



INTIWAWA 

ANNUAL REPORT

2018

## CONTENTS

1. Forewords (p.2)
2. Our history (p.3)
3. Where we work (p.4)
4. Our structure (p.5)
5. Our projects (p.6)
6. Our impact (p.9)
7. Volunteers (p.11)
8. Finances (p.14)
9. The Future (p.16)

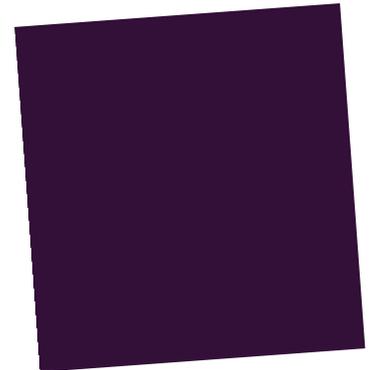
### Luis Sotomayor Zambrano, Vice-President

If you ask me, my past year 2018 was marked by Intiwawa, being a year of great challenges, changes and achievements but all carried out with purpose. The purpose of making Intiwawa a quality educational NGO. The main driver of our work will always be the hard-working volunteers and our main objective is the achievement of an autonomous community with quality of life. Many challenges were related to the structure of the NGO and its administrative regulation as well as changes with respect to the level of achievement in our projects; The satisfaction of the parents and children with and continuous need for our community work reflect the achievements we have made so far. This year we will continue working with greater quality and purpose to build a better future for an autonomous and sustainably improved community through education.



### Mildred Hauck, General Director

Intiwawa is a dynamic NGO with a highly local and humanistic focus of its work in the communities around Arequipa. I am honoured to be the first general director for two years of such a small but impactful organisation, I have had the opportunity to not only be directly involved in the daily hard work of our volunteers on the field but also accompany the families of the communities as well as the team of Intiwawa in such rapid swift of formalisation and professionalisation of its work. I sincerely thank everybody directly or indirectly involved in the development of Intiwawa for the dedication and the always present spirit for changing the lives of the children for a better future, putting our biggest effort for every child we reach out to. It is only this spirit that has brought Intiwawa so far and it will only be this spirit that will continue to accompany our dear children in their right to learn, play and grow every day.



I thank Leonel Revilla for your patience and continued support for the communities we serve, I thank Luis Sotomayor for your endless love and passion for the education of our children and thank you Stephany Amado, who joined our committee as treasurer in 2018, for your reliable and trustworthy work since the first day you have joined us. I also thank everybody who has been part of the history of the organisation and will be part of its future. Without all of you, without the fundamental support of each donor, without the amazing and incredible hard work of our committee members in both Germany and Peru, without the commitment of each beloved and appreciated volunteer, the horizons and life experiences of these children would not be the same. It is the world you have created for them that proves that all of these efforts are worth to fight for, every single day.

## OUR HISTORY

In 2005, Intiwawa began as a group of Peruvian volunteers led by founder Leonel Revilla, who saw the need for change in the poor slums of South America, where child work is highly prevalent. Starting with the unadopted place of San Isidro, Arequipa, the group initiated educational activities for the children of local brickmakers.

By 2007, co-founder Henning Luecke registered Intiwawa as an official charity in Germany, sending volunteers and funds to Peru. Then, in 2013, Intiwawa's first educational centre completed its construction and the children of San Isidro finally had a dedicated place to go for their classes and workshops.

In 2018 the charity was also formally registered in Peru, with the aim of raising funds locally and a view to making the organisation an entirely Peruvian venture.



Since its inception, Intiwawa has impacted the lives of approximately more than 2000 local children and families in San Isidro and Coporaque, with daily activities for children ranging from homework support and English classes to cultural workshops that embrace local customs and traditions. In addition, nutritional and dental programmes have been implemented to ensure a holistic approach to the well-being of the communities we serve.

### Our Vision

Provide tools to the children of today to achieve an autonomous community of tomorrow.

