

WE BRING TALENT TOGETHER

to accelerate the social and environmental transformation of Colombia



2018 MANAGEMENT REPORT



COMPARTAMOS CON COLOMBIA



COMPARTAMOS CON COLOMBIA

PRESIDENT OF THE BOARD OF DIRECTORS

Eulalia Arboleda de Montes

EXECUTIVE DIRECTOR

Susana Yepes Bernal

EDITING AND TEXT COORDINATOR

Johnatan Jesús Clavijo Taborda

Juan David Behar

DESIGNING TEAM

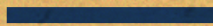
DEPURA

TRANSLATION

Juan José Rocha

Compartamos con Colombia, April, 2019.

INDEX



1. INTRODUCTION	6.
2. ABOUT US	9.
3. HOW WE ACCELERATE CHANGE	12.
4. 2018 IN NUMBERS	14.
5. PARTNERS	16.
6. CLIENTS AND ALLIES	19.
7. FEATURED STORIES	
7.1 The Growth of an Authentic Ice Cream Shop in Chocó	29.
7.2 Waya Guajira Hotel: Tourism that creates Social and Environmental Impact	34.
8. 2018 FINANCIAL STATEMENTS	38.



1. INTRODUCTION



The world is doing better than we think and there are several reasons to feel hopeful. Hans Rosling, professor, doctor and social studies researcher, would categorize what happens on a daily basis as *the secret silent miracle of human progress*.¹ In the last century, humanity has advanced significantly in fundamental aspects such as access to drinking water, electricity, vaccination and connectivity by means of mobile and internet technology. However, the daily advance tends to get obscured by the information trending on social media, and the seemingly increasing political distrust. The divisiveness of our society has made it difficult to come together in order to identify and solve our most pressing problems.

We cannot discredit our achievements, and we must certainly not lose hope in our capacity to collaborate with one another for a better future. That is why at Compartamos con Colombia we choose to be optimistic; we choose to work hard and with enthusiasm to bring about change and transformation. We are aware that Colombia is currently facing multiple challenges and understand how economic and social inequalities have isolated some of our communities and generated important gaps in the access to equal opportunities.

Nevertheless, we are also aware that we can change our reality by bringing together a broad range of talent together for a common purpose. In fact, Compartamos con Colombia was born 18 years ago with the vision of building a common space in which professional services firms can contribute to society and bring about social transformation.

**AT COMPARTAMOS
CON COLOMBIA WE
CHOOSE TO BE
OPTIMISTIC; WE CHOOSE
TO WORK HARD WITH
ENTHUSIASM TO BRING
ABOUT CHANGE AND
TRANSFORMATION.**

As an organization, we have reinvented ourselves continuously in order to respond to the ever-changing context and to the new arising challenges. Currently, our job has been focused in two directions: on the one hand, strengthening the capacities of leaders, organizations and communities which have a high social or environmental impact; and on the other hand the design and guidance on the implementation of community solutions by matching the talent of our

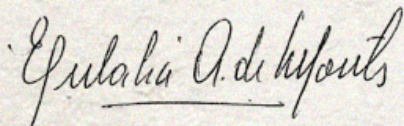
team and associated firms with the needs of the communities with whom we work.

In recent years, Compartamos con Colombia has worked with more than 500 organizations and initiatives of social and environmental impact. Thanks to this experience, we are now certain that change and transformation, complex

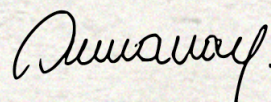
and time-consuming as they may be, are achievable and thorough when they are built collectively by diverse and talented actors who are committed. That is why we

are optimistic and we keep investing all our energy to accelerate the transformation of our country.

IN RECENT YEARS,
COMPARTAMOS CON
COLOMBIA HAS WORKED
WITH MORE THAN 500
ORGANIZATIONS AND
INITIATIVES OF SOCIAL
AND ENVIRONMENTAL
IMPACT.



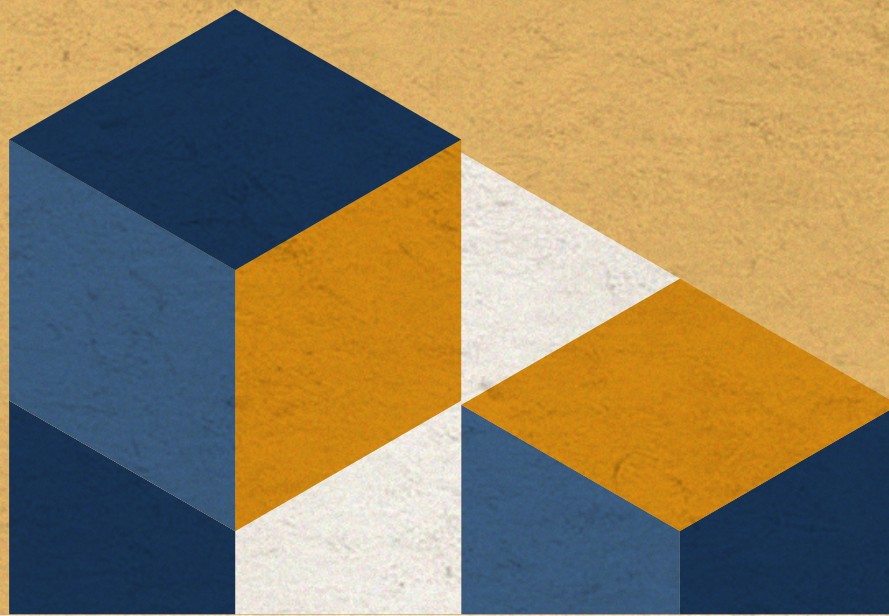
Eulalia Arboleda de Montes
President of the Board of Directors



