

Give Refugees A ChancE

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Introduction: Strategy of Grace

Give Refugees A ChancE set out to alleviate the barriers and burdens that suppress refugees, and to accelerate the metamorphosis from refugee to neighbor. Every human migration throughout history has been met with suspicion and resistance from the local population. However, today there are no issues with the Irish in New York or the Japanese in California, because time and cross-cultural community interactions have eased those tensions. Grace has a unique business model and approach to shortening this period of integration. Instead of developing programs and then employing staff that fit well into an established plan, Grace instead seeks out community leaders within the refugee community that are talented, compassionate, self-sacrificial, and self-motivated individuals of high moral integrity. After identifying potential change-makers, Grace invests into them through grants to eliminate their need generate income and free's them from the trivial pursuit of making money, instead allowing them to focus on creating social changes, inspiring hope, and mitigating human suffering through their unique talents and expertise.

Due to xenophobia and discrimination, even refugees of the highest caliber are not able to find work beyond being a waiter or food vender. Grace identifies the most capable and trustworthy men and women that have been humbled through hardship, and then allows them to unleash their potential within their communities. Typically Grace works with each individual to build programs and social businesses, and then unifies them with the other Grace grant recipients to bolster their impacts through team work. An atmosphere of camaraderie and family has emerged between the grantees, each working together and as a unified front, building up the brand of Grace and creating an easier road to market penetration for future grantees. In this way Grace has become a household name in Cuenca within 1 short year, solely due to the works of our grantees. Additionally, we are able to remain culturally relevant in our services and improve the public image of our target demographic as the locals see foreigners helping foreigners and also serving the locals in need. We believe this is the most effective way to accelerate the acceptance of a new people group into an existing society. Our incredible results have supported this social experiment that has been carried out through the Venezuelan refugees in Cuenca, Ecuador.

Below we list the backgrounds and accomplishments of our grantees in chronological order:



El amor se derrama sin medida ni discriminación.



Program: Refugee To Neighbor (R2N)

Grant #1: Salomé Rosales León

Date: November 30, 2018

Grant Amount : \$300 one time, nonrecurring

Profession: Clinical Psychologist

Background : Salome worked as a mental health professional within the prison systems of Venezuela before fleeing the country with her 6 year old son. At the airport, she hoped to immigrate to Canada or Spain. However the only flight left available was to Quito, Ecuador. She agreed, using all the money she had to secure safe passage out of the collapsing nation. She eventually made her way to Cuenca.

Position Given : Guide

Accomplishments: Salome helped introduce and integrate Grace into the Venezuelan and Ecuadorian communities. She is also credited with the initial market research survey to identify the needs of the local refugee community and identify the gaps within the established systems. The market research survey asked 125 questions across all aspects of life and was taken by 130 refugees which is enough to be projectable upon the 12,000 refugees living in Cuenca. Salome was living in a single bedroom apartment with her son and another family when she began her work with Grace and now is currently living on the Galapagos islands in a residency of her own and with strong relationships and acceptance within her community.

Grant #2: Gregorio Hernandez

Date: January 17, 2019 - 28 August, 2019

Grant Amount : \$75/week for 32 Weeks

Profession: Lawyer

Background: Gregorio left Venezuela due to the economic collapse and was converted to Christianity on the road to Ecuador. When he came to Grace he was working a graveyard shift as a server within a restaurant. His family was being attacked by fleas every night, and his landlord was cheating him and forcing his family to pay the utilities used by the whole apartment complex, putting him severely in debt. Gregorio has incredible persistence and a beautifully optimistic outlook on life.

