



fundación **educación**
SWISS SCHOLARSHIPS FOR LATIN AMERICA

Annual Report 2016



Compromiso de Honor, UFM, Guatemala

guatemala ●

el salvador ●



Excursion of Scholars, El Salvador



Meeting of Scholars, EAFIT, Colombia

colombia ●



Compromiso de Honor Ceremony, Perú

perú ●

Fundación Educación –
Eine schweizerische Stiftung zur Ausbildungsförderung in Lateinamerika

Fundación Educación –
A Swiss Foundation for Scholarships in Latin America

Fundación Educación –
Fundación Suiza para el Fomento de la Formación Profesional en América Latina



Dear Friends and Donors of Fundación Educación

Once again, 2016 proved to be both an active as well as a successful year for Fundación Educación!

A look back

More than a 1'000 Scholarships Granted

Last year Fundación Educación was able to grant its scholarship number 1'000! As with all our other scholarships, we also link this important milestone with our hope that this young talent in Latin America will live our slogan "We Empower Talent for Change", and that in a few years we will be able to report one more success story to you.

Networking Event «Noche Colombiana»

In the first quarter of 2016 we organized a networking event focused on Colombia. We were delighted to welcome approximately 70 guests, among others Strategic Partners and donors of our foundation.

The new Ambassador of Colombia in Switzerland, Dr. Julián Jaramillo-Escobar, was our keynote speaker. In his excellent speech, he reported about Colombia's impressive economic development over the last years and the bright future of this country. His speech was complemented by a short presentation about the «Success Story of Medellín» by Ivan Adamovich, our country responsible for Colombia.

The absolute "highlight", however, was the presence of Prof. Daniel Pino. Daniel is an alumni of our foundation. He graduated with honors as an engineer of EAFIT, Medellín. Due to his outstanding academic performance he received further scholarships, and today is a Professor at the Mines ParisTech – an Elite-University for Engineers in France.

Contacts with our Local Committees

Last year was also characterized by intensive travelling by members of our Foundation Board: Ivan Adamovich (responsible for our country program in Colombia) and Marcus Stadelmann (responsible for our country program of Perú) visited their respective countries, while Ueli Frei visited both country programs of Perú as well as Colombia. As customary, during these visits our Board colleagues held meetings with representatives of our local committees, our scholars and alumni as well as with representatives of

our local universities and colleges. Please consult their respective travel reports at our website www.fundacion-educacion.org.

Once again, our Board colleagues returned to Switzerland with the clear conviction that our country programs clearly create a sustainable impact in the countries where our foundation is active. Further, they were able to experience how «small seedlings» can develop into «strong plants» over time. This is true both for our programs as well as for every one of our scholars and alumni.

In order to foster and to monitor the development of our programs the direct contact with our scholars, alumni, local committees as well as our partner universities and colleges is of vital importance. Therefore, our Board colleagues will continue to systematically and regularly visit our countries with a view of deepening and strengthening the relationships that exist to all above-mentioned parties.

In this respect, we would like to express our special gratitude to our local program executives and responsables for scholars and alumni. Much of the success of our program can be contributed to their «work on the ground». Hence, our most sincere thanks and respect go to Bertha und Carmen Rosa (Perú), Sandra und Norckzia (Colombia), Mirna und María Eugenia (El Salvador) as well as Cristina (Guatemala) for their wonderful work, persistence and dedication!

Finally, in August of this year the Board was also able to welcome Pedro Crisóstomo in Zurich. Pedro is alumni of Fundación Educación and leading member of Perú's alumni association "Compartiendo Caminos". The main topic during our meeting was to obtain information about the development of this alumni association and to explore ways to strengthen the relationship between Fundación Educación and Compartiendo Caminos. To round up Pedro's visit, Yvette Sánchez organized a trip to the HSG where he was also able to meet various students.



New Strategic Partners, Fund Raising Activities

In 2016 we also made good progress on securing the financial future of Fundación Educación.

