

### Esperanza Project - Sustainable development in villages of Chimborazo Province

DESCRIPTION OF THE MAIN ACTIVITIES CARRIED	NUMBER OF BENEFICIARIES	AMOUNT \$
<b>Construction of 8 family bathrooms and 8 laundries in the village of Cagrín Buena Fé.</b> We have continued our efforts to improve the sanitary conditions in the area where we work, funding and coordinating the construction of bathrooms and laundries. These are built with local labor and with the cooperation of the beneficiary families, who contribute 10% of the cost of each unit.	8 families	<b>10,449.00</b>
<b>Construction of 33 family bathrooms and 31 laundries in the village of Chacabamba Chico Cagrín.</b> The project started just before the end of the year and will continue in early 2013. The funds required for this project has been made available thanks to the "5 per Thousand" Italian tax return project, which in 2012 was 20,125 euros (reported tax year 2010). <b>161 toilets</b> have been completed in the area now.	33 families	<b>20,957.00</b>
<b>Project to improve the system of aqueducts.</b> Thanks to the effective operation of the association "Surgentes", we were performed the works of improvement for the abstraction of water in Esperanza and made studies for future projects in the area.	60 families	<b>1,817.00</b>



One of the family bathrooms built in Cagrín Buena Fé



Hydrogeologists Surgentes to inspect a water tank

<b>Construction of a reservoir and pumping system</b> in the Institute "Oswaldo Guayasamin" of Secao (Province of Chimborazo). The work will be completed in January 2013.	400 students	<b>596.00</b>
<b>Community Bank "Ñukanchik Kawsay".</b> Our co-operative bank continues its successful work, taking deposits and providing micro-loans to the residents of Esperanza. During 2012 we saw an increase in deposits, with \$9,000 put into savings. This allowed us to provide access to credit to 15 new customers from a nearby village.	500 people	<b>9,366.00</b>

**Ecological House:** We began operating a disposal facility in Esperanza, in which metal, glass, and plastic are accepted for recycling, and other waste is incinerated.

350 people

1,269.00



The tank that will be used to provide water to the Institute "Oswaldo Guayasamin" in Secao (Chimborazo)



The ecological house of Esperanza, where recycling and incineration take place.

**Cooperation agreement with FUNORSAL**, an organization from the town of Salinas, which has been active for decades in sustainable development projects in the province of Bolívar. Thanks to the inspiration and to the work of Padre Antonio Polo, the province is undergoing a remarkable transformation, based on cooperatives which make human welfare their priority. Cheese production has become one of the mainstays of the economy of Salinas. In Esperanza, we will begin to operate a dairy farm from 2013, which we hope will soon supply cheese to a Salinas cooperative which markets its products under the prestigious brand "Salinerito", which is found in supermarkets throughout Ecuador.

Our wool collection center continues to operate with optimism and satisfaction. Farmers from the area sell wool to us at a price which guarantees a living wage, which spares them having to take the wool to market in cities where they are often forced to accept much less. Raw wool from our collection is sent to Salinas to be spun.

**Christmas Party** at Esperanza, with the participation of 7 elementary schools in the area. On 21 December 2012, as usual, we have coordinated activities to celebrate with the children and their families on Christmas. We organized choirs, a dance competition, lunch, and finally a raffle with over 300 prizes.

Our volunteers during the year have partnered with local schools offering support during lessons. In Esperanza, we began to operate a small library, which occasionally shows films for children.

Thanks to the presence of our medical volunteers, it has been possible during the year to provide health care to the people of several communities of the Province of Chimborazo.