### Our Mission

Contribute to the integral development of the children through educational support, health promotion and strengthening socio-cultural values.

There are also projects made for parents and relatives, where medical practitioners and local institutions are invited to impart professional childcare advice; as well as our female empowerment workshops aimed at giving women independence by offering alternative forms of income in a male-dominated community.

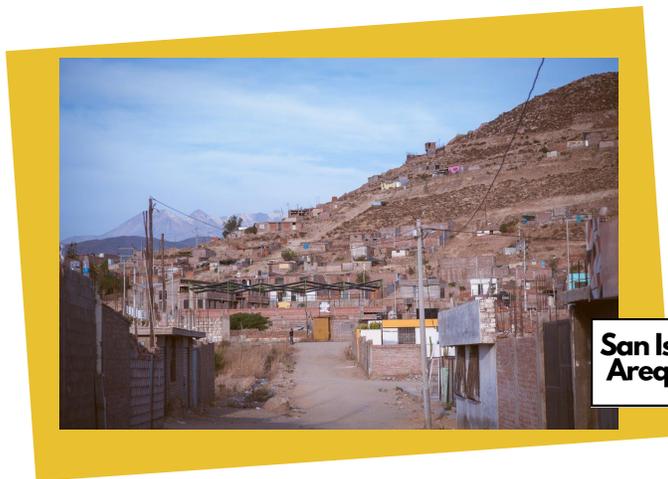
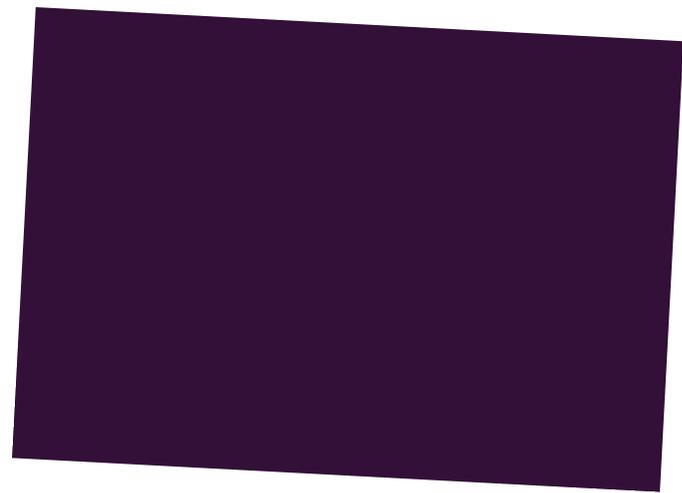
In its history, Intiwawa's work has won international recognition, receiving the Global Leadership Award for Social Enterprises by the Goldman Sachs Foundation in 2008. Today, we receive hundreds of volunteers a year, and we have an impressive online following of 5,000 on Facebook plus 1,000 daily visitors to our website, which was given a fresh new look at the end of 2018.

## WHERE WE WORK

Arequipa sitting in the middle of one of the world's driest deserts, the Atacama desert, is Peru's second largest city after Lima and a rapidly growing metropolitan area within South America. Local industries include mining; construction; manufacturing (particularly woolen products made from alpaca fur); and tourism stemming from Arequipa's rich history and stunning vistas.

San Isidro is a relatively new community some 13 kilometres outside of Arequipa. Most of its inhabitants migrated from the countryside during the latter half of the last century, in search of higher incomes and improved living standards. Unfortunately, as the region around Arequipa continues to grow, and San Isidro is only one of hundreds of such communities, the authorities are unable to provide adequate services for the people.

As unadopted and often neglected slum, San Isidro sits in the middle of several illegal brick construction sites. Families here are either unemployed or work informally producing bricks from clay. For this hard physical work they receive a low income without basic standards, and most families resort to child labour and live in extreme poverty.