First, we were very happy to obtain the news that the «Rosmarie Mettler-Stiftung» increased its yearly donation for the coming years. Second, we are delighted to report that the «Julius Bär Foundation» decided to also become a Strategic Partner of our foundation. Third, at the end of the year we received the great news that for the first time in our foundation's history a private person from Guatemala also joined the group of Strategic Partners.

Thanks to the long-term financial support by these types of partners, our yearly budget is meanwhile financed by over 60%. Hence, the stability of our financial foundation is increasingly more solid, and therefore, our vision to reach a long-term «sustainable financing» is gradually approached, step by step.

Further Development of our Strategy – “Vision 2025”

At its last meeting of 2016 the Board approved a new strategic paper with the name «Vision 2025». This paper outlines a few (qualitative and quantitative) goals which we aim to achieve in the years to come – both in Switzerland as well as in the countries where Fundación Educación is active.

In essence, the main goals of this strategy are to further professionalize our foundation, and to build a solid basis to maintain and attract more Strategic Partners.

Passing away of Colin Darbyshire

Despite all positive news, our foundation also suffered a large setback. In September, we received the very sad news that Colin Darbyshire passed away. Colin was a founding member of our local committee in Perú and actively contributed to the successful development of the country program in this country. We miss Colin and will maintain him in our memory with great gratitude for everything he did for our foundation.

New Organization of the Local Committee of Perú

Due to Colin's passing away, the local committee in Perú decided on a new structure and elected four new members, namely Claudine Gruenberg, Nancy Vega, Paul Mulder and Pedro Crisóstomo. We are happy that thanks to these new members the local committee in Perú has not only strengthened and rejuvenated its composition but also secured its continuity. Further, by electing Pedro and Nancy, this committee can now also count on the active support of two alumni of our foundation.



A look ahead

Farewell to Regula Courvoisier – Replacement in our Foundation's Office

We regret that Regula Courvoisier – our highly valued executive secretary – will be leaving our foundation's office in 2017. Regula joined Fundación Educación for a specified period when it was in the middle of its reorganization. Thanks to her great support during this period she was instrumental in our foundation's turnaround and further successful development. All her tasks over the last 4 years were performed on a pro-bono basis and with great dedication. All of us thank you, Regula, for everything you did for us and wish you simply the best for all your future endeavors (including, of course, your sports activities)!

Consequently, the Foundation Board plans to search and find an appropriate replacement of its executive secretary in the course of this year.

Implementing “Best Practices“

Among other tasks, the Foundation Board will dedicate much of its time in implementing its “Best Practice” project this year. This project aims at harmonizing, strengthening and increasing the efficiency of our country programs. In parallel, we also aim at standardizing and simplifying reporting to and from our local committees. Further, we will explore how we can make better use of further web-based communication, data management and data storage solutions.

Gaining more Strategic Partners

Finally, with a view of further strengthening the financial basis of our foundation, we aim at gaining 2–3 more Strategic Partners this year.

A final word

In the name of all my colleagues of the Foundation Board, I would like to extend a hearty “Muchas Gracias!” to all our Strategic Partners and friends of our foundation. We very much value not only your financial and moral support but also all the trust that you grant to us.

Rest assured that also in 2017 the Foundation Board will fulfill all its duties with a high degree of enthusiasm and motivation. Already now, we look forward to reporting scholarship number 2'000 to you!

Reaching our long-term goal – “We Empower Talent for Change” – is our foremost task. Thank you all for helping us to achieve that goal!

St. Gallen, May 2017

Ricardo Cordero, representing the Foundation Board



fundación educación
SWISS SCHOLARSHIPS FOR LATIN AMERICA

We Empower Talent for Change

What we stand for

Latin America is characterized by great social contrasts and barriers to mobility.

Fundación Educación aims at creating new opportunities by providing scholarships to young and promising talents from low-income families so that these can study at one of the leading local colleges or universities.

