

ESPERANZA INTERNATIONAL

# Annual Report



20  
21



## LETTER FROM CEO

*The Dominican Republic's bateys are the context for some of Esperanza's most meaningful work. Here in the small communities spread throughout the sugar cane plantations and populated primarily by Haitian immigrants, Esperanza builds relationships that restore dignity and offer hope for a transformed future.*

*In Jacobo's story, we see the reality of a future with hope. His own transformation led to his family's thriving, his daughter Yasquina's career, then the growth of his community, and the impact continues to spread. 2021 was Esperanza's 26th year of investing in stories like Jacobo's and Yasquina's. It was a year of unexpected breakthroughs in reaching more associates as we navigated the pandemic's ongoing effects.*

*Freeing families from poverty is not a quick or simple solution, and your steady partnership is fueling the long-term investments that have allowed these families to flourish. I am glad to share their stories because I believe they will be for your joy, as they have been for ours.*

*Together for more hope and better outcomes,*

Alexandra Nuñez  
PRESIDENT & CEO

## BOARD OF DIRECTORS

Toby Kilgore  
**PRESIDENT**

Dave Wasik

Jerameel Rosario  
**VICE-PRESIDENT**

Jesse Casler

Scott Olson  
**TREASURER**

Dan Devine

Elie Lafortune  
**SECRETARY**

Dave Valle  
**FOUNDER**

Alexandra Nuñez  
**CEO**



### MISSION

To free families from poverty and share the hope of Christ.



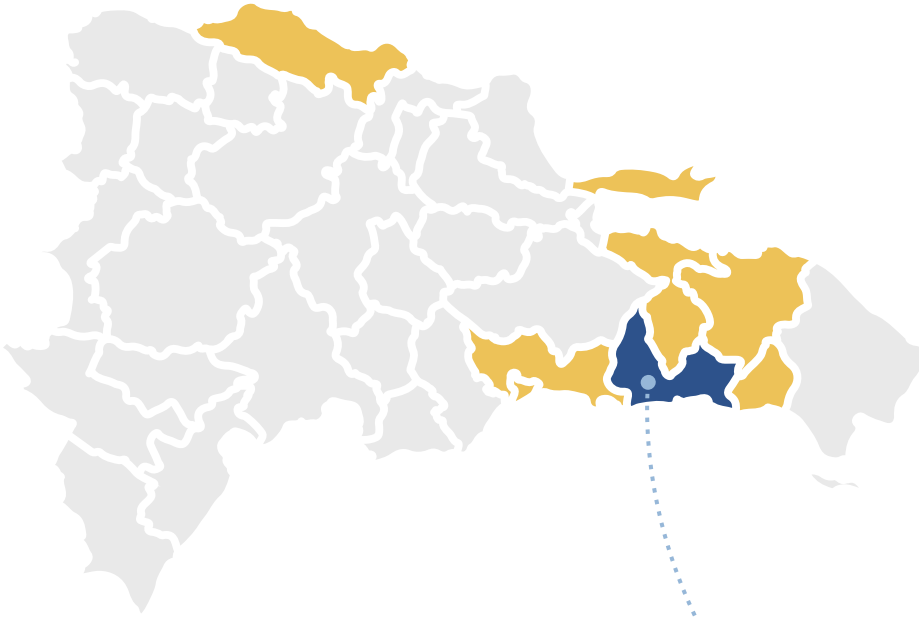
### METHOD

We offer holistic, Christ-centered financial and non-financial services that equip families to flourish.



### MOTIVATION

We seek to glorify God by loving our neighbors in word and deed.



## SAN PEDRO DE MACORÍS



*From nine branch offices, Esperanza's staff cross streets and rivers to reach the most vulnerable populations. Our aim is to reach the many who, like Jacobo, cannot access resources that exist for others, leaving them in extreme poverty without hope for a different future. About half of our associates are descendants of Haitian immigrants who live in bateys—remote rural communities within the sugar plantations—and have no legal standing to receive education, medical services, financial services, or emergency support during the pandemic.*

*Residents of bateys are accustomed to extreme poverty, ongoing disease and illness, lack of education, limited access to affordable clean water, and zero job mobility. Once a sugar cane worker living in poverty, always in poverty.*

