising efforts.

- *Specific 2017 Goals:*
 - *Members of our board of directors will develop new ideas, including communications materials, to reach new potential donors, by December 31, 2017.*
 - *Raise \$12,000 through our Fiesta Fundraiser in November 2017. As part of these efforts, recruit 2+ corporate sponsors for the event.*

Review of 2017 Progress:

- We decided to use our Fiesta Fundraiser as a focal point for attracting individual sponsors, and we acquired 10 new scholar sponsors at the event.

- We introduced additional monthly donation amount options to reach more potential donors.
- We raised \$21,000 at our Fiesta, with contributions from four VIP corporate sponsors and five supporting sponsors.

Foster Deeper Relationships with Our Scholars' Parents

2017 Goal: We recognize the importance of our scholars' parents in our scholars' lives. We will strengthen our relationships with VISEDAL parents to increase our understanding of each scholar's situation, which will allow us to better tailor our support. In addition, we want to help VISEDAL parents increase their commitment to helping their children succeed.

- *Specific 2017 Goal: Establish regular parent-focused sessions with staff by December 31, 2017.*

Review of 2017 Progress: We held several workshops for parents during 2017; however, it was difficult to host regularly scheduled workshops because many scholars' parents needed to work or tend to their homes during the day and were thus unable to attend. However, we have been able to engage parents in beneficial discussions during their monthly visits to our facility, during which they pick up their children's food packages.

Add to Our Board of Directors

2017 Goal: We are looking to add a few individuals to our board, as a handful of directors rotated off the board in recent periods. We aim to recruit people who are passionate about helping youth succeed and whose skills and experience could advance our mission.

- *Specific 2017 Goal: Add 2–3 new board members by July 2017.*

Review of 2017 Progress: We added one board member in 2017, and we aim to add one more in 2018.

2018 Goals

Improve Attendance at Casa VISEDAL

Scholar attendance at Casa VISEDAL has been good, but we are always looking for ways to draw scholars to our facility more frequently.

- *Specific 2018 Goal(s):*
 - *Continue to increase visits through English courses, workshops and volunteering activities.*

Enhance Academic Support

We increased our tutoring support in 2017, and we are looking to provide even more academic support in 2018.

- *Specific 2018 Goal(s):*
 - *Organize additional tutoring for scholars with college students from la UCA and volunteers from various professions.*

Reestablish Consistent Psychological Service Offerings

As part of our staffing changes, we no longer employ a full-time psychologist. We believe optional psychological services are a tremendous resource, and we aim to again offer this support for all interested scholars.

- *Specific 2018 Goal(s):*
 - *Partner with a psychologist who provides ongoing support to our scholars by June 30, 2018.*
 - *Secure sufficient funding for all scholars to be able to receive psychological assistance, if desired, by December 31, 2018.*

Better Engage Families of VISEDAL Scholars

We have had some difficulty in engaging the families of our scholars in the program, and we hope to provide better avenues for fostering greater connections between VISEDAL and our scholars' families.

- *Specific 2018 Goal(s):*
 - *Organize more activities geared toward including scholars and their families.*
 - *Schedule activities on days when the scholars' families are better able to attend, such as on the days we distribute food packages.*
 - *Host at least one monthly workshop on topics such as family relationships, the importance of family involvement in scholars' professional success, and additional topics proposed by scholars and their parents.*

Increase Optional Spiritual Guidance Offerings

We have inconsistently offered optional spiritual guidance opportunities in the past, and we are looking to provide more regular opportunities for our scholars.

- *Specific 2018 Goal(s):*
 - *Provide regular spiritual workshops, along with discussions on peace within family relationships to address intra-family violence.*

Establish Additional NGO Partnerships

We have greatly benefited from our current partnerships with NGOs and universities, and we believe additional partnerships could help us further support our scholars.

- *Specific 2018 Goal(s):*
 - *Develop an English-language program for our scholars with the support of students from la UCA.*
 - *Partner with el CEPREV (Center for the Prevention of Violence) to hold workshops and conferences regarding domestic violence.*
 - *Partner with María Elena Cuadra, a nonprofit that aids victims of domestic violence, to ensure our scholars and their families have a means to report acts of domestic violence.*

Perform Community Service with Scholars

We want to more consistently provide community service opportunities for our scholars so they can participate in the joy of giving back.

