

EL CAMÍ DE LA SOLIDARITAT

ANNUAL REPORT
2022



El Camí
de la Solidaritat



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WHO WE ARE

El Camí de la Solidaritat is an international non-profit, non-governmental association that acts as a **social incubator/accelerator to support other social organizations in maximizing their impact to reduce poverty and promote equality, and combat climate change.**

Created in 2013, we are a multidisciplinary and intersectional team of 37 diverse volunteers, who are specialized in **fundraising, communication, international development, social impact, and marketing.**

17 PARTNERSHIPS
FOR THE GOALS



**We are driven by the 17th
United Nations Sustainable
Development Goal**

Our Mission & Vision: **El Camí de la Solidaritat**

**We want this world
to be a better place.**

We want to make our contribution in solving the world's most pressing social challenges and reduce inequalities by promoting change.

We believe that this can be done in small steps and by continuously working towards it every day. We know that there are many amazing people in this world that are doing their part and we want to support them.



Our mission is to change the paradigm of NGOs: we want NGOs to become self-sufficient and fulfill their maximum potential. To achieve this, we believe that we can best support social organizations by leveraging our existing strengths and transferring our knowledge.

We are a team of young, dynamic, diverse, and international individuals with the hope of bringing **creative ideas and solutions to the philanthropic sector.**



SETTING UP OUR NEW PATH

Since 2021 our team has started defining our strategy in line with our long-term vision and has set a clear direction of where we are moving towards. Over the years, we have collaborated with various social projects and non-profit organizations, allowing us to identify key areas in which they primarily need support.

▶ Impact measurement

As most NGOs aren't properly measuring and reporting their impact, they lack key insights on their ability to create positive or negative change for beneficiaries & make it harder for donors to believe their contribution will have a substantial impact.

▶ Visibility

Many NGOs lack knowledge of efficient marketing techniques on telling their story that would help them attract more donations in less time.

▶ Efficiency

Due to their low ability to pay competitive salaries, NGOs have difficulty attracting talent with multidisciplinary profiles, which could help them overcome organizational challenges.

▶ Funding

NGOs consistently lack funds to achieve their goals. Much of their time is spent trying to receive donations, making it hard for them to plan properly.



At **El Camí de la Solidaritat**, we provide social organizations with holistic support to solve their most pressing challenges, creating a sustainable long-term impact.

We focus on capacity building in the fields of fundraising, marketing, impact measurement, and human resources, providing our partners with both the missing knowledge and the resources to build these functions and skills internally. We have designed an intensive program in which we provide customized support in all four key areas. Together, we evaluate their needs, connect them with relevant stakeholders, transfer knowledge, and actively support them in achieving their long-term goals.

Fundraising

Our partners benefit from our network of foundations, corporate and individual donors by being featured in creative fundraising campaigns to finance their future projects. We act as facilitators and forge connections between donors and NGOs that can last beyond the collaboration.

Marketing

We assist our partners with setting up their digital presence and engaging in compelling storytelling. This includes building or improving their website and social media channels, as well as developing easy-to-use templates for informational material.