Susana Yepes Bernal
Executive Director

[1] Rosling, H., Rosling, O., & Rönnlund, A. R. (2018). *Factfulness: Ten reasons we're wrong about the world - and why things are better than you think*. New York: Flatiron Books.

2. ABOUT US



Compartamos con Colombia is a non-profit organization whose aim is to enhance the capabilities of leaders and organizations to accelerate social and environmental transformation. We serve as a vehicle that brings together talent and fosters synergies between our partner firms, allies and communities in a variety of territories throughout Colombia.

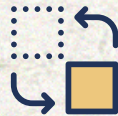
OUR PILLARS



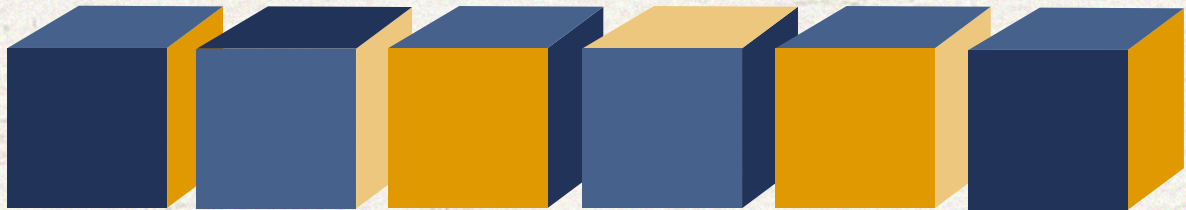
WORKING IN COLLABORATION
AND PARTNERSHIP



EFFECTING
CHANGE



DARING TO THINK
DIFFERENTLY



ATTAINING RESULTS
THROUGH EXCELLENCE



WORKING WITH
PASSION



COMMITTING TO
IMPACT

OUR TEAM



We are young, passionate and committed to improving social and environmental conditions. Our team reflects the original will of those who came together in 2001, with the specific target of speeding up the transformation of our country and bring about a better future for all.

OUR PARTNERS

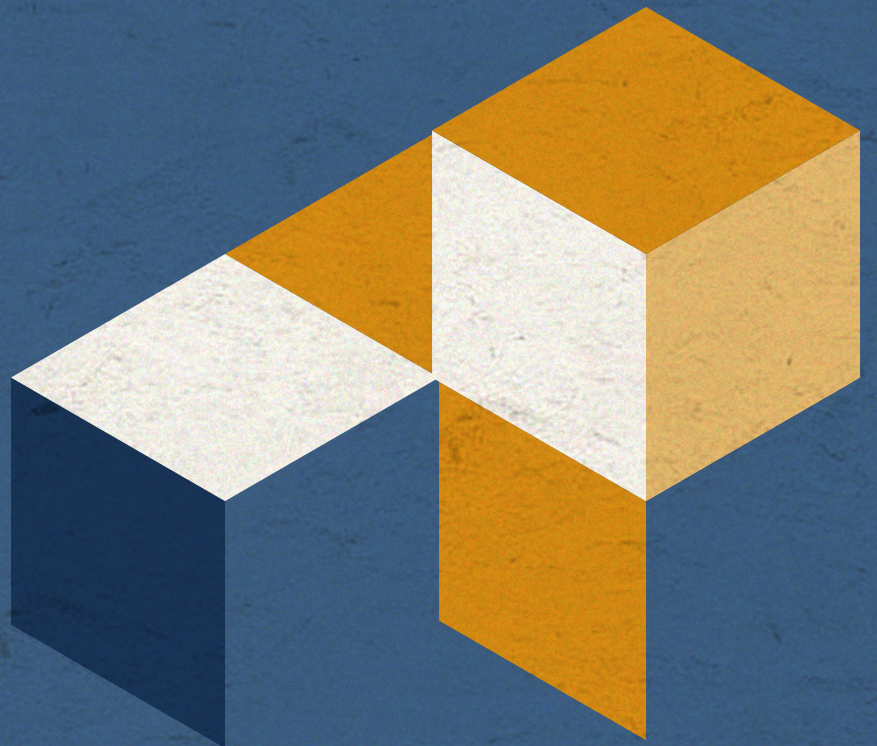


We team up with professional service firms who have vast experience in investment banking, strategic consulting, auditing and legal services.



