



Friends
of the Children of Venezuela

2 0 2 0

ANNUAL REPORT



ABOUT

Friends

OF THE CHILDREN
OF VENEZUELA



Values and guiding behavior

Mission

We are dedicated to the health, education and life of Venezuelan children. Through our 2 foundations in Venezuela, we identify the most urgent needs and ensure a strict monitoring and control - from delivery to reception to the correct administration - of the supplies and resources provided to treat, feed, and save lives of children under vulnerable conditions.

Vision

A solid, efficient, locally and internationally recognized and supported non-profit playing a major role in the health, life, education, and overall future of the underprivileged, and most vulnerable children in Venezuela.

Integrity & Transparency: We are accountable to each other, the people we serve, the different communities and entities to whom we transparently and ethically share our results, stories and lessons.

Commitment: We want to unlock the best of the human spirit to create impact. We are compassionate and sensitive. Every single day we live and breathe our mission.

Transformation: We believe in urgent action, in finding solutions, in finding ways to transform the world our children live in and we, as organization too.

Excellence: We challenge ourselves and those around us to do better, above and beyond and embrace learning in this process.





Dear Friends,

What an unprecedented 2020 that for many, it is not over. For those in Venezuela already struggling with a complex humanitarian crisis, it was inconceivable to have an additional crisis as a result of Covid-19. For those like Friends, working to alleviate the daily struggles of thousands of parents, children, teachers, and health care workers in vulnerable conditions, 2020 also confronted us with our capabilities to react, adapt, and continue moving forward.

At Friends, we believe this pandemic year showed us, until today, how vulnerable we are all despite some sense of stability and confidence. For our local teams, like for many of those in Venezuela, 2020 showed them how resilient and fearless they were, in the middle of a pandemic, to still ensure the education, nutrition and health of our children. Our admiration and gratitude for such devotion and heroic work.

As 2020 was forcing us to stay at home, working, studying or collaborating from a distance, we also saw new doors opening, with new partners and supporters that resulted in new grants and large individual donations. Friends has certainly earned a new level of trust and recognition, where current donors and partners stood by our side and for our children in Venezuela, and new "friends" recognized both our 2019 achievements and our legitimacy and capabilities to effectively execute major projects aiming at fighting the pandemic and certainly our ongoing programs.

Our work is far from over. We are all still fighting Covid-19 and a complex humanitarian crisis in Venezuela. We strongly believe that in 2021 new "friends" will join us in our mission to ensure the education, nutrition, and health of thousands of children in underprivileged, vulnerable conditions. Our commitment is also with our local teams, school teachers and principals, health care workers, and many others that also trust in us to accomplish their inspiring, courageous work.

Thanks to you and our children's smile, we remain strong and hopeful of better days to come.

Sincerely,
Alexandra Stelling



2020



EXECUTIVE SUMMARY

OUR IMPACT

8,979

children benefited from our program
at the pediatric hospital

+300

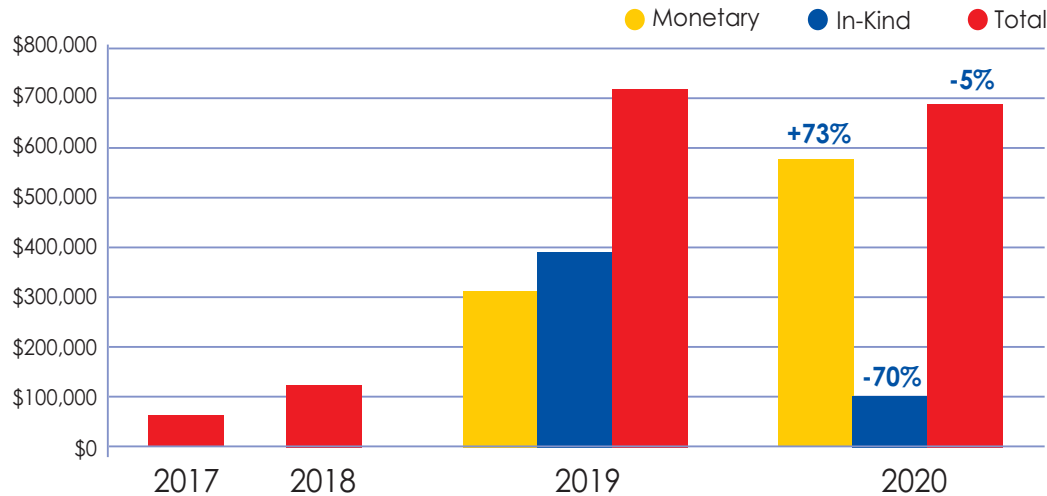
health care workers benefited
on a daily basis

1,810

nutritional meals served daily
for school-age children
and teachers

At least **90%** of all supplies & efforts to fight Covid-19 at the pediatric hospital came from Friends

TOTAL REVENUES



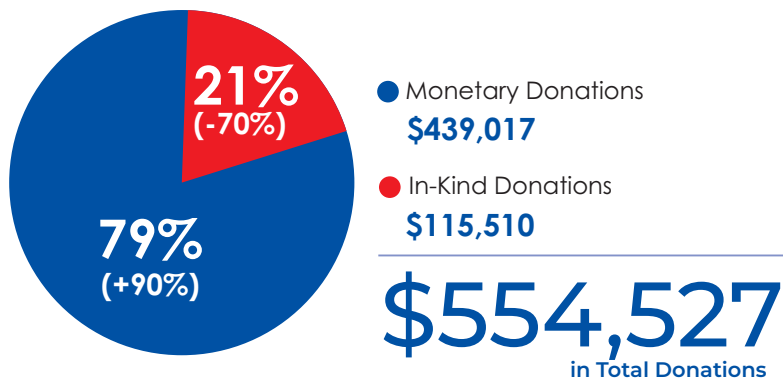
\$680,627

in Total Revenues*

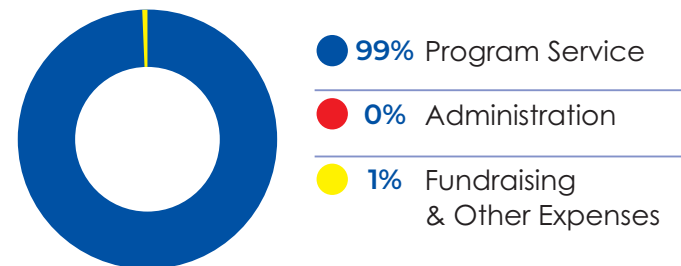
*Includes \$126,100 in "Other Contributions" raised and donated by the Board and exclusively allocated to cover administration expenses.

FRIENDS - TOTAL DONATIONS

(excluding "other contributions")



ALLOCATION OF MONETARY DONATIONS



Major levels of efficiency:

99 cents of every dollar Friends spent went directly to execute our programs and accomplish our mission

MAJOR NEWS



Friends continues being recognized for its transparency by GuideStar!

In 2019 Friends earned GuideStar's "Gold Seal" and demonstrated its commitment to transparency and built confidence among the organization and potential supporters.

In 2020 Friends continued working to ensure open, transparent information is the foundation of our supporters' confidence and the opportunity to further develop both a stronger relationship and joint work. As a result, **Friends earned the "Platinum Seal", GuideStar's highest level of recognition for its commitment to transparency and sharing its progress and results in important new ways** -moving way beyond simplistic financial ratios- to reflect the changes and the impact Friends is making in Venezuela.

Guidestar verifies that a recipient non-profit is established and that donated funds go where the donor intended for. Thus, it provides critical decision-making information to donors and 200+ charitable sites -including AmazonSmile, Facebook, and Network for Good-, all major U.S.-based donor-advised funds, some 10 million annual visitors to guidestar.org, dozens of online giving portals, among others.

Recognitions

Friends retained its "Superstar" status and 3 recognition badges on GlobalGiving



For most part of 2020, Friends managed to secure its privileged status, ranking position, and benefits associated with this. Thus, Friends reached a larger audience of donors that trust on GlobalGiving's rigorous vetting process, obtained its first monthly donors, and achieved a new level of support from both current and new donors, including organizations helped by GlobalGiving with their employee giving and CSR programs.

