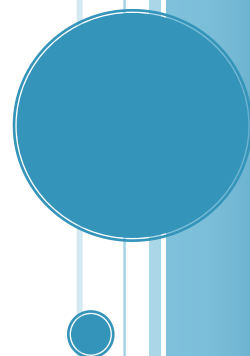




# VALORES FOUNDATION

Annual Report 2020



VALORES FOUNDATION - WAS REGISTERED ON 14 AUGUST 2014, AS A FOUNDATION IN THE KRS - FOUNDATION REGISTRATION NUMBER 0000519888.

### The Valores Team in 2020

<b>The Board</b>	
Ewa Konczal	<b>Chairperson of the Valores Board,</b> CEE Manager, European Venture Philanthropy Association (EVPA); former CEE Director of Ashoka
Iain Haggis	CFO & CRO, Central Europe Industry Partners
Erik Hallgren	Managing Partner, Equitin
Stanisław Knaflewski	Managing Partner, Altamira
Krzysztof Krawczyk	Partner, Head of Poland, CVC Capital Partners
Robert Manz	Former Managing Partner, Enterprise Investors; Head of PSIK Philanthropy Committee
Barbara Nowakowska	Managing Director, Polish Private Equity and Venture Capital Association (PSIK)

<b>The Executive Team</b>	
Agnieszka Borek	Executive Director
Zosia Hecht	SBA Coordinator

Principal office:           c/o Equitin  
                                  ul. Wspólna 50  
                                  00-684 Warszawa

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Valores is the first venture philanthropy fund in Poland and aims to increase the sustainability, scalability and social impact of selected promising non-governmental organizations run by social entrepreneurs who take on Poland's most pressing social issues. Since its inception in 2014 and through the end of 2020, the Valores Foundation has provided financial and non-financial support to 12 social organizations that had previously participated in the PSIK<sup>1</sup> Social Business Accelerator (SBA) Program.

Valores supports its portfolio social organizations through the application of the three principles of venture philanthropy: 1) financial support tailored to the organizations' individual needs; 2) non-financial support in the form of mentoring and the engagement of relevant resources to address managerial and financial challenges; and 3) establishing social impact measurement frameworks and assisting the organizations' teams in implementing them. The financial support of Valores is so far provided typically in the form of three-year grants. Additional non-financial support provided by Valores' Board Members, its Executive Team and persons from the wider business and legal community complements the mentoring the organizations already receive from senior private equity professionals during the SBA Program. The Valores Executive Team also leads the process of assessing existing impact measurement practices within each organization and introduces new tools and approaches as necessary. In this report, you will find a description of the results of the cooperation between the social organizations supported by Valores, SBA mentors and the Valores' team during 2020.

Valores' role is to support its portfolio of social organizations in developing high-impact strategies that produce measurable life-changing outcomes for the beneficiary groups that they serve: young persons with various disabilities, persons with intellectual disabilities and their families, migrants and refugees, homeless persons, lonely seniors, persons in a coma, and vulnerable communities.

Valores carries out its support through the active engagement of its Executive Director and its Board Members via direct contacts with the portfolio on a regular basis, as well as monthly meetings of the Board to review progress. Valores applies the 'venture philanthropy' approach where its portfolio of social organizations is managed similarly to how private equity/venture capital funds manage their investment portfolios, i.e. through hands-on engagement that seeks to leverage the know-how and contacts of the investor to provide value-add to the portfolio. Valores acts in a similar way, leveraging the experience, competences and contacts of its Board, executives, donor network and PSIK members to assist the portfolio on a wide variety of their needs, both at the organizational level as well as within specific projects. The wide range of topics where support is provided includes strategy development, priority setting, cash flow planning, team management, client development, fundraising support, operational enhancement, human resources planning, sales and marketing improvement, as well as financial and impact reporting.

In August 2020, Valores expanded its team to include an SBA Coordinator, who coordinates the PSIK SBA Program and supports the Executive Director within the Valores program.

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<sup>1</sup> PSIK – Polskie Stowarzyszenie Inwestorów Kapitałowych (Polish Private Equity and Venture Capital Association) [www.psik.org.pl](http://www.psik.org.pl)

## **Valores' investees in 2020**

Throughout all of 2020 we supported a total of eight organizations: five Valores' investees that entered the portfolio prior to 2020, plus three organizations that joined the portfolio in 2020:

- BORIS Association
- Twoje Nowe Możliwości Association (TNM or Your New Opportunities Association)
- Fundacja Ocalenie (Rescue Foundation)
- Fundacja Kamiliańska Misja Pomocy Społecznej (the Camillian Mission for Social Assistance Foundation)
- mali bracia Ubogich Association (mbU)
- Światło Foundation (The Light Foundation)
- Otwarte Drzwi Association (Open Door Association)
- Habitat for Humanity Poland

All organizations in the Valores portfolio received a three-year financial commitment totalling an aggregate PLN 180,000 (Valores I) or PLN 240 000 (Valores II) per each organization. This annual report presents the key achievements of the Valores portfolio in 2020.

## **The Valores Covid-19 Special Action Fund**

During the first Covid-19 lockdown in 2020, some of the organizations in the Valores portfolio and in the SBA Program were especially affected by the pandemic. The challenges they faced had suddenly become much more pressing and were completely unprecedented and unexpected. Following those developments the Valores Board made an allocation of PLN 50,000 out of Valores' reserves to provide special support during the pandemic to some of those social organizations.

Following our funders' suggestions, Valores subsequently launched **The Valores Covid-19 Special Action Fund** on April 30, 2020 to mobilize additional funding from Valores funders. We received **PLN 313,300** from **13** Valores individual donors and one corporate donor, leading to a total of **PLN 363,300**, including the PLN 50,000 from Valores II reserves.

By the end of 2020, the Valores Covid-19 Fund had **committed and distributed PLN 324,500** to **12 social organizations** (Valores and SBA participants). Thanks to the grants disbursed in tranches, based on mutually agreed terms and project milestones, Valores supported:

- over 150 children and youth from underprivileged families (feeding children, educational and psychological support).
- over 150 persons at risk of homelessness (food supplies, partial rent payments, cleaning and disinfection supplies).
- over 2,800 persons in mental crisis caused by the pandemic.

## **The Valores Covid-19 Special Action Fund resulted in:**

- The maintenance of financial liquidity of the social organizations at the most critical moment of the lockdown.
- Enhancement of fundraising activity - Valores' Covid-19 funding generally covered 50-60% of a given organization's special needs. It was then used as leverage to fundraise further from other sources. The organizations supported by the Valores Covid Fund raised PLN 430,000 on top of the funding provided by Valores.
- Implementing IT solutions that responded to the beneficiaries' needs within two SBA organizations.

In addition, individual Board members of Valores took direct action to support organizations from the Valores portfolio by making cash contributions, donating medical masks, laptops and TV sets, as well as food supplies.

Please see the Appendix for details of the social organizations supported with the Covid-19 Special Action Fund.

**We are highly grateful to all those who have shown their support to Valores during the pandemic.**

### **The Valores II pipeline**

Throughout 2020 we also developed the Valores II pipeline by working with the organizations being mentored in the PSIK SBA Program. Furthermore, we continued a supplementary project that engages external resources and is aimed at enhancing social impact measurement (as well as management) of the Valores portfolio organizations. The impact measurement frameworks can also be used as a standard for other social sector organizations in Poland.

\*

**We would like to thank all the organizations who had made everything described in this report possible, with their hard work and dedication to their causes.** Each year we are incredibly impressed with what they are able to achieve. In 2020, under the circumstances of the Covid-19 pandemic we are particularly proud to be working with such devoted leaders.

**In addition, we thank all Valores founders, friends, and supporters for their commitment to increasing the impact of social organizations, their good will and readiness to help.**



Ewa Konczal

Chairperson of the Valores Board



Agnieszka Borek

Executive Director

## CURRENT VALORES PORTFOLIO

Organization Name	Social Focus	Valores Start Date	Valores Exit Date
Current Portfolio			
BORIS Association	Intellectually disabled persons	2017	2021
Twoje Nowe Możliwości Association (TNM)	Disabled students seeking higher education and jobs	2017	2021
Ocalenie Foundation	Immigrants and refugees	2018	2021
Kamilańska Misja Pomocy Społecznej Foundation (CMSAF)	Homeless persons	2018	2021
mali bracia Ubogich Foundation (mbU)	Companionship for seniors	2019	2022
Światło Foundation	Comprehensive assistance for people in coma and cancer patients	2020	2023
Otwarte Drzwi Association (SOD)	Preventing social exclusion and helping those affected by it	2020	2023
Habitat for Humanity Poland	Improving living conditions	2020	2023
Exited Portfolio			
Integracja Association	Persons with disabilities	2015	2017
Robinson Crusoe Foundation	Youth in foster care	2015	2017
Fundacja Szczęśliwe Dzieciństwo (Happy Childhood Foundation)	Child education	2015	2017
Pomost Foundation	Ex-convict re-integration into society	2016	2019



# BORIS ASSOCIATION





## **The Organization:**

Biuro Obsługi Ruchu Inicjatyw Społecznych (Office for Servicing the Social Initiatives Movement - BORIS) has existed since 1992. It has initiated or co-created a variety of innovative national network organizations addressing important social issues focused among others on NGO training and support and the Citizens Advice Bureau. BORIS is highly skilled and experienced at launching nation-wide programs that address critical social challenges. They build teams, partners and organizations around specific initiatives and then support them in their long-term development.