Impact Assessment

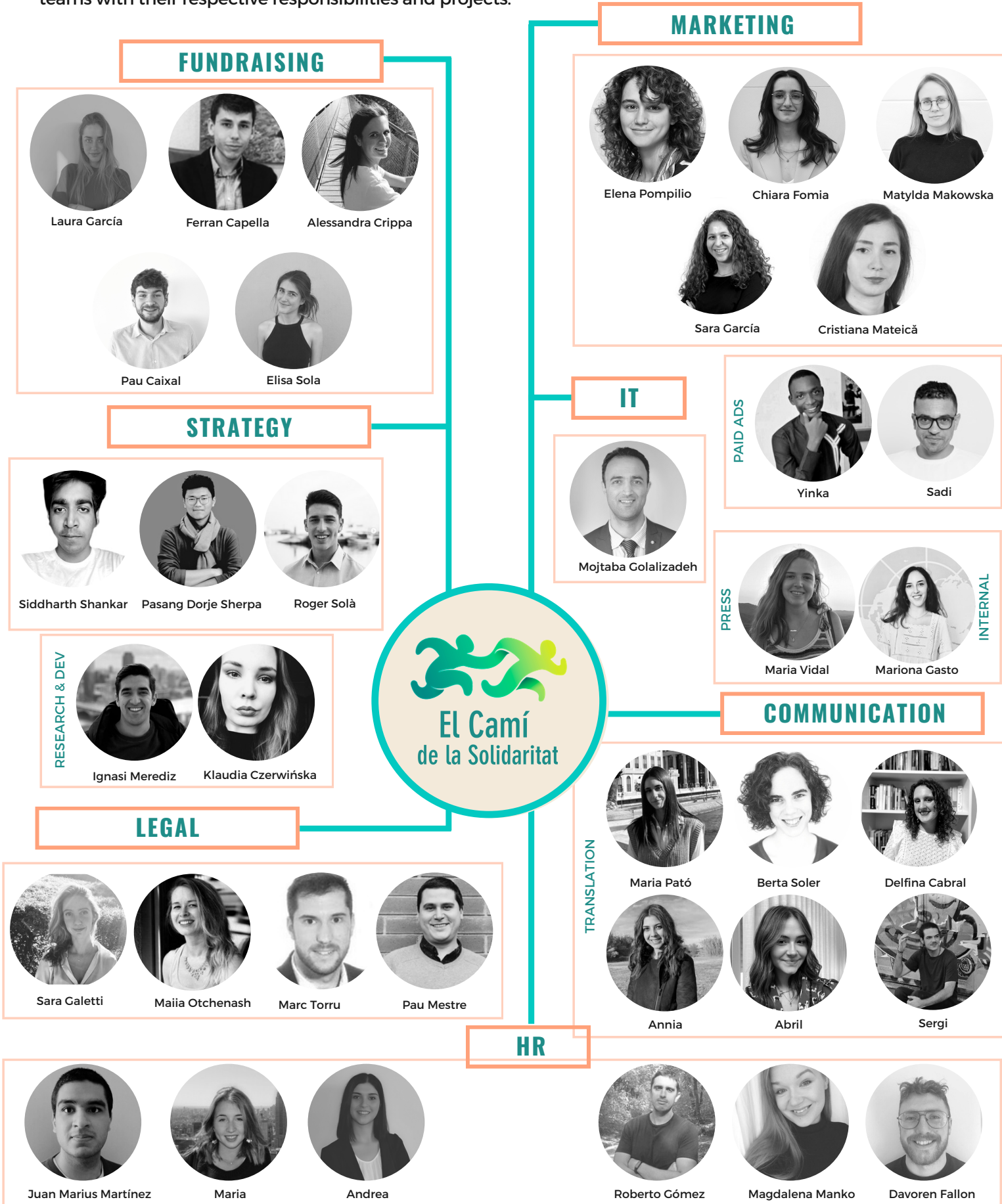
We help NGOs in defining and tracking key metrics to efficiently measure and optimize their impact. We provide them with relevant tools to store, analyze, and visualize their data in order to make more informed strategic decisions.

Human Resources

In addition to training the existing members of our partners, we analyze core needs in their team and help them recruit these members. We provide coaching and development plans for the teams and assist them in employer branding to attract the right talent in the future.

ORGANIZATIONAL STRUCTURE

El Camí de la Solidaritat implements a **collaborative flat structure**, organizing our nonprofit by functional teams with their respective responsibilities and projects.



NEW MEMBERS

El Camí de la Solidaritat keeps growing and improving. This year we created 2 new teams - Research & Development and Human Resources - and welcomed 24 new volunteers. El Camí also is open for internships and this summer we were fortunate to have Cristina as our first intern.