Friends is committed to a high level of activity, effectiveness, and engagement when it comes to the impact of its mission and overall reporting and working with GlobalGiving in order to continue securing both its recognition badges and status.

GlobalGiving is a global crowdfunding platform that in addition to its own specific criteria also vets based on transparency, accountability, finance, and compliance with local regulations and international philanthropic guidelines.

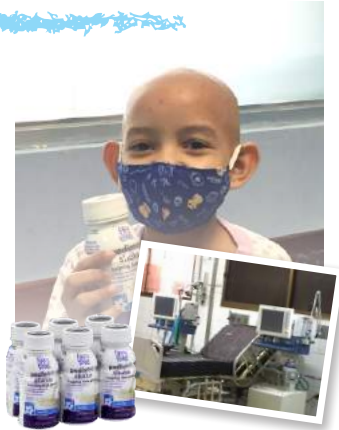


**FRIENDS IS COMMITTED
TO A HIGH LEVEL OF ACTIVITY,
EFFECTIVENESS, AND ENGAGEMENT**

PARTNERSHIPS



Another year making a major difference!



In 2019 International Aid vetted and made Friends one of its selected global partners, making an immediate impact on our programs. Thus, Friends was able to send to Venezuela a great selection of OTC medicines, nutritional supplements, and key medical supplies & equipment.

In 2020, International Aid and CURE International united to leverage their shared vision and unique competencies to maximize their ministry impact around the world. Friends once again benefited from this partnership and was able to send to Venezuela several pallets of baby formula, nutritional supplements, baby vitamins, and medicines that reinforced and secured the inventory levels needed for the year. Moreover, Friends accessed to key medical equipment, from oxygen regulators & flowmeters to hospital-grade blood pressure gauges, to even vital items highly in demand during the pandemic, such as oxygen tanks, a powered air-purifying respirator (PAPR) and ventilators.

All these items come to Friends at a very reduced fraction of the market value, thus, maximizing every single dollar from our donors and at the same time, enlarging Friends' impact by providing more vulnerable children with more and better medical attention and supplies.



A new grant entrusting Friends!

Early in the year and for a second year in a row, Anthony R. Abraham Foundation entrusted Friends with a \$50,000 grant that allowed us to strengthen our 2 ongoing programs.

The grant allocation included daily nutritional meals at Alimentando Futuros (30%) and a large selection of general and specialized medical supplies & equipment and even medicines and baby vitamins (70%) for the pediatric hospital Friends supports. The wide range of items purchased only reflects the deep and wide range of needs at this hospital: medical gowns, face masks, sterile gloves, suction and feeding tubes, physiological solution, flowmeters, burettes, cleaning and disinfecting solutions, hematology reagents, are just some of the items Friends was able to provide with.

As the pandemic started hitting all of us, a specific budget line, representing 26% of the overall grant, was created and exclusively allocated to help fight and prevent Covid-19, including digital infrared thermometers, digital fingertip pulse oximeters to measure a person's blood oxygen levels, surgical gowns and gloves, disposable face masks, among others.

Friends is greatly thankful to Anthony R. Abraham Foundation. This partnership honors both of our missions and encourages us to continue working for those in vulnerable and suffering situation.



A strategic, stronger partnership!



Friends' local presence, capabilities and overall work in 2019 executing in Venezuela IRC's sexual and reproductive health programs resulted in more of IRC's trust in 2020: \$254,918 in funds, a +98% increase compared to previous year.

In a pandemic year, \$35,319, about 14% of this grant, were exclusively allocated to purchase a large range and volumes of PPE (Personal Protection Equipment), sanitizing and disinfecting supplies. These and other funds to fight Covid-19 had a profound impact in Venezuela, as no country was prepared for a pandemic and some others were already facing collapsed health systems.

The mission of IRC is to help people whose lives and livelihoods are shattered by conflict and disaster to survive, recover and gain control of their future. All IRC programs are designed to achieve meaningful change in people's health, safety, education, economic well-being and ability to influence the decisions that affect their lives. It is no surprise that Friends' mission for the health, nutrition, and education of vulnerable children and their families in Venezuela has resulted in this strategic, stronger partnership.



Simón Bolívar Foundation

A new strategic partner in a pandemic year



The Simón Bolívar Foundation was established in 2006 as a 501(c)(3) non-profit, private entity and serves as a catalyst to transform lives by connecting and networking community members to take community action.

Following a diligent evaluation and application process, Friends was one of the several grantees to fight and prevent Covid-19 in Venezuela. The \$49,903 in funds were allocated to prevent, educate, protect, and strengthen health-care services & professionals, patients, personnel, and visitors at the pediatric hospital (supported by Friends).

An average of 280 health care workers per day and 950 pediatric patients per month were directly benefited from this major project on the second half of 2020 and whose impact expands into 2021 thanks to the wide selection, volume and nature of the items and initiatives considered for this project.

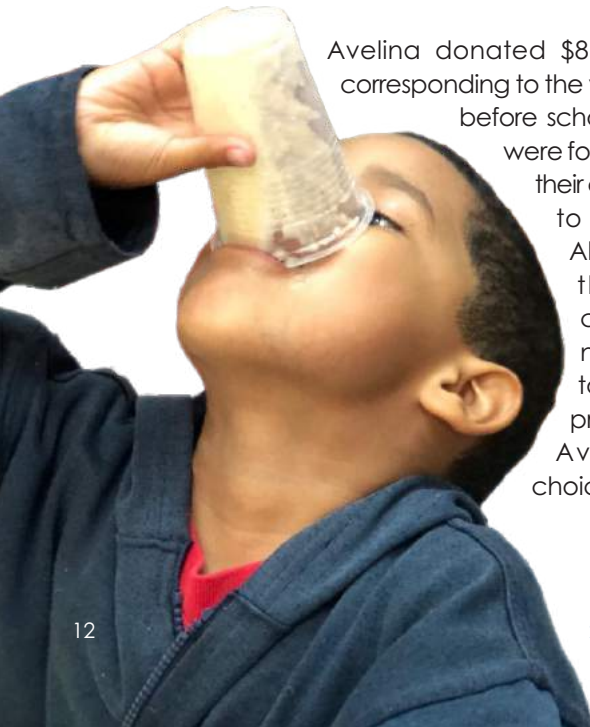
For instance, 50,262 units of PPE, including N95, disposable face masks, face shields, different types of gloves and medical clothing depending on protection level and usage; +500 units of cleansing supplies, from hand sanitizers, antibacterial liquid soaps, disinfecting bleach, an industrial sanitizing floor machine, to a cordless electrostatic disinfectant fogger sprayer, among others; medical equipment such as a powered air-purifying respirator (PAPR), 10 units of size E/680 liter aluminum oxygen tanks, 10 stand-alone, mobile blood pressure gauges, 20 dual scan ear & forehead child thermometers, and finally the implementation of several portable hand-wash stations & handout of thousands of education flyers on Covid-19.

avelina® **Delicious oatmeal from a committed ally**

Alimentando Futuros' meal program was born to ensure one meal for a child's education and is represented by delicious "arepas" prepared and cooked daily at the four public schools where it is present. The "arepas" include the four basic food groups in order to ensure the dietary and nutritional levels needed by any child and even more, underprivileged children whose parents unfortunately, many times, can not guarantee.

As hyperinflation and currency devaluation in Venezuela deepened and as a result, continued increasing the cost of food and certainly putting at risk the number of "arepas" budgeted and planned to support 1,810 school-age children and teachers, the support of allies such as Avelina (since May 2019) with its delicious, ease-to-prepare oatmeal made possible stretch the funds and cover most part of the 2019-2020 school year.

Avelina donated \$8,220 worth of its oatmeal, corresponding to the very first 3 months of 2020 and before schools and many organizations were forced to shut down or minimize their activities. Avelina is committed to continue supporting both Alimentando Futuros and the thousands of vulnerable children that enjoy its nutritional value and delicious taste. For us, we also value the practicality and versatility of Avelina oatmeal, a great choice for a daily meal program.