Paweł Jordan is the founder and CEO of BORIS and leads its social initiative, "**Safe Future**", applying the BORIS comprehensive approach of incubating long-term social programs. Safe Future is the Program supported by Valores.

Safe Future was inspired by a 20+ year old, innovative and successful Canadian program that helps secure the economic sustainability, social livelihood and independent living of persons with intellectual disabilities ("PIDs") in the absence of their their parents or caretakers, who become incapacitated or pass away. BORIS is actively working to introduce this innovative concept and adapt it to Poland in order to create better lives for PIDs and help them remain independent. There are about 350,000 PIDs in Poland.

BORIS' activities regarding the Safe Future Program comprised the following during Valores' engagement:

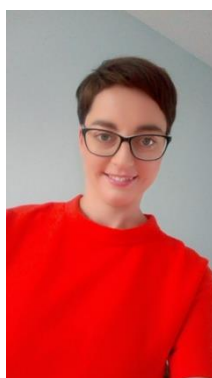
- **Operation of a central coalition on the topic of PIDs**, the BORIS Association together with the Warsaw Circle of the Polish Association for the Mentally Disabled developed and tested the Safe Future Model to help people with intellectual disabilities "from birth to old age". It is a solution to establish legal, financial, social and housing frameworks addressing the inevitable problem when a PID no longer has support from family caretakers (i.e., parents grow old, incapacitated or pass away). The key feature of the Safe Future project is a "circle of support" for each PID that is comprised of family, friends and volunteers, who enable the PID to remain independent and avoid entering institutional care. The first circles were created in Warsaw in 2015, and since then Boris has supported their activity and established new ones (with ten such circles operating in Warsaw by the end of 2020).
- **Implementation of the Safe Future Model**, the implementation of the Model commenced in 2018 after Boris received a PLN 4.7 million grant from the EU POWER program. Boris is implementing the Model in cooperation with a nationwide network of organizations, including three national associations, the University of Warsaw and local partners from eight communities in Gdańsk, Biskupiec, Goleniów, Ostróda, Elbląg, Jarosław, Nidzica, and Suwałki. These eight communities have begun the development of ten support circles in each town around ten local PIDs and their families. Each family develops a plan for the future taking into account financial and housing factors related to health and functioning within the local community. The Safe Future project allows for the creation of a support system for PIDs and their families making full use of local social services, infrastructure and civic engagement. It is an excellent opportunity for the de-institutionalization of PID care, which is one of the goals of the Program. The organization hopes to convince local authorities to invest in this model of care.

Valores' financial contribution has supported the Safe Future project during the phase of testing and documenting the operational model and was used as leverage in the application for the EU grant that is funding a national roll-out of the first phase of the project. Valores is also supporting Boris in conducting the on-going pilot support circles in Warsaw and creating legal structures for the transfer of assets from caretakers to PIDs, as well as designing an impact measurement process. The cooperation period with Boris was extended by one year to 2021 to complete the impact measurement project.

## The Collaborative Team:



Paweł Jordan,  
Stowarzyszenie BORIS,  
President of the Board



Katarzyna Leśko,  
Stowarzyszenie BORIS, Safe  
Future Project Coordinator



Dariusz Pietrzak,  
Enterprise Investors,  
SBA Mentor

IMPACT MEASUREMENT	Base level*	Actual	Actual	Actual	Actual
	2016	2017	2018	2019	2020
Developed the Safe Future operational model	N/a	Yes	Yes	Yes	Yes
Creation and operation of the central coalition – WFIONI, PSOUU, Warsaw University	N/a	Yes	Yes	Yes	Yes
Obtaining of the POWER/EU grant for the project	N/a	Application prepared	Grant approved	Grant implementation	Grant implementation
Number of local communities in which the system is implemented	1	8	8	8	8
Number of persons with disabilities covered by the support	10	10	10	80	90
Number of support circles	10	10	10	52	90
Number of institutional partners active in the circles of support	10	29	29	32	35
Number of volunteers involved in support circles on a regular basis	N/a	15	20	50	60

\*Period before Valores' support.

FINANCIAL DATA (000 PLN)	2016*	2017	2018	2019	2020
Total Revenue	1,362.5	1,808.2	2,219.4	2,532.6	2,487.5
- Public funds	1,259.6	1,731.7	2,086.4	2,454.6	2,324.7
- Own business activities	102.9	76.5	133.0	78.0	162.8
- Private donors (corporations/individuals/1%)	0.0	0.0	0.0	0.0	0.0
Total Costs	1,503.0	1,768.7	2,212.6	2,428.4	2,443.0
Net Profit/(Loss)	(140.5)	39.5	6.8	104.2	44.5
Cash Balance at End of Period	265.1	509.8	508.8	832.8	390.0

\*Period before Valores' support.

Valores pro bono support in 2020		Main Valores Activities in 2020
Type of support	No. of hours	
Continuous support from SBA mentor: Dariusz Pietrzak (Enterprise Investors)	5	<ul style="list-style-type: none"> <li>– Preparing impact measurement tools and procedures focused on the quality of life of people with intellectual disabilities, participating in support circles.</li> <li>– Working towards a sustainable financial solution for Safe Future model after the expiry of EU funds.</li> </ul>
Domański Zakrzewski Palinka sp. K	40	
Support from Valores mentors: Robert Manz, Iain Haggis, Agnieszka Borek	100	

### **Key Achievements of BORIS in 2020**

- Continued testing of the Safe Future model for people with intellectual disabilities in 9 communities: Goleniów, Gdańsk, Biskupiec, Nidzica, Ostróda, Suwałki, Elbląg, Jarosław, Warsaw; effectively supporting over 90 individuals.
- Acquisition of funding via Norwegian Grants for introducing the Safe Future model in three new local communities: Tarnów, Bytom, Zgierz.
- Joining the initiative for creating a national Strategy for Disabled Persons for the years 2021-2030 and including points about work with the community and support circles for persons with intellectual disability.
- Coordination of a large partnership with the Warsaw Center for Supporting NGOs (SCWO) – supporting approx. 1,000 social organizations helping people living in Warsaw by training, advising, coaching.
- Running an accredited Center for Supporting the Social Economy in Mazowieckie Voivodship that supports social enterprises and the creation of jobs for those at risk of social exclusion.
- Elaboration of the methodology for impact measurement of the Safe Future model.
- Advisory sessions with individuals and groups relating to financial, legal, psychological issues moved online and on the phone.
- Upgrade of the nationwide knowledge base (kregiwsparcia.pl) and the internal communication tool (Workplace).
- Support of local specialists (approx. 24 people) in their work with families and people with mental disabilities.
- Preparation of teaching materials for workshops targeting those working with people with mental disabilities.



# TWOJE NOWE MOŻLIWOŚCI ASSOCIATION



## **The Organization:**

Twoje Nowe Mozliwości (Your New Opportunities Association - TNM) was founded in 2010 in Wrocław by two young graduates with disabilities who had experienced various practical difficulties while obtaining their degrees. The target group for TNM is gifted young people (16-35 years old) with disabilities whose intellectual potential enables them to earn university degrees and then to perform professional work that requires advanced qualifications. This includes disabled high school students and graduates planning to start university studies, as well as disabled students and university graduates who need support to enter the labour market. TNM's programs are designed to help these individuals realize their ambitions by working with them, as well as working with teachers, universities and their staff. There are an estimated 30,000 disabled students nationwide in Poland.

TNM is focused on the following areas:

- **Educational and Vocational Support Center (CWEZ)**, general support for higher education students from the moment of applying to university to graduation. The Center runs (among others) the "Your New Job" program supporting students and alumni in obtaining attractive employment. The support focuses on career counseling and coaching, psychological support among other forms, during which the beneficiary creates his/her career path and implements it.
- **Center for the Adaptation of Teaching Materials** supplies teaching materials for visually impaired students.
- **"Study Independently"** program provides disabled students with tools, skills and social competencies that enable them to function independently during their studies and to enter the labor market.
- **Personal assistant and auxiliary services** for disabled students, to help the beneficiaries become as independent as possible.
- **Specialist language courses.**
- **Coaching and psychological support** for students who are experiencing problems in their daily and long-term functioning.
- **"Dzamp"** training and team-building camps; once or twice a year, ten-day-long social activation camps.
- **Staff awareness training**, where the target group is teachers and lecturers who teach disabled students.
- **Expert Council for Students with Disabilities**, a 'best practice' forum, brings together representatives of 13 universities in Lower Silesia.