Abril Domingo Cortiella



Andrea Molnar



Annia Acosta Babores



Berta Soler



Cristiana Mateică



Christiana Anderson



Davoren Fallon



Delfina Cabral



Juan Marius Martínez



Klaudia Czerwińska



Magdalena Manko



Maiia Otchenash



Maria Pató



Mojtaba Golalizadeh



Pau Caixal



Laura García



Roberto Gómez



Sara García



Sara Galetti



Ignasi Merediz



Sergi López-Arraut



Pau Mestre



Siddharth Shankar



Yinka Adetona

OUR COLLABORATORS

Our work would not be made possible without the ongoing support of our partners and collaborators! Each year we set out to mutually improve our ways of collaborating and we value the expertise our partners provide us.

AWASUKA Program's Team



Monica Sans Duran
Program Director



Raquel Masferrer
Accountant



David Fernandiz
Health Consultant



Paula Minguell
Health Consultant



Amaia Celaya
Strategic Consultant



Hareram Pudassaini
*Social Mobilizer &
Local Manager*



Bhume Lama
*Smokeless Kitchens
Manufacturer*



Carles Turró
IT Advisor

Also in collaboration with:

External Advisors

Petit Mon

Rotary Club of Kantipur

Rotaract Club of Kantipur

**Min Malla
Ram Magrati**

**Núria Carbó
Marta Gascón**

**Sarad Bista
Prabhat Yonzon
Bishnu Agrawal**

**Arati Moktan
Sadikshya Banjade
Alina Khanal**

Our Advisors & Mentors



Stuti Dubey
*Entrepreneur and Social
Innovation Advisor*



Amit Mittelman
*Entrepreneur
Advisor*



Montse Martínez
*Commercial Law
Advisor*



Xavier Roselló
*Taxation Law
Advisor*



Clara Barrufet
*Taxation Law
Advisor*

Key Collaborations



Juan Carlos Navarro
*Lypsum - Executive
Creative Director*



Miquel Navarro
*Lypsum - Community
Manager*



Ruben Espeja
*Lypsum - Community
Manager*

OUR CURRENT CAMPAIGN

For the past three years, **El Camí de la Solidaritat** is collaborating with the **AWASUKA Program**, a Catalan-Nepalese program developed by Base-A, Petit Mon, and the Rotary Club of Kantipur that is currently tackling the challenge of indoor air pollution in Nepal.



El Camí de la Solidaritat and the AWASUKA Program initial goal was to fundraise €50.000 to install 500 smokeless kitchens in remote, rural areas of Nepal. Although already achieved last year, in 2022 we continue to build capacity and raise funds and awareness about the program and its mission to further increase our impact.



In July 2015, Nepal was hit by a devastating earthquake that left 3.5 million people displaced, of which 1.7 million of them were children.

The **AWASUKA Program** was created in the aftermath of the earthquake to improve the living conditions of rural communities in remote areas of Nepal and help them achieve safer homes.

The program aims to convey practical knowledge to the inhabitants of the Bhimphedi region, as well as raise awareness among the local citizens on safe houses, smokeless kitchens, and water treatments.

Currently, this program is tackling the indoor air pollution crisis in Nepal by locally manufacturing, transporting, and installing smokeless kitchens.

The indoor air pollution crisis in Nepal

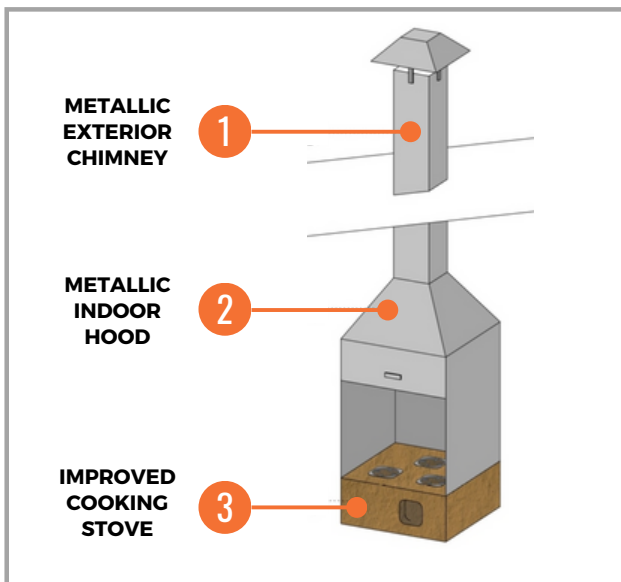
Indoor air pollution is a global development challenge, silently killing an estimated 4 million people every year.