- *Specific 2018 Goal(s): VISEDAL scholars perform community service activities, such as volunteering at retirement centers, hospitals, and impoverished communities to provide food.*

Enhance Career Support

We would like to provide our scholars with more opportunities to gain work experience.

- *Specific 2018 Goal: Partner with at least one job platform or private enterprise by December 31, 2018.*

Add to Our Board of Directors

We are looking to add perspectives to our Board.

- *Specific 2018 Goal: Add at least one member to our Board of Directors by December 31, 2018.*

Fundraising and Volunteer Efforts

Fiesta Fundraising Dinner

We are thankful for everyone who joined us on November 4, 2017, for our Fiesta. It was wonderful to celebrate 10 years of empowering Nicaraguan youth to become leaders in their families and communities! Thanks to the generosity of our attendees, we raised \$21,000. We were also thrilled to recruit 10 new scholar sponsors! Photos of the evening, courtesy of [Bigote Studios](#), can be found [here](#).

Delectable Treat Sales

Delectable treat sales remained strong, although our in-person craft fair sales have fallen from past years. This is not entirely surprising, as we have seen an overall drop in traffic at craft sales over the last decade. Going forward, we will focus on our corporate client sales, which we have found to be more efficient fundraising activities than craft fairs.

Handcraft Sales

We continued to raise critical funds through our handcraft sales, driven by **a record \$2,497 in revenue from our [Etsy shop](#)** and solid in-person sales. Thanks to the generosity of Leslie Vitano, who makes the handcrafts and donates all proceeds to VISEDAL, we will continue to pursue this fundraising avenue in 2018.

Maryvale Preparatory School Internship Program

We are grateful to the 11 students from Maryvale Preparatory School who participated in our summer internship program. These students helped us in many ways:

- Encouraged our scholars through Skype discussions and letters
- Created a video that we showed at our Fiesta
- Solicited silent auction items and helped prepare for our Fiesta
- Designed our Fiesta invitations
- Researched life in Nicaragua and similar nonprofit organizations in Nicaragua

Financial Summary

Donors: 108

Revenue: \$67,120

Expenses: \$60,963

Net Income: \$6,157

Financial Obligations: VISEDAL has no financial obligations (e.g., loans, debts).

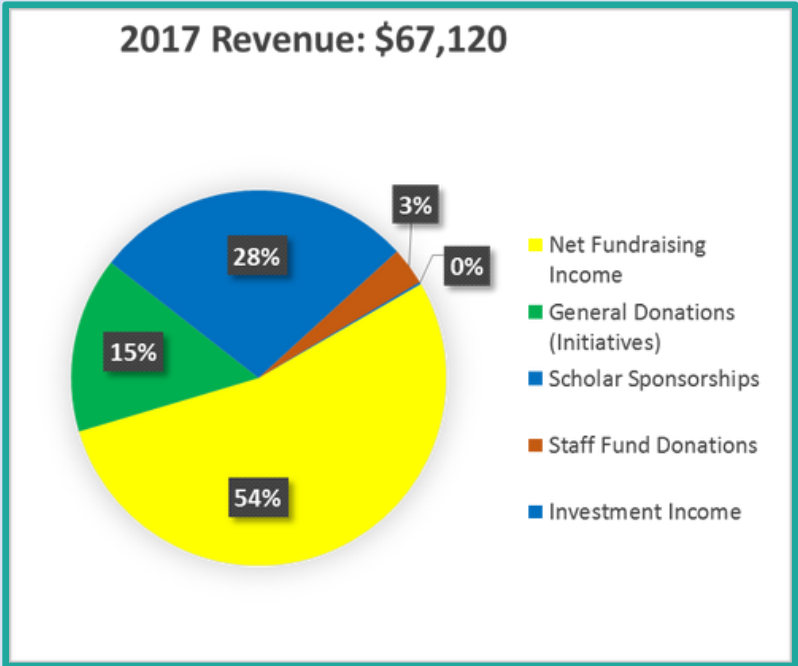
For additional details, please visit [our website](#).