NUTRITION & MEDICAL PRODUCTS FOR A HEALTHIER LIFE

Standing by Friends and its mission!

As many corporations that dealt and were affected by the pandemic, Victus was no exception but still continued supporting and making a difference on Friends' mission. Although a small portion (23%) compared to 2019, in 2020 Victus donated \$36,754 worth of critical medical products, including highly specialized pulmonary artery catheters, enteral feeding bag sets in different sizes, tri ball respiratory exercisers (spirometers), neonatal feeding tubes, a variety of IV infusion products and accessories, among others.

Health care workers and everyone in the front line fighting Covid-19 had the support of Friends and its partners. Special grants and efforts were exclusively assigned to PPE and different sanitizing and disinfecting supplies, nevertheless, allies such as Victus are still critical to provide doctors and health professionals with hospital-grade products that have an impact on the way they effectively ensure and enhance the proper care of patients.



chamos
In Aid of the Children of Venezuela



Sharing with Friends, the love for Venezuelan children...

No matter the distance when your heart is with those still suffering the most. As a UK-based charity organization focused on the development and social transformation of Venezuelan children, Chamos Foundation has been working with reputable NGO's through education and healthcare programs. In 2019, Chamos contributed with thousands of daily meals to support Alimentando Futuros and large volumes of multivitamins for infants along the year which even covered part of 2020.

2020 was no exception even though schools eventually closed early in the year. Chamos contributed with \$6,817 in funds (30% of 2019 contribution) for Alimentando Futuros and \$17,891 worth of in-kind donations for both of Friends' programs. This donation included: a new large shipment of multivitamins +6 years old to offset the lack of energy and to contribute to bone growth; brand new shoes for school-age children; and water filter systems that also had a major impact on partnering schools.

It is also important to mention that Chamos joined forces with Alimentando Futuros, re-assigning funds to implement a "home schooling" plan conceived to support teachers, parents and certainly children at Niño Jesús de Praga school, by providing with mobile data plans and meals (for educators) and a kit of basic school supplies that parents would have not been able to afford on their own.



Caring for those who most need it

With strong ties with Venezuela, Nobis Foundation partnered with Alimentando Futuros since 2019 and was part of a major achievement, that is, 2 more schools added to our daily meal program in order to ensure more underprivileged children return and stay at school. In 2020, a new donation of \$5,000 continued supporting the daily meal program at U.E. "Niño Jesús de Praga" strengthening its commitment with the children and their education.

Concerned as many with the closing of schools and the lack of conditions for school teachers, parents and children to unexpectedly and forcibly adapt to the new reality of staying at home and deal with the (additional) challenges of "remote education" in Venezuela, Nobis also supported Alimentando Futuros' initiative to alleviate the daily struggles of all those included under this "home schooling" plan.

Friends is very thankful to Nobis' contribution, with both the daily meals and the funds that were re-assigned in 2020 to provide with mobile data plans and meals (for teachers) and the costly school supplies that have made a major difference for both parents and children.



PARTNERSHIPS



Transforming lives, education and the future of children...

Fundación Zamora Terán (FZT) is an organization inspired by childhood and passionate about the future. They want to help train children with the highest standards of educational quality, through the permanent development of training processes and teacher support, bringing each student and teacher technological tools that allow them to facilitate learning, and implementing sustainable infrastructure in any school.

During a pandemic year and concerned even more about the quality and future of the education in Venezuela, Alimentando Futuros resorted to FZT's expertise in 6 countries, 79 schools, working with 2,114 teachers and benefiting +65,000 children, to develop a pilot project named "Educando Futuros" that has earned the interest of several organizations and hopefully will be implemented in 2021.

"Educando Futuros" is a comprehensive and integrative educational program adapted to school-age children and the reality of their community, with the child and a computer at the center, and supported and integrated with training, assistance, and accompaniment of other actors of the program and key users of this educational tool, such as school teachers and principals, supervisors, volunteers and even parents.

It is not a computer project, but one of social equity, educational innovation, transformation, empowerment, in favor of a quality education and access to technology (in the teaching and learning process) and that involves an entire educational community with scarce resources.

Together we can change their world!



Bastion is a 501(c)(3) nonprofit organization that provides comprehensive support for education as the cornerstone of social development and personal growth, by partnering with nonprofits and philanthropists around the world to support projects that provide access to education and a suitable environment for learning.

After a rigorous vetting process, Alimentando Futuros was vetted and accepted at the end of 2020 as part of Bastion's partners. In referring to Alimentando Futuros' program, Cecilia Neher, Bastion's Managing Director, stated: "we strongly believe that we share the same vision, where we can work together to achieve a world where every child has access to education and lives in an environment that promotes learning. We would like to support your efforts and reinforce our commitment with Venezuelan students".

Friends is very thankful, excited and looking forward to the upcoming projects and initiatives for 2021 that both Alimentando Futuros and Bastion will be supporting so we all can say "together we are changing the world of underprivileged school-age children in Venezuela"





Recognizing education and valuing those in every endeavor

Fundación Autismo en Voz Alta is a non-governmental (NGO), non-profit organization (NPO) established in 2006 in Caracas, Venezuela. It started driven by a family's quest to integrate and educate people with autism and believing that education is an essential pillar for the development of an inclusive society and a contribution to the well-being of its members.

In late 2020, Fundación Autismo en Voz Alta recognized the inspiring, devoted work of educators under Alimentando Futuros "one meal for a child's education" program by giving them away hundreds of home and personal articles that many in Venezuela can not afford or simply consider a "luxury" as the priority is to put food on a table. These are the kinds of gestures that mean a world to someone who, despite the daily struggles, is devoted to children and their education.



Elephantito



Dressing our children with love...

Elephantito is a luxury children's wear brand known for tailored and wearable collections, top-quality fabrics, simple and elegant style and impeccable all-leather shoes. Established in 2004, it has been a key player in the high-end children's market for more than a decade and today is sold at more than 150 multi-brand luxury boutiques, department and on-line stores in US, Europe, Asia and Central America.

Elephantito "walks the walk" when it comes to service and giving back, specially with Venezuela in its heart. In addition to founders' own teens donating shoes to awesome, needy kids all over Latin America and Miami through the "Celebrating Childhood, one shoe at a time" program, this same program donated again in 2020, more than 400 pieces of brand new Elephantitos' shoes and clothing to children under our 2 programs in Venezuela.

We are grateful for having Elephantitos and its Celebrating Childhood Program as part of our efforts to also put a smile on our children.

A digital partner for a stronger virtual presence!

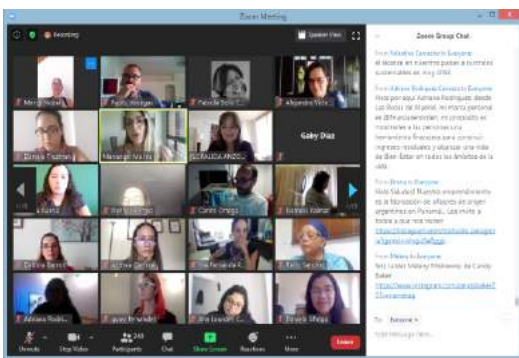
As many students started virtual education, organizations moved to a remote working model, and businesses relied more on social media and e-commerce platforms to deliver both services and products, Friends was no exception in facing 2020's challenges and demands.

Friends chose Verónica "Vero" Ruiz del Vizo, entrepreneur, speaker, and today CEO at Team Remoto and who 12 years ago founded her own agency that designed and executed digital marketing campaigns for worldwide brands (as Pepsi or DIAGEO) in Latin America and USA.

With +15 years of experience in the creative & digital strategy field, "Vero" and her Team Romoto led the efforts in the second half of 2020 to build more online presence and awareness, have a stronger positioning in the social media environment, and generate more

supporters for Friends through the creation of contents, the implementation of digital events and campaigns.