**San Isidro,  
Arequipa**

As well as working daily in the community of San Isidro, Intiwawa sends volunteers and funds once a week a trip to a village in the popular tourist site of the Colca Canyon. Coporaque is a small farming town in the Colca district, where income for the local people is dependant on weather. Electricity was introduced to the town only a few years ago, and those that migrate from rural Coporaque to cities like Arequipa in search for better opportunities, commonly find themselves in equally destitute communities in the city's periphery.

## OUR STRUCTURE

Intiwawa consists of two registered Peruvian and German non-profit organizations, with two established committees in charge of its administration. There are currently 12 members who sit on both committees.

The Peruvian committee is made up of local Peruvian volunteers, as well as international coordinators working in marketing, finance, communications, fundraising and coordinating the regular volunteers. The Peruvian team has an executive role on making project-related decisions.

The German committee is made up of mainly ex-volunteers who have volunteered with Intiwawa in the projects and have since stayed involved with the organization. These positions include finances, volunteer recruitment and administration. The function of the German team is supportive, responsible for channeling financial and human resources to Peru.

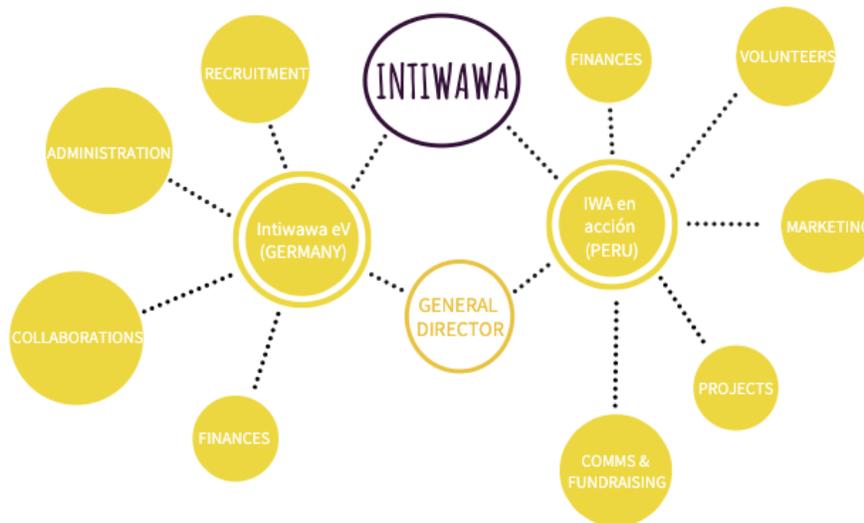
After a successful trial period, Intiwawa saw its very first management position instated in 2018. Mildred Hauck has been employed as General Director since the beginning of 2018, and has filled a necessary role managing day-to-day operations in Arequipa and Intiwawa's communities. By taking on critical administration and operational tasks, together with the team Mildred has worked hard to make sure Intiwawa operates sustainably in to the future.

The committees have begun to look for Mildred's replacement, who will start in January 2020 after a one-month trial period in December 2019.

## Our Principles

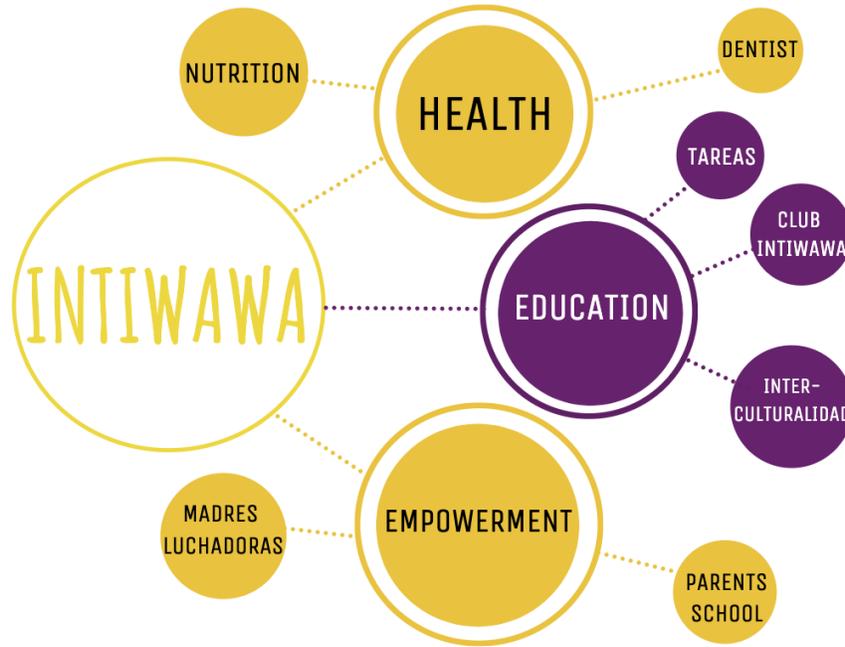
**100% Rule:** All donations go straight to our projects in Peru. Administrative costs are covered by sponsors.