In Nepal alone, 226,000 people develop respiratory illnesses every year due to toxic smoke inhalation from indoor air pollution.

Of that population, 24,000 people ultimately die from these diseases, including ischemic heart disease, chronic obstructive pulmonary disease (COPD), and lung cancer. These are the consequences of poorly ventilated and unsanitary living conditions, disproportionately affecting women and children as cultural influences lead to greater exposure to household air pollution.

What makes this smokeless kitchen the best solution?

El Camí de la Solidaritat acknowledges the impact the **AWASUKA Program** has on the indoor air pollution crisis, and strongly believes that these smokeless kitchens can help thousands of Nepali citizens. Building smokeless kitchens in remote, rural areas of Nepal remains crucial for conducting social, health, and environmental improvements.



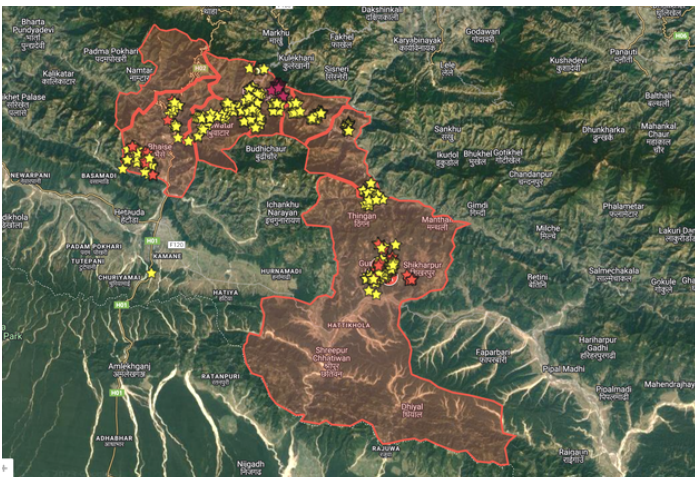
The smokeless kitchen model used by the **AWASUKA Program** was designed in collaboration with Practical Action, Bundeswehr University in Germany, and Bosch-Siemens.

One smokeless kitchen is comprised of three elements: the metallic exterior chimney, the metallic indoor hood, and the improved cooking stove. With this design, 90% of the toxic indoor smoke is evacuated. Additionally, the improved cooking stove allows for three fires to burn at once, reducing the amount of firewood needed for cooking purposes by 40%. This design greatly reduces the exposure to indoor air pollution.

Most importantly, these smokeless kitchens were co-created with the feedback of Nepali communities. In consideration of the current architectural structures of rural homes, the installation adapts to their living conditions and includes additional functional features based on their lifestyle needs.

With most smokeless kitchens in the market having a lifespan between 2-5 years and only one fire to cook with, this solution has a lifespan of 20 years with the capacity to burn three fires, greatly increasing the functionality and reducing the cooking time required.

A Life-Changing Solution



The **AWASUKA Program** previously installed **333 smokeless kitchens in remote, rural areas of Nepal in 2019 and 2020.**

The program currently employs seven Nepalese individuals for manufacturing, transportation, and installation of the smokeless kitchens on a local level. Several years ago, the **AWASUKA Program** conducted a survey among the beneficiaries of the smokeless kitchens, in which they received only positive reviews of the smokeless kitchens.

By contributing to Nepali society by employing locals and installing smokeless kitchens, the **AWASUKA Program** actively defends and promotes three of the United Nation's Sustainable Development Goals: **Good Health and Wellbeing**, **Gender Equality**, and **Climate Action**, offering everyone a safer, efficient, and equalizing solution.