By granting scholarships, we aim at giving these young talented women and men the opportunity to become highly educated and responsible leaders in the field of economy, business administration and technology – either as managers of private enterprises or as entrepreneurs.

Hence, our program contributes to strengthen the middle-class. This is essential for the economic and social development in Latin America, and, thus, for fostering social mobility and political stability.

Who we are

We are a Swiss Foundation with a track record of more than 23 years.

Since the creation of our foundation in 1993, we have granted 1'034 scholarships. Meanwhile, 865 alumni of our foundation have successfully started their careers and are contributing to shape the future of their country. As of year-end, our program supports 169 scholars.

Currently, we maintain scholarship programs in Perú, Colombia, El Salvador and Guatemala. In these countries, we cooperate very closely with our four local committees as well as with a small number of leading colleges and universities. The latter are responsible for the selection of potential scholars and for furnishing our local committees with the respective dossiers of candidates. Once these candidates have been interviewed by the local committees, the remaining selection of dossiers is forwarded to the Foundation Board in Switzerland for final review and approval.

Before a scholarship is granted, candidates have to meet some essential preconditions. Among other things, we expect them to provide us with an excellent academic track record, and to be persons with a strong sense of responsibility. Additionally, we expect our scholars to be proactive, and to show a high degree of social responsibility and persistence.

Further, we expect from our scholars and alumni a willingness to put their talent to work for the economic and social development as well as changes in their country.

Finally, with the “Compromiso de Honor”, our scholars enter the moral obligation to repay their scholarship once they have graduated, and in accordance with their economic possibilities. All these repayments are exclusively used to grant further scholarships.

“”



Facts and Figures

as of December 2016

Educational Statistics all amounts in USD	Perú	Colombia	El Salvador	Guatemala	Total
Start of country program	1994	1996	2006	2007	
Successful graduates since start of country program	588	174	81	22	865
Scholars 2015	87	48	20	10	165
New scholars 2016	38	6	18	4	66
Graduates 2016	36	7	10	4	57
Leavers 2016	1	2	2	0	5
Scholars 2016	88	45	26	10	169
Number of payers of the "Compromiso de Honor" 2016	193	11	21	14	239
Total scholarship investments 2016	367'399*	74'044	85'190*	68'348	594'981*
Repayments from the "Compromiso de Honor" 2016	154'905	8'945	6'731	1'508	172'089
Repayments from the "Compromiso de Honor" since start	1'689'113	85'930	25'230	3'177	1'803'450

* Thereof USD 221'589 (Perú) and USD 81'482 (El Salvador) financed by the foundation

Key Figures

consolidated, all amounts in USD

Scholars 2016	169
Successful graduates since start	865
% of scholars who complete studies successfully since start	96%
% of scholars who immediately after graduation in 2016 found employment	96%
% of scholars who after graduation in 2016 work in their country	92%
% of donation that directly benefits the beneficiaries	93%
Average cost per scholar per year	4'500
Average cost for full-time study	21'000
Average budget for scholarships per year	approx. 600'000
Current cost of local committees (related to scholarships)	approx. 40'000
Repayments of scholarships through the "Compromiso de Honor" since start	> 1.8 million



Perú

The country program of Perú exists since 1994, and is active at three partner universities and colleges in Lima. Meanwhile, its alumni network includes more than 500 members. Due to the size of this program the support of our scholars, the management of the alumni network and, in particular, the control of reimbursements stemming from the "Compromiso de Honor", is performed by a full-time secretariat.