Enzo cure a bad sunburn



Richard visit a girl suffering from a heart disease

## Orphanage "Saint Vincent de Paul" in Quito and "Manuela Perez" in Ibarra

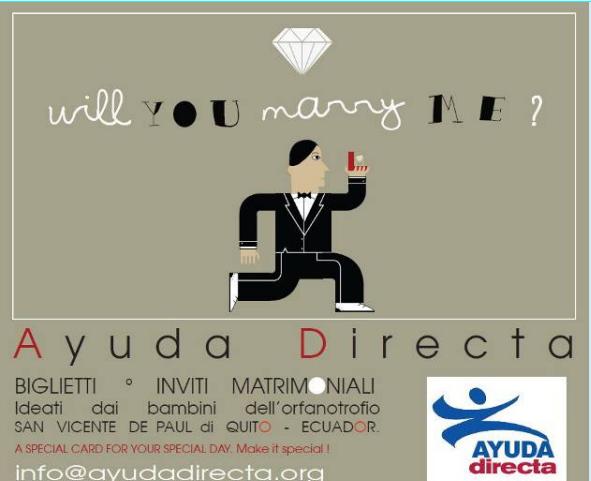
Thanks to the constant help of Susan Napolitano, we maintained our work with orphanages in Quito and Ibarra. Various recreational activities with the kids were organized, including dance classes and music, and a play on the subject of personal hygiene, thanks to the collaboration of the group of friends "Clowndestinos."

In recent months, with the help of the children and the teachers of the "Clase de Eventos y Protocol" of the University San Francisco de Quito, we organized 4 fund raisers for the renovation of classrooms of the orphanage of Saint Vicent de Paul. The total amount received was approximately \$ 9,000.

Thanks to donations received from friends near and far, we bought underwear and clothes for all the boys and girls.



Children of the Orphanage San Vicente de Paul, Quito



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2012 also offered a business opportunity for the children of Saint Vincent de Paul; they have designed and manufactured wedding announcements for some Italian friends. Anyone interested in this project can contact us by email [info@ayudadirecta.org](mailto:info@ayudadirecta.org)



Trip to a waterfall with some boys from the Orphanage

## Guagua Program - Support for Improvement in Education

The *Guagua* ('child' in Kichwa) program has been operating again, since December. Most *Guagua* funds have gone towards capital improvement in schools.

### Amounts invested in *Guagua* schools (in \$)

▪ Pinipala (Chimborazo)	<b>781.38</b>
▪ Esperanza (Chimborazo)	<b>7,507.55</b>
▪ San Carlos de Tipín (Chimborazo)	<b>3,486.91</b>
▪ Varaspamba (Chimborazo)	<b>607.99</b>
▪ Tepeyac Bajo (Chimborazo)	<b>2,861.94</b>
▪ Chacabamba Chico Cagrín (Chimborazo)	<b>3,449.41</b>
▪ Ambrosio Lasso (Chimborazo)	<b>6,243.76</b>
▪ Chisaló (Cotopaxi)	<b>1,240.00</b>

Nb: some investments are more significant than others; this is because work is done according to a schedule which is made at the beginning of the school year in conjunction with teachers and parents. In Pinipala, Varaspamba, and Chisaló, significant work was done in 2011, before the 2012 budget was available.

The *Guagua* program continues in the places it began: Chone, Esmeraldas, and Sigchos. In those sites, we continue to offer scholarships to individual students.

### DONATION INSTRUCTIONS

We invite supporters who want to send gifts to contact our office in Quito. It's more convenient and less expensive to acquire gifts in Ecuador and deliver them directly, given the cost of shipping and customs problems. Please contact directly the offices of Quito: [info@ayudadirecta.org](mailto:info@ayudadirecta.org)

Remember that in order to facilitate the payment of the annual scholarship fee, you can sign a direct debit account (R.I.D.). This system is free. If you have not already done so, ask for the form to our address: [info@ayudadirecta.org](mailto:info@ayudadirecta.org)

At the end of 2012 about 40% of supporters joined the online program, giving up physical delivery of letters. This of course reduces time and cost and speeds up our work. We invite those who have not yet done so, to ask for the activation codes to take advantage of this new service, by sending a message to: [info@ayudadirecta.org](mailto:info@ayudadirecta.org) and specifying whether it wishes to suspend physical sending of the letters (we will scan them and send you an electronic copy).



The new kitchen in Ambrosio Lasso (Canton Colta, Chimborazo)



On September 29, a grandstand was inaugurated in the school of Chacabamba Chico Cagrin (Canton Colta, Chimborazo)



During the summer months rooms have been renovated in Esperanza



The computer room of the school of Tepeyac Bajo



The "Condor Enamorado", an Andean legend, was staged in the month of December 2012



With theater actors of the group "Clowndestinos", we shared educational messages in all schools where we work

## Fund Raising Activities

The table below indicates that most funds come from activities organized by friends and volunteers, and by many people who continue to support us year after year. Thank you for your dedication and generosity!