Valores commenced its support of TNM in September 2017 and with a focus on the following areas:

- Geographical expansion of TNM activities;
- Lobbying for new regulations on financing support for students with disabilities at Polish universities;
- Implementation of an activation program for disabled graduates with a goal of a min. 40% employment rate (vs. the current employment rate of people with disabilities at around 23%);
- Diversification of TNM revenue streams by increasing paid services from universities (taking advantage of the new law that provides additional sources of funding for universities to bring in more disabled students);
- Development and assessment of TNM's product portfolio and organization of its sales department;
- HR management issues (leadership, supervision, team integration) in a fast-growing team.

The cooperation period with TNM was extended to 2021 to finalize work on an impact measurement and management project.

## The Collaborative Team:



Ariel Fecyk,  
Twoje Nowe  
Możliwości,  
VP of the Board



Krzysztof Peda,  
Twoje Nowe  
Możliwości,  
CEO



Jacek Woźniak,  
ex Enterprise Investors,  
SBA Mentor

<b>IMPACT MEASUREMENT</b>	<b>Base level*</b>	<b>Actual</b>	<b>Actual</b>	<b>Actual</b>	<b>Actual</b>
	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>
Total number of supported students	220	428	619	601	1,195
Number of candidates and students of the Education and Vocational Support Center (CWEZ) and related training and courses for students	140	140	198	124	81
Number of Dżamp camps and related activities	80	93	88	71	43
Number of assistant programs participants	-	55	72	54	78
Number of participants of programs for graduates	-	-	53	127	172
Number of participants of academic staff programs	-	140	208	225	821

*\*Period before Valores' support.*

<b>FINANCIAL DATA (000 PLN)</b>	<b>2016*</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>
Total Revenue	1,444.0	2,242.0	4,112.2	4,304.2	5,686.2
- Public funds	N/a	N/a	909.2	990.4	4,889.9
- Own business activities	N/a	N/a	3,203.0	3,313.8	748.8
- Private donors (corporations/individuals/1%)	N/a	N/a	0.0	0.0	47.5
Total Costs	1,199.7	2,212.8	3,929.8	4,199.3	5,455.8
Net Profit/(Loss)	244.3	29.2	182.4	104.9	230.4
Cash Balance at End of Period	1,533.4	390.9	1,539.6	2,385.5	4,446.2

*\*Period before Valores' support.*



Valores pro bono support in 2020		Main Valores Activities in 2020
Type of support	No. of hours	
Continuous support from SBA mentor: Jacek Woźniak (ex-Enterprise Investors)	30	<ul style="list-style-type: none"> <li>– Preparing impact measurement tools and procedures focused on the quality of life of young persons with disabilities, participating in TNM's activities</li> <li>– Solving current management and financial challenges.</li> </ul>
Support from Valores mentors: Ewa Konczal, Agnieszka Borek	60	

### **Key achievements of TNM in 2020**

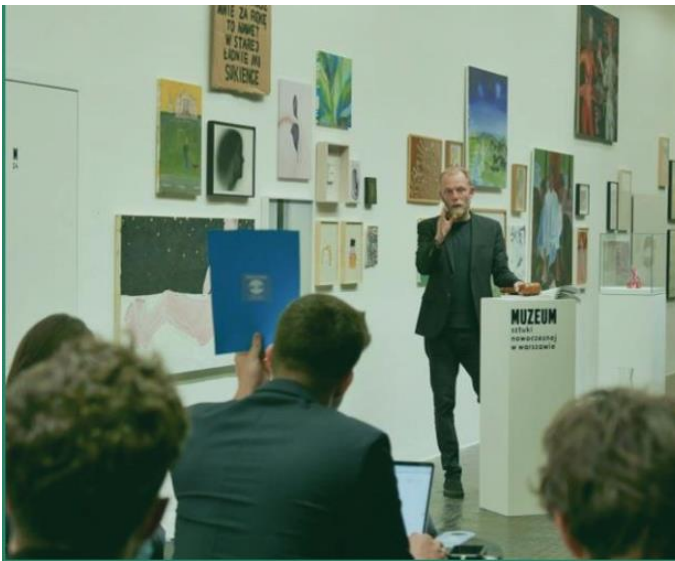
- Territorial expansion: launched TNM's programs in two new regions.
- Double the number of supported students.
- Successful adaptation of services to better suit beneficiaries' needs during the pandemic: transforming most TNM's programs and running them on-line.
- Launch of the EkspertFON advice phone line for students, available 5 days a week: 375 hours of support, including coaching and psychological support
- 21,900 hours of support within the "Everyday Assistant" program, where assistants help beneficiaries fulfill their daily needs.
- 101 hours of support within the "Common Housing" program, in the form of assistance with moving out, arranging for new housing, as well as other types of support.
- Launch of the "Expert Council" that supports academic staff on regular basis: currently 20 Polish universities participate, and it is the largest initiative of this kind in the country.
- Launch of the "Graduate at Work" program that recruited 101 participants: 22 with significant disability, 62 with medium disability, and 17 with mild disability. The participants are either graduates or in their final year of studies and prepared Individual Plans of Action.
- Transformation of the work organization system due to the Covid-19 pandemic: introduced remote working tools, ensured office security, team integration, problem and conflict solving.
- Hired an in-house accountant and expanded specialist staff such as advisors and psychologists (currently TNM has approx. 30 full-time employees).
- Establishment of a supervisory board that supports the management board in making decisions.

Geographical expansion of TNM:

Region	Number of Persons supported in 2017	Number of Persons supported in 2018	Number of Persons supported in 2019	Number of Persons supported in 2020
Lower Silesia	398	487	451	753
Western Pomerania	25	79	78	76
Lubuskie	5	15	24	55
Mazowieckie	0	19	13	148
Opolskie	0	19	23	23
Śląskie	0	0	12	55
Lubelskie	0	0	0	11
Łódzkie	0	0	0	26
<b>Total</b>	<b>428</b>	<b>619</b>	<b>601</b>	<b>1195</b>



OCALENIE FOUNDATION



## **The Organization:**

The Ocalenie Foundation was founded in 2000. It helps migrant and refugee families integrate in new communities and increase their chances for success and a fulfilling life in Poland. It provides support for some 3,000 refugees and migrants each year. The team is a diverse group of 35 from Poland, Chechnya, Georgia, Syria, Sudan, Ukraine, Belarus, and Vietnam, and includes persons with a wide-range of relevant specializations: psychologists, psychotherapists, lawyers, culture experts, career counselors, administrative workers, coordinators, animators, educators and coaches.

To prevent the marginalization of migrants and refugees in Poland, the Ocalenie Foundation runs the following key programs:

- **The Center for the Assistance to Foreigners**, a concept of comprehensive one-stop-shop assistance by an interdisciplinary and intercultural team. The project is carried out in Warsaw and Łomża and shared with a partner organization in the Tri-City.
- **Polish as a foreign language learning program**, a proprietary program implemented mainly by trained volunteers.
- **Welcome Home Program**, a proprietary program addressed to refugee families threatened with homelessness. It is based on re-renting affordable apartments to refugee families that are leased by Ocalenie from local Polish residents.
- **Refugees Welcome Polska**, an internet platform that connects refugees with local residents who have available rooms for rent. This approach helps refugees find a roof over their heads, while at the same time paving the way to integration, mutual learning, and breaking stereotypes in society. Refugees participating in the Program can count on individual support from Polish volunteers who usually become their friends and support their integration process.
- **The Academy of Intercultural Mentors**, a training program aimed at preparing foreigners to become intercultural mentors.
- **The Academy of Intercultural Educators**, a training program aimed at preparing foreigners to become educators to teach others about their own cultures and religions.

Valores is providing financial assistance and non-financial support for the organizational development of the Foundation. Valores' support focuses on Ocalenie's new and innovative Welcome Home Program, which provides access to permanent and affordable housing, in addition to its usual integration assistance. The program shows the potential for more successful fundraising as it is an innovative response to an important social problem and no such measures have been implemented in Poland previously. The initial plan was to provide housing for 20 families as a model approach with guidelines to be implemented on a larger scale across the country. Additionally, Valores is assisting the Foundation in its plans to increase its' fundraising capacity, which allowed Ocalenie to become less dependent on governmental funding sources.