Local Committee

- Jorge Gruenberg / Entrepreneur, President
- Juan Mulder / Entrepreneur, Vice President
- Colin Darbyshire / Professor, Member (passed away on September 1, 2016)
- Pedro Crisóstomo / Assistant Professor, Consultant, Alumni of Fundación Educación
- Claudine Gruenberg / Publisher
- Paul Mulder / Entrepreneur
- Nancy Vega / Entrepreneur, Alumni of Fundación Educación
- Bertha Aspillaga / Director
- Carmen Rosa Rojas Montoya / Assistant

Key figures 2016 and "Compromiso de Honor"

University or College	Scholars 31.12.2015	New Scholars	Graduates	Leavers	Scholars 31.12.2016	Number of payers of the "Compromiso de Honor"
Instituto Superior Tecnológico (TECSUP)	26	Leavers	18	0	25	49
Pontificia Universidad Católica del Perú (PUCP)	44	14	15	1	42	73
Universidad de Ingeniería y Tecnología (UTEC)	17	7	3	0	21	0
Total	87	38	36	1	88	193*

*includes 71 payers from the Universidad de Lima.

Over 40% of the budget 2016 stems from repayments through the "Compromiso de Honor".

Success Stories from Perú

Luis Bryan Alcázar Romani

Luis, 30 years, is from Huancayo, Junin. He studied at the TECSUP, at his own expense, and graduated 2006 as Maintenance Technician. Thereafter, he enrolled at the UTEC, where he graduated as a Bachelor of Industrial Engineering in 2016. At this university, he became more proficient in the areas of research and project planning. This helped him to win the competition "Vivir la Ingeniería" (VLI) ("Technology Live") in the category of technological development. His winning project was also accepted as his bachelor thesis. About sixty projects by students and lecturers participated in the VLI, which was held on the UTEC campus. Currently, Luis participates at a joint research project between the Cleveland Clinic USA and UTEC Perú.



Graciela Bodero Padilla

Graciela, 28 years, is from Lima, Perú. She studied Communications at the Universidad de Lima and graduated in 2014 in the areas of Marketing and Communication. Currently, she works as project planner at Red Fox Producciones, and in parallel, founded a company specialized in audio visual productions. She currently studies for a master's degree in Marketing at the Peruvian University ESAN.

Giuliana Vermandi Chávez

Giuliana, 26 years, is from Lima, Perú. She obtained her Bachelor of Law at the Pontificia Universidad Católica del Perú (PUCP) in July 2015. The support by Fundación Educación helped her to continue her studies at a time when she was about to abandon her studies due to lack of financing – a fact for which she is immensely grateful to our foundation. She is currently working as a legal advisor in OSCE's Human Rights Unit – the government's procurement organization. In 2017, she will take a specialization course in public law and good governance at the PUCP.





Colombia

The country program of Colombia exists since 1996, and has established partnerships with two academic institutions. Meanwhile, over 180 alumni are members of the alumni association CESE, the “Corporación Educación Suiza-EAFIT”. Among others, this association is in charge of organizing and controlling the reimbursements via the “Compromiso de Honor”.

Local Committee

- Dr. Alirio Jaramillo / Entrepreneur, President
- Sandra Valencia / Responsible for Scholarships and Secretary
- Norckzia Navarro de Ortiz / Responsible for Scholarships
- Ing. Octavio Peláez / alumni of Fundación Educación, President of CESE, alumni association
- Juan Esteban Arroyave / alumni of Fundación Educación, Responsible for the CESE program, alumni association

Key figures 2016 and “Compromiso de Honor”

University or College	Scholars 31.12.2015	New Scholars	Graduates	Leavers	Scholars 31.12.2016	Number of payers of the “Compromiso de Honor”
Escuela de Administración, Finanzas, Investigación y Tecnología (EAFIT)	37	4	5	1	35	11
Instituto Pedro Justo Berrío	11	2	2	1	10	0
Total	48	6	7	2	45	11

Success Stories of Colombia

Sebastian Duque Betancur

Sebastián graduated with honors from the Salesian Technical Institute Pedro Justo Berrío as a scholarship holder of Fundación Educación in 2013. He then decided to continue his studies at EAFIT in the field of Product Design Engineering with a further scholarship. Currently, Sebastian is in his 7th semester, and has already had numerous achievements during his studies. For example, he was nominated three times and has won twice the “A3 Oe Awards” of the IDP-Department (Product Design Engineering) – an award granted by bachelor students. Further, two years ago, he was selected as tutor at the EAFIT. In summary, Sebastián is a typical example of how scholars of Fundación Educación perform and live the values of our foundation.