Position Given: Trail Blazer

Accomplishments: Gregorio lead the charge of building the name of Grace within Cuenca. He established relationships with the Catholic Church to acquire 2 offices and a waiting room within the Posada de San Francisco that was used with Dr. Avila to start the first Grace Medical Clinic. He then built relationships with the hospital



Monte Sinai which donates medical labs to Grace at cost, most tests costing less than \$1. He then networked with the healthcare professionals within the Ecuadorian and Venezuelan community and assembled a team of 12 volunteer doctors that all assisted with the Grace Medical Clinic. Through these efforts his talent was made evident to his church. They trained him as a pastor and sent him to plant a church back in Venezuela and he is currently running a successful ministry.

Grant #3: Daniel Avila

Date : March 27th, 2019

Grant Amount: \$400 one time, nonrecurring

Professions: Medical Doctor

Background: Dr. Avila is a General Practitioner who fled from Venezuela due to food scarcity. He was a successful healthcare practitioner in Venezuela with a sizable bank account. After the unprecedented inflation of the Venezuelan Bolivar, when he arrived to Ecuador he had \$12 in his bank account. After spending two years bussing tables in Cuenca, he finally was able to establish his medical license in Ecuador, and he decided he wanted to give back to his community through free medical consultations.

Position Given: Lead Doctor

Accomplishments:Through his service in the Grace Medical Clinic, Dr. Avila became a successful local doctor who is known throughout the community and has a thriving private practice. He was recognized by the Governor of Cuenca for his charitable activities with Grace at the Governors Expat Humanitarian Awards and was highlighted in the local magazine of Cuenca Highlife. Now he gives free medical services to the Ecuadorians in the countryside and Amazon.

Grant #4: Rebecca Tovar

Date: June 18, 2019

Grant Amount: \$400 One time, nonrecurring

Profession: N/A

Background: Rebecca's situation was made known to Grace through a prayer request put in by her sister Sarah at a local church. Rebecca was a 16 year old trapped in Venezuela who was having complications with her pregnancy. Rebecca was approaching her delivery date but the baby was breech. At this time, there was only one hospital in Venezuela that could perform a cesarean birth, it was far from her and it was currently without electricity or running water. Our doctors considered her condition and determined that she and the baby would likely perish if she remained in Venezuela. Therefore, we provided the funding to bring her, the father, and her mother out of Venezuela so that she could deliver the baby safely in Ecuador.



Position Given: Recipient of grace.

Accomplishments: Rebecca and her family was successful in their endeavor to leave Venezuela. Buses were not currently running in Venezuela, but she lived relatively close to the Colombian border. Due to heavy rains, She had to wait for 3 days at a river waiting for the water to subside low enough to cross. This is particularly dangerous because it is an area controlled by the FARQ terrorist group. After making it into Colombia they were able to safely travel to Cuenca by bus. On August 23rd she safely delivered a healthy baby girl named Doniellys Isabella free of charge.

Grant #5: Ramon Coronado

Date: July 2nd, 2019

Grant Amount: \$50, One time, nonrecurring

Profession: Chiropractor

Background: Ramon was both a Chiropractor and a Pharmacist in Venezuela, owning his own medical laboratory. Twice men broke into his home and held his family at gun point demanding they give them any rice or food in the house. After the second time, Ramon and his wife decided it was time to leave Venezuela.

Position Given: Pharmacist / Chiropractor

Accomplishments: Ramon has assisted in the formation of the Pharmacy within Castle Grace, where donated medicines are given away free of charge. Additionally, Grace built Ramon a chiropractic table where he gives free or discounted adjustments to the refugee community to help alleviate the stress and physical toil they carry from heavy burdens.

Grant #6: Evis Castillo

Grant Amount: \$60/week for 5 Weeks

Date: 5 August, 2019 - 6 September 2019

Profession: Seamstress

Position Given: Clothing Distribution Center Manager

Background: Evis Castillo used to be a famous radio host across the airwaves in Venezuela, but her passion was for sewing. She came to Ecuador to support her family and children back in Venezuela. She has an incredible heart for service and Grace originally discovered her while she was making home made diapers for the refugee community.