From a very creative, fun Halloween virtual event, "Help of Treat", that turned treats into donations for the health, nutrition and education of underprivileged



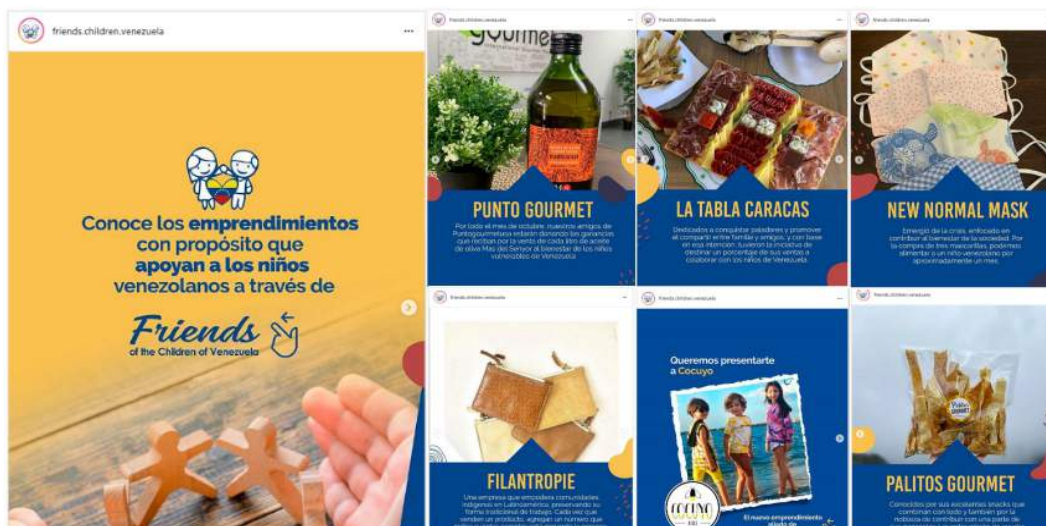
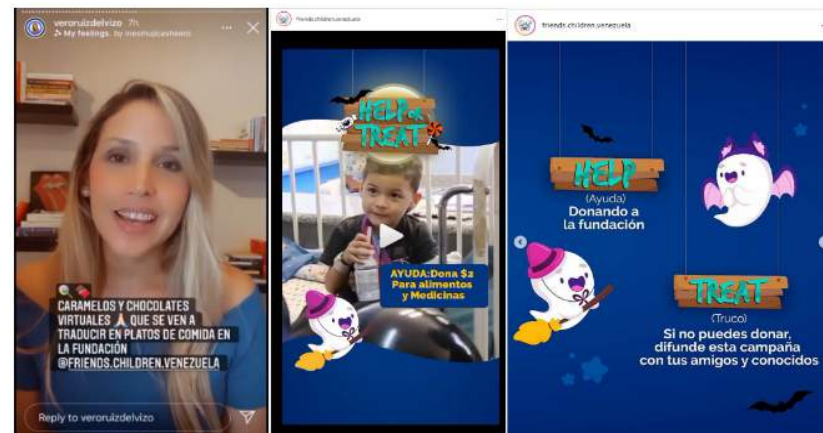
children in Venezuela, to the conception and implementation of a well-received social responsibility & donation program, "Entrepreneurs with Purpose", Team Remoto has helped Friends to build the foundation for a bigger community of supporters, advocates, and donors.

"Entrepreneurs with Purpose" was first born in September with an online conference on how to make a business stand out in society. The free online event was hosted by Floralicía Anzola, a journalist, producer and storyteller for entrepreneurs, who was joined by ¹Mariangel Molina and ²Alejandra Gonzalez, two recognized speakers covering topics such as new ventures, social responsibility, the benefits of connecting with and attracting consumers who want to make a positive difference with their purchases, etc.

By the end of 2020, "Entrepreneurs with Purpose" had attracted and allowed several entrepreneurs to support a cause, partner with Friends' mission, and even have a lasting impact on sales as their consumers felt being philanthropist while doing something as simple as buying the entrepreneurs' products. Whether a percentage of sales or a fixed \$ amount every time a product is purchased, current participating brands and their consumers have made a significant impact on vulnerable children in Venezuela.

91% of consumers expect companies to do more than just make a profit: They need to act responsibly and address issues. Consumers also do not believe companies are acting responsibly until they hear communications otherwise. This is why “Entrepreneurs with Purpose”, has allowed Friends and its partners to gain more exposure and awareness by exploiting cause-oriented messages, mentions and promotional campaigns through social media, newsletters and others. This program has already written successful stories with more consumers' engagement and increase in sales for the participating entrepreneurs.

We once again thank “Vero” Ruiz del Vizo, Team Remoto and entrepreneurs such as Filantropie, Palitos Gourmet, Punto Gourmet, Cocuyo Kids, La Tabla Caracas, New Normal Mask, Kool Argentó, Albert Hern Fine Jewelry, Alina and the Sea, and Chef Paul Leizaola who in 2020 stood out and made a difference on the lives of thousands of deprived children in Venezuela.



¹Mariangel Molina: Entrepreneurs Advisor, Co-Founder and CEO at Leather Heart, a venture dedicated to create and develop products with a purpose, that have a positive impact on people, society and nature.
²Alejandra Gonzalez: Coach, Business Development Specialist, Co-Founder and Director at Grupo Metas, an organization dedicated to developing human, professional and executive potential.



ACCOMPLISHMENTS & MILESTONES

The major growth experienced by Friends in 2019, that is, 5.5 times the revenues reported in its first full year (2018), reflects not only the loving support and trust from so many friends, but also the efforts, best practices, and commitment of our teams in the US and Venezuela to follow the path to efficiency and effectiveness.

In 2020, we reaffirmed this path and continued working on these 4 key areas.



Management

More internal reporting and remote collaboration, closer control of expenses directly related to our mission, constant update of metrics and data for better visibility and decision making, and more strategic focus on grants are just some of the examples on the way we worked and tackled 2020 challenges. More than ever before, we knew every single dollar counted and could make a difference on ensuring nutrition, education, and health of our children and those trusting in Friends' support.



Operations & Logistics

Strategic, reliable cargo partners and storage, together with strict internal procedures and controls were set and played a critical role in 2019 to ensure timely deliveries. In 2020, sea shipments from Port of Miami went from weekly to twice a month and Venezuela experienced unprecedented severe shortages of fuel that fortunately Friends and its partners were able to adapt to. As we also experienced larger volume of sea shipments and in some cases very high value of delicate and specialized medical equipment as part of our efforts, our cargo partners once again went above and beyond, even supporting Friends with large drop-off shipments they received from US-based suppliers and donors, and quickly sending them to our teams in Venezuela under secure, timely door-to-door deliveries.



Inventory Management

In 2019 Friends resorted to Sortly, a real-time inventory management system for more visibility and control, and better decision making. With a focus on critical items such as baby diapers, milk-based formulas, nutritional supplements, vitamins, and now PPE, we once again resorted to Sortly in order to understand both inventory levels and coverage in Venezuela and US, and thus, better allocate and maximize our limited resources.



Marketing & Communications

No effort, result or achievement is recognized until communicated. No support is received without an ongoing, daily effort of sharing information that build trust, legitimacy, and transparency. Friends' community has grown significantly every year and with that, the demand for more engaging, clearer, trustworthy information and communications, from grant applications, reports, newsletters, email appeals, to social media platforms. In 2020, all these efforts have granted Friends a new level of presence, recognition and support. Friends is committed to respond to all its supporters and exceed the expectations of those yet to come and join its mission.



Covid-19 hit every single productive sector, organization and family around the globe. In Venezuela, a broken economy and collapsed public health system were not in the condition to give a fight. So the pandemic hit Venezuela even harder and the pediatric hospital (part of the "Ciudad Hospitalaria Enrique Tejera – CHET" in Valencia) supported through "Amigos" had to rely more than ever before on Friends and any other local or international aid. In this context, **at least 90% of all Covid-19 efforts and resources in 2020 to fight and prevent the pandemic at the Jorge Lizarraga Pediatric Hospital did come from Friends.**

In addition to viral diseases and conditions that are treated regularly, including re-emerging diseases that back in 2012/13 were previously controlled or eliminated, the pediatric hospital had to adapt to a new, emerging, rapidly evolving situation caused by Covid-19. Both the hospital and staff had to reorganize physically and structurally in order to fight the pandemic without compromising ongoing services, and as more information on the virus and preventing practices were available, new guidelines and protocols were implemented.