3.

HOW WE ACCELERATE CHANGE



We pair talent and know-how with a variety of organizations and communities who generally do not work together, in order to generate high social and environmental impact. We use our understanding of the social sector and combine it with the expertise of our partner firms to identify potential social and environmental initiatives. These initiatives are carried out by non-profit organizations, international cooperation agencies and state institutions, as well as entrepreneur leaders and communities.

On one hand, we strive to **build and strengthen the capacities** of our clients, organizations and leading entrepreneurs to help them expand their know-how and address improvements to their processes in order to attain higher impact in their communities. Compartamos con Colombia attracts leading partners with specialized knowledge to volunteer and share their skills, so the knowledge and best practices of key industries are dispensed to otherwise isolated peoples.

On another line of work, we **design and implement solutions**. We work in tandem with external allies and partner firms to search for sustainable and scalable solutions, and work enthusiastically to turn the challenges some communities face into great opportunities.

In both lines of work, Compartamos con Colombia acts as a leader and liaison and contributes with key insights on high-impact social and environmental initiatives. Our

organization coordinates the participation of a broad scope of professionals to ensure the needs and expectations of our clients and allies are met.

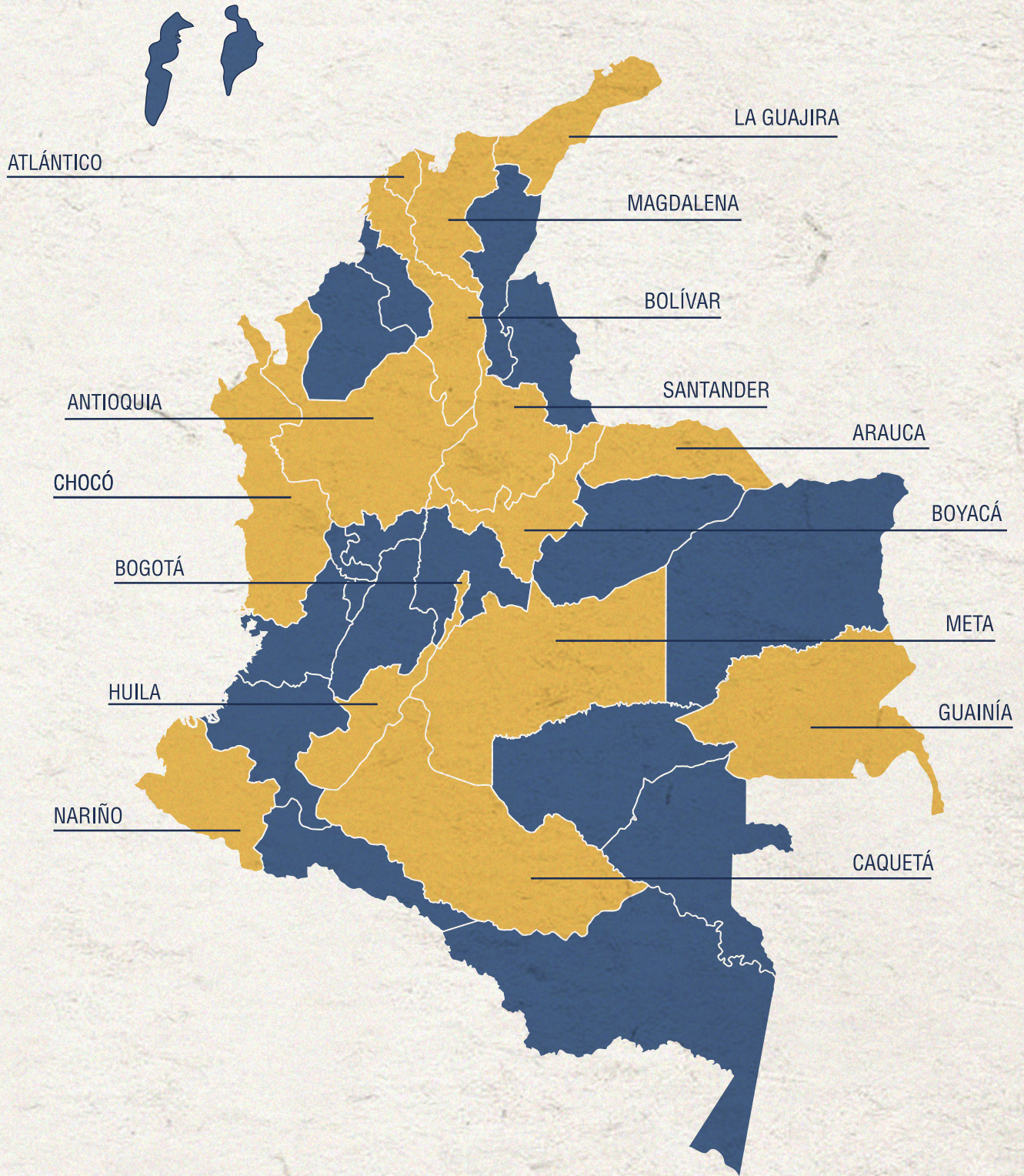


WE PAIR TALENT AND
KNOW-HOW WITH A VARIETY
OF ORGANIZATIONS AND
COMMUNITIES WHO
GENERALLY DO NOT WORK
TOGETHER IN ORDER TO
GENERATE HIGH SOCIAL AND
ENVIRONMENTAL IMPACT.