Accomplishments: Grace built a clothing distribution center around Evis, which distributed donated items free of charge. The donation center utilized a space within a newly planted church called Salvation Por Gracia (Salvation by Grace). The project was initially a great success and hundreds of refugees received new wardrobes, however it was short lived. The church originally embraced the program, however the main donor of clothing was a man named Bob Higgins who also founded the largest soup kitchen in Cuenca. He is however critical of religious organizations and tensions between him and the church grew until the church decided to deny the continued use of the space. This convinced us that we needed a facility of our own, which would later be called Castillo Grace (named after Evis Castillo) or Castle Grace. Due to her proactive service, Evis was put on the Board of Directors of Cuenca Christian Church, becoming the first Venezuelan refugee to be placed into a position of authority within a local church.

Grant #7: Mario Bouser

Grant Amount: \$400 One time, nonrecurring

Date: August 28th, 2019

Profession: Chef

Background: Mario fled from Venezuela 7 years ago, near the end of the first phase of the countries collapse. Originally he went to Panama for work. After saving up money there, he returned to Venezuela for his wife and children and then they all came to Ecuador as a family. Here he was attempting to make a living as a blacksmith and carpenter but with no success. After recognizing his talent as a chef, Grace invested in purchasing him a food cart.

Position Given: Taco Vender

Accomplishments: Mario's Tacos introduced authentic Mexican cuisine to a city lacking it. He was hired to cater church events and private parties. His wife was a professional baker, and so she made the tortillas from scratch each morning. Mario's Tacos tortillas went on to be stocked in 5 Tex-Mex restaurants in the city of Cuenca. Eventually Mario and his family returned to Venezuela, however Mario's Tacos persists. In 2020 he was nominated for an entrepreneurial award in Caracas, the capital city of Venezuela, where he continues to sell the Mexican delights. He has miraculously found a degree of success in a country where 85% of the population lives below the poverty line.

Grant #8: Dominga Pina

Date: August 4th, 2019 - Present

Grant Amount: \$100/week

Profession: Nurse



Background: Dominga Pina worked as a nurse in Venezuela for over 30 years before having to escape from the turmoil. Because she waited too long, planes and buses were no longer an option. While she did own a personal vehicle, the Venezuelan government does not allow anyone to exit the country in this way. So she was forced to walk out of the country with her son and all the way to Cuenca, Ecuador. She made a 1245 mile journey through the Amazon and over the Andes mountain range, passing dozens of dead bodies trying to make the same journey. While she and her son made it successfully, 3 months of walking at 64 years old caused fractures in her feet. She came to the Grace Medical Clinic where she was given medications and a new pair of shoes. She was so thankful for these services that she offered to join the team.

Position Given: Head Nurse

Accomplishments: Dominga Pina is a passionate woman who inspires hope in all that meet her. She quickly proved herself an asset in the Grace Medical Clinic by qualifying all patients, scheduling them, gathering their information by taking their vitals and medical history, and following up with the patients afterwards. She created an atmosphere of love and acceptance and has become a household name in the Venezuelan community of Cuenca. She also built a relationship with the local Archdiocese, has through that relationship we have received over 500lbs of donated medications that are dispensed to our patients free of charge. After saving up her earnings, she took a 1 week vacation to travel back into Venezuela by bus and return with her brother. Dominga is our real life Wonder Woman.

Grant #9: José Luis Duran

Date: September 1st, 2019 - Present

Grant Amount: \$120/week

Profession: Obstetrician

Background: José Luis used to deliver babies all over the world. From Switzerland to Cuba and Russia, and of course in his home country of Venezuela. He is a polyglot, speaking 7 languages. When Grace found him he was reduced to selling homemade yogurt and living out of a sew shop.