**100% Volunteers:** Except for the general director, our team consists totally of volunteers. We are not paid for our work but follow our conviction!



## OUR PROJECTS

All our projects are concentrated on three key areas of development: Education, Health and Empowerment.



## EDUCATION

### Tareas

Child labour and domestic violence are sadly common in San Isidro. Many children help their parents with working in brick production after or during school hours. Parents also have difficulties in helping their children with schoolwork because of lack of time and basic education. Every day, our volunteers work closely with the children of San Isidro to provide homework support as well as improve their academic skills such

as Maths and English. The children receive lunch each day, freshly prepared in the kitchen by our cooks. After this they brush their teeth, reinforcing basic hygiene standards that they rarely practice at home.

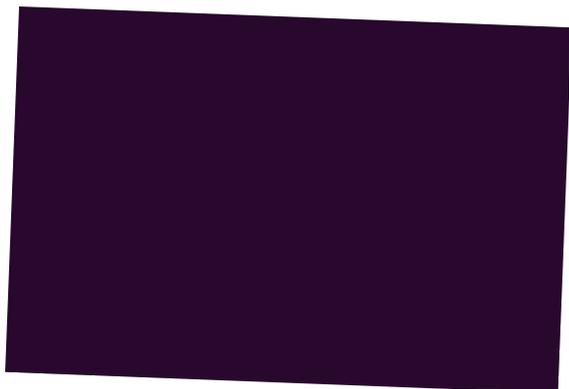


### Interculturalidad

Last year’s workshops of “Interculturalidad” covered the topic Myths and Legends of the Andean Culture taking place every Friday in San Isidro and every Sunday in Coporaque. Once a year the children from both villages come together for a weekend for the “Children’s Congress” to exchange what they learned during the year. We encourage the children to learn from each other and be proud of their cultural identities. The programme includes traditional dances from both villages, a talent show, workshops and an exhibition of the children’s artwork.

### Club Intiwawa

After a long week of school and educational programmes, we offer the children fun activities on Saturdays through creative and social workshops. The children can choose from a range of recreational activities such as sports, arts, cooking, theatre, dance, computer classes and others to discover their talents and advance their skills in the chosen area. We also have professionals visiting us every once in a while to teach children about a profession or recreational activity.



## HEALTH

### Dentist Project

Our dentist project has been ongoing for a few years now, and over the last year especially it has become self-sufficient. Whereas before volunteers would accompany the children in a bus to the dentist, now parents are taking responsibility for the children’s visits to the dentist themselves for an appointment. 50% of the treatment costs are covered by the University.



### Daily Nutrition

Being one of its biggest investment, Intiwawa provides daily meals freshly prepared in our kitchen by local cooks. In 2018, Intiwawa invested in a larger kitchen for clean and efficient cooking. In addition, a nutritionist has been hired to visit San Isidro and analyse the quality of our meals as well as the general health state of the children by measuring their blood value, weight and height. The results have been communicated to the parents in consulting sessions with the nutritionist.