DATE	DESCRIPTION	AMOUNT	
26/03/2012	Wedding of Francesca and Rocco	1,300.00 Euro	
26/04/2012	Wedding of Melissa Toniatti	300.00 Euro	
07/05/2012	Draftee 1966	1,000.00 Euro	
23/05/2012	The "Skieda de Un Olta", ski race organized in Oga (SO)	700.00 Euro	
22/07/2012	Flea market - Bormio (SO)	1,752.70 Euro	
12/08/2012	Flea market - Bormio (SO)	1,653.26 Euro	
29/10/2012	Draftee 1966	285.00 Euro	
22/11/2012	Bormiadi - Sporting event in teams - Bormio (SO)	2,500.00 Euro	
23/11/2012	Tax Refund "Cinque per Mille" for the year 2010 (779 accessions)	20,125.25 Euro	
11/12/2012	Benefit dinner in Montagna Valtellina (Sondrio)	2,935.00 Euro	
27/12/2012	Sertorelli Joinery	1,000.00 Euro	
31/12/2012	CD "Amando" by Sergio Fabian Lavia and Dilene Ferraz	2,122.38 Euro	
<b>Donations received at Ayuda Directa Germania</b>			
1/2012	Company e-domizil GmbH (Frankfurt)	5,200.00 Euro	
14/07/2012	Funrdaising wedding party Kerstin and Roland Wichmann	390.00 Euro	
12/2012	Company Erlebe Fernreisen GmbH (Weeze)	5,500.00 Euro	
<b>Donations received at our headquarters in Quito</b>			
05/06/2012	Reed College, Portland Oregon U.S.A.	\$ 1,564.00	
04/10/2012	Universidad S.Francisco de Quito, Clase de Eventos y Protocolo	\$ 8,948.55	



Sergio Fabian Lavia & Dilene Ferraz  
con Daniele Bogni, Cisco Portone e Francesco Prisco

The cover of the CD "Amando" by Sergio Lavia and Dilene Ferraz, a project that combines art and solidarity



