



Potter's House
Association International



Annual Report 2015





Dear Brethren and Board,

We thank the Lord for allowing us to culminate another year of serving the poor and needy in Guatemala! Many times throughout the year we saw the Lord's hand moving in our lives and in His ministry. In 2015 we encountered many challenges and on occasions our faith was tried, but we also experienced God's grace and favor upon us. We are convinced that He chose us and called us to do His work:

**"Therefore, my brothers and sisters, make every effort to confirm your calling and election. For if you do these things, you will never stumble."
2 Peter 1:10 (NIV)**

We praise the Lord because with His help we were able to continue advancing the Kingdom of God among the Treasures! We invite you to read the following report and rejoice with us in all that was accomplished this year. We can say that this year were able to:

To strengthen the growth and institutional capacity achieved in the last three years.

We are able to report the following advances in our Specific Objectives:

To strengthen the building of relationships with all participants at Potter's House so that this can become an opportunity in which they can experience God at a more personal level, and in which they can come close to the ministry through the different ways in which they can be involved.

Some outstanding strategies through which we were able to connect our donors, servants (volunteers), contacts and friends with what God is doing in Guatemala are:

- Involving servants (volunteers) and donors with the community (children, youth, families and community leaders) and the ministry (staff). We were able to present them with a very close and palpable experience of God working in the lives of others, this experience lead to a transformation of their own lives.
- Sharing not only our needs but the results of our service. This allowed us to draw closer to our partners and they at the same time became more committed to the ministry and the Treasures.
- Creation of a Marketing Unit, hiring and training staff, standardizing job descriptions, roles and responsibilities for each new staff member. This unit is in charge of strategically positioning our brand both nationally and internationally.
- Devising and launching a marketing campaign to spread the news of PHA's Strategic Plan both at a national and international level during the month of June. The campaign consisted of physical materials, digital materials, videos and social media participation. Planned, presented and implemented a plan to refresh PHA's brand and image both nationally and internationally.
- Launch of new National and International Web Sites with more modern design, better content and more interactive format.

To consolidate the integral development programs at Potter's House through the Community Centers, as an empowerment strategy for beneficiaries living in the communities surrounding the city's Garbage Dump.

- Theorization of the Community Centers strategy
- We began to theorize the Educational model PHA uses to prepare young Treasures for adulthood and maturity
- We opened a third community center in the Garbage Dump communities in zone 3.
- We divided the communities surrounding the Garbage Dump on paper and each community was assigned to one of the 3 community centers. This allows us to focus and order our efforts in an orderly fashion.
- Systematize our experience and our DNA. We have come to understand acquired knowledge and how to share it with others.

To continue the general exploratory phase of other regions living in poverty in the country, identifying communities with the greatest potential to be served.

- We were able to finish the design stage of the expansion process into other areas of poverty in Guatemala. (Stages: Research/Investigation, Verification/Exploration, Pilot Projects/Evaluation, Community Center) In the first stage of Research we wrote a long document that contains all the information we collected regarding each department's eco-social statistics. We identified 10 departments with the greatest problems that affect the children and youth.
- In the second stage in this process we were able to prioritize 6 departments that have the highest poverty rates. We made several visits to a couple of these areas and even held a cultural exchange between our Treasures, international servants and new beneficiaries.
- We took 25 of our Treasures on our first mission trip. These young people were chosen and trained to host a Vacation Bible School in Chiquimula for 6 days.

To streamline the group of systems that comprises Potter's House in order to respond to the demand of services with all participants.

- Systematized the processing of In-Kind donations, the implementation of an inventory system and storage system that will record in kind donations while they are in transit and are ready to be distributed.
- We increased the number of people working on the Logistical Team in order to provide for the organizations' high demands throughout the year.
- Centralization of the Financial- Accounting area.
- Systematized the Fixed Assets Process. (Advanced by 50%)

To foster the development of Human Talent in each job position, as well as of knowledge, skills, and attitudes that honor God through what they are doing to take care of the poor in Guatemala.

- In 2015, 100 % of the staff participated in at least 1 of the Staff Development Programs for our Human Talent with the intention of holistically transmitting PHA's DNA.