Position Given: Program Manager

Accomplishments: José Luis has managed all the activities of the other grantees. Additionally he performs medical home visits to patients free of charge, and has led the charge in our feeding services where 1000 food kits have been delivered to the front doors of those in need during the Corona Virus. Each food kit is designed to feed a family of 5 for 1 week. José Luis is also a photographer known as Chelo, who's work is known by the forum "Through the Lens of a Refugee".



Grant #10: Eneida Camacho

Date: March 9th, 2020 - Present

Grant Amount: \$100/week

Profession: Hospital Administrator

Background: “If you have a job, the rest will come.” This is a quote from Jose Humberto, a local hero who was the first Venezuelan to found a foundation in Cuenca, and it is a sentiment that is shared by the community as a whole here. Employment was also the most sought after and treasured possession according to our market research. We first started off offering Employment Services at Castle Grace one day a week. However, it was so successful that we quickly rolled out full-time services through a woman named Eneida. Eneida’s specialty is in the medical industry, however she proved herself so loyal and devoted to Grace that we offered her this position. Eneida had volunteered daily with Grace for 6 months without receiving pay, an incredible feat for a refugee that needs the income they make each day to pay for that day’s meals.

Position Given: Director of Employment Services

Accomplishments: Eneida has proven herself adaptable and capable. Employment Services were only open for 2 months before the Corona Virus shut down the office, as only “essential” jobs are allowed to continue. However in that time Eneida was able to provide 40 jobs in the name of Grace across many industries. She adapted again to the closing of the Employment Office and has currently been heading the donation center at Castle Grace where we fight against hunger and the coming cold weather.

Grant #11: Eileen Vanessa Perez

Date: March 16th, 2020

Grant Amount: \$100/week

Profession: Social Worker

Background: 1 million Venezuelan Bolivars were worth 6 million US dollars in 1990. Now in 2020, 1 million Venezuelan Bolivars are worth \$4 USD. Before the currency of Venezuela saw the greatest decline in modern history, Eileen’s husband Duwer was a Corneal in the Venezuelan military. When he blew the whistle on the corruption of a General and other political leaders, he and his family were run out of the dying nation. When Grace found Vanessa, she was praying for the life of her son Vincent. Vanessa had developed preeclampsia during her pregnancy and it created many complications for both her and her child. Vincent needed to stay in the hospital for 3 months after the delivery. He is now home with his family, healthy and a joy to all who see him.

Position Given: Social Service Worker



Accomplishments: Due to the struggles she faced through the birth of her son, Eileen has compassion on all mothers and especially those in difficult positions. Vanessa has reach out and discovered 63 infants at risk of stunting. For these children, she works to provide diapers, baby food, formula, and baby clothes. She is a source of hope to all mothers and children living in despair.

Grant #12: Sandra Cortez

Date: April 17th, 2020 - Present

Grant Amount: \$120/week

Profession: Clinical Psychologist

Background: Sandra held a managerial position within the Ministry of Economic and Social Inclusion (MIES), which is an organization within the local government of Cuenca. Sandra is the only Ecuadorian we have admitted as a grantee to date. Her contract had expired with them and the Corona Virus made it so they could not renew her contract and she couldn't find work. Her father suffers from atrial fibrillation and she requested relief from Grace in the form of medications for her father. Our bylaws define refugees broadly as "anyone seeking refuge", allowing us to invest in special cases regardless of where they are from.

Position Given: Grace Administrator

Accomplishments: All foreign organizations need a well connected local, and Sandra has been instrumental at getting Grace to be recognized and obtain legal status within Ecuador. Through her the US nonprofit organization Give Refugees A ChancE (Grace) has established the Ecuadorian Fundación Grace. The Board of Directors of Fundación Grace is made up of our team of grantees, in this way we are giving them a form of ownership within Grace, further motivating them and formally tying them all together. Sandra acts as the face of Grace within the Ecuadorian government.