4. 2018 IN NUMBERS





EXECUTED PROJECTS



DEPARTMENTS (REGIONS)



PARTNER FIRM VOLUNTEERS



VOLUNTEER HOURS



COLOMBIAN IMPACT RECIPIENTS

5. PARTNERS



A key element that helps Compartamos con Colombia stand out, is the participation of its partner firms in the development of projects. In our model, the 13 firms that are currently active have jointly created a scheme for coordinated work in a way that allows us to have a greater impact than if any of the individual participants would have worked on their own. Our partners build bridges and collaborate amongst themselves at Compartamos con Colombia to achieve common goals that aim to transform the country.

One of the ways our partners contribute to our cause is by committing their work teams. In 2018, we involved 145 volunteers from our partner firms for the 38 projects we executed. 20 of the volunteers acted as senior advisors or Champions and the remaining 125 acted as professional volunteers who offered their own set of skills to the projects.

Some of the main benefits of volunteering with us include the participation in multidisciplinary teams and the interaction with professionals from other important companies across various sectors. Members enrich their professional outlook and grow their networks. In these collaborative spaces, volunteers get the chance to focus their abilities on the social sector, which is typically beyond their core activities. Usually, this becomes a rewarding experience. Participants get to know the impact of their contributions, which are significant and meaningful in the development of organizations and

entrepreneurs. Ultimately, their actions have tangible social and environmental effects they can witness.

**IN 2018, WE INVOLVED
145 VOLUNTEERS
FROM OUR PARTNER
FIRMS FOR THE 38
PROJECTS WE
EXECUTED.**



VOLUNTEER TESTIMONIES



CARLOS FELIPE RUIZ

Volunteer
Corporate Social Responsibility
Manager - Advantis



“ Our lawyers welcome volunteering opportunities at Compartamos con Colombia because of the nature of their cases. The work is similar to what they do day in and day out, and that allows our teams to **feel comfortable and familiar with the task** at hand. Likewise, the communication between our lawyers and the team at Compartamos con Colombia is quite good. It's one of the things we value the most when we are developing these projects ”.

“ For us, Compartamos con Colombia is an ally that helps us work on high-impact consulting projects that we otherwise would not approach. These opportunities allow our junior teams to **potentiate their skills and gain relevant experience** outside traditional projects. This experience also improves their professional development plans as consultants”.

MARÍA ALEJANDRA SALAZAR

Probono Coordinator
Gómez Pinzón Abogados



“ I can find three reasons to participate in these types of projects as a volunteer: one, because you get to meet **extraordinary people** who you do not typically meet, or who are not within your circle of acquaintances; two, the variety of companies and projects help you gain a new perspective on what is happening in the country; and three, because you will also gain a very different perspective on how to execute projects ”.

DIANA COGOLLO

Volunteer
EY Colombia



“ Compartamos con Colombia's purpose in my own words is to help those who help. One of the effects for volunteers is that they soak in knowledge by being in contact with organizations, people, communities or projects that they would not approach in their daily activities; **volunteers also enrich their own experience by sharing what they know best with others.** In the exchange, volunteers learn how they might contribute to a better society, and get a sense that they are indeed doing so”.

FEDERICO MÁRQUEZ

Champion Volunteer for a
variety of projects
Estrategias Corporativas Partner



6. ALLIES AND CLIENTS



2018 ALLIES AND CLIENTS

When we bring clients, partners and allies together, we are able to gather an exceptional variety of talent which in turn gives way to achieving our purpose at Compartamos con Colombia: to accelerate transformation in our country.

AN OUTSTANDING ALLY



Aflora

UN PROGRAMA DE:

**Fundación
Bolívar
Davivienda**

As part of its business group, Grupo Empresarial Bolívar's foundation was our greatest ally in 2018. Not only did they trust us to work in the development of one of their projects, but also connected us with other organizations to help them grow as well. Their project Aflora (Bloom) which is focused on helping social organizations in their growth stages attain sustainability and achieve greater impact, became a stepping stone for us to work with Teatro Libre and other similar projects.

Working in tandem with the Foundation (Fundación Bolívar Davivienda) helped us achieve common goals, and find new talent and foster change in organizations that can make a difference for peoples and communities.

CLIENTS

Below we outline a list of our clients and how we worked together in 2018.

SOCIAL SECTOR



(Education)

We selected a model for sustainable finance whose purpose was to identify new sources of revenue and provided recommendations in terms of current operations and management.