## EMPOWERMENT

### Madres Luchadoras

As in many parts of the world, women in Peru are often subject to discrimination due to traditional roles in society. Many mothers have trouble finding employment so they work informally in brick production, carrying out exhausting labour in perilous conditions.

After a short textile training session with mothers in 2018, alpaca-wool bags for chocolates have been sold with our local partners; reviving the project “Madres Luchadoras”. The focus is to empower unemployed women and offer alternative sources of income by teaching how to create salable clothes and accessories from wool.



### Escuela de Padres

The Escuela de Padres programme occurs once a month and is an opportunity for parents to familiarise themselves with the work of Intiwawa, and what exactly their children do when they attend Tareas during the week. These sessions also feature a family psychologist who can offer mental health advice to parents and guide them on appropriate non-violent childcare.

## OUR IMPACT

Over the last year, Intiwawa has started to measure its impact during the formal registration as a charity in Peru. As Intiwawa offers mainly social-humanitarian support, accurately measuring the impact with reliable numbers remains a challenge. Intiwawa has however encountered relevant qualitative as well as some initial quantitative impact data to present.

### Education

In 2018, 65 children and 40 parents were registered for Intiwawa's projects from Monday to Saturday in San Isidro and approximately 30 in Coporaque on Sundays attending classes for three hours a day. For each child we invested 72 hours of homework support during the weekdays, English lessons on Friday and Sunday as well as recreational programmes on weekends with artistic and cultural activities. While it is acknowledged by the locals that Intiwawa has certainly reduced the practice of child labour in San Isidro, two academic exams were conducted in 2018 to observe the academic performance of our children of San Isidro in both Mathematics and Communications. Improvements are identified in Communications as the mean total scores of most grades increase over time. Notably, primary grades 3 and 4 in Communications show significant improvement in the second examination. As the exams did not show satisfactory results in Mathematics, academic reinforcement in Maths is a priority for 2019's Tareas project planning.



### Health

The biggest investment of Intiwawa is in nutrition. Our daily feeding program has provided daily lunch for all inscribed children in Intiwawa in San Isidro as well as on Sundays in Coporaque. In the context of increasing anemia in Arequipa by 38% (Ministry of Health of Arequipa, 2018) a nutritious lunch for the kids is fundamental to prevent and treat deficiencies. Last year, Intiwawa has therefore increased its investment to hire a nutritionist who taught our cooks how to prepare vegetable rich lunches as kids in San isidro mainly consume rice and some meat. As the training goes further in 2019, the impact expands to our children homes as parents received nutricion related consulting after a health diagnosis of their children. In addition, Intiwawa invested



more than 5500/S of dental treatment for children to treat dental infection and diseases.

## Empowerment

In 2018, Intiwawa saw its work with the parents expanding to monthly parents schools and weekly training in handcrafted textile production with an income of S/. 9000 for the first order for the mothers through a Chaqchao collaboration. In direct interviews with the mothers, it has also been stated that through their participation they feel “more independent” from their partners receiving “professional know-how in textile production” (Eufemia, mother of 4 children in Intiwawa).

The projects with the parents is seen as the most impactful work of Intiwawa following significant results of a survey with Intiwawa’s volunteers mostly agreeing that “A parent involved with

Escuelas de Padres have better parenting styles than a parent not involved in Escuela de Padres”. As violence is widely accepted in the everyday life of the families, our psychologist Karen and her colleague influence the children realities by including parents in activities where non-violent tools are thought to them and consequences of violence are openly discussed.



## CASE STUDY: Evelyn Sanchez

Twelve years ago, Evelyn Sanchez was one of the first children at Intiwawa. Now 22 years old, she is currently in the USA on a work placement and studying Administrations at the Universidad Nacional de San Agustín in Arequipa while her parents continue producing bricks in San Isidro. Evelyn however, decided not to choose the same destination thanks to the volunteers support and inspiration to, as she says, “make something out of our lives”.