**BATEY LA MARGARITA IS DIFFERENT.**

***“Nothing about life in the batey is easy. I was born here in this community. My parents were Haitian immigrants.”***

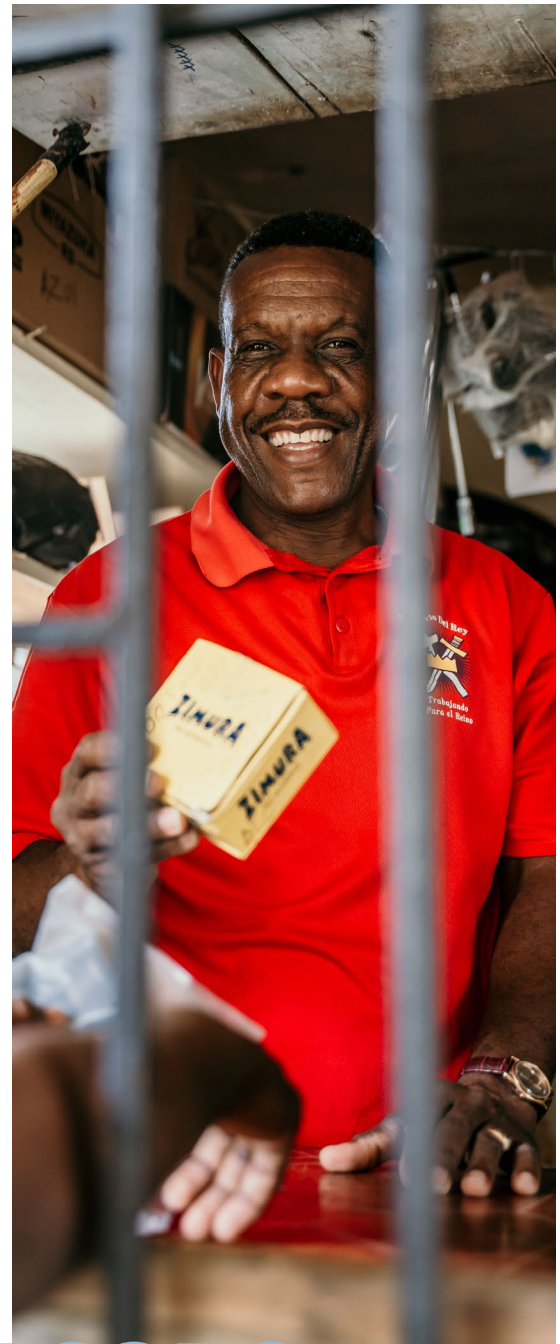
When he met his wife Magalis in 1987, Jacobo was working, as his father had, cutting and processing sugar cane. The processing plants in the batey were closing, making the situation more difficult. He was growing in his relationship with God and wanted something different for his family—two sons and a daughter.

In 2006, Jacobo met a loan officer from Esperanza. He and four neighbors agreed to stand in solidarity with each other to take out a group loan that would allow each of them to open a business. Jacobo was approved for his first group loan of \$200USD to open a colmado in his house.



**WITH THAT COLMADO  
THROUGH THE LOANS OF  
ESPERANZA, WE WERE  
ABLE TO SURVIVE.**

Colmados (neighborhood convenience stores) are one of the most common business opportunities for Esperanza associates. In remote areas without local colmados, someone has to travel into the city to buy even the most basic food supplies, or be at the mercy of any delivery trucks that might come into the area. Building colmados is not only an investment in families like Jacobo's but also in the economic growth of the entire community.



# JACOBO



## GROUP LOANS



Esperanza has funded associates' plans to open or expand barber shops, a fish hatchery, cleaning supply shops, a hardware store, schools, and farming projects, among hundreds more. The average group loan is \$313USD, repaid in six to twelve months. After being approved for a loan, solidarity groups meet every two to four weeks to make loan payments and receive training and encouragement from their loan officer.

”

**I THANK GOD FOR  
HOW WE SUPPORT AND  
ENCOURAGE EACH OTHER  
IN THE GROUPS AS WE  
REPAY THE LOANS.**

In 2021, Esperanza  
served more than  
**8,000**  
associates,  
**51%**  
of Haitian descent.

We disbursed  
**\$3.44 MM**  
in loans, a growth of  
**64%**  
from the challenging  
year of 2020.