Santiago Sierra Querubín

Santiago is in his 7th semester of Civil Engineering at EAFIT University, Medellín. After graduating in 2013 from the Salesian Technical Institute Pedro Justo Berrío, he chose to study civil engineering because he dreams of contributing to the development and progress of his country by planning, developing and constructing infra-structure works. Further, he is committed to repay all the support received from Fundación Educación to the benefit of future beneficiaries. Currently, in addition to being concentrated in his academic studies, he is acting as administrative tutor in the unit for Professional Practices of the University EAFIT.

Kelly Johana and Juan Manuel represent the EAFIT at the joint program with the Tennessee State University

Two of our scholars, Kelly Johana and Juan Manuel, were selected by EAFIT to be the representatives of EAFIT in the joint program with the Tennessee State University. This includes a 10-day journey through the USA. It is worthwhile to mention that over 100 candidates applied for this position, from which finally only 4 were selected – two of which are scholars from Fundación Educación. This clearly is a very handsome confirmation for the high quality of our scholars!





El Salvador

The country program of El Salvador was established in 2006, financed exclusively by private donations. It is active at three academic institutions. Since its existence, over 80 scholars have successfully completed their studies, many with honors.

Local Committee

- Eric Roshardt / Entrepreneur, President
- Camila Palomo / Entrepreneur
- María Eugenia Tamayo de Valdez / Entrepreneur, Voluntary
- Mirna de Halimbourg / Secretary

Key figures 2016 and "Compromiso de Honor"

University or College	Scholars 31.12.2015	New Scholars	Graduates	Leavers	Scholars 31.12.2016	Number of payers of the "Compromiso de Honor"
Escuela Superior de Economía y Negocios (ESEN)	3	5	3	0	5	8
Instituto Tecnológico Centroamericano (ITCA)	7	6	7	1	5	8
Universidad Don Bosco (UDB)	10	7	0	1	16	5
Total	20	18	10	2	26	21

Success Stories from El Salvador

Randy René Meléndez

Randy René graduated as Industrial Engineer from ITCA FEPAD. Today he works as technical analyst in the quality control department of "Laboratorios Suizos". Despite his lack of professional experience, this company gave Randy the opportunity to take on this responsible job. Hence, he is very proud of his position and is aware that thousands of people will rely on the products that have passed his chemical evaluation process. Consequently, Randy is motivated to always give 100% of his energy for his work. Laboratorios Suizos and Fundación Educación form an integral part of Randy's success story.



Wilber Baires

Wilber studied at ESEN thanks to scholarships from both this university and Fundación Educación. Upon graduation, he received another scholarship for doctoral studies in economics at the renowned Pontificia Universidad Católica de Chile. Due to his strong academic performance, he received the opportunity to participate at various competitions, seminars and international economic conferences. His research papers have won first place on two occasions, and have been distinguished as best papers at international conferences. Further, he has been invited to be a co-author in the book "El país que viene: jóvenes sobresalientes en el extranjero". Wilber is conscious that all these achievements are due to the friends, professors and organizations that supported his dreams and motivated him to improve day by day. Hence, he aims at being a source of inspiration for his peers to whom he wants to say: Yes, you can!



Guatemala

The country program of Guatemala was established in 2007. It is active at two universities, whereby one maintains a campus in Guatemala City and one in the rural area of the Altiplano. Since its existence more than 20 scholars have successfully completed their studies.