Directly or through strategic partnerships, Friends had an early active role in different fronts of Amigos' mission and the pediatric hospital's conditions prior to the arrival of the pandemic. It was just a matter of time Latin America, and Venezuela, would report its first case. From the very first moment the world was about to face a pandemic and along 2020, Friends had a major impact on the following fronts:

1. Protection of health care professionals (pediatric doctors, nurses, medical graduates, etc) highly exposed to the virus, by providing them with personal protection equipment (PPE) and other supplies that included:

- (+25,000) disposable, surgical face masks.
- (+700) N95 face masks.
- (+300) face shields.
- (+4,000) surgical gowns and clothing with different protection levels.
- (+300) sterile coveralls
- (+36,000) disposable, surgical gloves.
- Hand sanitizers and antibacterial liquid soaps.
- Alcohol, hydrogen peroxide, and germicides.

2. Making of kits containing basic medicines for outpatient and hospital treatment of COVID-19 for those health professionals who contracted it. This included:

- Acetaminophen, ibuprofen, aspirin.
- Azithromycin, prednisone, desloratadine.
- Dexamethasone, salbutamol, clenox.
- Vitamins B, C and D.

3. Installation of portable sinks and antibacterial gel and liquid soap dispensers, as well as commercial drying paper towels in order to follow corresponding cleansing and disinfecting protocols by health workers, parents and legal guardians of hospitalized children.

4. Specialized equipment of the Covid-19 hospitalization area, that comprised:



8,979 pediatric patients assisted in 2020

- (2) ventilators.
- (1) monitor.
- (+20) blood pressure gauges.
- (10) oxygen cylinders with pressure gauges.
- (12) flowmeters, singles and doubles.
- (2) acrylic Covid-19 chambers.

5. Awareness of children's parents and legal guardians together with assisting care staff regarding the pandemic, this through flyers, banners, informative posters and the support of on-site personnel in order to emphasize all-time prevention and highlighting the usage and removal of personal protection equipment among health professionals.

In addition to battling Covid-19 patients, the pediatric hospital continued with its daily treatment of pre-surgical and post-surgical patients and those with complex chronic pathologies, resulting in 8,979 pediatric patients assisted in 2020. Although a 25% decrease compared to 2019 (yet, +38% than 2018 reported levels), this is no surprise given the restrictions for free movement and major construction work and remodeling of the pediatric emergency area towards the end of the year.

In sum, Friends provided with a wide range of materials and supplies for non-related Covid-19 cases, such as:

- Test tubes, of different types and for laboratory diagnostic tests.
- Burettes, macro and micro droppers.
- Injectors, gauzes, adhesives, bandages.
- Sterile surgical gloves.
- 0.9% isotonic solution.
- Vitamins in different formats and for diverse ages.

- Milk formulas of different types, according to the tolerance level and the needs of newborns and infants.
- Pediasure-type nutritional supplements for school children and older.
- Glutapack, as supplement of the treatment of gastrointestinal disorders and children with cancer.
- Bandages and creams with petroleum jelly for the treatment of burned children.
- Catheters and probes of different sizes and diverse uses.
- Diapers and wipes for newborns and infants.
- Medicines such as acetaminophen in different formats, ibuprofen in oral suspension presentation, rocuronium bromide, valproic acid, antibiotics for general use, among others.

In the recreational area for hospitalized patients, it is not of less importance the emotional impact of hundreds of different toys for all age-ranges, pieces of clothing and footwear, among others that Friends provided with to little patients, specially to those whose parents or legal guardians are not able to afford.





Alimentando Futuros

The year in review

After saying that 2019 was a very challenging but satisfying and fulfilling year at the same time, Alimentando Futuros started 2020 still in the middle of a complex crisis but encouraged by the accomplishments and the resilience of the team, teachers and principals, the trust and support of key partners, individual donors and charitable organizations, but most important by the smiles of thousands of school-age children receiving a daily nutritional meal and education while staying at school under our program.

So we started 2020 supporting 4 schools and 1,810 students & teachers, with the hyperinflation and currency devaluation once again increasing the cost of a single meal from \$0.37 to \$0.80, and as a consequence, challenging our budget and funds allocated to exclusively prepare, cook and provide our meals. Fortunately, we continued receiving key donations such as fortified rice, oatmeal and others that in many cases even replaced our balanced "arepas" that include the four basic food groups, as defined by a nutritionist: proteins, fruits and vegetables, carbohydrates and healthy fats.

But we never expected a new crisis in addition to the crisis Venezuela was already experiencing. The arrival of Covid-19 forced schools to shut down by March and further exposed and intensified the challenges and struggles of those involved with the education and nutrition of our children, but certainly

the children themselves who unexpectedly were not able to return to school and had to experience “home schooling”.

Venezuela still experience major blackouts and has both, unstable and the slowest internet speed in the world. Underprivileged families also lack proper access to technology, from mobile phones to personal computers. Teachers are not exempt to this. In the middle of a pandemic and lockdowns, still struggling to put food on the table, many parents did not have the conditions to ensure the education of their children. Teachers, on the other hand, lacked the training and resources to implement some sort of home schooling.

In this context and to fulfill its mission for education, Alimentando Futuros had to adapt and progressively implement a plan that includes:

- Complete meal for teachers and school staff (when present), as an incentive.
- Mobile data plan for teachers, so they can send assignments to children's parents.
- Oatmeal for children, as an incentive to continue being involved with the school activities.
- Basic school supplies for students, with each kit per student composed of:
 - (1) 8-count crayons box or (1) 12-color pencil box.
 - (1) 12" plastic ruler.
 - (2) Carbon pencils.
 - (1) Notebook.
 - (1) Pencil sharpener.
 - (1) Eraser.



Alimentando Futuros' concerns are both the access and the quality of the education, specially for those in vulnerable situation. Today this “home schooling” still does not meet the conditions to ensure proper education and Alimentando Futuros is deeply concerned with a significant school lag that thousands of students and teachers will face when eventually they reunite again. In this uncertainty and worrying context, Alimentando Futuros is already working with the 4 existing schools under our program to anticipate ways of further supporting them and together even evaluate the possibilities of integrating technology as part of the teaching and learning experience under a new pilot project & program called “Educando Futuros”.

It is with mixed emotions and some uncertainty that we will start 2021, most likely with a remote schooling, but hoping to still see parents' and school members' predisposition and dedication to continue working together in favor of our children. Yet, as we will all continue adapting, we know for certain that the smiles of our children from receiving a daily meal and education will continue giving us the courage and hope for a new, better day, every day in 2021.

Friends' 2020 Highlights



Emprendedores con propósito

¿Cómo hacer que tu negocio destaque en la sociedad?

FLORALICIA ANZOLA Host Periodista Storyteller de emprendedores	MARIANGEL MOLINA Speaker Asesora de emprendedores CEO @alestrategies1	ALEJANDRA GONZÁLEZ Speaker Especialista en el de negocio



Drives

- 2020 means for many, forcibly, staying at home, working remotely, studying virtually or online, etc. This translated into limited movement, no more in-person interactions or even sharing a space by a group of people despite all the protocols implemented to control and prevent the spread of Covid-19.
- In 2020 Friends could not replicate major drives and efforts from a very active 2019 calendar that resulted in +\$70,000 worth of baby and medical supplies. For instance, in Miami, drives that were executed within corporate office, school, and church environments and that contributed with more than \$32,000 worth of donations, were all canceled. On the

other hand, Michigan's drives, where our committed coordinator also made a difference in 2019 with +\$40,000 worth of donations, were also affected and reduced to less than \$10,000 of in-kind donations.