### Five Core Loan Products:

- Group
- Individual
- Housing
- School
- Church Initiative

## INDIVIDUAL LOANS

As his children grew, Jacobo used his training from Esperanza to equip them to work with him in the expanding colmado. *“If I had to go out, my children took care of the store. I introduced them to the business so they would understand how our family was surviving.”*

When Yasquina, his middle child, finished school, she told her parents she felt called to study medicine and return to serve her community. Her parents backed her dream with a portion from each loan they received from Esperanza, helping with tuition and personal expenses.

On the weekends, she would work in her parents’ colmado and pick coconuts to make candy she would sell in the store. Sometimes, Jacobo would use the colmado’s income to buy a cow or a goat that he could sell later when money was too tight.

*“While Yasquina was at university, things were hard for us, but the colmado kept supplying for our family. That was our only source of income. Things in the batey were in a crisis, and many people did not have enough work.”*

## JACOBO & MAGALIS



***“My wife is such a faithful partner. When my ideas don’t work, hers always work! God has been good to me and my family.”***



# JACOBO & YASQUINA



Both Jacobo and Yasquina remember the day she came home in tears. Yasquina was copying materials by hand because she didn't have the 50 pesos (>\$1USD) per class to make photocopies like the other students. A professor, noticing she didn't have copies, told her,

***“Poor people can't study medicine. You won't have the resources to get through medical school.”***

Questioning whether she would continue studying when it was so hard, Yasquina told herself, “Be strong, you will finish.” In the meantime, Jacobo recognized a business opportunity in the cars he noticed in the surrounding bateys. His experience and collateral allowed him to manage his loan

directly with Esperanza, and after a nudge from his wife, he took an individual loan of \$200 to replace the colmado with a car parts store.

One of the benefits of the car parts store? “The inventory never spoils!” The business's success allowed Jacobo to begin taking on employees, creating jobs in the community. His current loan is for \$200USD.



***I TOOK OUT A LOAN AND REPAID IT. THEN I TOOK OUT A LOAN TWICE THE SIZE AND REPAID IT. THE INCOME FROM THE CAR PARTS STORE IS TWICE MORE THAN THE COLMADO BECAUSE THERE ARE NO CAR PARTS STORES IN THE ENTIRE AREA.***



## CHURCH PARTNERSHIPS

In 2013, Jacobo was asked to lead his church and encouraged the church to partner with Esperanza to meet community needs. The church built a water purification project with a Church Initiative Loan from Esperanza, bringing affordable, clean water to the batey.

The church also hosts group repayment meetings and health outreaches, using their resources to provide a safe space for the community to gather. In 2021, the church hosted three solidarity groups and two dental outreaches which served 151 patients. Esperanza has partnered with Smiles for Life to provide dental services in remote areas since 2007. Church partnerships are key to creating access for families who would otherwise never see a dentist.



**In 2021**

**04**

dental  
outreaches  
served

**619**

patients.

Associates  
participated  
in **1741** health  
education  
sessions.





## NON-FINANCIAL SERVICES



Why does Pastor Jacobo welcome Esperanza to meet in the church building?

*“I want our neighbors to meet where they are comfortable. And I know that anyone who comes will hear about the hope of Christ, even though some people would be too nervous to come to church.”*

Esperanza's non-financial services provide wrap-around, holistic support for entrepreneurs as they grow their businesses. Esperanza offers business training, spiritual integration, health education, health screenings, dental services, and lessons in personal development to close the gap in associates' resources and empower them to flourish.

In 2021, associates completed business training sessions. **3,150**

**06** vocational courses.

**67** associates equipped with new marketable skills.

**146** cervical cancer screening outreaches served 885 women.

**42%** of our group loan meetings were led by local pastors.

We launched **38** new church partnerships.

Staff like Nelsida (pictured below), the loan facilitator who has been serving Batey La Margarita since 2014, invest deeply in personal relationships that many associates point to as a key factor in their success. The encouragement, accountability, and coaching from Esperanza's staff restore our associates' hope and build their understanding of their God-given worth and purpose.



## YASQUINA'S VISION

Upon receiving her medical degree, Yasquina became the first person from her batey to graduate from university. Since then, ten more young people—including both her brothers—have followed her example, attending university with support from their families and their businesses.