3 GOOD HEALTH AND WELL-BEING



GOOD HEALTH AND WELLBEING

The smokeless kitchen limits exposure to toxic air pollution and reduces the risk of suffering from cardio-respiratory diseases. Through these installations and by raising awareness of the health effects of indoor air pollution, the program seeks to both improve living and health conditions.

5 GENDER EQUALITY



GENDER EQUALITY

Indoor air pollution perpetuates and heightens gender inequality as cultural forces typically assign women and children to household chores, leading to their increased exposure to toxic smoke. Improving their living conditions and reducing the cooking time required both recuperates their health and facilitates the economic empowerment of women, offering them more time for educative or business activities.

13 CLIMATE ACTION



CLIMATE ACTION

Current cooking and heating methods widely used in Nepal still use traditional fuel sources, which greatly pollute the world's atmosphere. With more burners and a reduced cooking time, this smokeless kitchen solution reduces traditional fuel consumption by 40 to 60 percent.

Back in Business

In 2020, we set an objective when we first collaborated with the **AWASUKA Program** to install 500 smokeless kitchens in remote, rural areas.

After two tough years of the COVID-19 pandemic blocking installation plans, the **AWASUKA Program** and the Rotary Club of Kantipur have reached an agreement to install the first batch of smokeless kitchens for families in rural Nepal, who have been patiently waiting for production to resume.

By the end of the year 2022, our colleagues in Bhimpheedi, Nepal, had built a total of 580 smokeless kitchens in rural communities, and multiple households are on the waiting list.



CAPACITY BUILDING

Capacity building is the process of developing and strengthening **the skills, instincts, abilities, processes and resources** that organizations and communities need to survive, adapt, and thrive in a fast-changing world.

Capacity building for AWASUKA

In 2022 our main focus was on capacity building for the AWASUKA program. Our individual teams spent a considerable amount of time assessing the needs and wants of the program together with the program's director. In order to ensure quality of the capacity building we spend a lot of time planning and strategising. Our capacity building efforts will continue in 2023.

Human resources

Needs

After assessing AWASUKA's organisational structure together we decided on the most pressing recruitment needs.

Recruitment

Our HR team began recruitment for the key roles in AWASUKA's team

Marketing

Visual identity

Together with AWASUKA's project director we defined the program's visual identity by choosing a colour palette and fonts.

Social media

AWASUKA has now its own Facebook and LinkedIn accounts and will not need to depend on other entities' communication.

Skill transfer

Tools

Our marketing team introduced Canva to AWASUKA's team. Together we created document templates as well as graphics for AWASUKA's new social media channels.

Leadership

Our team conducted a leadership skill-building session with the AWASUKA program director

FUNDRAISING EFFORTS

€61.477

our initial
goal

total
raised

Jointly with the **AWASUKA Program**, we have collectively raised more than our initial fundraising goal of **€50.000**, surpassing the objective by **€11.477** after three years of collaborating on the smokeless kitchens project. All the funds raised by El Camí would not have been possible without the generous help, support and involvement of AWASUKA.

2020



In our first year collaborating on the smokeless kitchens project, **El Camí de la Solidaritat** raised a total of **€9.947** for the **AWASUKA Program**.

The **AWASUKA Program** raised **€13.301** in 2019 and 2020.



AWASUKA
आवासुका - आवास सुधार कार्यक्रम

COLLECTIVE TOTAL: € 23.248

2021



In 2021, we raised a total of **€26.009** for the smokeless kitchens project.

The **AWASUKA Program** raised **€6.627** in 2021.



AWASUKA
आवासुका - आवास सुधार कार्यक्रम

COLLECTIVE TOTAL: € 32.636

2022



In 2022, the total amount raised for the smokeless kitchen project from El Camí was **€5.393**.

The **AWASUKA Program** raised **€200** in 2022.