"Bormiadi" has always been to support Ayuda Directa

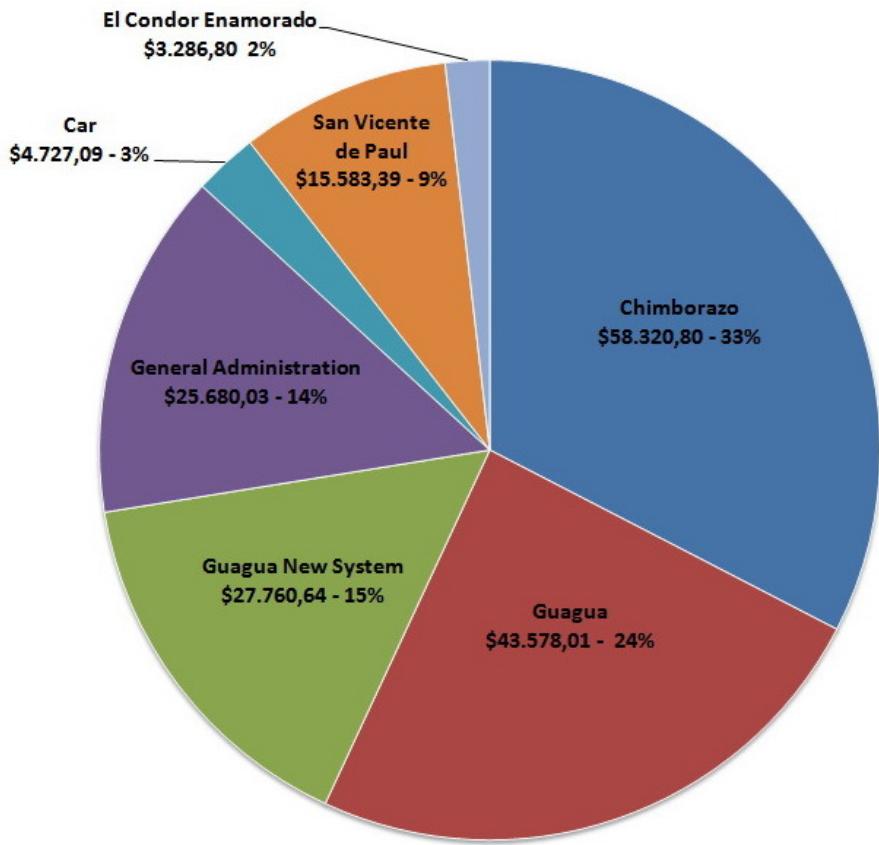


Students and professors of "Clase de Eventos y Protocolo de la Universidad S. Francisco de Quito", thanks to which it was collected almost \$ 9,000

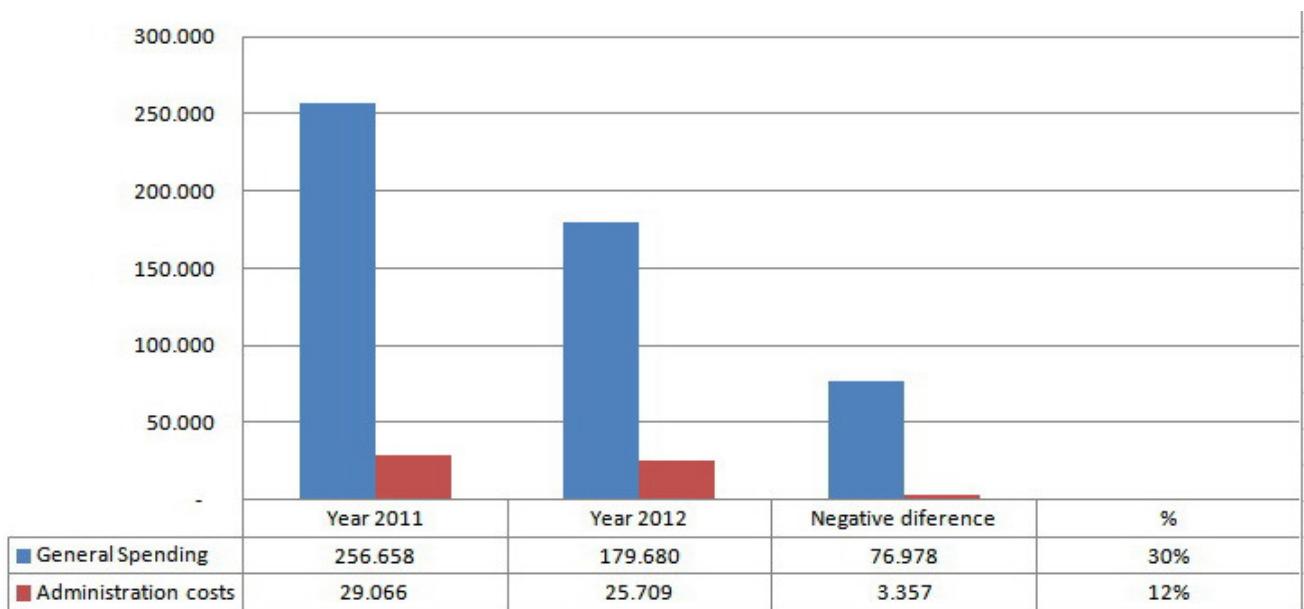
*Note: For privacy reasons we did not include the donations made in a personal capacity.*

## General Administration

In 2012 we invested \$ 179,680 in Ecuador, which at current exchange rates mean about 137,000 Euros, distributed in the various projects as indicated in the following graph:



Below is a table comparing the years 2011 and 2012:



From the above diagram you can clearly see that in 2012 the general spending of Ayuda Directa decreased by 30%, from \$ 256,658 in 2011 to \$ 179,680 in 2012. In fact, this has been a year of consolidation and completion of some activities, and a year which did not require special disbursements. The diagram also shows that the administrative costs decreased compared to last year, by \$ 3,357, or 12%. Those costs, which represent 14.29% of the total 2012 spending largely involve fixed costs necessary to maintain the organization. Recall that keeping these costs to a minimum is one of our priorities.