## The Collaborative Team:



Piotr Bystrianin,  
Fundacja Ocalenie,  
President of the Board,  
Coordinator



Kalina Czwarnóg,  
Fundacja Ocalenie,  
Board Member,  
Coordinator



Paweł Padusiński,  
Mid Europa Partners,  
SBA Mentor

IMPACT MEASUREMENT	Base level*	Actual	Actual	Actual
	2017	2018	2019	2020
Number of persons supported by Ocalenie across all programs	3,588	2,575	2,600	2,500
Number of persons living in flats under the Welcome Home Program	11	45	66	75
Number of families who will complete the Welcome Home Program	0	0	0	4
Number of persons supported by the Center for the Assistance to Foreigners	2,677	1,540	1,514	1,419
Number of persons learning Polish on Ocalenie courses	893	1,012	1,185	629
Number of consultations for migrants and refugees (legal issues, job support, psychological support, etc.)	2,437	3,220	4,920	5,076

\*Period before Valores' support.

FINANCIAL DATA (000 PLN)	2017*	2018	2019	2020
Total Revenue	1,673.5	1,750.7	1,920.3	3,091.8
- Public funds	1,271.1	494.3	396.5	985.2
- Own business activities	29.0	188.6	74.4	113.3
- Private donors (corporations/individuals/1%)	198.9	828.6	1 178.8	1,993.3
Total Costs	2,032.8	1,671.0	2,182.7	2,344.8
Net Profit/(Loss)	(359.3)	78.9	(262.2)	747
Cash Balance at End of Period	290.0	183.8	80.2	261.0

\*Period before Valores' support.



Valores pro bono support in 2020		Main Valores Activities in 2020
Type of support	No. of hours	
Continuous support from SBA mentor: Paweł Padusiński (Mid Europa Partners)	40	<ul style="list-style-type: none"> <li>– Preparing impact measurement tools and procedures focused on the quality of life of refugee families supported by the Welcome Home Program.</li> <li>– Managing and developing the Welcome Home Program, based on the feedback from the impact measurement process.</li> <li>– Significant improvement in overall financial management processes.</li> <li>– Mitigating the negative Covid-19 impact on the organization and its beneficiaries.</li> </ul>
Coach Marta Andrearczyk-Łakomy	30	
CMS (law office)	5	
Support from Valores mentors: Erik Hallgren, Agnieszka Borek	120	

### **Key Achievements of Ocalenie in 2020**

- Significant improvement in the profitability and thus sustainability of the Foundation by:
  - Obtaining of AMIF funds (total of PLN 2,400,000) for projects relating to beneficiary assistance in 2020 – 2021, including the Help Center for Foreigners and hiring two project coordinators.
  - Increasing annual fundraising income from private donors from PLN 1,178,830 in 2019 to 1,993,300 PLN in 2020.
  - Succeeding in fundraising (e.g. The Refugees Welcome Art Auction - over PLN 228,000; Facebook campaign - PLN 25,000; selling the Ocalenie published cookbook - PLN 28,000)
- Developing the Welcome Home Program:
  - 66 people received emergency housing support within the Program. 93 of the 173 people living in the Welcome Home Program apartments are children.
  - 4 families successfully graduated out the Welcome Home Program (2 obtained social flats, 2 rented apartments).
  - Hire of 3 new family assistants, increasing the total number to four.
- Finished the tool for impact measurement and began the processes of measurement.
- Reorganization of how the organization functions in response to Covid-19 to provide services remotely, publishing news relating to the pandemic in nine languages.
  - Pandemic activities: handing out food parcels or vouchers for grocery stores to 846 people (including 444 children), also helping children organize distance learning by giving them 48 computers and laptops.
  - Implementing telecommunication solutions that enable remote counselling.
  - Covid-19-related grants from Ikea (PLN 228,000 over 9 months), Valores (PLN 60,000), PZU (PLN 45,000), Henkel (PLN 12,000), and
- The Help Center for Victims of Torture helped 103 people.
- 629 people took part in Polish language classes taught by 58 volunteers.
- 172 volunteers in the organization, who are deeply involved in the organization's programs in roles such as tutors or "buddies", which means they are involved with beneficiaries on a regular basis, for example once per week.

## KAMILIAŃSKA MISJA POMOCY SPOŁECZNEJ (CMSAF)



### **The Organization:**

Kamilińska Misja Pomocy Społecznej (Camillian Mission for Social Assistance Foundation - CMSAF) was created in 2011 and was formally established as a foundation in 2017. It helps homeless persons – approx. 400 people are assisted annually. In addition to homelessness, some significant problems facing the clients of CMSAF include unemployment and lack of professional qualifications, legal status (no identification documents), housing and health issues, hygiene and food problems, as well as general practical helplessness in life. The estimated number of homeless persons in Warsaw alone is 2,700 while in all of Poland the number totals over 33,000.

The Foundation runs its key programs aimed at assisting victims of homelessness in the vicinity of Warsaw. These include:

- **The St Lazarus Welfare Boarding House**, has the capacity for 80 homeless persons and houses some 300 persons annually.
- **Streetworking program**, the Foundation staff and volunteers seek out and assist homeless persons in the districts of Włochy, Ochota and Ursus.
- **Training Apartments**, CMSAF operates 11 training apartments, where its beneficiaries can obtain a long-term residence to re-establish their lives and become independent and self-sufficient again.
- **The "Piękne Miejsce" social cooperative** offers business services such as catering, security, and renovations and engages homeless persons to work there as a way to help its beneficiaries return to the labor market and receive documents confirming their professional experience.
- **Advocacy**, CMSAF is also active in advocacy on behalf of the homeless and offers them free legal advice.

Thanks to Valores' financial and non-financial support, CMSAF has further developed its training apartments' program and an additional 15 places have been made available for homeless persons. The expansion of the training apartments capacity also allows to host an additional 60 persons each year in the St Lazarus Welfare Boarding House. The Valores grant supports the program and simultaneously encourages local authorities to finance it in their local areas. Valores also actively supports CMSAF in other organizational matters, including fundraising, internal managerial development and development of impact measurement tools.



## The Collaborative Team:



Adrianna Porowska,  
Kamiliańska Misja  
Pomocy Społecznej,  
CEO



Aleksandra Żakowska,  
Kamiliańska Misja  
Pomocy Społecznej,  
Social Worker



Dariusz Suszwedyk,  
Kamiliańska Misja  
Pomocy Społecznej  
Social Cooperative CEO



Paweł Maj,  
SBA Mentor

<b>IMPACT MEASUREMENT</b>	<b>Base level*</b>	<b>Actual</b>	<b>Actual</b>	<b>Actual</b>
	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>
Number of persons supported in the St Lazarus Welfare Boarding House	292	300	302	250
Number of places in training apartments	35	51	48	39
Number of people participating in training apartments Program**	55	126	171	294
Number of participants successfully completing the training apartments program**	6	11	26	41

\*Period before Valores' support

\*\* Cumulatively from 2017

<b>FINANCIAL DATA (000 PLN)</b>	<b>2017*</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>
Total Revenue	1,717.7	1,902.6	1,988.9	1,847.7
- Public funds	N/a	985.3	985.2	1,089.8
- Private donors (corporations/individuals/1%)	N/a	917.3	1,003.7	667.2
- Other	N/a	N/a	N/a	90.7



Total Costs	1,859.1	1,767.2	1,729.2	1,819.7
Net Profit/Loss	(141.4)	135.4	259.7	28
Cash Balance at End of Period	210.6	45.3	0.9	210.9

\*Period before Valores' support

Valores pro bono support in 2020		Main Valores Activities in 2020
Type of support	No. of hours	
Continuous support from SBA mentor: Paweł Maj	50	<ul style="list-style-type: none"> <li>– Strengthening the Training Apartments Program.</li> <li>– Mitigating the negative Covid-19 impact on the organization and its beneficiaries, including subsidizing employee wages.</li> <li>– Mentor funded the purchase of electronic equipment for the organization that helped transfer to remote work</li> <li>– Developing a crowdfunding strategy.</li> <li>– Elaborating the impact measurement tool for the Training Apartments program.</li> <li>– Promotion and dissemination of information on the Training Apartments Program among other NGOs and towns.</li> <li>– Addressing current management and organizational challenges</li> </ul>
Coach Monika Jankowska	30	
Support from Valores mentors: Krzysztof Krawczyk, Agnieszka Borek	50	

### **Key Achievements of Kamilińska Misja Pomocy Społecznej Foundation in 2020**

- Successful promotion of the Training Apartment program – other NGOs provide them, and the city of Warsaw provides funding, thus proving effectiveness of training apartments on a larger scale. 86 beneficiaries in CMSAF's training apartments, an increase from 63 in 2019. 7 beneficiaries managed to arrange for own housing during stay in training apartments.
- 151 people benefiting from the streetworking program throughout the year: food for homeless persons with mobility problems not residing in the shelter; help with ID cards and calls for medical help.
- Distribution of significantly more packages among homeless persons – over 300 by only streetworkers.
- Participation in a working group with other Warsaw organizations and the Warsaw City Hall to change the regulations relating to municipal resources used to rent apartments. CMSAF's negotiating position with Warsaw city improved.
- Organization's cooperative sales of over 300,000 PLN in 2020, an increase from 250,000 PLN in 2019 despite the Covid-19 pandemic.
- Launch of a donation button on Facebook and donation collection on zrzutka.pl.
- Due to Covid-19 the Foundation has been running a buffer facility, where beneficiaries who are in poor health but don't require hospitalization can quarantine (only such facility in Warsaw); originally had spaces for 7, now up to 15 people.
  - 80 people have stayed in the buffer facility so far.
  - Extension of contract with city until September 30<sup>th</sup> 2021.