- We were able to define what statistics we need to keep track of while we develop our staff's talent.
- 27 staff members were relocated into different work units in order to refresh them and develop new skills and abilities. We see that these changes have brought much joy and many fruits to their new areas.

The Lord has been good and He has allowed us to expand His kingdom among some of the neediest communities in Guatemala. Your willing hearts, your active participation and your unceasing prayers have allowed us to close out 2015 with blessing.

Thank you for helping us to develop, empower and multiply Treasures in Guatemala!

Edgar Güitz

Executive Director
Potter's House Association International

Gladys Güitz

Co-Founder
Potter's House Association

Héctor Rivas

Director
Potter's House Association Guatemala





Programs Report
January - December 2015



Family Integration

BREAKTHROUGH

We have been able to provide spiritual guidance for families in the communities. We have been organizing different activities for different family members, this allows us to talk about things that are relevant to their age and interest. The program's main focus are children and we have seen how they are growing in their relationship with God and their knowledge of the Bible.

CHALLENGES

The enemy is doing everything he can to separate the families that we serve. We have seen how important responsibilities have been activities that distract parents from the truly important things in life, like family. Their constant worries about work, community activities and participating in activities hosted by other organizations have kept parents from being involved with their children in activities PHA has prepared for them.

IMMEDIATE ACTIONS TO BE TAKEN

Program meetings with parents at times that are more accessible and at better times so that parents can attend. During those meetings emphasize that they play a very important role in their family's growth and upbringing as well as the development of healthy habits, and their children's discipline.

STATISTICS

- **257 children and youth** participating in the Treasures' Bible Club
- **1,230 Prayer visits** throughout the year
- **2,246 children and youth participated in VBS in the month of November**
- **1,650 children participating at VBS** organizing by international servants
- **222 children received the Lord** in their hearts through different types of activities
- **126 children renewed their relationship with the Lord** and are learning how to walk with Him
- **90 Treasures are volunteers** in the Treasure's Bible Club
- A total **138 volunteers served in the VBS program**
- **555 children** participated in entrepreneurship classes studying a material on stewardship, called Daniel and the millionaire ants.
- We hosted **7 School for Parents** impacting a total of **158 families**



Family Integration



TESTIMONY

Beberly Escalante is a 19 year old who is very active in participating with Potter's House. She grew up being the oldest of three siblings in an integrated family. Unfortunately her father began drinking and now Beberly struggles as she watches her mother try to support her children. On occasions Beverly has shared how sad she feels and how much she misses her father and the relationship they used to have.

In 2012 Beberly was invited to participate in a choreography/ dance group and she gladly accepted the invitation. This is how she got involved in the Treasures' Bible Club. With a big smile on her face Beverly shares the following:- **"I am excited to be part of the Treasures Bible Club, when I see the faces of all the little angels when I give them a hug or speak to them about the Lord, I wouldn't trade it for anything in the world! I know that the Lord has called me to be a light to those little children. I have so many dreams but I want most is to become a doctor in order to help all those people who are in need. I thank God for PHA but especially for the Bible Club because it has blessed the lives of so many children. I am sure that we will continue to touch others through it just like I was touched. I have learned a lot, during this time I have been able to reflect on many situations, I have protected my heart and I trust the Lord and have decided to wait in Him. PHA is like a second home to me, it has been part of many achievements in my life. My experiences here have been amazing."**





BREAKTHROUGHS

The Education program worked all year with the TOE (Tutoring and Educational Orientation) methodology. During the year we also implemented a system that would support those Treasures who required extra attention due to academic challenges or behavioral challenges. This implementation was highly successful, all of the Treasures that participated in this process showed important improvements. We can also share that 7 of our Treasures are on Honor Roll at their schools during the school year. 5 youth graduated in 2015, one of them is enrolled and ready to begin classes at a national university.