Comparative Profit/Loss Statement

Income							
		2012	2013	2014	2015	2016	2017
Charitable Donations	\$	27,338	\$ 26,231	\$ 37,538	\$ 33,309	\$ 40,233	\$ 30,930
Net Fundraising Income	\$	4,225	\$ 19,794	\$ 13,687	\$ 22,418	\$ 15,469	\$ 36,065
Investment Income						\$ 331	\$ 125
Total Income	\$	31,563	\$ 46,025	\$ 51,225	\$ 55,727	\$ 56,033	\$ 67,120
Expenses							
Direct Program Expenses	\$	15,678	\$ 21,519	\$ 39,660	\$ 46,310	\$ 52,523	\$ 55,282
Administrative Expenses	\$	562	\$ 899	\$ 813	\$ 769	\$ 1,203	\$ 408
Money Transfer and U.S. Legal, Insurance, and Tax Expenses	\$	1,357	\$ 710	\$ 2,842	\$ 5,916	\$ 6,351	\$ 4,448
Other Expenses	\$	1,274	\$ 605	\$ 317	\$ 218	\$ 77	\$ 825
Total Expenses	\$	18,871	\$ 23,733	\$ 43,632	\$ 53,213	\$ 60,154	\$ 60,963
Net Income	\$	12,692	\$ 22,292	\$ 7,593	\$ 2,514	\$ (4,121)	\$ 6,157
		2012	2013	2014	2015	2016	2017
Direct Program Expenses as a Percentage of Overall Expenses		83%	91%	91%	87%	87%	91%

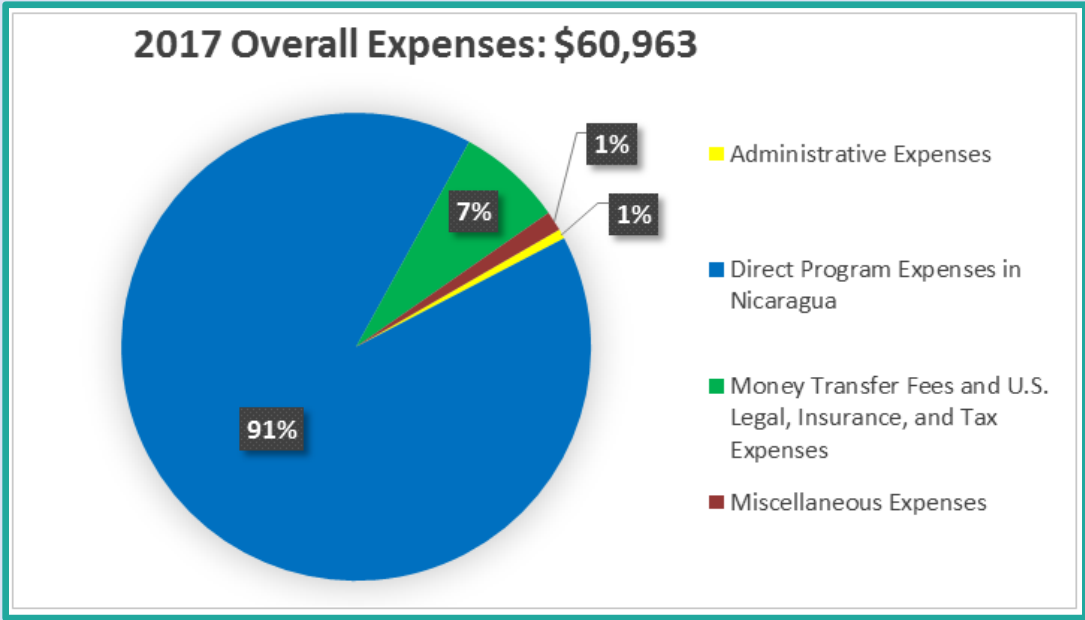
*Starting in 2018, we included legal expenses in Nicaragua in "Direct Program Expenses" and changed "Money Transfer, Legal, Insurance, and Tax Expenses" to "Money Transfer and U.S. Legal, Insurance, and Tax Expenses." In prior years, legal expenses in Nicaragua were rather small, but they have grown after we became an official NGO in Nicaragua due to compliance and accounting costs. Therefore, we decided to separate them from U.S. legal expenses.