# MALI BRACIA UBOGICH ASSOCIATION



## **The Organization:**

Stowarzyszenie mali bracia Ubogich (Little Brothers of the Poor Association - mbU) was created in 2002. The association counteracts the marginalization of elderly people, breaks stereotypes about old age and alerts society about the difficult situation of elderly people in Poland. The goal of the Association is to improve the quality of life of older people by preventing their isolation and social alienation. From its founding it has been active in three Polish cities: Warsaw, Poznań and Lublin, and since May 2017 also in Pruszków. mbU is a member of "La Fédération Internationale des petits frères des Pauvres" and since May 29, 2006 it holds the status of a public benefit organization in Poland.

mbU's fundamental activity is the Accompanying Volunteering program, consisting of accompanying volunteer (AVs) visits with elderly persons living alone with the goal of safeguarding their physical and mental health.

The AVs are the keystone of the "Your Presence Helps Me Live Program" of the Association. This Program perfectly showcases how mbU's activity, not only in Poland but also around the world, is about creating unique, strong bonds based on empathy, trust and friendship between volunteers and elderly persons. As mbU's motto states: "Flowers before bread".

Within the framework of the Program, AVs regularly visit around 400 lonely elderly people (seniors/mentees), the Association organizes several Special Meetings (Easter Breakfast, Christmas Eve) and holiday time. Moreover, the Association is involved in other activities:

- Supporting caregivers of persons suffering from Alzheimer's disease in the form of Alzheimer (Bus) Stop Initiative.
- Leading the intergenerational dialogue through organizing the International Day of Older Persons (in Warsaw under the name of Intergenerational Creativity Fair).
- Providing psychological support to elderly persons via a hotline dedicated to seniors (70+).

Valores commenced its support of mbU in August 2019. It is focused on implementing effective organizational structures and expanding the number of locations across Poland where the Your Presence Helps Me Live program is active as well as increasing the number of supported seniors and volunteers involved in the program. Furthermore, Valores supports mbU's fundraising and impact measurement efforts, effective project management, a more professional approach to budgeting and monitoring KPI's, the elaboration of a management strategy and the development of an impact measurement and management process.

## The Collaborative Team:



Joanna Mielczarek,  
mali bracia Ubogich,  
CEO



Barbara Boryczka,  
mali bracia Ubogich,  
President of the Board



Maciej Górski,  
Equitin,  
SBA Mentor

<b>IMPACT MEASUREMENT</b>	<b>Actual</b>	<b>Actual</b>	<b>Actual</b>
	<b>2018*</b>	<b>2019</b>	<b>2020</b>
Number of large cities with YOUR PRESENCE HELPS ME LIVE Program	3	3	5
Number of satellite towns with YOUR PRESENCE HELPS ME LIVE Program	1	1	3
Number of seniors participating in YOUR PRESENCE HELPS ME LIVE Program	294	314	393
Number of volunteers participating in YOUR PRESENCE HELPS ME LIVE Program	417	396	545
Number of seniors – other programs	No data	193	174
Number of volunteers in other programs	No data	218	147

<b>FINANCIAL DATA (000 PLN)</b>	<b>2018*</b>	<b>2019</b>	<b>2020</b>
Total Revenue	3,209.8	3,720.8	4,176.4
- Public funds	221.9	117.0	N/a
-Business activities	N/a	N/a	25.5
-Private donors (corporations/individuals/1%)	2,613.9	3,421.6	3,972.0
-Other	374.0	182.2	179.0
Total Costs	1,621.0	1,826.0	2,017.6
Net Profit/Loss	1,588.8	1,894.8	2,158.9
Cash Balance at End of Period	4,048.3	5,985.5	7,974.2

*\*Period before Valores' support*



Valores pro bono support in 2020		Main Valores Activities in 2020
Type of support	No. of hours	
Continuous support from SBA mentor: Maciej Górski (Equitin)	50	<ul style="list-style-type: none"> <li>– Consulting and feedback from the Mentor on management of the organization's programs.</li> <li>– Mentor support with defining the organization's plans.</li> </ul>
Support from Valores mentors: Robert Manz, Agnieszka Borek, Iain Haggis	100	<ul style="list-style-type: none"> <li>– Connecting the team with law firms that helped with specific projects, pro bono.</li> <li>– Elaborating impact measurement methodology and tools with the support of external experts.</li> <li>– Building a support network during the Covid-19 lockdown.</li> </ul>

### **Key Achievements of mali bracia Ubogich in 2020**

- Expansion of the organization's activities to new geographical areas:
  - New large cities: Wrocław, Kraków,.
  - New satellite cities: Świdnik, Gniezno
- Streamlining of organizational processes to prepare for territorial expansion:
  - Standardization of the Your Presence Helps Me Live Program to allow scaling up and maintain the high quality of mbU's support.
  - Implementation of a new version of the "mbU Zone" digital app due to territorial expansion. The app allows for communication with and among volunteers, calculating their work hours, reporting on their work.
  - Implementation of a shared hard drive within the organization to optimize the sharing of documents.
  - Implementation of a new HR and payroll system, bookkeeping/accounting that allows for more flexible management of information, work hours.
- Achievement of fundraising goals on high levels considering the difficulties caused by the pandemic:
  - Christmas campaign achieved 95% of its goal.
  - Summer fundraising campaign achieved 75% of its goal.
- New partnerships with Cukier Królewski, Tymbark, Mondelez, Schultz Friends agency, media agency Zenith and others.
- Preparation of an impact measurement tool for the Your Presence Helps Me Live Program with the support of external experts funded by Valores.



FUNDACJA  
ŚWIATŁO



## **The Organization:**

The Światło Foundation was established in 2003. One of the Foundation's key focus areas is patients in comas and their families. It is estimated that about 8,000 people suffer from this condition each year. For 60% of patients, it is possible to determine the degree of consciousness and establish communication with them. 85% of people cared for by Światło are young people after transport accidents in a persistent vegetative state. The Foundation cooperates with research centers, such as the Nicolaus Copernicus University, Jagiellonian University, Kazimierz Wielki University, and Gdańsk University of Technology. The other key focus area of the Foundation is supporting people fighting cancer and their families.

The Foundation's main activities include:

- Nursing and Therapy Center that houses 46 beds for coma patients and is the first of its type in Poland:
  - 1008 patients admitted so far, 69 awakened from coma.
  - 7 highly specialized rehabilitation trips for beneficiaries who have awoken from comas.
  - The Center offers the support of doctors and nurses specialized in long-term care, medical caretakers, rehabilitants, psychologists, and speech therapists.
- The Cancer-Fighting Academy was established in 2005 in Toruń and provides psycho-oncological support for people struggling with cancer themselves or within their families.
  - Provides the services of a psychooncologists, psychologists, physiotherapists, dietitians and other specialists.
  - Currently the program is established in 10 additional cities: Poznań, Warsaw, Wrocław, Gdańsk, Gdynia, Częstochowa, Szczecin, Sanok, Białystok, Kalisz.
  - Over 500 consultations each month.
- Programs for orphaned children:
  - The Torch Program - 450 children took part in activities, 282 children attended 11 summer camps.
  - The Kaganek scholarship fund for orphaned children is used to make wishes come true, provide classroom necessities, fund holidays and trips to cultural institutions.
- Workshops for Cancer families – so far 440 people took part in 22 workshops
- Running volunteer programs:
  - "Efata" Toruń Theatre Group has 130 people who appear in educational performances that discuss the situations of oncological patients and those in comas.
  - Over 420 people are involved in volunteering programs for teenagers and seniors, who assist in medical centers and with events.

Valores' support of Światło commenced in March 2020 and focuses on the development of the COMAline platform: a completely new diagnostic tool for differentiating states of reduced awareness and neuropsychological assessment of patients after severe brain injuries. The platform will be able to collect data on the physiological response to various stimuli, cooperating with compatible sensors. This data will be correlated both to find the best way of therapy for individuals and to search for the most effective methods of treatment generally. Furthermore, Valores supports Światło in legal issues relating to their facility, raising awareness about the problems faced by people in a persistent vegetative state and PR, impact measurement, building a new facility, fundraising and improving employee competencies.