- As people adapted and followed guidelines, together with authorities losing up some restrictions imposed for most part of the year, the end of 2020 brought us the opportunity of giving a big smile to our children in Venezuela, by collecting +600 toys thanks to "Familias sin Agenda" and the support of many families and volunteers in South Florida.

Events

- As with drives, in-person events were also canceled and as many, Friends also adapted to embrace more virtual initiatives aiming at compensating the contribution made by 2019 events. This coincides with Friends' more social media presence as a result of its partnership with Team Remoto LLC, led by Verónica Ruiz del Vizo who is recognized as entrepreneur and speaker in the digital marketing field.
- "Treat or Help" is the very first creative effort and virtual campaign with Team Remoto! As many could not hand out any candies or knock at the neighbors doors for a trick or treat during Halloween, everyone was still invited to play virtually and give to thousands of vulnerable children in Venezuela. Friends' supporters and Vero Ruiz del Vizo's followers donated (instead of buying and handing out candies) and "knocked" at their friend's "virtual door" inviting and encouraging them to also play and donate! More than \$1,800 in donations, representing 2,224 meals for our children in Venezuela.
- Other events and campaigns with Team Remoto aimed at creating more awareness of Friends' work, building a larger audience of online and offline followers that eventually turn into donors and supporters.

Year-Round

- Our Miami and Pompano drop-off locations saw a reduction of the in-kind donations that in the past arrived regularly. Both frequency and volume were affected as Friends' supporters in South Florida had to follow displacement and gathering restrictions.
- As part of the in-kind donations also received along any regular year, Friends also saw reduced corporate or organizational donations in 2020, from vitamins to nutritional and clinical items. Organizations, as part of the supply and retail chain, were also affected as both businesses and consumers contracted during a pandemic year.



GIVING TUESDAY NOW

Now more than ever,
we are called upon
to make a difference.

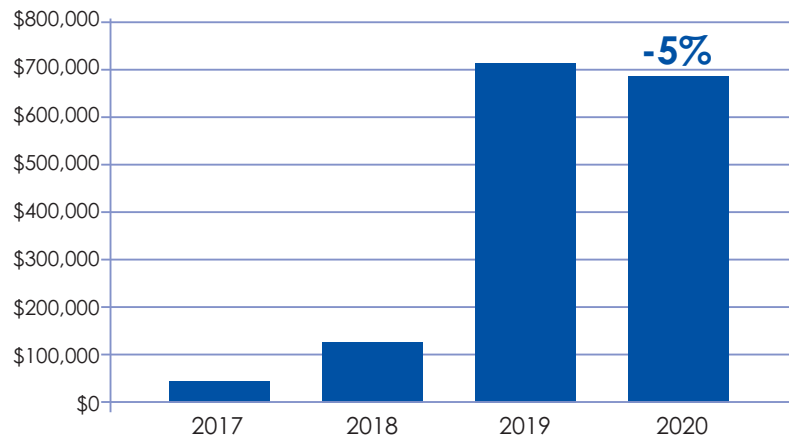
#givingtuesdaynow | May 5, 2020

- Friends' supporters, both online and offline played a major role in 2020. Unlike categories such as events or drives that were affected, digital revenues increased by 27% to \$16,402 in donations. Shopify, the e-commerce platform used by Friends' website, led with \$4,708, followed by employee giving platforms such as YourCause, Bright Funds, among others, with a total of \$3,799 in donations, and donor-advised funds platform with \$3,500 in gifts.
- As part of our digital revenues and our ongoing programs, our project "Be a Super Friend for our children in Venezuela!" in the GlobalGiving crowdfunding platform raised \$2,588 in donations, a +227% increase compared to 2019 results and thanks to our "Leader" status, a privileged ranking position among more than 6,500 projects, and a constant work, including reporting, with this platform. GivingTuesday campaign made a big difference, contributing with 64% of all GlobalGiving funds raised in 2020. Disbursements occur every 1-2 months, so our efforts in GivingTuesday, the last and most important campaign of the year, will help us start strong in 2021.

Friends' 2020 Financial & Statistical Highlights

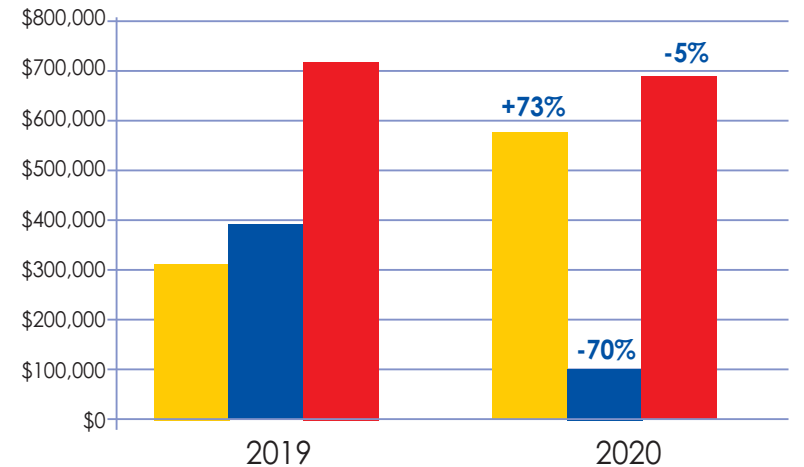
In 2019 Friends experienced an outstanding growth (+415%) reaching new heights in terms of total revenues, donations, the implementation and impact of its programs. Despite being a very challenging year, 2020 gave Friends the opportunity to show its resilience, adapt, be creative, and still have a major impact on thousands of children in Venezuela. In 2020...

TOTAL REVENUES



- **\$680,627** were raised in Total Revenues, that is -5% compared to 2019 results.
- **8,979** children benefited from our program at the pediatric hospital in Valencia, a 25% decrease mainly forced by several lockdowns and reduced free movement among the population.
- **1,810** school-age children and teachers also benefited from our daily balance meal program, same as in 2019 and until schools were also forced to close and move to remote, virtual education.

TOTAL REVENUES



TOTAL REVENUES	2019	SPLIT%	2020	SPLIT%	VAR%
Monetary Donations	\$ 231,119	32%	\$ 439,017	65%	+90%
In-Kind Donations	\$ 388,727	54%	\$ 115,510	17%	-70%
Other Contributions	\$ 95,600	13%	\$ 126,100	19%	+32%
TOTAL	\$ 715,446	100%	\$ 680,627	100%	-5%

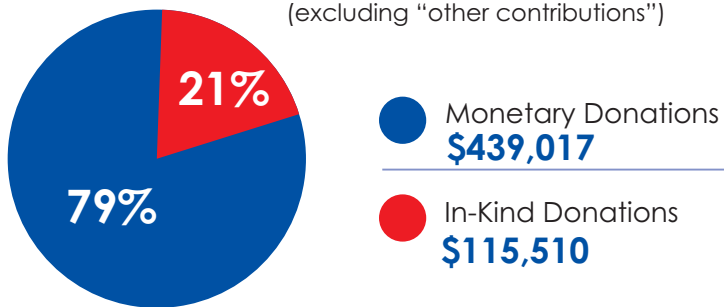
- **\$439,017** were collected in Monetary Donations, a +90% compared to 2019 figure. This a major increase and similar to 2019, it is driven by several grants from individual donors, humanitarian aid organizations, charitable organizations such as 501(c)(3) non-profit foundations, and grant-making or umbrella organizations. Grants only increased by 91% and contributed with 92% of all monetary donations in 2020. **It is very important to mention that as in**

2019, no monetary donation in 2020 was allocated to administration expenses but exclusively to the implementation of our programs.

- **\$115,510 worth of In-kind Donations were collected**, a -70% compared to 2019. This major drop is mainly explained by several, large drives from 2019 that Friends was not able to replicate in 2020 and from key partners that were also affected by the pandemic and as a result, also forced to minimize their activities, including donations of critical items from vitamins, clinical & nutritional products, among others. For instance, individual donors, drives and similar contributed with 28% of total in-kind donations in 2020 and decreased by 77% compared to 2019. As for partners' donations, representing 72%, dropped by 67% compared to 2019.