Stories like Evelyn’s show how Intiwawa’s impact is transmitted through everyday contact with the children. While many NGOs operate only on weekends, Intiwawa is unique in offering daily accompaniment throughout the week with the aim of maximising a positive influence on the minds and perspectives of the children.

While it is surely a goal of Intiwawa to improve quantitative measurement mechanisms of its work, case studies like these offer first hand proof of our sustainable long-term influence on the lives of Arequipa’s youth in the poor suburbs. We are jointly proud of Evelyn’s achievement, and we wish her and her parents the very best for the future. She is a shining example for more brave kids to achieve their potential like her.



## VOLUNTEERS

In 2018 Intiwawa received volunteers from a variety of different places, both internationally and locally in Arequipa. While interns on the field received more responsibility though leader positions, we also received more long-term volunteers than ever to undertake important coordinator positions on both the German and Peruvian committees. These positions are essential in developing Intiwawa's image as a professional and self-sufficient organisation.



**"I was so pleased to be able to donate my time to such a worthwhile cause, helping Intiwawa in their accounting." - Mary Gleeson Afid volunteer from Ireland**

### Afid

As part of Intiwawa's registration as a charity in Peru, we began working with the accountancy firm Accounting for international development. Afid is a registered charity itself, specialising in accountancy and offering qualified accountants to visit sites around the world. We had two such visitors in 2018 who helped with our accounts, and established professional digital systems for managing Intiwawa's accounts.

### Weltwaerts -Volnet

Towards the end of last year, we also received our first volunteer from the German government's Weltwaerts programme under the peruvian registered association. These volunteers spend between nine to 19 months volunteering with an organisation and receive financial support, cultural preparation and well as visa for their stay in Peru. We are happy to receive them as part of our aim to create more, long-lasting collaborations where volunteers built strong bonds with our work and receive impactful responsibilities.

**"Intiwawa has given me time to learn. Learn about myself, Peruvian culture, and pedagogy. I have really enjoyed helping the kids develop into modern, independent individuals." - Paul Born, Weltwaerts volunteer from Berlin**



**"I always had the desire to support others, and to contribute a little of what I have to these great children who need it. Intiwawa has been one of the best experiences of my life." Nick Willians, Cibertec student from Arequipa**

### Cibertec

Cibertec is a local Arequipan college focusing on computing and information technology. Through a formal collaboration with Intiwawa as part of their Youth Solidarity Programme, where they send students to take part in extracurricular activities and charitable causes, Intiwawa constantly receives support on the field. One of their volunteers, Nick, has continued to volunteer with us after completing his obligatory period with Cibertec leading the class of secondary school children, making this a valuable relationship and a good source of more permanent local volunteers.

### IWA en Acción committee

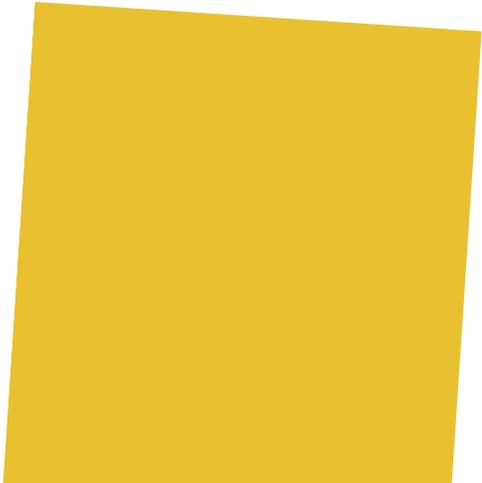
Joining the peruvian committee as treasurer in early 2018, Stephany Amado, a professional administrator has been a key coordinator in registering the until then German NGO under Peruvian law and therefore opening its doors to local collaborations and donations. Being in charge of administering Intiwawa's daily income and spendings, she has convinced the committee with her honest personality as well as reliable and transparent work as treasurer.