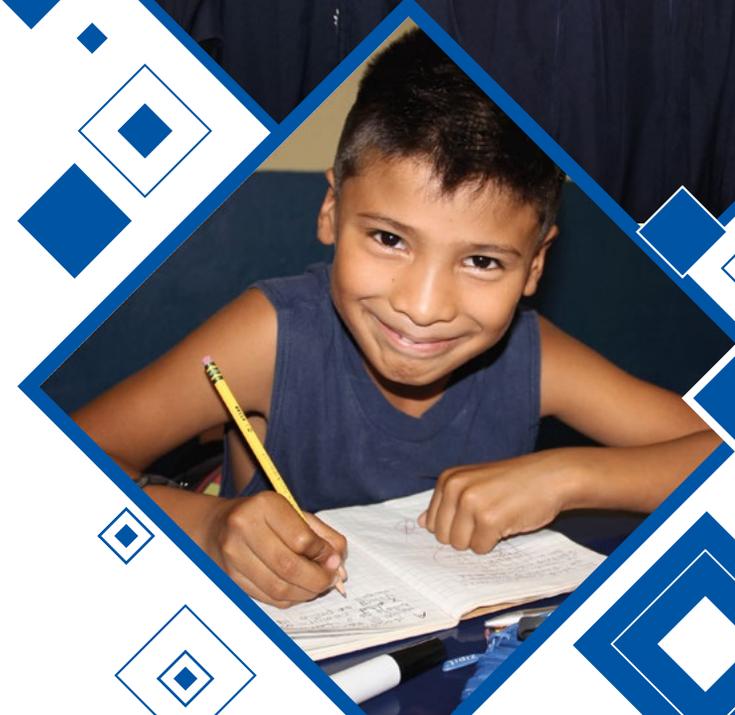
We implemented a program called Program for Professional Development (PRODEP) designed for Treasures who have already graduated from our Education Programs. Through PRODEP we have been able to empower 7 Treasures in the following areas: Educational Orientation, Professional Orientation and Job Performance.

Our children and youth participated in our first camp in several years, called "Your Identity in Jesus" in the month of November. These Treasures were able to grow in their understanding of who God is and who they are in Him.



CHALLENGES

- Education is not a priority for the Young Treasures and their families. Many parents do not value their children's education as a tool that will change their futures.
- Lack of communication between the Educational community (Schools, parents and PHA). It is necessary that everyone involved in a child's education know information about their academic performance, homework, attendance and behavior.
- Teachers need to dedicate valuable time to correct bad vocabulary, personal hygiene issues and other problems. This limits the time teachers spend focusing on TOE.
- Amongst the Treasures participating in PRODEP there is a lack of desire to improve themselves, there is fear and a lack of confidence in themselves.
- Some Treasures react in violent ways and start fights in the classroom with their classmates with the intention of calling attention to themselves.



! IMMEDIATE ACTIONS TO BE TAKEN

- Implement school agendas as a way to communicate amongst the education community.
- Seek ways to make individual and group therapy sessions more interactive and pleasant for each student's growth.
- Begin PRODEP training sessions while Treasures are still in High School and not wait till they have graduated. Have Treasures 16 and older find jobs over their vacation in order for them to experience the work world.

% STATISTICS

- **94% of students** passed the 2015 school year
- Elementary students have a GPA of **77 points**
- High School students have a GPA of **75 points**
- **5 Treasures** finished their studies and graduated
- **12 students on Honor Roll**
- **161 students** in Elementary School
- **89 students** in High School
- **7 young Treasures** participated in the Program for Professional Development
- **98%** of the population in the education program participated in group therapy sessions and so did kids in the PRODEP program.

TESTIMONY

Sheny Morales lives with her parents and siblings. She is 10 years old and lives in zone 3. Her father is an alcoholic and that has been very difficult for the family to deal with. Sheny shares: **"A friend of my father would help me with my homework occasionally and I would be ahead for a few days... but the most difficult thing for me to deal with was when I was supposed to purchase materials or supplies to take to school and I didn't have any money to buy them, all I could do was not turn them in. This obviously affected my grades. I receive help at PHA because they help me with my homework, they always buy me the supplies that I need at school. Now my homework is well done and I always turn them in. The best part is that they take the time to help me without getting upset with me and I love the food! One of my goals is to continue studying, I want to finish elementary school, middle school and high school. Once I am finished with school I will be able to help my mom so she doesn't have to work as much. I want to become a doctor and go to far away areas where there are no doctors."**





Health and Nutrition



BREAKTHROUGHS

We held three height and weight measurement clinics in order to determine the nutritional status of each of our Treasures in the Education Program. Thanks to this analysis all of the children who were identified as being over or under their recommended size have recovered nutritionally.