Compartamos con Colombia carried out a workshop about best governance practices for these types of associations.



We developed a financial planning tool that would allow Alianza Educativa make decisions regarding the proper management of the 11 schools they operate in concession in Bogota.



Compartamos con Colombia analyzed national and international organizations similar to AFE to identify best practices, and created an agenda of work to be done at each of their locations (Antioquia, Bogotá D. C., the Caribbean coast and Valle del Cauca).



(Entrepreneurship)

For this client, we provided support for the institutional development of one of its women's associations in El Doncello, Caquetá which focuses on producing and selling herbs. We assessed their current legal strategies and advised on their best alternatives for the future. Additionally, we studied their business model and created a new sales strategy. Finally, we complemented our support by analyzing the association's finances and gave them useful tools to optimize its management. This project was financed by GIZ.



We restructured their governance model to ensure the organization’s original principles (based on the Waldorf Education philosophy) were preserved.



Compartamos con Colombia determined which lines of action had the greatest potential to help the Corporation grow by providing financial, strategic development and business model analysis.



We helped DeJusticia redefine their organizational structure, macro-processes, governance model and strategic alignment processes.



(Education)

We built a financial sustainability model based on our analysis of several regional branches.



We advised FUNDAPER on alternatives to achieve financial sustainability based on their capacities and acquired knowledge.



Compartamos con Colombia worked along Fundación Carolina Colombia in the development of a financial and strategic sustainability model.



Our organization devised a governance model and advised changes in Board of Directors statutes and bylaws to enhance strategy and impact potential of the organization.



We came up with a financial model and analyzed legal means to replicate the model Juanfe uses in different regions in the country based on their experience in Cartagena.



(Corporate Foundation)

Compartamos con Colombia provided technical guidance and follow-up on the implementation of a previously designed strategy which included various adjustments to work indicators, governance models and bylaws.



FUNDACIÓN MARIO SANTO DOMINGO
Por el Desarrollo Social de Colombia

(Family Foundation)

Our organization determined a new vision and business plan for the Business Development Unit of the Foundation.

ProSierra

(Environmental)

We performed strategic and financial planning as well as a policy reform. We strengthened their operations model and heightened the impact the organization could achieve.



(Corporate Foundation)

We strengthened the top educational projects from the 2017 competition “Diseña el Cambio” (Designing Change) in various municipalities including: Cartago, Valle del Cauca; Envigado, Antioquia; La Plata, Huila; and Tinjacá, Boyacá.



(Sport and Education)

Compartamos con Colombia helped restructure the management and financial departments within the organization. We wrote a process map, and redefined area structure and position responsibilities.



givepower
(Environmental)

We studied the legal requirements to get “GivePower Colombia” up and running.



(Social Development)

We designed a financial and social impact model to reactivate Hogar San José, in Pasto (Nariño) and ensure its sustainability.

MOVILIZATORIO

(Citizen mobilization)

Compartamos con Colombia guided Movilizadorio in the creation of an organizational structure, governance and business model.



(Social Inclusion and non-discrimination)



(Social Development)



(Arts & Culture)



(Health)



(WCS)



(Energy)

We guided Redsomos in the reengineering of their financial model and strategy to strengthen their Board of Directors and boost sustainability.

Compartamos con Colombia performed a financial viability study for a local organization of community welders located in Pescaito (neighborhood) which was supported by Tras La Perla. This social initiative was created by Carlos Vives, a Colombian singer with the intention of contributing to the development of his hometown Santa Marta, Magdalena. We worked in alliance with Corporación Ventures on this project.

We created a business strategy model for this classic Colombian theater, located in Chapinero neighborhood, with the intent of contributing to the organizations sustainability and ability to generate impact in the Arts & Culture development sector.

We mapped trends in the Health Industry with the objective of assessing opportunities and challenges for the Foundation. We worked in alliance with Corporación Ventures on this project.

Compartamos con Colombia focused on reviewing the strategy of the organization, and on strengthening operations, organizational, financial and governance structures.

PRIVATE SECTOR



Our involvement in this case was multifaceted. We provided a concept design for the micro-aqueduct at Windpeshi (wind farm); aided in the social management of the indigenous communities in the area, specifically with regards to providing solutions to the access to water issue. We also managed the design and construction of the project and a pre-feasibility assessment for the part of the community that would run the aqueduct.



Compartamos con Colombia performed a qualitative measurement of the social impact that the hotel has had on the community. We took into account three main fronts: job creation and capacity development for the inhabitants in the region; tourism routes development; and consolidation of local suppliers. This study was crucial for the creation of strategic planning, attaining sustainability and potentializing the development of other businesses in Albania, Guajira, parting from the management of this hotel.

SEE MORE ABOUT THIS EXPERIENCE IN THE FEATURED STORIES SECTION.



We performed socio-economic research about the target region and included education, health, social inclusion and housing factors. We referred our client to pair organizations in an exercise to share best practices.