"Peru has a lot of problems like poverty, illiteracy and corruption, but whenever I see the kids smiling I feel full of hope. I'm sure that every little activity in Intiwawa helps them grow into better people . Intiwawa definitely helps me more, than I do with it."  
- Stephany business advisor from Arequipa

### Intiwawa e.V. committee

One of the most sustainable support Intiwawa receives, is the support of volunteers working in Perú and joining Intiwawa e.V. on their return to their home country. Martin Petrich, just as Felix Mohr, is a great example of one of the most hardworking volunteers being the beloved teacher of the children for one year in Peru and later on joining the German committee as finance coordinator to create financial reports to the German authorities.



"Working with Intiwawa has had a big impact on my life. After one year of volunteering in the projects in Peru, I joined the committee in Germany. Even though it isn't always easy, every day I gain new insights into different aspects of the work behind an NGO." - Martin, student from Berlin

### Internships

In 2018, Intiwawa has also seen proof of the importance of professional support of interns in the field as well as administration. We had two

interns who became committee members in 2018 - Paula Merten and Carina Forster. As volunteer coordinator, Paula has established collaborations with recruitment organisations and continues with her work until today as part of the German committee. As Marketing Coordinator in Peru, Carina has had an outstanding impact in promoting Intiwawa by establishing a whole new marketing strategy and website for its professional representation to the outside world.



"Working as the Marketing and Communications Coordinator in Peru for one year was a professional boost, as well as a personal pleasure. I had an amazing time living in Peru, and the children and the Intiwawa family will always have a place in my heart." - Carina Foster marketer from Vienna

## Leaderships

With its new organisational structure, away from generalist positions more towards specialised areas, Intiwawa has officially introduced leader positions on the field to manage everyday operations and necessary resources of a specific project. Nicole Ventura has been pioneering the role as a leader in planning the project in advance, calculating financial needs and coordinating human resources for a successful project execution.



"Sweat, mud, dust, discomfort ... all this is worthwhile and gives me a feeling of humanity, of always being able to help, that makes me want to do more for others whenever I can. Above all, I love what I am doing and to make the most as a volunteer." - Nicole from Arequipa

## Academic projects

We have been proud to see the interesting work of Andrew Chang joining in 2018 who conducted surveys with volunteers and the community and researched on evidence based studies of community interventions. His conclusions inspired the committee with proposals for improving and guiding decision-making regarding our projects. Volunteers like Andrew show major impact in Intiwawa's progress through project related work in the field of their interest.



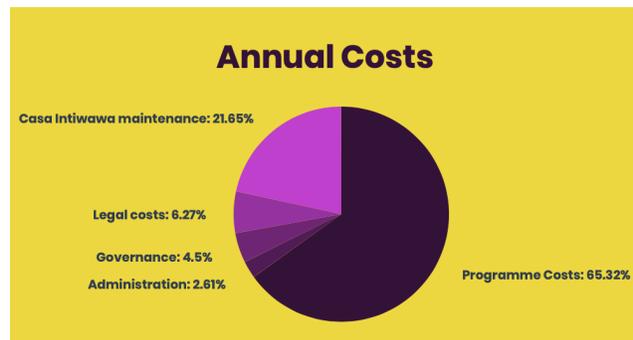
"Intiwawa is a growing organization and its working culture much resembles that of a startup. I had the privilege to work in the field and learn how to operate in a low-resource setting." Andrew Chang student from Taiwan

## FINANCES

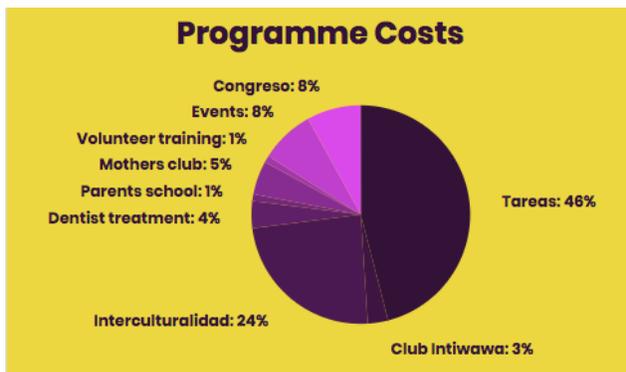
Intiwawa is financed by donations from mainly Germany, other countries include England and Peru. Around 85% comes from donations from individuals and the rest from independent organizations or activities. During 2018, the main source of income was from the German-registered organisation, *Intiwawa e.V.* The funds are raised through individual donations and memberships.