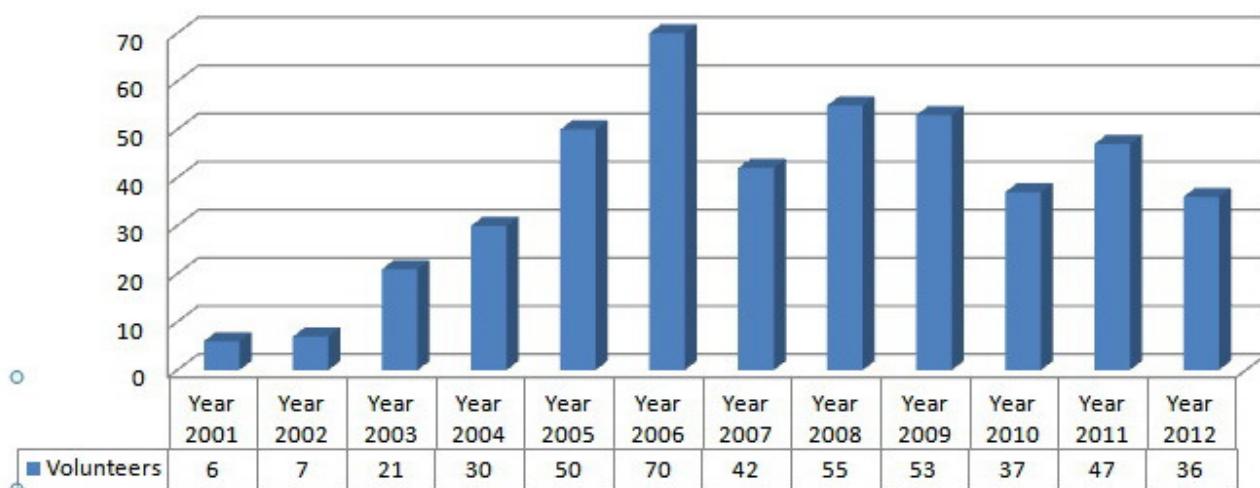
Below we point out the main components of administrative costs:

- ◊ \$ 17,309 salaries to our employees
- ◊ \$ 2,861 office rent and service charges
- ◊ \$ 1883 taxes
- ◊ \$ 1,619 accounting service
- ◊ \$ 982 expenses electricity, telephone and internet

## Staff and Volunteers

In 2012 we received **36 volunteers**. The German civil service volunteers are still present. In the summer period, 4 students from Reed College in Portland, Oregon USA participated actively in our projects, for a period of about three weeks. A big thank-you to all the volunteers who for reasons of space we cannot mention, but with whom we shared ideals and touching moments.

**Number of Volunteers**



Here is a table for our permanent staff in 2012:

Name and Surname	Period	Job
Raúl Román	All year	Veterinarian, Esperanza Project, Guagua Project
Nicole Testini	All year	Project Orphanage S. Vicente de Paul in Quito, Guagua Project, Office
Michele Urbani	All year	Administration, Treasury, Overall coordination

**CINQUE PER MILLE:** For 2010, 779 people have chosen to allocate the '5 per thousand' tax return amount to Ayuda Directa, for a total of 20,125 euros. This amount goes into our November books. Our tax code to indicate the donation is: **00788130144**

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To learn more, contact:

[mario.cola@ayudadirecta.org](mailto:mario.cola@ayudadirecta.org)

Ayuda Directa is part of the non-profit financial services organization **QUIDONAMAT** which enables holders of PagoBANCOMAT debit cards to make donations using ATMs located throughout Italy.

**AYUDA DIRECTA PHILOSOPHY**

*Ayuda Directa is an independent, non-profit, organization formed by a network of friends of different nationalities, which supports the development and improvement of the life conditions of people in an efficient, transparent, and sustainable way. At the same time, Ayuda Directa ensures that the benefits of its projects go directly towards beneficiaries. We use reliable methods that respect local and cultural values that contribute to human development, environmental awareness, and improving the quality of life.*

For more information,  
visit our website  
[www.ayudadirecta.org](http://www.ayudadirecta.org)

or contact us at our address  
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income statement of 2012, please  
request to our email address.

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