Sources of Revenue



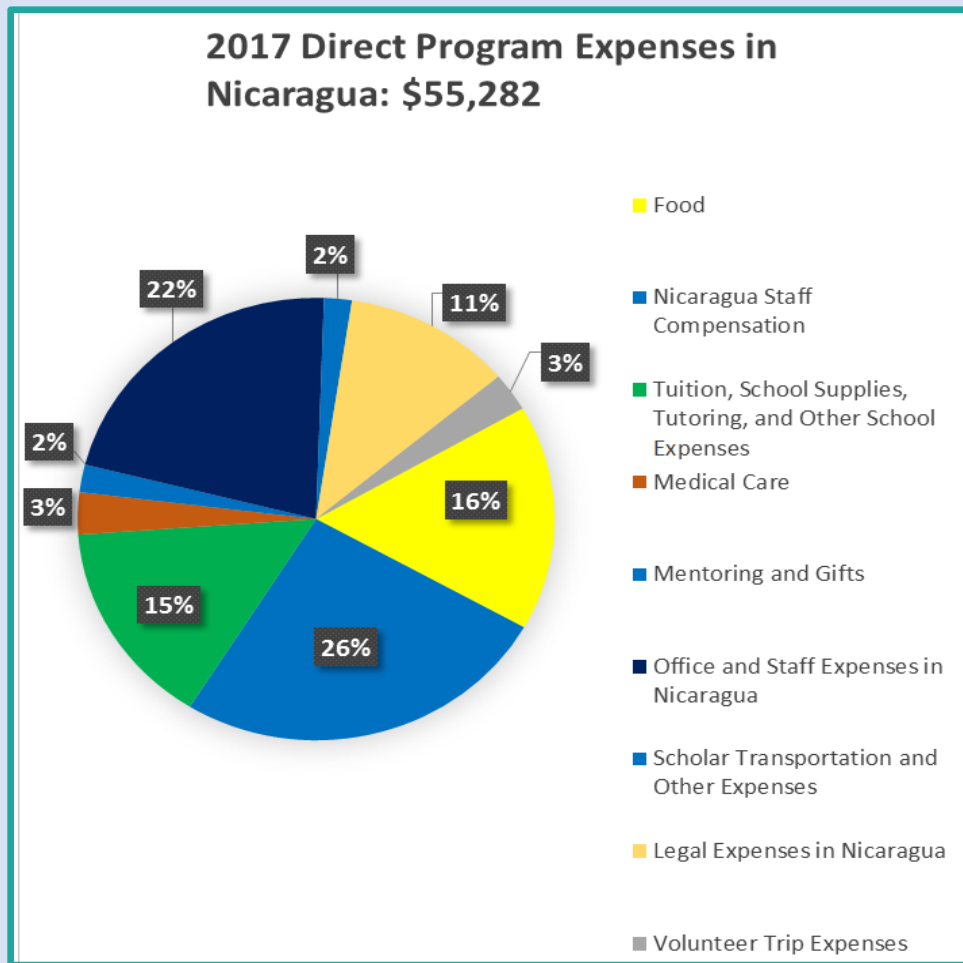
- Fundraising surged in 2017 due to our successful Fiesta Fundraiser Dinner, at which we raised \$21,000!
- General donations slipped from 2016, as we focused on the Fiesta Fundraiser Dinner rather than our traditional year-end donation request.

Overall Expenses



- **91%** of our expenditures were Direct Program Expenses in Nicaragua.

Direct Program Expenses



- For the first time, we provided regular bus fare for our scholars so that they could visit Casa VISEDAL more frequently.
- We incurred higher-than-expected legal costs in Nicaragua related to compliance and accounting requirements.

Staff

Gema Bendaña, Country Director



Patricia González, Casa VISEDAL Concierge



Daniel Schutrum-Boward, Vice President



Dylan Waugh, Founder and President



Board of Directors

Mike Harrigan



Tom Hirsch



Maria Camila Peralta



Tom Randisi



Susan Schutrum



Emily Waugh



Marianne Waugh, Secretary



Gary Waugh, Treasurer