Local Committee

- Philippe Berberat / lic. oec. HSG, President
- Diana Canella / Entrepreneur
- Cristina Novales / Secretary

Key figures 2016 and "Compromiso de Honor"

University or College	Scholars 31.12.2015	New Scholars	Graduates	Scholars 31.12.2016	Number of payers of the "Compromiso de Honor"
Universidad Francisco Marroquín (UFM)	4	2	0	6	5
Universidad del Valle de Guatemala (UVG)	6	2	4	4	9
Total	10	4	4	10	14

Success Stories from Guatemala

Mario Zepeda

Mario comes from a low income rural family of Guatemala. His parents always gave him the emotional support he needed to continue his education and covered as much as they could the costs of the elementary and secondary studies. However, since this was not sufficient, Mario worked as a laborer during school vacations to cover the difference. Highly motivated, Mario passed the admission exam of the UFM University and started studies in Economics and Finance. Being an exceptional student he won the "Manuel Ayau Award*", and was awarded a study trip to New York Stock Exchange. He is recognized by his professors and classmates as a promising leader.

*Manuel Ayau was one of Guatemala's outstanding entrepreneurs and founder of the "Centro de Estudios Socio-Económicos" (CEES) at UFM



Egla Maday Chocoy

Egla Maday was born in a low-income family who lives in a rural village of the highland of Guatemala. Despite their economic situation, her parents always encouraged Egla to study. She took the chance and graduated with honors as an Agriculture Engineer at UVG Campus Altiplano.

Currently, Egla works for a "USAID" project called "More Watering", which is part of the "Feeding the Future" initiative. Her task is to give technical orientation and support to low income families in various communities of the Guatemala highlands.

Her greatest satisfaction is to see how nutrition of low income families is gradually improving, and consequently, how these families become able to increase both their income and living conditions.



fundación educación
SWISS SCHOLARSHIPS FOR LATIN AMERICA

The Foundation Board

- Dr. oec. HSG Ricardo Cordero
President & Responsible for Country Programs El Salvador and Guatemala (rs@rcordero.ch)
- Dr. iur. HSG Isabel Stirnimann
Vice President, Responsible for contacts to HSG Alumni (isabel.stirnimann@gmail.com)
- lic. oec. HSG Marcus Stadelmann
Responsible for Country Program Perú (marcus.stadelmann@gmail.com)
- Dr. rer. pol. Ivan Adamovich
Responsible for Country Program Colombia (office@adamovi.ch)
- Dr. oec. HSG Steffen Tolle
Responsible for Finances (steffen@tolle.ch)
- Prof. Dr. phil. Yvette Sánchez
Responsible for contacts to HSG and Circle of Friends (yvette.sanchez@unisg.ch)
- Dr. oec. HSG Franz X. Stirnimann
Responsible for Networking Events (fxstirnimann@bluewin.ch)
- Ueli Frei
Responsible for Best Practices (ujfrei@gmail.com)

Mrs. lic. phil. Regula Courvoisier (info@fundacion-educacion.org) manages the foundation's office on a fully voluntary basis.

Our most sincere "Muchas Gracias" to you!

We thank you all – Strategic Partners, donors and friends of our foundation – for your support and the trust placed in our foundation's work. We highly appreciate this and are confident that thanks to our joint commitment in the countries in which we are active, we not only release a great potential but also contribute to the development of these countries.

The Patronage Committee

The Patronage Committee grants support to the Foundation Board by establishing valuable contacts to potential donors.

The Patronage Committee is composed as follows:

- Prof. Dr. Bruno Gehrig
- Prof. Dr. Peter Nobel
- Dr. Gerhard Schwarz

Currently, the average cost for a scholarship amounts to USD 4'500 per student per year or USD 21'000 for a full-time course of study. With this sum you can sustainably change the life of a young talent!

Your contribution also creates the basis for granting scholarships for more such youth to follow in the same path, therewith improving the possibilities for many future student generations.

We would be delighted if we could welcome you to our circle of donors in due course.

Donation account

Notenstein La Roche Privatbank AG, Bohl 17, 9000 St. Gallen, Switzerland
IBAN CH59 0876 5104 2638 3100 2 (CHF)
IBAN CH16 0876 5104 2638 3100 0 (USD)