Compartamos con Colombia designed sustainability strategy and guided Tecnoglass on how to write their sustainability report in accordance to Global Pact guidelines.



We studied the industry at a global level and identified leader companies and best sustainability practices.



Compartamos con Colombia created and monitored the projects led by the winners of the “Titanes Caracol” award in 2017 and 2018.



We identified best practices in terms of sustainability and advised the organization in how to scale such practices across their business group.

ALLIES



The innovation laboratory of the Interamerican Development Bank Group – IDB Lab and Compartamos con Colombia worked together in two closure events:

New Mindset

During this event we gathered parties from the private, public, social and academic sectors in order to collaborate in the establishment of a Social Innovation Agenda for Colombia in the short term. Each participant shared their own perspectives and lessons learned, which resulted in a collection of best practices.



TO WATCH THE CONFERENCES IN THIS EVENT, PLEASE VISIT:

[BIT.LY/NEWMINDSET2018](http://bit.ly/newmindset2018)

La disrupción de la pobreza (Disrupting Poverty)

The main purpose of this event was to brief multilateral organizations, government entities, universities, charities and companies on the ValorEX system with the intention of evolving the Corporate Social Responsibility approach towards a more sustainable process that focuses on regenerating environmental, social and economic value.

DOWNLOAD INTERESTING MATERIAL FROM THIS EVENT HERE:

[HTTP://BIT.LY/EVENTOVALOREX](http://bit.ly/eventovalorex)

Detonante has been a critical ally to amplify our reach and connect our endeavours with outstanding talent. We have worked with them in the following projects:



Entrepreneurship Acceleration Programs in Quibdó

We wrote the growth and expansion plans for eight start-ups native to the Quibdó region

LEARN MORE ABOUT ONE OF OUR OUTSTANDING EXPERIENCES IN THE FEATURED STORIES SECTION.

Detonante Bogotá 2018

Our very own Susana Yepes, Executive Director at Compartamos con Colombia, acted as the keynote-speaker of this installment of the Festival. Detonante took place in “The Bronx”, a marginalized and previously crime-ridden area in Bogota.

Integrated Management System of Solid Waste in Quibdó

Alongside Fundación Mima and Detonante, our team developed a financial tool and strategy to achieve a model in which 90% of solid waste produced in Quibdó is utilized advantageously. We also strengthened the existing associations of recyclers and launched campaigns raising awareness to the inhabitants of Quibdó about waste problems and solutions.



7. FEATURED STORIES



7.1 THE GROWTH OF AN AUTHENTIC ICE CREAM SHOP IN CHOCÓ



Cristian Ríos was born and raised in Chocó in 1988 along with his older brother and his younger siblings. In 2005, just after finishing high school, Cristian had to face a tough decision; he had to leave behind everything that was dear to him to become a professional. The following year, he left his family to travel to Medellín where he majored in Agro-industrial engineering at the Universidad Pontificia Bolivariana.

After graduation, he went back to his hometown to make his dream come true: to open an ice cream shop in which he would pay tribute to his region by offering

ancestral fruit flavors – something that had been unprecedented.

To begin, Cristian needed a reasonable investment that would allow him to finance the necessary equipment and a proper location. He applied for a loan at “Fondo Emprender” (Entrepreneurship Fund), the government institution, responsible for providing seed funds to Colombian entrepreneurs. “Fondo Emprender” approved his project and during the 2013 and 2014 he worked tirelessly to set the ground for the shop.

On December 8th, 2014, his ice cream shop “Heladería Artesanal Fríos, Frutos de los Ríos”, was inaugurated. A year after its opening, the store had 4 employees and a steady income, which allowed the business to run without facing any major issues. However, the shop did not grow the way Cristian expected, and the number of employees he was able to employ remained the same.

A CHANCE TO MOVE FORWARD



In April, 2018, Compartamos con Colombia and Detonante started a revitalization process with “Heladería Artesanal Fríos” and other seven ventures in Chocó.



The team, in association with Andrés Botia, a professional volunteer from one of our partner firms, Advantis, traveled to Quibdó twice to carry out work sessions to discuss the business model and strategic opportunities for the expansion of the shop. During these meetings, the skills and talents of the consultants, and the knowledge and experience of the entrepreneur came together to define a path to attain substantial growth. A course of action was set, and the team began pursuing the strategies designed.

**IN APRIL, 2018,
COMPARTAMOS CON
COLOMBIA AND DETONANTE
STARTED A REVITALIZATION
PROCESS WITH “HELADERÍA
ARTESANAL FRÍOS”
AND OTHER SEVEN
VENTURES IN CHOCÓ.**

The first approach was a Food Truck strategy. The vehicle’s main purpose was to expand the company’s brand recognition both working as a selling point and as a moving billboard. The second approach, was placing freezers in partner stores. This distribution model placed the company in several points of sale in strategic locations across Quibdó, as well as other nearby towns such as Istmina and Tadó.