FRIENDS - TOTAL DONATIONS

(excluding "other contributions")



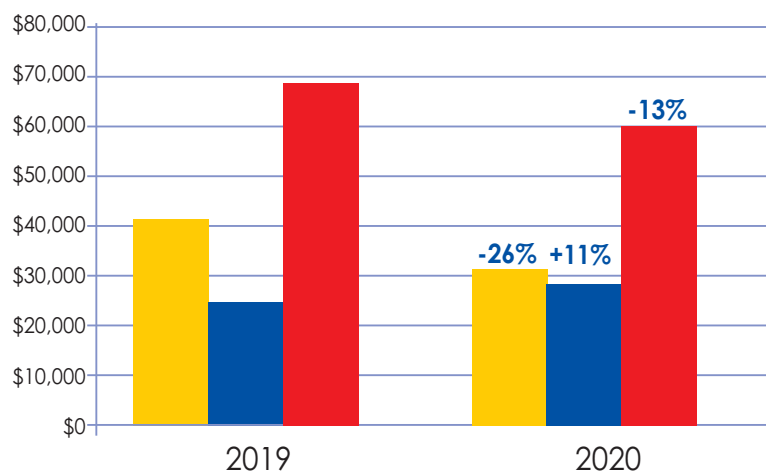
- Looking strictly at Total Donations, that is, both Monetary Donations and In-Kind Donations only and which are the result of Friends' efforts to raise funds and collect all sort of supplies relevant to the education, nutrition and health of vulnerable children in Venezuela, we see Monetary Donations represented 79% (compared to 37% in 2019) whereas In-Kind Donations contributed with 21% (compared to 63% in 2019).

As in 2019, "Other Contributions" in 2020 are funds reported as part of Friends' Total Revenues and although raised and donated by the Board and exclusively allocated to cover administration expenses, they are not part of the Monetary Donations previously addressed.

Alimentando Futuros

Alimentando Futuros, our daily nutritional meal program for school-age children in deprived areas of Caracas, raised \$59,546 in Total Revenues, a -13% when compared to 2019 results. Nationwide lockdowns to slow the spread of the coronavirus, including the shutdowns of schools in Venezuela by March, explain this outcome.

TOTAL REVENUES ● Monetary ● In-Kind ● Total



ALIMENTANDO FUTUROS	2019	2020	VAR %
Monetary Donations	\$ 43,142	\$ 31,713	-26%
In-Kind Donations	\$ 25,007	\$ 27,833	11%
TOTAL	\$ 68,149	\$ 59,546	-13%

- Monetary Donations, representing 63% of all revenues in 2019, shrank to 53% in 2020 and experienced a 26% drop versus previous year. As schools closed and movement restrictions were imposed, Alimentando Futuros was no longer able to provide its meals, that are prepared and cooked daily, and again, 100% covered by monetary contributions.
- Monetary Donations reported for 2020 fiscal year reflect contributions to 2 new schools (U.E. "Niño Jesús de Praga" and U.E. "San Onofre") added to the program, for the 2019 – 2020 school year. The very first 2 schools with which Alimentando Futuros started its mission (U.E. "Escuela Canaima" and U.E. Fe y Alegria "Luis María Oloso"), are still supported and covered, entirely and locally in Venezuela. Thus, the corresponding contributions to these 2 schools are not reflected in the 2020 Monetary Donations reported here.
- In-Kind Donations -oatmeal, fortified rice and others relevant to our meal program and that in 2019 helped us "stretching" our funds and budget that were challenged by hyperinflation and currency devaluation- also decreased significantly in 2020. Yet, other and bigger donations of relevant, still-needed items, such as clothing, contributed to the +11% at the end of 2020.

ALIMENTANDO FUTUROS	2018	2019	2020	VAR %
Monetary Revenues	\$ 18,016	\$ 68,149	\$ 59,546	-13%
Total Meals	920	1,810	1,810	0%
Total Schools	2	4	4	0%

- In 2019, Alimentando Futuros had a major accomplishment, by adding and supporting with its daily meal program 2 more schools located in low-income, underprivileged areas. We started 2020 with 4 schools and 1,810 children and teachers under our program, and as the pandemic forced to shut down, later on we were also able to continue supporting them with school supplies and mobile data plans for a new, unprecedented home schooling.



More efficiency even in challenging days

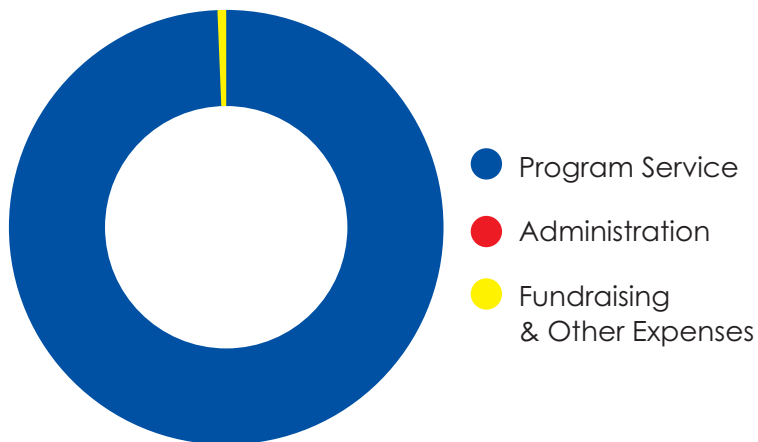
Crises are a great teacher and force all to focus more on finance, be more resilient and creative, and maximize even further the funds without compromising the impact of donors' gifts.

Secure, door-to-door shipments to Venezuela are at the core of the nature of our mission. Shipping Expenses are part of our Programs Services but only represent 2.7% of it. Logistics Partners once again have been critical to minimize our operation expenses by supporting Friends with monthly (free of charge) donations of space (for sea shipments) and/or

overall low, negotiated fees on any shipment or when exceeding this designated shipping space, if the case. This strong partnership has resulted on more than \$13,000 in savings, +30% improvement compared to 2019, when it comes to shipping expenses to Venezuela.

Important to mention too that some grants received in 2020 included a budget line exclusively allocated to cover shipping expenses. In other cases, Friends did not have to incur in shipping expenses as the implementation of the grant and/or the aid received was directly executed or received in Venezuela.

Allocation of Monetary Donations



Allocation of Monetary Donations	2020 Expenses	%
Program Services	\$480,419.07	99%
Administration	\$ 0.00	0%
Fundraising & Other Expenses	\$ 2,965.09	1%
Total expenses covered by gifts	\$438,384.16	100%

Administration (salaries, other compensations, employee benefits, payroll taxes, etc.)	\$124,732.48
TOTAL EXPENSES 2020	\$608,116.59

- **99 cents of every dollar Friends spent went directly to execute our programs** and accomplish our mission.
- **No gifts or monetary donation is allocated to cover administration expenses**, which are, once again this year, 100% covered by special contributions from Board members.

Finally, also in terms of how we maximize donors' funds, it is also important to highlight our partnerships with organizations such as Cure International (former International Aid) that once again in 2020, allowed us to access to a wide range of supplies, including baby items, OTC medicines, medical equipment and supplies, all of them at a very low fraction of its real costs.

When securing the education, nutrition and health of hundreds and thousands of vulnerable children in Venezuela, Friends is challenged by both the need of high volumes and the high costs of baby formulas, diapers, nutritional supplements, vitamins or surgical and medical supplies, some of them highly technical or specialized that are less likely to be donated but for us are vital to treat specific conditions or ensure minimum care at any hospital.

For instance, we secured 6 pallets of Nutritional Supplements, that is, 13,104 units of 8 fl oz bottles whose market value is aprox. \$2.5 per bottle. Yet, thanks to Cure International, partners that were rigorously vetted could access to costs as low as \$0.16. On the other hand, Friends would have not been able to acquire (2) two Draeger Evita XL Ventilators for less than \$7,500 (total, both units) compared to the \$25,000 to \$50,000 market value range of just (1) one single, similar hospital-grade ventilator.