Grant #13: Karla Sanchez

Date: April 17th, 2020

Grant Amount: \$100/week - Present

Profession: Investigative Journalist

Background: Karla had her son at a young age, but even so she has found ways to be successful in surprising ways. She has written bestseller novels on Amazon, she is a local reporter in Cuenca, and has worked for the Anne Frank Foundation. She is 27 now, a single mother, and is taking care of her mother who she brought out of Venezuela and who's dialysis bills she was able to crowdsource. Still being a Venezuelan she was being taken advantage of and Grace found her unemployed during Corona Virus.



Position Given: Public Relations Manager

Accomplishments: Karla brought in her weekly grant amount in donations to Grace on her first day with the organization. A months worth within the first 3 days. Karla is the face of Grace to our donors, she manages our social media, and interviews refugees to share their stories. She is wildly gifted and immensely clever.

Grant #14: Rafael Escalante

Date: May 1st, 2020

Grant Amount: \$150/week - Present

Profession: Surgeon

Background: Rafael was the first doctor found by Gregorio Hernandez to volunteer in the Grace medical clinic and he personally saw the majority of the clinics patients, even though there were 12 doctors on the team. Rafael currently works part time as a lead surgeon in a hospital here in Cuenca, though he is only called in when there is an emergency. However, he has been wronged by his employers and has received only pennies on the dollars of what he has rightfully earned. Still, he loves his career and he continues to perform operations because it is his passion and no other hospital will hire Venezuelans. Yet over the course of a year, he had only received \$300 for his work. So he reached out for help from Grace, the organization he has faithfully served for over a year.

Position Given: Executive Director

Accomplishments: Rafael has been invaluable to Grace and is a natural leader. He runs the Grace team like a surgical unit, and he does it with a great big smile. Through Rafael's leadership, over 600 patients have received free medical consultations, lab tests, and free medications.

Grant #15: Gilliam Palma

Date: May 15th, 2020

Grant Amount: \$3000 one time, nonrecurring

Profession: Dentist

Background: Upon analyzing our primary market research of the Venezuelan refugees in Cuenca Ecuador, the most pressing needs were revealed. To our surprise the most pressing medical need was in the sector of dental health. Our data revealed that 92% of our target population was in need dental services. Shockingly, toothpaste and toothbrushes have become a luxury item in Venezuela that very few can afford, and this has been the situation for the last 7 years. Upon this realization, Grace invested into Gilliam Palma and is currently building a dental office within Castle Grace. The office is being designed and constructed by Gilliam's husband Miguel who is a

civil engineer and has offered his services free of charge. Upon completion, free dental work will be provided to the refugee community that is in dire need of this specialty. Gilliam is currently working as a maid.

Position Given: Director of Dental Services

Accomplishments: As Gilliam waits for the completion of the dental office, free dental hygiene kits for children have been being made and distributed.

Summary: Grace in Review

All social experiments require more than 1 year to see and measure their effects and effectiveness. Grace credits Muhammad Yunus for his works on developing the model of Social Businesses to which Grace found motivation for it's own unique model. We do not know if the Grace model is sustainable or replicable onto other cultures and people groups. Trust, self motivation, and integrity are essential elements of this model. However, what we can say so far is that \$15,078.01 has been given among 15 individuals across 1 years with the understanding that the recipients would use their economic freedom to reduce the suffering within their communities and the results have been astounding. Over 600 patients have received free medical care and medications, over 5000 hungry mouths have received food, over 300 cold bodies have received clothing, over 40 jobseekers have received employment, over 60 infants have received diapers and formula, over 15 people have been evacuated out of Venezuela, and a minimum of 1 life has been saved. This is the power of investing in people instead of items, and harnessing the potential of an unutilized demographic. Grace has received significant media coverage and fought against the mainstream belief within Ecuador that all Venezuelans are lazy and dangerous criminals looking for a handout. We have given them a handout, and they have used it as good stewards to pour out love upon their neighbors. We believe this is a practical example of how heaven is brought to earth.



El amor se derrama sin medida ni discriminación.