During the months of September, October and November, the guidance and support of the consulting team allowed Cristian to better execute and plan his alternatives for growth. The team created the business models of both approaches (the food truck, and the partner locations), along with objectives, goals, indicators and a solid financial analysis that allowed for better execution.



THE RESULTS



At the end of December, 2018, Cristian had already tried all of the alternatives of growth he had been working on with the consulting team and he was finally getting favorable results. About 10 months later, when the Food Truck initiative was up and running, sales went up 20%, and thanks to the ads placed, the brand was getting higher recognition in Quibdó and Istmina. His second approach, the partner locations, were also turning out positive results. An alliance with a traditional ice cream shop in



Istmina and a restaurant in Tadó, allowed him to connect with his clients in those cities.

Bringing this pool of talent together not only allowed Cristian to achieve the growth he had been wanting for years, but also helped him create two new jobs and expand to two cities. In just three months after the initial

consulting, “Heladería Artesanal Fríos, frutos de los Ríos” began writing a new course in its history and it is now thriving.

GET TO KNOW MORE ABOUT “HELADERÍA ARTESANAL FRÍOS, FRUTOS DE LOS RÍOS” AND ITS FOUNDER HERE: [HTTP://BIT.LY/FRIOSHELADERIA](http://bit.ly/friosheladeria)

OUR CLIENT'S TESTIMONIAL



CRISTIAN RÍOS

Founder of
“Heladería Artesanal Fríos,
Frutos de los Ríos”



“ The professional guidance of Compartamos con Colombia and its partners allowed us to look at things in a different way, in a broader way; and in doing so, we were able to see how to grow our company. Even though we had been out in the market for several years up to that point, we lacked the experience needed to be more effective and concrete. Their external assessment has proven to be extremely valuable in our goal of reaching a wider audience ”.



7.2 WAYA GUAJIRA HOTEL: TOURISM THAT CREATES SOCIAL AND ENVIRONMENTAL IMPACT



La Guajira, the northernmost region in Colombia, has an undeniable touristic potential. In recent years, it has seen a boom in tourism, not only due to its paradise-like beaches, but also thanks to the extraordinary diversity of its landscapes and its culture. In fact, La Guajira is home to the most numerous indigenous community of Colombia: The Wayuu.

There are still plenty of chances to reach the endless potential of the region, and

some initiatives are already working on a sustainable tourism proposal, in which companies work hand in hand with the local communities and the environment.

At Albania, a town in the middle of La Guajira, working at the Coal Mine (El Cerrejón) seemed to be the only economic activity alternative for the locals.

Given the latent touristic and cultural potential of the region, it was of vital



importance to develop new alternatives alongside the community to boost their capabilities and knowledge and attract tourism to the region. This opportunity gave birth to “Waya Guajira Hotel” (which in the language of the Wayuu means “We are Guajira”), a project brought together by several partners such as Fondo Inversor (Colombian first Impact Investment Fund) and Cerrejón Foundation among others. These actors were clear on a goal from day one: They wanted to see a positive change in both social and environmental landscape in the territory.

To follow that premise, the hotel was built with an eco-friendly philosophy in mind. With the help of institutions like the SENA (National Learning Service), the UNDP (United Nations Development Program) and the mayor’s office of Albania, training and learning programs took place. This allowed

dozens of inhabitants of the region to learn the necessary skills to run the hotel and other related activities. Customer service was one of the essential skills they developed.

At the same time, local projects related to the local gastronomy, handcrafts and touristic activities were reinvigorated. It was important to weave a network of talent that could translate potential into a bigger impact to the communities and a better experience for the tourists. The project itself was meant to be more than just a hotel; the hope was to set an example and for the territory to be reborn. With this project we were hoping to make the ancestral traditions of the Wayuu known and to inspire outsiders to explore the beauty of the land.



EVALUATING RESULTS



After operating for five years, The Waya Guajira Hotel wanted to check its progress from an external and specialized perspective. The hotel wanted to pay special attention to the social impact they had achieved in aspects such as employability, touristic route development and the way the community had been interacting with its local providers.

At that moment, Compartamos con Colombia performed a qualitative analysis based on a revision of the different processes the organization was carrying on, as well as several interviews to different actors involved in the hotel's operation. This allowed the organization to identify the social impact achieved and the potential opportunities for the future.

This analysis yielded results that were decisive for the strategic planning for the

next five years of Waya Guajira Hotel, not only because the achievements and opportunities of the first period were identified, but also because it was useful and necessary to establish a roadmap for the following years. This roadmap considered better and more accurate indicators as well as impact goals with proper follow-up.