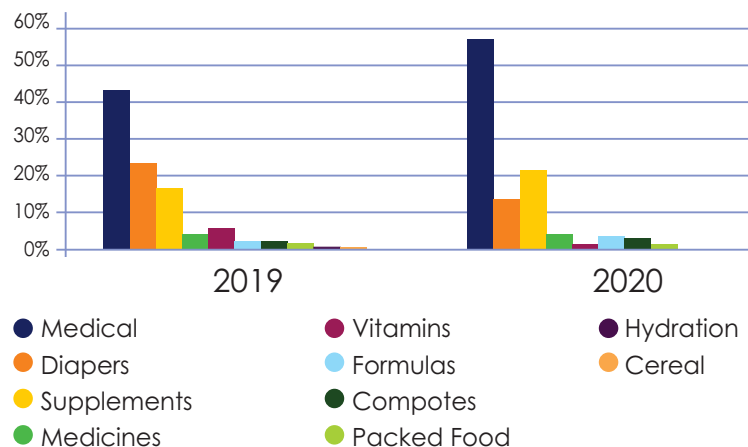
Shipments

Several metrics and readings in shipments allow us to understand our performance, what we shipped along the year and why, especially in the middle of a pandemic. In some cases, we were able to work with local suppliers offering drop-offs in Venezuela, thus avoiding sea shipment lead times and ensuring critical needs were taken care immediately.

- **A total of 24 shipments from the USA to Venezuela in 2020** (mostly secure, door-to-door sea shipments), exactly the same number in 2019. Yet, unlike 2019 with additional 6 shipments from Europe, early lock downs and overall pandemic crisis in Europe prevented Friends from having any additional aid.

- **A total of 1,647 cubic feet in shipments in 2020**, this is 31% more in volume compared to the entire 2019 shipments or 34% more when compared to a 20' sea container. Overall less shipments but on average, larger ones (in volume) in 2020.
- **Overall, in units, we shipped -40% less than in 2019.** Major relevant drops come from Vitamins (-85%), Diapers (-67%), Nutritional Supplements (-24%), Medicine (-43%) and Surgical & Medical Supplies (-27%).
- **Despite the drops, 2020 did not experience major out of stocks**, given that some categories (ex. Diapers, Vitamins, Nutritional Supplements) had very large shipments and/or very large shipments towards the end of 2019 that overall helped us to cover 2020. For instance, a non-perishable category such as diapers, we went from +25,000 diapers shipped in 2019 to +8,000 in 2020 or Vitamins, with the largest shipments in Nov and Dec, went from +6,000 in 2019 to 909 units in 2020. Other categories, such as Surgical & Medical, in addition to a drop, also saw a particular change by mainly concentrating on few items, such as PPE.
- Similar to 2019, where 3 categories led the overall shipments, 2020 also had **diapers, nutritional supplements, and surgical & medical supplies as leading categories and representing 87% of all items shipped** (in units), with 52% coming from surgical & medical supplies as the pandemic demanded large volumes of PPE, compared to any other type of item in this or the other 2 leading categories.
- **In Value, our shipments dropped -34% compared to 2019.** Except for Surgical & Medical supplies with 222% increase, all other categories dropped: Nutritional Supplements (-97%), Vitamins (-98%), diapers (-59%) among others.

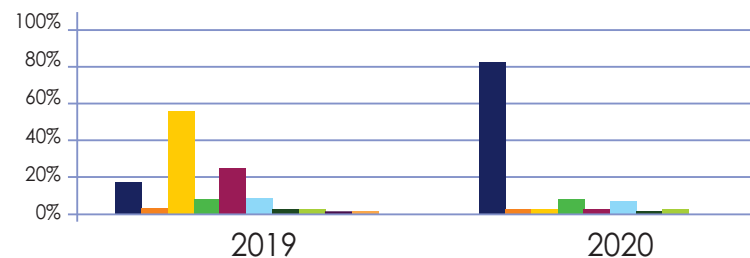
Shipments - Share by Category - In Units



- Surgical & Medical supplies shipments increased in value (+222%) while dropping in volume (-27%). This is explained by highly-specialized clinical items donated by Victus, a key partner in this category. Nutritional Supplements dropped both in volume (-24%) and value (-97%), and is mainly explained by large, high value shipments in 2019 coming from major drives and Victus whereas in 2020 less, lower value of the items shipped from our partner International Aid (today's Cure International) that allowed us to access these and other category of products at a small fraction of the market value. Finally, another relevant category, formulas, dropped -12% in volume and -71% in value which is explained again, by the source and final cost of the items shipped. In this case, 77% of the formulas shipped in 2020 came from Cure International which we purchased at a very reduced fraction of the market value and thus, maximizing our funds.
- Unlike 2019, where surgical & medical, diapers and supplements represented 86% of the total value of the shipments, in 2020 just 1 category contributed with 82% of the

value of the items shipped. As mentioned before, this is explained by highly-specialized clinical items donated by Victus whose value represented 65% of the value of all items in this category.

Shipments - Share by Category - Value



- In sum, when comparing the value of the items shipped in 2019 and 2020, once again the profile of the item and the category, the source of the donation or purchase, the volume and the date of the shipments, they all explain these indicators that also help us evaluate our decisions to where to allocate our efforts and how maximize the funds entrusted.

COMPARATIVE VALUE PER ITEM		
CATEGORY	2019	2020
Medical	\$1.0	\$4.6
Diapers	\$0.3	\$0.4
Supplements	\$5.6	\$0.2
Medicines	\$5.5	\$4.7
Vitamins	\$10.5	\$1.4
Formulas	\$11.8	\$3.9
Compotes	\$1.0	\$1.0
Packed Food	\$3.0	\$3.4
Hydration	\$1.6	\$2.0
Cereal	\$4.0	\$5.1
TOTAL	\$2.6	\$3.1



Some of our partners and collaborators that trusted us in 2020

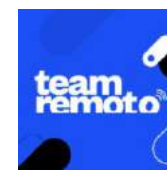


Simón Bolívar
Foundation.

chamos In Aid of
the Children
of Venezuela



avelina



Alberto Hern
Jewelry designer



alina
and the sea

SKYWAY
FAMILY CARGO



kool argento



FILANTROPIE
A SEED OF CHANGE

Familia
sin
Agenda





Major online philanthropy platforms used by our donors





Board of Directors



Alexandra Stelling
Founder & Director



José Miguel Alvarez
Founder & Director



Andrés Caldera
Founder & Director



Martha Luisa Rivas
Executive Director



Rosa Elena Villalobos
Director of Amigos
del Hospital
de Niños de Valencia



Maria Fernanda Polanco
Director
of Alimentando
Futuros

2020 Team



Dinorah Freites
Valencia Operations



Carmen Maria Detroyer
Michigan Coordinator



Paolo Venegas
Fundraising Manager



Robert N. del Pozo
External Advisor

Locations

Main Office

1333 S. Miami Ave, Suite #100
Miami, FL 33130
+1 (305) 793 - 7691
friends@childrenvenezuela.org
childrenvenezuela@gmail.com

Drop-off Locations

1333 S. Miami Ave, Suite #100
Miami, FL 33130
+1 (305) 793 - 7691
childrenvenezuela@gmail.com

4007 N Cypress Drive, Apto 202
Pompano Beach, FL. 33069
+1 (305) 987 - 1103
martha@childrenvenezuela.org

26814 Townley St,
Madison Heights, MI, 48071
+1 (734) 223-3564
cdetroyer@yahoo.com



**“What do we live for
if not to make the world less difficult
for each other.”**

George Eliot



Friends
of the Children of Venezuela

☎ (305) 987-1103/Martha Rivas ✉ friends@childrenvenezuela.org

📷 [@friends.children.venezuela](https://www.instagram.com/friends.children.venezuela) 📘 Friends of the Children of Venezuela

www.childrenvenezuela.org