## The Collaborative Team:



Janina Mirończuk,  
Światło Foundation,  
CEO



Katarzyna Gucajtis,  
Światło Foundation,  
Coordinator



Bartłomiej Trzebiński,  
SBA Mentor

IMPACT MEASUREMENT	Actual	Actual
	2019*	2020
An interactive functional model of COMAline platform ready for testing	No	No
Number of sensors used to collect data in real time, generating individual reports	0	0
Number of patients using the platform during tests	0	0
Number of patients at the Nursing and Therapy Center	49	45
Number of persons supported by Cancer-Fighting Academy	3,386	770

FINANCIAL DATA (000 PLN)	2019*	2020
Total Revenue	3,080.5	2,927.7
- Public funds	399.4	280.2
- Private donors (corporations/individuals/1%)	2,464.7	2,643.1
- Other	216.4	4.4
Total Costs	3,296.1	3,303.6
Net Profit/Loss	596.5	-375.9
Cash Balance at End of Period	3,664.4	3,308.2

*\*Period before Valores' support*

Valores pro bono support in 2020		Main Valores Activities in 2020
Type of support	No. of hours	
Continuous support from SBA mentor: Bartłomiej Trzebiński	20	<ul style="list-style-type: none"> <li>– Elaborating the timeline of the COMAline project and defining the milestones for its implementation over the time of Valores support and beyond.</li> <li>– Consulting the employment contract for the COMAline programming specialist.</li> <li>– Consulting the payroll offer for the business community as one of the fundraising strategies that Światło wants to run for financial sustainability.</li> </ul>
Pro bono legal counsel: Joanna Chmielewska	40	
Support from Valores mentors: Krzysztof Krawczyk, Agnieszka Borek	20	

### **Key Achievements of Światło Foundation in 2020:**

- Progress on the diagnostic platform COMAline:
  - Started preparation of an interactive functional model based on specifications.
  - Started preparation of the graphical user interface of the platform.
  - Unfortunately, resource constraints at the contractor hired to carry out the project caused serious delays in developing the platform; discussions commenced on how to resolve the issue.
- Progress on building the new "House of Light" (a new 24/7 care facility for 15 coma patients, and a daycare facility for 20 seniors).
  - Stage of building construction finished.
  - Światło signed a contract for equipping and running the "House of Light" for two years which went into effect in November.
- Implementation of Covid-19 protection measures in the Nursing and Therapy Center, resulting in a very low number of Covid cases among resident patients
- Progress in the therapy of seven residence patients suffering from apalic state.
- The Cancer Fighting Academy experienced a major decrease in number of supported persons due to difficulties of implementing activities during the pandemic.
- The hiring of legal counsel specializing in medical law made it possible to modernize document filing.

OTWARTE DRZWI ASSOCIATION





## **The Organization:**

Stowarzyszenie Otwarte Drzwi (SOD) was established in 1995. The Association counteracts the issue of social exclusion in local communities, addressing problems such as high unemployment, criminal activity and the lack of healthy behavior models. Its beneficiaries include children and teenagers from dysfunctional backgrounds, the mentally disabled, the homeless, the unemployed and those affected by poverty. The organization created its first institution in 1997 in Praga Północ, where its activities are focused. So far, it has supported more than 70,000 people. SOD runs 14 facilities in different parts of Warsaw, working within the framework of 13 different projects.

The Association focuses its activities in four areas: disability (social and professional rehabilitation), unemployment (professional activation and employment), homelessness (re-socialization, therapy, training, employment, social services), and child poverty (sociotherapy and education, guidance, material support).

The organization cooperates with the national government, local governments, businesses, NGOs and public entities to tackle social exclusion. Comprehensive and interdisciplinary support is the distinguishing feature of the Association. The organization creates conditions where its beneficiaries can participate in the process of stepping out of exclusion by using their expertise, overcoming their limitations and expanding on their resources. Hence, the beneficiaries gain a sense of direction, purpose for their actions, authentic and responsible contribution to remodeling their own life and positive influence on others.

Programs of the Association include:

- Two Daycare and Social Rehabilitation Centres for People with Disabilities in Warsaw.
- Occupational Therapy Workshop for the mentally disabled.
- Behind the Gate Help Center – includes a men's shelter and a training center.
- Sheltered Housing' Life - preparing residents for independent life.
- Relief and Intervention Housing - for people with disabilities.
- Red Bicycle Kitchen - offers food, rehabilitation, resocialization, and education; it employs the Association's beneficiaries, who may be disabled or getting out of homelessness. The Kitchen trains streetworkers and runs programs for people facing homelessness, sexual education classes, workshops for addiction, computer, language, cooking, and ceramics courses.
- Employment Agency and Legal Advice Point.
- Apteka Sztuki Gallery (Vocational Development Center) – a gallery employing persons with disabilities, successful in organizing events and supporting its beneficiaries; it allows disabled beneficiaries to acquire expertise, adapt professionally and transfer to the general job market.
- Youth club for teenagers.

Valores commenced its support of SOD in August 2020 and is focused on expanding the organization's economic activity through conducting renovations of the Behind the Gate facility, opening and running a charity shop, equipping the Red Bicycle Kitchen, applying for subsidies to hire new employees (including disabled and homeless people), and expanding the organization's workshop and training offer.



## The Collaborative Team:



Marta Perkowska,  
Stowarzyszenie Otwarte  
Drzwi, CEO



Leszek Muzyszczyn,  
Innova Capital,  
SBA Mentor

IMPACT MEASUREMENT	Actual	Actual
	2019*	2020
Newly created jobs at SOD	8	1
Beneficiaries with disabilities participating in SOD programs	621	645
Children and adolescents from dysfunctional environments in SOD programs	382	137**
Unemployed persons in SOD programs	205	20**
Persons sentenced by courts to community service in SOD programs	127	21**
Seniors in SOD programs	10	39
NGOs actively involved in jointly solving the problem of exclusion	5	1
Reliance on public funding (% of budget)	90	90

FINANCIAL DATA (000 PLN)	2019*	2020
Total Revenue	8,651.5	11,198.2
- Public funds	7,450.6	9,637.3
- Private donors (corporations/individuals/1%)	474.4	428.7
- Other	1.1	634.3
- Economic Activity	488.6	497.9
Total Costs	8,578.7	11,037.9
Net Profit/Loss	72.7	160.2
Cash Balance at End of Period	7.5	2.9

\*Period before Valores' support

\*\* Some KPIs in 2020 decreased due to the pandemic, which caused the partial or complete closure of the SOD's social service. It was impossible to organize SOD's key events. In many cases, the number of groups staying in the cluster was limited. The admission of people working for community service and the employment agency were temporarily suspended.

Valores pro bono support in 2020		Main Valores Activities in 2020
Type of support	No. of hours	
Continuous support from SBA mentor: Leszek Muzyszczyn (Innova Capital)	30	<ul style="list-style-type: none"> <li>– Supporting the housing renovations of the "Behind the Gate" Help Center to develop additional income-generating activities.</li> <li>– Supporting efforts to counteract the effects of the Covid-19 pandemic.</li> <li>– Elaborating impact measurement methodology and tools.</li> </ul>
Support from Valores mentors: Stanisław Knaflewski, Agnieszka Borek	60	

### **Key Achievements of Otwarte Drzwi Association in 2020:**

- Over 600 beneficiaries throughout the year, including:
  - 150 with mental disabilities taking part in innovative programs relating to preventing various types of violence, alternatives to incapacitation, etc.
  - 140 with disabilities and suffering from homelessness taking advantage of training programs with internships, courses, offered by the Red Bicycle Kitchen.
  - 137 children from dysfunctional families taking part in the educational and workshop programs.
- Launch of the online charity shop Behind the Gate and registration of the organizations business activity, which allows for greater financial independence ([www.zabrama.eu](http://www.zabrama.eu)).
- Individual support for SOD's beneficiaries to overcome the negative impact of the pandemic
- Creation of a supportive community for seniors around the House on Targowa as a response to the pandemic
- Recipient of the GRAND S3KTOR prize for the best non-governmental initiatives against social exclusion.
- Trained specialists and activists from other NGOs working with disabled persons.
- Social campaigns about threats resulting from social exclusion.
- Introduction of an electronic progress monitoring program for the Association's programs, to identify best practices.
- Partnerships with:
  - LOTTO Foundation – employee volunteer program.
  - Suez Poland Foundation – employees helped prepare Christmas packages for seniors.
  - Po Drugie Foundation – setting up 5 apartments in various cities for young people suffering from mental disorders and homelessness.