Building on the registration of the Peruvian organization *IWA en Acción* in 2018, the main aim in 2019 is to supplement the ongoing support received from Germany with fundraising activities in Peru and invest in more quality of its social services.

During 2018, two professionally qualified accountants came to undertake volunteer accounting placements with *IWA en Acción* in Arequipa. These placements were organised through the international NGO Accounting for International Development (AfID) and proved to be invaluable to the organisation. The value of these placements are not recorded in the financial statements however the cost of the services are valued between \$20,000 - \$40,000 (USD). The aim of the placements was to establish effective, long-term systems for the management of Intiwawa's finances, so that our volunteers on each committee can be consistent and transparent when working on the organisation's accounts.



Looking at the spendings of Intiwawa in Peru, the committee differentiates between three main areas:



**1. Programme costs** that include daily basic costs of the house such as electricity, internet and water as well as any cost related to the execution of the projects including human resources (cooks, teachers, house care), food for daily lunches and educative materials for the kids (for homework support, tutoring and the kindergarden); **2. Governance costs** that involve payment of third parties for reporting to the authorities as well as legal administrative costs since low cost digital systems are not commonly used in

Peru; **3. Administration costs** that are kept at the very minimum considering that Intiwawa works mainly with volunteers sitting in the committee and offers reimbursement for spendings on Marketing material or necessary travel expenses for the administration of Intiwawa in Peru.

In addition, in 2018 Intiwawa has invested a percentage of its income into **maintenance** needs

of the house including a new kitchen, as the cooks were exposed to a risky old kitchenette, a metal rod was also installed to ground the electricity, making the electrical system safe for both children and volunteers, and a flushing system in the bathroom to offer basic hygiene standards when using restrooms. Intiwawa has also registered the until then German association Intiwawa under peruvian law which required a unique **legal investment** of 6.27 % of the budget.



## THE FUTURE

As Intiwawa grows, we have begun steps to improve internal operations and our representation in the public sphere. In 2018, this has meant the creation of specialized positions in different areas - Finance, Marketing, Projects and Volunteers - as well as the post of General Director. While the continuation of these positions will be fundamental for the sustainability of the work we do, new fundamental positions such as Impact Analyst and Fundraising Coordinator are foreseen for the coming year. By establishing these roles, greater stability has been already achieved in our administrative work, giving room for improvements in the execution of our projects in the field facing a larger focus on Intiwawa's core educational projects such as Tareas and Escuela de Padres.

After more than 10 years of hard-work, Intiwawa has built up its reputation as one of the few main non-governmental organizations working with families in the southern part of Arequipa, where informal brick manufacturing and illegal child labour dominates the area until today. By registering in Peru as a non-profit organization in 2018, Intiwawa aspires to prepare for future scenarios with fewer donations from abroad and create new possibilities by involving companies and individuals from the local area in its social responsibility. To improve the quality of our education, we require greater investment in professionals on the field, administrative staff in the committee and learning equipment advancing from homework support to personalized tutoring for the children. Diversifying our methods of generating funds, as well as widening our network of potential donors remain priorities in the coming year of the organization.

We thank everybody for being part of this indispensable path of social-humanitarian work in providing a better future to the kids we love and look forward to continue with and improve the provision of financial and human resources for what we believe in:

*"Many small people, in small places, doing small things can change the world."*

**Eduardo Galeano**