AWASUKA
आवासुका - आवास सुधार कार्यक्रम

COLLECTIVE TOTAL: € 5.593

FUNDRAISING EFFORTS

In 2022 we further contributed to surpass our collective goal with the **AWASUKA Program** of raising €50.000 for the smokeless kitchens project, In 2022, **El Camí de la Solidaritat** has collected a **total of €5.393 this year** in contributions from our primary financing sources: our official sponsor, competitive grants, crowdfunding, and organized events. All the funds raised by El Camí would not have been possible without the generous help, support and involvement of AWASUKA.

EVENTS

€8.160

raised from the Solidarity Yoga workshop and the International Women's Virtual Race, hosted online this past May to benefit the **Spanish Association Against Cancer**, the **AWASUKA Program** and the **Cheer Up! HEC Student Societies**.*

*€1.000 raised from the race were donated to Cheer Up! and the rest of the proceeds from the race were divided evenly to benefit Spanish Association Against Cancer and Awasuka.

OFFICIAL SPONSOR

€635

raised from the help of **ours** and the **AWASUKA Program's official sponsor, the Rotary Club of Cambrils**, who is passionate about our long-term collaboration that aims to amplify the impact of NGOs on an international scale.

Personal Donations

€1.277

raised from **our individual and recurrent donors** that continue to give support to the projects with which we collaborate.

Subsidies

€997

raised from the public subsidies received from **the Cambrils City Council** who thought that the **AWASUKA program** was a great project to have an important impact on people's life.

FUNDRAISING EFFORTS



ROTARY CLUB CAMBRILS

In 2021, **El Camí de la Solidaritat** and the **AWASUKA Program** established a long-term collaboration agreement with the **Rotary Club of Cambrils**. Apart from all the donations of last year, we have been able to collect **€635** in 2022. Our efforts continue to be dedicated in expanding our alliance with The Rotary Club Foundation.

El Camí de la Solidaritat and Yogaone Reus raised a total of 412€ through the Organization of a Solidarity Yoga workshop that took place on August 13th and 14th in Reus, Catalonia. Several Yoga sessions conducted by reputed teachers were carried out throughout the weekend. The funds raised will go to the **AWASUKA program**.



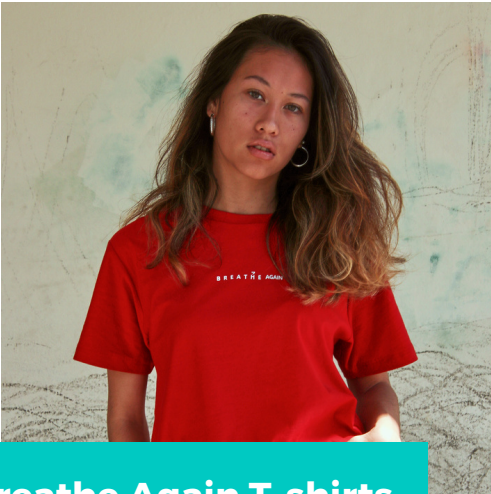
Solidarity Yoga



AWASUKA EXHIBITION

Awareness-raising exhibition about the **AWASUKA Program**, held at the **Biblioteca Marcel Ayats de Sant Quirze del Vallès**, Catalonia, Spain, in October 2022. The aim of the exhibition was to raise awareness about the problem of indoor air pollution and **AWASUKA's** mission. The exhibition was organised by **AWASUKA's** program director with help from **El Camí's** content creation team.

FUNDRAISING AND AWARENESS-RAISING EFFORTS



Breathe Again T-shirts

El Camí de la Solidaritat has been working during 2022 to design and implement the new project called “Solidarity T-shirts”, which aims at building a sustainable and recurring source of funding for the AWASUKA project by selling sustainably-produced T-shirts. This project is expected to start generating funds already in 2023 once its implementation becomes a reality.