Yet Yasquina still faced the uphill battle of opening a community clinic without resources or a network of connections.



**WE ARE IN A COMMUNITY THAT IS BETWEEN A ROCK AND HARD PLACE, SO ALL WE COULD DO WAS WAIT ON GOD TO GIVE US AN ANSWER.**

Neither Yasquina nor her husband had a job, so they turned to Esperanza. In 2013, with a loan of \$5000 pesos (less than \$130USD), Yasquina opened a beauty salon in her parents' house, the only salon in any of the bateys.

*"I did very well because there was a demand for my services. I took out loans to supply the salon, and the business did so well I was able to pay everything back and take care of my family."*

But Yasquina hadn't lost her dream of serving her community as a doctor. While she waited to open a clinic, she used loans to pursue more training, taking weekend courses to become an ultrasound technician and earning additional certifications. She sewed and sold household goods to repay the loans.

An outside group heard Yasquina's story and built the clinic building, and more loans allowed Yasquina to buy equipment and expand the original building. Along with general medicine, Yasquina provides nutrition education so her neighbors can nourish their families with what is available in the batey. *"I see people thinking that it's just a sweet potato and can't be good for anything because what I need is a roast chicken. But God has given us what we need in the batey, and by educating our community, we see their health improve."*





## BUSINESS IN THE PANDEMIC



As many entrepreneurs experienced, the pandemic forced Yasquina to pivot again. She used her business training to launch a different business with her husband: selling used clothing online over social media. Esperanza's online webinars equipped Yasquina to overcome the pandemic's restrictions and plan ahead for the future rather than using profits to immediately fill inventory.

***“Now I take time to analyze the situation until I can make the best decisions for my business long term.”***

By applying what she learned in webinars and the Esperanza education app, Yasquina's business revenue grew 20% in 2021.



***I AM A DOCTOR AND A BUSINESSWOMAN. IT'S WHAT MY DAD TAUGHT ME. HE DIDN'T HAVE TRAINING OR A JOB AT FIRST. BUT HE SHOWED ME HOW TO BE A BUSINESSWOMAN.***

# 402

associates  
participated in  
online webinars  
in 2021.

# 418

users are active  
in the Esperanza  
educational app.





***I LIVE IN A PARADISE, COMPARED TO WHAT THE BATEY WAS TWENTY YEARS AGO. A LOT OF PEOPLE SAY IF I COULD LIVE IN ANY OF THE BATEYS, I WOULD LIVE IN LA MARGARITA. BEFORE, EVEN TO BUY WATER, WE HAD TO GET IT SOMEWHERE ELSE.***

***BUT LOOK AT THE CHANGE WE'VE BROUGHT TO THE COMMUNITY THROUGH ESPERANZA. OUR NEIGHBORS WERE AT THE VERY BOTTOM AND ARE MOVING AHEAD BECAUSE OF ESPERANZA.***

Growing up in Batey Margarita, Maria remembers her community as a hopeless place. When she heard about women taking out loans together with Esperanza, this hard-working single mother recognized an opportunity to provide for her children. With her first loan Maria opened a small fried food shop, which became the catalyst that finally moved them forward.

Today Maria is grateful that Esperanza trusted her. Her business income allowed three of her children to attend university, where two graduated as psychologists and one as an accountant. She fulfilled her dream of seeing her children living with opportunities she lacked. They are now the ones providing for her future by remodeling her house to improve her living situation.



**MARIA**



**76%**

of Esperanza's  
associates  
are female  
entrepreneurs.

As a Haitian immigrant, Eleonor said, *"I never thought that a bank would look at me, much less that it would give me the opportunity."* But through an Esperanza solidarity group, Eleonor received a loan and encouragement to open a small candy store. Her motivation was to bring home enough to feed her children, but she slowly expanded her business into a grocery store where she now supplies her whole community's basic needs.

Because of Esperanza's investment in her, she inspired her children to follow her example, and she now invests her business income in their dreams. With Eleonor's help and example, her eldest son has also established his own business.