CHALLENGES

- Develop children's taste and palate. Many of them are not used to eating a large variety of foods and do not like to try new foods. They many times eat less than the recommended portions for their age.
- Not having enough national volunteer servants to serve in the health program all year long.



IMMEDIATE ACTIONS TO BE TAKEN

- Invite a graduated and experienced nurse (a North American living in Guatemala and who speaks spanish) to support and coordinate the health program.





Health and Nutrition



STATISTICS

- **8 Health clinics** in the communities, these included de-worming clinics, gynecological clinics, general medicine, ophthalmological clinics and others throughout the year.
- **1,086 patients** seen during medical clinics
- **262 Treasures** seen through the clinic in the Garbage Dump
- **278 medical prescriptions** were filled through our pharmacy
- 33 Treasures nutritionally recovered
- **48,167 Lunches served** in 2 Community Centers
- **11,246 Nutritional snacks** served in 3 Community Centers
- **1,353 Lunches** served to Volunteers in the Vacation Bible School Program
- **11,540 Nutritious snacks** served during Vacation Bible Schools



TESTIMONY

Bradley lives with his father Juan Carlos Gutiérrez who is a blacksmith. His mother Brenda Díaz supports the family income by working as a maid. He also has 4 brothers Jefferson (8), Carlos (5), Samuel (3) and Marcos (2 months).

This year Bradley started in our education program at the 6-42 Community Center, his initial weight was 67 lbs and his height was 4 foot 3 inches.

Bradley's favorite food is "Pollo Negro" (chicken prepared with soy sauce). Bradley shares: **"I like the food here because at my house we normally eat beans and at night our dinner is coffee and bread"**. At the end of the 2015 program Bradley had reached a height and weight appropriate for his age: 72 lbs and 4 foot 4 inches.

He dreams of becoming a doctor and being able to help his family and community when they are sick.





Micro-Enterprise



BREAKTHROUGHS

Beneficiaries in this program have been developed and have learned how to pay their loans on a weekly basis. They also learned to take care of their finances by not requesting loans to loan sharks or other organizations where interest rates are extremely high. This was accomplished through supporting the Treasures through consults. Through loan officers visits and follow-up we can see that would work with each.

PHA's prestige and good reputation gave the micro enterprise program additional credibility and helped to attract new clients.



CHALLENGES

- Staff with multiple roles and responsibilities because of the lack of personnel in the program.
- Increase the loan amounts and the time periods available and the diversification of our products.
- Expanding our area of impact and number of customers.



IMMEDIATE ACTIONS TO BE TAKEN

- Finalize our product diversification process
- Design and implement a strategic plan for the Micro Enterprise program





Micro-Enterprise



STATISTICS

- 71 new credits
- 210 renewed loans
- 281 loan disbursements
- \$48,000 is the amount distributed through loans in 2015
- 78% of our clients live in the communities surrounding the Garbage Dump
- 325 families supported through the program, 674 children supported indirectly
- 35 adults average participating in training classes
- 182 Training sessions held this year
- 555 small Treasures participated in entrepreneurship classes in 2 community centers



TESTIMONY

2 years ago Oscar Tocay came to the New Life (micro enterprise program) with the intention of asking for a loan and he says: **"It has been difficult for me to invest more money in my business because I didn't have enough capital to do so. My customers want to buy more bread from me but I don't have enough money to invest. I heard that New Life provides loans so I am here to ask for a loan"**.

He has now has three Q 1,000.00 loans and one Q 2,000.00 loan. He has paid these loans off completely. He is a type "A" client and is in the process of getting an additional loan for Q 2,000.00.

Our time together came to an end when he said: **"I thank God for my business and for New Life Association as well. I appreciate the training sessions because they have helped my business to grow little by little. God bless all that you do to help us!"**





Community Support



BREAKTHROUGHS

Some communities have begun to show evidence of empowerment. Communities are starting to take responsibilities for obtaining construction licenses as well as seeking projects that contribute to making their communities better places to live, they are becoming responsible for their community's development.