El Camí de la Solidaritat in collaboration with AWASUKA program and Sacred Himalaya travel agency launched at the end of 2022 the Fundraising Charity Trips for Awasuka Program, an initiative that aims at raising funds by organizing Charity Trips to Nepal to improve the lives of the disadvantaged communities. Two fantastic adventures in Nepal for this spring are proposed and people can already book their trip on El Camí de la Solidaritat website.



Nepal Charity Trips



Recurring donations

El Camí de la Solidaritat also raised **€1.277 from our individual and recurrent donors** that continue to give support to the projects with which we collaborate.

EL CAMI SOLIDARITY RACES

In the spring of 2022 we organised 3 solidarity races to raise funds for AWASUKA program and other social initiatives.

1 - UNI'RUN: On track to Solidarity

This charity race took place at HEC Paris on April 2nd! In this impactful in-person event, participants could choose to run the 5km loop as many times as they want, along with the option to participate in a wheelchair race. The event is co-organized with several HEC associations and will benefit the AWASUKA Program and Cheer Up, a student association that organizes an incredible event in France for children with cancer.

2 - Students on the Run

This year, we're collaborating with Colegios Mayores de Espana for the first intercollegiate solidarity race! This event is taking place virtually from April 25th - May 3rd on collegial campuses all over Spain. The race will benefit both the AWASUKA Program and the Spanish Association Against Cancer (AECC), directly contributing to combating and preventing the development of serious illnesses, such as cancer. The race is open to the entire Colegios Mayores community - whether you are a current student or alumni!

3 - Women on the Run

The second edition of the International Women's Virtual Race is taking place from May 9th - 16th this year! This virtual race is open to anyone located anywhere around the world and is also benefitting the AWASUKA Program and the Spanish Association Against Cancer (AECC). Grab your running shoes and start training with friends and family!



AWASUKA
आवासुका - आवास सुधार कार्यक्रम

Preventing exposure to indoor air pollution to reduce risk of developing respiratory illnesses



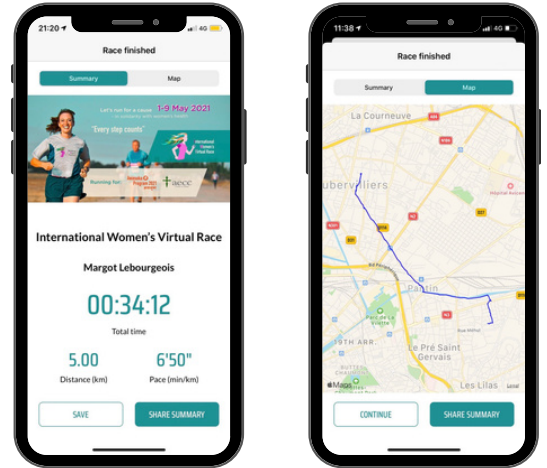
asociación española contra el cáncer

Increasing awareness of prevention methods, supporting patients, and offering access to the newest research

EL CAMI SOLIDARITY RACES



For Students on the Run and Women on the Run races we collaborated with [RocktheSport](#), an online platform managing the registration and promotion of sporting events. Participants who registered through the platform were able to run or walk from anywhere in the world during the race periods. The application tracked the distance, time, and ranking of each individual compared to other participants, displaying the results on the landing page created for each event.



Our Promotional Strategy

To ensure the Solidarity Races received as much coverage as possible to encourage participation, our marketing and communications teams developed comprehensive outreach strategies through our social media channels and connections with the local and national press.

SOCIAL MEDIA REACH

To promote the event, we created Facebook and LinkedIn event pages and regularly posted on our channels to drive awareness of the cause and encourage registration. The majority of our total reach was thanks to our partnership with HEC University, Colegios Mayores de Espana, and [RocktheSport](#) which shared the race with their mailing lists. We also closely collaborated with our co-organisers to maximise our reach.

PRESS & PUBLIC RELATIONS

We shared our press release on the [International Women's Virtual Race](#) with many local and national media outlets in Spain. We're grateful for each news outlet that featured the upcoming event and helped drive awareness around the indoor air pollution crisis in Nepal. The race was featured in television, radio, and magazines, reaching over 500.000 people.