HABITAT FOR HUMANITY POLAND



## **The Organization:**

Habitat for Humanity Poland (HFH) was founded in 1992 and is the Polish branch of the global organization Habitat for Humanity that operates in over 70 countries. The organization is focused on improving the housing and living conditions of those less fortunate and preventing homelessness. This issue is very pressing in Poland, as there is not enough access to affordable housing and there is a lack of housing solutions for people who are at risk of homelessness.

HFH Poland's activities include:

- Building and renovations of apartments with the help of volunteers and with the use of material donations.
- Piloting model solutions that increase the availability of affordable housing of a decent standard.
- Advocating for policy changes in the housing industry, with the goal of improving the effectiveness of housing policies.

So far, the organization has built over 120 apartments and helped over 4,000 people in Poland. Habitat supports self-build housing cooperatives, where a group of families gets together to build a multi-family building. Habitat develops replicable financial and organizational models for such housing cooperatives so they become more popular in Poland.

Programs run by HFH Poland include:

- The Social Rental Agency - a housing and employment service that rents inexpensive private and social apartments and then sublets them to those in need. The Agency offers a guarantee to the property owners: long-term and safe tenancy, guarantee of payment, vetting of potential tenants and monitoring the housing use.
- Supportive Housing - assists young adults from foster care who require comprehensive support before their social reintegration is complete and they become fully autonomous. They occupy small independent apartments for which they are fully responsible. For example, they need to clean them and pay the bills, usually covering the costs of utilities and administrative charges. The beneficiaries are supported by assigned tutors.
- ReStore - a non-profit store, which offers inexpensive building materials, tools, household appliances, furniture, etc. The store's inventory comes from corporate and private donations. The profits help fund Habitat's other programs.

Valores commenced its support of HFH Poland in August 2020 and is focused on supporting an increase in the social impact of the Social Rental Agency (SAN), scaling it, implementing effective business and fundraising models for the SAN program, measuring the program's social impact and improving the quality of the program.



## The Collaborative Team:



Magda Ruszkowska-  
Cieślak,  
Habitat Poland,  
CEO



Maciej Kowalski,  
MCI Capital,  
SBA Mentor

<b>IMPACT MEASUREMENT</b>	<b>Actual 2019*</b>	<b>Actual 2020</b>
Number of SAN flats	32	38
SAN beneficiaries	121	112
SAN beneficiaries from vulnerable groups	121	106

<b>FINANCIAL DATA (000 PLN)</b>	<b>2019*</b>	<b>2020</b>
Total Revenue	3,880.6	2,622.9
-Public funds	418.3	935.2
-Business activities	5.8	542.2
-Private donors (corporations/individuals/1%)	3,315.5	950.9
-Other	141.0	194.6
Total Costs	3,495.3	4,138.7
Net Profit/Loss	385.4	-1,515.8
Cash Balance at End of Period	633.8	1,211.2

*\*Period before Valores' support*

Valores pro bono support in 2020		Main Valores Activities in 2020
Type of support	No. of hours	
Continuous support from SBA mentor: Maciej Kowalski	36	<ul style="list-style-type: none"> <li>– Conducting a detailed analysis of the organizational structure and developing a 5-year strategy.</li> <li>– Mentor significantly helped adapt the fundraising strategy by analyzing the donor portfolio and identifying new areas where donors could be acquired.</li> <li>– Working on impact measurement methodology and tools.</li> <li>– Financial support allowing for the hiring of SAN (Social Rental Agency) employees.</li> </ul>
Support from Valores mentors: Ewa Konczal, Agnieszka Borek	20	

### **Key Achievements of Habitat For Humanity Poland in 2020:**

- Increase of SAN program visibility: recognition of social rental agencies as best practice in providing social services by a collective strategy of NGOs involved in counteracting homelessness and within a government report on the topic; continued work on policy that will include training apartments in the legal system (meetings with the Ministry of Development, written recommendation, public consultations).
- Furnishing and providing 3 training apartments with places for 12 people suffering from mental illness (partnership with the Institute for Neurology and Psychiatry that will assist in efforts to help the beneficiaries achieve independence); approx. 24 people will benefit from the apartments each year.
- Involvement in Covid-19 emergency relief for 9 shelters (360 people) during the first wave of the pandemic.
- Organization of the 6<sup>th</sup> Housing Forum for 150 participants working in the area of homelessness and housing-based services and the publication of a compendium of knowledge for advocacy.
- Launch of the ReStore in May 2020: until December 2020 the store was visited by 8,000 clients and over 300 tons of furniture and building materials were repurposed.
  - In November and December, the store's revenue allowed to cover its operation costs.
  - 50% of revenue comes from wholesale sales.
- Efficient switch to remote work due to the pandemic without disruption to provided services.
- Successful receipt of grants:
  - In cooperation with Habitat for Humanity UK for the Empty Spaces Program, which allowed to purchase 7 new apartments, which will be ready to house beneficiaries from June 2021.
  - In cooperation with foreign partners from the European Social Catalyst Fund, which will be used to prepare a strategy and proposal for scaling innovation as well as conducting research on the needs of people from the rent gap with the goal of better addressing them.
- Publishing of a "Guide on institutions providing assistance to the homeless in the Kujawsko-Pomorskie Voivodship".

## SOCIAL BUSINESS ACCELERATOR

Valores, in cooperation with PSIK, manages the Social Business Accelerator (SBA). SBA is a pro bono initiative of the private equity and venture capital community in Poland. The initiative was launched in 2011.

The SBA Program is based on individual cooperation between private equity investment professionals operating in Poland ("PSIK mentors") and social organizations' leaders. PSIK mentors – the most experienced people representing the private equity/venture capital community in Poland – offer their knowledge and time on a pro bono basis and use their experience, professional skills and contacts to support the development of the social organizations participating in the Program.

The 9<sup>th</sup> edition of the SBA Program was launched in September 2020. The number of program participants has increased yet again to a record number of 22 pairings.

The evaluation results of the SBA 8<sup>th</sup> edition indicated once again that SBA is a much-needed program offering immense value to the not-for-profit sector in Poland. Both the organizational leaders and PSIK mentors consider it a very good platform for improving the functioning of social organizations and thereby boosting their social impact. The program enables participating social organizations to significantly improve their effectiveness and efficacy by partnering with mentors from the business sector who share their experience and know-how. NGO leaders appreciate this opportunity to expand their understanding of organizational strategy, management, financing and other critical areas.



	<b>Social Organization</b>	<b>Social Leader(s)</b>	<b>PSIK Mentor/Firm</b>
<b>1</b>	<b>Stowarzyszenie Budujemy Przystan:</b> supports children and adolescents with cerebral palsy aged between a few months to 24 years.	<b>Krzysztof Łyżwiński, Aneta Kalbarczyk</b>	<b>George Świrski</b> Abris Capital Partners
<b>2</b>	<b>Europejska Fundacja Aktywizacji Społecznej EFAS:</b> assists with employment, career counseling, personal development and temporary work.	<b>Tomasz Jasiński</b>	<b>Przemek Głębocki,</b> Accession Capital Partners
<b>3</b>	<b>Fundacja SYNOPSIS:</b> is focused on professional help for autistic children and adults, and their families.	<b>Joanna Grochowska</b>	<b>Rafał Bator</b> Enterprise Investors
<b>4</b>	<b>Fundacja La Strada:</b> acts against human trafficking and slavery.	<b>Irena Dawid-Olczyk</b>	<b>Dariusz Prończuk</b> Enterprise Investors
<b>5</b>	<b>Fundacja Sławek:</b> helps socially excluded persons, in particular the unemployed, prisoners, former prisoners and their families.	<b>Krzysztof Łagodziński</b>	<b>Tomasz Głowacki</b> Riverside Europe Partners
<b>6</b>	<b>Fundacja "po Drugie":</b> supports youth at risk or affected by homelessness, social exclusion and pathology.	<b>Agnieszka Sikora</b>	<b>Dawid Walendowski</b>
<b>7</b>	<b>Stowarzyszenie WĘDKA:</b> helps families prepare children and adolescents to enter adulthood and become independent.	<b>Wojciech Przybysz, Krzysztof Gąsiorowski</b>	<b>Małgorzata Bobrowska Jarzabek,</b> Resource Partners
<b>8</b>	<b>Fundacja Digital University:</b> focuses on education in the area of new technologies and social capital.	<b>Elżbieta Wojciechowska</b>	<b>Joanna Simonowicz,</b> Innova Capital
<b>9</b>	<b>Fundacja Wspierania Rodzin KORALE:</b> runs educational and specialist programmes for children whose families are in crisis.	<b>Magdalena Cechnicka, Izabela Owczaruk</b>	<b>Piotr Misztal</b> Value4Capital <b>Magdalena Śniegocka,</b> CVI
<b>10</b>	<b>Fundacja Machina Zmian:</b> helps handicapped people and works towards social integration and reintegration.	<b>Sylwia "Nikko" Biernacka</b>	<b>Agnieszka Kowalska</b>
<b>11</b>	<b>Fundacja DOM – Dbamy o Młodych:</b> helps children and youth dealing with difficult issues without a supportive environment.	<b>Marcela Zielińska</b>	<b>Bartosz Kwiatkowski</b> Enterprise Investors
<b>12</b>	<b>Fundacja Dobrych Inicjatyw:</b> motivates foster care children to develop strengths and talents and helps them overcome their own barriers.	<b>Bartłomiej Jójczyk</b>	<b>Maciej Zużalek ,</b> Ten Square Games Group