Treasures who are benefitting from home constructions are active in the "Taking Care of my Home" training sessions. Families are taking initiative and are seeking change, we have seen the positive changes as a result of our training sessions with them.

We mapped the communities and assigned each to a Community Center. This allowed us to reach all communities in an orderly fashion and to better understand their needs. This also made distributing in kind donations much easier.



CHALLENGES

- That each beneficiary would see that what they are receiving through PHA is evidence of God's love and mercy over them, it is a gift and the Lord demands that they be good stewards of those gifts. That all beneficiaries be thankful to the Lord and not PHA or the staff and that these gifts encourage them to have a closer relationship with Jesus.
- Community Committees have focused on helping individual families and people, this is not bad but they need to shift their efforts and seek community development and not only individual development.
- Not all communities have basic services such as running water, sewage systems or electricity.



IMMEDIATE ACTIONS TO BE TAKEN

- Help Community Committees to define what their greatest community needs are and encourage them to seek out projects that will benefit their communities as a whole and not individual families or people.
- Identify common community needs so they can be fulfilled.





Community Support



STATISTICS

- **45 families** benefitted from **home constructions**
- **45 families** participating in training sessions called Taking Care of my Home
- **11 home renovations**
- **70 bunk bed projects**
- **2,602 Treasures** helped through **community projects**
- **2 emergencies** were attended



TESTIMONY

In 2015 Doña Rosario Valdez lived one of the most difficult experiences she could ever endure—the death of one of her daughters. Despite everything Doña Rosario has remained strong and continues to support her community and maintains her leadership. She became the committee president in her Community in 2012 and has worked diligently to develop her community.

She shares how PHA has been supporting them throughout 2015 with prayer walks, the perimeter Wall and in-kind donations. She has done all this hard work in order to benefit her community. Doña Rosario says: **“I thank the Lord for the PHA staff because without them we wouldn’t be able to make such a wonderful connection with locals and foreigners while building this wall. PHA was the bridge that God used to send us these blessings. I ask that God bless each of you and the PHA staff. May God bless you greatly, we will always be here to support you as well”.**





Exploratory Visits



BREAKTHROUGHS

In 2015 it was possible to finish designing the stages in the expansion process of taking God's Kingdom into other areas of poverty in Guatemala. The first stage is Research and Investigation and consists of compiling information and structuring it, analyzing and interpreting data from the last decade- some of it is from local sources and other sources are international, through the whole process we use the PHA 8 forms of poverty as our guide.



We held our first missions trip in rural Guatemala. 26 young Treasures participated, they were chosen and trained in order to lead and coordinate a Vacation Bible School in Chiquimula for 6 days.



STATISTICS

- **5 exploratory visits** through which we approached communities, individuals and organizations in the different areas.
- **1,552 Treasures** (children and adults) that represent
- **310 families** were benefited with bags of staple groceries, protein enriched rice, bananas and other foods. All this with the support of:
- **18 international servants** that participated in a 1 day visit
- **3 families** received construction materiales (cement, gravel, wood and corrugated metal
- **26 Treasures** from communities in zone 3 **led a VBS program for children in Chillaní and Chiquimula**
- **275 Treasures in Chiquimula participated in a VBS Program in the month of November**





Exploratory Visits



TESTIMONY

Diana Perdomo is 9 years old and lives in Chiquimula, she participated in the VBS program in Chiquimula. She shares with us that she didn't get lost at all during her walks to and from the VBS she participated in in November.

We were surprised by Diana's enthusiasm, her participation and diligence. She told us: **"I am very happy because I had never participated in an activity like that here in Chiquimula"**.

The VBS programs were held in a school called Alta Mira and we asked Diana if she lives in the area. She does not live close by. She said, **"I have to walk an hour and a half to get here. I learned to value Jesus and my dream is for others to learn about Him as well."**





Potter's House
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Revenues and Expenses

January to December 2015

Audited by Capin Crouse, LLP Wheaton, IL.



**Complete financial reports are available upon
request. E-mail us to**

info@pottershouse.org.gt

**We are committed to being good stewards of
God's grace and your gifts.**



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