THE INITIAL RESULTS AND A VISION OF THE FUTURE



One of the results that the initial evaluation demonstrated, was the need of a more structured and formal plan that allowed the members of the community to collaborate with each other more effectively. This plan had to align with the main goal of the hotel, which was and is, to generate a social

COMPARTAMOS CON COLOMBIA PERFORMED A QUALITATIVE ANALYSIS BASED ON A REVISION OF THE DIFFERENT PROCESSES THE ORGANIZATION WAS CARRYING ON, AS WELL AS SEVERAL INTERVIEWS TO DIFFERENT ACTORS INVOLVED IN THE HOTEL'S OPERATION.





Photo: Courtesy of: Hotel Waya Guajira.

and environmental impact on the region. Nowadays, the hotel has moved forward in the elaboration of this tool by formally integrating different actors, thus allowing them to be part of the strategy.

Likewise, thanks to the diagnosis that came as a result of the revision, the implementation of several opportunities was executed. In particular, for the tour routes, which are very appealing to visitors as a way to get in contact with the many communities

inhabiting La Guajira. Visitors often get a sight of the multiple traditions of the locals and leave with an everlasting memory of a different culture, which in return allows the hotel to strengthen its relationship with all the actors along the process.

The assessment and evaluation provided by Compartamos con Colombia not only solidified the core strategy of the hotel, but also contributed to the articulation of talent in the territory, which plays a huge part in the development of the region.

OUR CLIENT'S TESTIMONIAL



“I would describe it as an excellent process. Not only because our work thus far got analyzed, but also because useful feedback was provided and it included other inspiring referents and experiences similar to ours. Overall, there was a lot of interaction and the team at Compartamos con Colombia shared with us a great deal of valuable knowledge”.

**ELLIS ANDREINA
SPROCKEL MOSCOTE**

Chief of Social Management
Wayá Guajira Hotel

8. 2018 FINANCIAL STATEMENTS

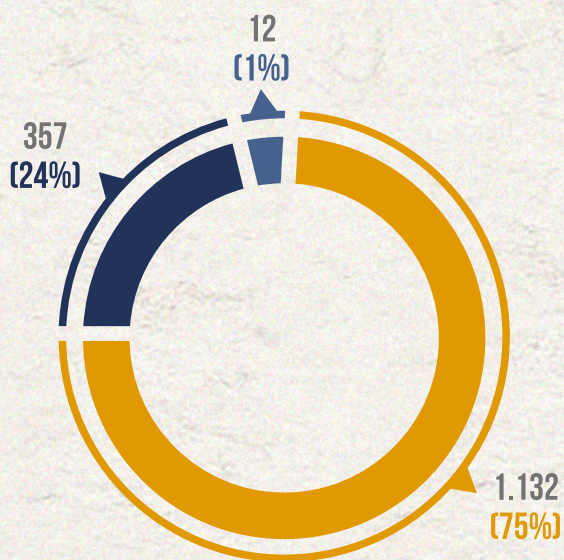


Compartamos con Colombia brought in revenues of \$1.501 million COP in 2018, of which 75% came from revenue generated by projects and 24% from contributions of Partner Firms.

On the other hand, expenses were 17% lower in 2018 (\$1.426 million COP) than in the previous year (\$1.711 million COP).

2018 REVENUE

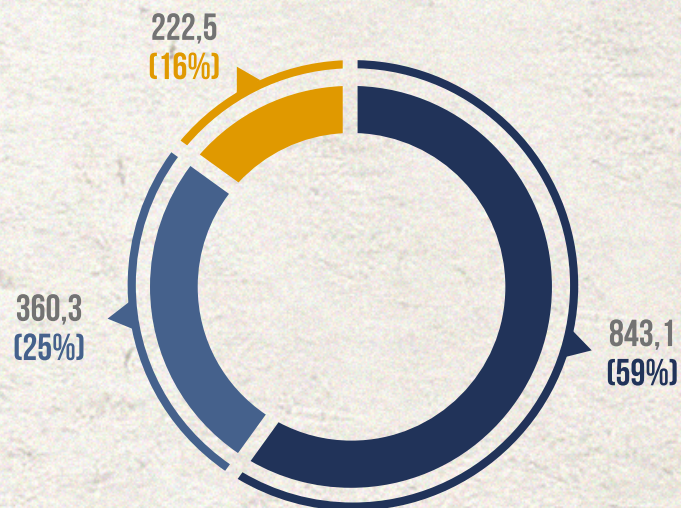
(In millions COP)



Projects Contributions Administrative

2018 EXPENSES

(In millions COP)



Payroll Contractors and Providers Administrative

TO SEE OUR FINANCIAL STATEMENTS IN MORE DETAILS ALONG WITH A LETTER FROM OUR FINANCIAL AUDITOR PLEASE VISIT:
[HTTP://BIT.LY/ESTADOSFINANCIEROSCCC](http://bit.ly/estadosfinancierosccc)




COMPARTAMOS CON COLOMBIA

Carrera 7 # 71 - 21 Torre B, oficina 908


Tel: +57(1) 742 8718


www.compartamos.org

comunicaciones@compartamos.org

 CompartamosCol

 @CompartamosCol

 Compartamos con Colombia

 @CompartamosCol