13	<b>Fundacja Katarynka:</b> aims to increase handicapped persons' access to culture, sport and education.	Justyna Mańkowska, Mariusz Trzeciakiewicz	Michał Wojdyła Innova Capital
14	<b>Fundacja eKropka:</b> counteracts stigmatization and autostigmatization of people who suffered mental crises.	Katarzyna Parzuchowska, Krzysztof Rogowski	Monnika Morali- Majkut
15	<b>Fundacja Joanny Radziwiłł Opiekuńcze Skrzydła:</b> runs a day house for children, adolescents, and seniors.	Katarzyna Muszyńska, Joanna Radziwiłł, Magdalena Kryńska	Emil Daciuk
16	<b>Fundacja Zobacz...JESTEM!:</b> helps children, adolescents, and young adults who suffer from emotional problems.	Danuta Wieczorkiewicz	Piotr Kędra
17	<b>Sarcoma:</b> assists patients during cancer treatments in an effort to increase their quality of life and promotes health education and disease prevention.	Szymon Bubitek, Kamil Dolecki	Michał Rusiecki Enterprise Investors
18	<b>Fundacja Leżę i Pracuję:</b> runs a marketing agency that employs physically disabled people.	Marta Lipiak, Alicja Łagodzińska	Filip Berkowski, MCI Capital
19	<b>Stowarzyszenie Polska Misja Medyczna:</b> helps those affected by war and natural catastrophes.	Ewa Piekarska, Małgorzata Olesińska- Chart	Wojciech Jezierski, Abris Capital Partners
20	<b>Internationaler Bund Polska:</b> assists socially excluded persons and professionally activates them.	Maria Wojtacha	Monika Nachyła, Abris Capital Partners
21	<b>Stowarzyszenie Piłki Nożnej Osób Niepełnosprawnych "Amp Futbol":</b> promotes and popularizes soccer where those competing have limb amputations or defects.	Mateusz Widłak	Arkadiusz Podziewski, Spire Capital
22	<b>Stowarzyszenie Pomocy Szansa:</b> builds cooperation between disabled persons, the local community and nature.	Norbert Krzykawski	Konrad Sitnik, EEC Ventures

## VALORES FOUNDATION FINANCIAL INFORMATION

### SOURCES & USES OF CASH STATEMENT 2014 – 2020

PLN in 000s	2014 - 2017*	2018	2019	2020	Total Since Inception
<b>A. SOURCES OF CASH</b>					
Foundation capital	8.0				8.0
Donations to Valores I	2,212.6	0.8			2,213.4
Donations to Valores II		1,370.0	1,669.7	6.4	3,046.1
Donations to Covid 19 Fund				313.3	313.3
1% revenue				3.3	3.3
Interest income	44.7	21.3	27.3	11.7	104.9
Forex differences (net)	40.8	0.0	(1.4)	(1.0)	38.4
<b>Total Sources</b>	<b>2,306.2</b>	<b>1,392.0</b>	<b>1,695.5</b>	<b>333.7</b>	<b>5,727.4</b>
<b>B. USES OF CASH</b>					
Grants to investees	803.3	282.3	178.1	439.1	1,702.8
Covid-19 Special Action Grants	0.0			324.5	324.5
Operating expenses	417.1	154.7	136.6	127.5	836.0
Staff costs	303.0	117.1	109.2	103.2	632.4
Office costs	80.0	29.7	22.3	19.5	151.5
Other	34.1	8.0	5.1	4.8	52.1
Impact Measurement Project				24.6	24.6
<b>Total Uses</b>	<b>1,220.4</b>	<b>437.0</b>	<b>314.7</b>	<b>915.7</b>	<b>2,887.8</b>

\*Valores Foundation commenced operations in Q4/2014

PLN in 000s	2017	2018	2019	2020
<b>C. CASH</b>	<b>1,088.6</b>	<b>2,043.6</b>	<b>3,424.5</b>	<b>2,839.6</b>
% Annual Operating Expenses to Total Capital*	5.8%	7.0%	6.1%	4.2%

\* In relation to Valores I capital only through 2019, then in relation to Valores II capital only in 2020

## COMMITMENTS AND DISBURSEMENTS TO VALORES PORTFOLIO

(as at 31 December 2020)

Organization (PLN)	Total Amount Committed	Disbursed 2015-2017	Disbursed 2018	Disbursed 2019	Disbursed 2020	O/s Balance
Integracja Foundation	180,000	180,000	-	-	-	-
Happy Childhood Foundation	180,000	180,000	-	-	-	-
Robinson Crusoe Foundation	179,600	179,066	-	534	-	0
Pomost Foundation	180,000	179,220	-	780	-	-
BORIS Association	180,000	55,000	54,800	31,600	38,600	-
Twoje Nowe Możliwości Association	180,000	30,000	55,000	60,000	35,000	-
Camillian Mission for Social Assistance Foundation	180,000	-	70,000	60,000	40,000	10,000
Ocalenie Foundation	180,000	-	102,500	26,500	33,000	18,000
Mali bracia Ubogich Association	180,000	-	-	-	70,000	110,000
Światło Foundation	240,000	-	-	-	90,500	149,500
Otwarte Drzwi Association	240,000	-	-	-	65,000	175,000
Habitat for Humanity	240,000	-	-	-	67,000	173,000
<b>TOTAL</b>	<b>2,339,600</b>	<b>803,286</b>	<b>282,300</b>	<b>179,414</b>	<b>439,100</b>	<b>635,500</b>

**APPENDIX: VALORES COVID-19 SPECIAL ACTION FUND DISBURSEMENTS**

<b>Organization</b>	<b>Status</b>	<b>Disbursed 2020 PLN</b>	<b>Use of funds</b>
Banki Żywności	SBA participant	15,000	Covered costs of CRM tools to enhance food distribution among persons in need.
Fundacja Joanny Radziwiłł Opiekuńcze Skrzydła	SBA participant	40,000	Supported the Day House for kids from vulnerable families: the monthly cost of feeding children, curriculum activities, staff costs (pedagogues, therapists, administration), and fixed fees.
Fundacja Ocalenie	Valores portfolio	65,000	Supported their day house for migrant children in Łomża and the vulnerable families participating in the Welcome Home Program.
Fundacja POMOST	ex-Valores	20,000	Covered: staff salaries when Pomost lost funding due to the pandemic, training apartments (rent surcharge) residents' board and disinfection supplies for them.
Fundacja Sławek	SBA participant	20,000	Covered costs of a new helpline for people at risk of social exclusion or life crisis caused by Covid-19.
Fundacja SYNAPSIS	SBA participant	20,000	Supported implementation of remote services and preparing their meeting center for safe return from lockdown.
Kamilińska Misja Pomocy Społecznej	Valores portfolio	45,000	Covered staff costs, including salary for four residents who are group leader; cleaning and disinfection supplies, medicines.
Katarynka	SBA participany	15,000	Supported the creation of an internet service to prevent the cultural exclusion of persons with disabilities.
Robinson Crusoe Foundations	ex-Valores	10,000	Covered staff costs to fill a gap caused by cancellation of some corporate internships.
Stowarzyszenie Dzieciom i Młodzieży WĘDKA	SBA participant	33,000	Covered staff costs (pedagogues, therapists, back-office) to care for 100 children and youths from disadvantaged families; purchase/renovation of a bus to take care of kids via streetworking and animation; adaptation of the website for active fundraising.
Stowarzyszenie Otwarte Drzwi	Valores portfolio	29,000	Covered costs of disinfection supplies and masks, disposable gloves, and food supplies for SOD's beneficiaries.
Twoje Nowe Możliwości	Valores portfolio	12,500,	Covered costs of Covid-19 tests for TNM's staff to enable group team meetings and organizational functionality during the pandemic.
<b>Total</b>		<b>324,500</b>	



IN 2020 VALORES AND ITS PORTFOLIO HAS BEEN KINDLY SUPPORTED WITH PRO-BONO CONTRIBUTIONS FROM THE FOLLOWING INSTITUTIONS:



Prawo, biznes, media

Valores Foundation

c/o Equitin

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