**ELEONOR**

***"The batey is transformed. Nothing is the same. Where there are no colmados, no businesses, no places to buy bread or a pastry or some popcorn, the community will die. But with businesses, things improve."***

***"FOR I KNOW THE PLANS I HAVE FOR YOU," DECLARES THE LORD, "PLANS TO PROSPER YOU AND NOT TO HARM YOU, PLANS TO GIVE YOU HOPE AND A FUTURE."***

**JEREMIAH 29:11**

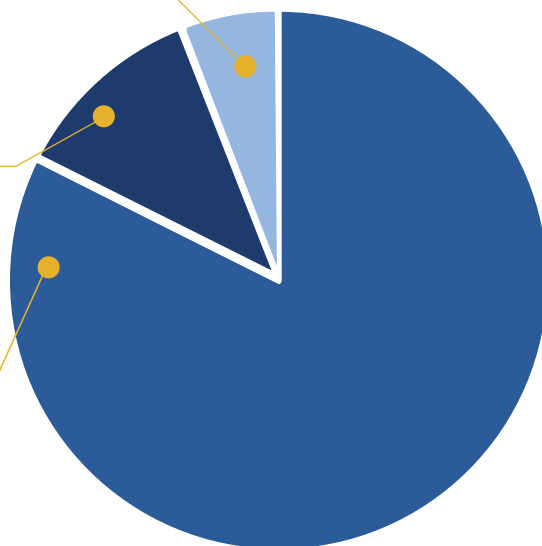
## 2021 FINANCIALS

**2021**  
**EXPENSES**  
**\$2,199,352**

**6%**  
Administrative  
Expenses

**12%**  
Fundraising Expenses

**82%**  
Program Expenses



\*THESE ARE CONSOLIDATED EXPENSES  
FOR BOTH USA AND DR OPERATIONS.

**2021**  
**INCOME**



Donations  
**\$1,248,309**



Total Income  
(including from  
DR operations)  
**\$2,233,546**

## 2022-2023 STRATEGIC INITIATIVES



### RESULTS

Launching the pilot of a monitoring and evaluation program, holding ourselves accountable to report and celebrate the impact of programs and services.



### RENOVATION

A new vision and expansion of non-financial services to increase the effectiveness and impact of the holistic support we provide to entrepreneurs.



### DIGITAL TRANSFORMATION

A digital strategy that is brand new to Esperanza, designed to serve more associates, more quickly.



### GROWTH

New projects, products, and outreach strategies to reach more families.



### EQUIPPING

Investing in Esperanza's team to foster a kingdom culture and equip emerging leaders with effective skills.



Since 1995, we have envisioned a future with hope for children growing up in poverty. It is the work of generations not moments, and in Batey La Margarita, we see an entire community living in the reality of Dave and Vicky Valle's dream.

***“God is opening doors and allowing things I never could have imagined. If I told you all the big and wonderful things that God has done in our lives, we would be here all night.” - Jacobo***



In 2022, knowing the dramatic impact of the pandemic on vulnerable families in the DR, we will continue working to restore hope and dignity for families now living in poverty. With strategic financial products, new formats for trainings and workshops, and expanded efforts to reach new associates, we are determined to be effective and relevant to the needs we see around us every day. Thank you for making a difference. Your partnership shaped every story in this report.

## WILL YOU CONSIDER GIVING AGAIN?

We are eager to celebrate and share the stories of restored hope and dignity that are still being written.  
**[esperanza.org/donate](https://esperanza.org/donate)**



**AUDITED FINANCIAL STATEMENTS ARE ALWAYS AVAILABLE TO REVIEW AT [WWW.ESPERANZA.ORG/FINANCIALREPORTS](https://www.esperanza.org/financialreports).**

PHOTO CREDITS: ENMANUEL ABREU/GOFAME





THANK YOU FOR YOUR SUPPORT.  
TO CONTINUE INVESTING IN OUR ASSOCIATES, **GIVE ONLINE AT:**

[WWW.ESPERANZA.ORG/DONATE](http://WWW.ESPERANZA.ORG/DONATE)  
OR MAIL TO PO BOX 6397 | LANCASTER PA 17607  
YOU ARE MAKING A DIFFERENCE WITH RENEWED HOPE  
FOR THE PEOPLE OF THE DOMINICAN REPUBLIC.

  FOLLOW US: [ESPERANZA\\_INTernational](https://www.instagram.com/esperanza_international)