Kilómetros solidarios desde Cambrils para la AECC y la gente necesitada de Nepal

La ONG El Camí de la Solidaritat consigue recaudar 8.051 euros para la lucha contra el cáncer y el proyecto Awasukka de cocinas sin humo

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- Presentan en Cambrils una canción para salvar vidas en Nepal
- La cançó cambrilensa creada per salvar vides



EL CAMI SOLIDARITY RACES

Our 3 races by the numbers

- **473** total participants and **553** sports shirts sold
- **€8,051.13** raised during the 3 races
- **€5,772.43** for **AWASUKA Program**
- **€1,278.70** for **Spanish Association Against Cancer (AECC)**
- **€1,000.00** for **Cheer up**

DONORS



COLLABORATORS



THANK YOU!

Your steps counted in making a difference for many people around the world, with your donations directly going towards Cheer Up, the **Spanish Association Against Cancer** and the **AWASUKA Program**. Uniting through sport this year brought an incredibly diverse group of people together, with results that could not have been possible without your support.

Annual Report 2022

IMPACT ASSESSMENT

HUMANITARIAN
TRIP TO NEPAL

PRESENTED BY

Margot Lebourgeois
Elena Pompilio
Roger Sola Martinez



Our trip to Nepal has been two years in the making.

The objective of our visit to Nepal with the Program Director of the AWASUKA Program, **Monica Sans Duran**, was fourfold:

- auditing the smokeless kitchens installations in rural areas
- exploring new ways of improving the design and program implementation
- strengthening our relationship with local Rotary clubs to maximize our impact
- expanding the program's network and collaborations

The timing of this trip rendered our work on the field even more vital to the continuation of the program. After two years of remote coordination with our local colleagues in Nepal, the trip allowed us to physically explore new regions for smokeless kitchen installations and connect with key stakeholders to further scale up the project.

We would like to thank the Sisley Foundation, HEC Foundation, and HEC Paris for making this trip possible. We are incredibly grateful for your support and contribution that allowed us to make crucial advances on the program's activities, as well as realize our dream as young social entrepreneurs in conducting crucial work on the field.



About the AWASUKA Program

As a habitat improvement program, the AWASUKA Program aims to improve the living conditions of rural communities in remote areas of Nepal.

Since 2019, the program has been installing smokeless kitchens as a response to the high prevalence of upper respiratory diseases caused by the use of fossil fuels for cooking and the lack of adequate ventilation.



Monica Sans Duran
AWASUKA Program Director



ACHIEVING OUR OBJECTIVES WITH AN EXTENSIVE SCHEDULE

Timeline of Our Trip in Nepal



WEEK ONE

Strengthening ties with Rotary Clubs

- Arrival of Roger and Monica in **Kathmandu**
- Meeting with local Rotary Clubs to network and rebuild connections since the AWASUKA Program's last visit



WEEK THREE

Auditing Smokeless Kitchens

- Team travels to **Bhimphedi**
- Smokeless kitchens audit is conducted
- Visits to rural villages to collect list of potential beneficiaries



WEEK FIVE

Expanding our network & collaborations

- Team travels to **Kathmandu**
- Meetings held with international institutions & new Rotary Clubs for potential funding



WEEK TWO

Strengthening ties with Rotary Clubs

- Arrival of Margot and Elena in **Kathmandu**
- Presentation of global grant proposal to Rotary Club of Kantipur



WEEK FOUR

Improving Design & Implementation

- Team stays in **Bhimphedi**
- Assisted in the full construction of a smokeless kitchen
- Agreement created with new manufacturer

AUDITING THE SMOKELESS KITCHENS





AUDITING SMOKELESS KITCHENS

Ensuring the quality of the installed smokeless kitchens

As **El Camí de la Solidaritat** and the **AWASUKA Program** have collectively raised **€58,000** for the smokeless kitchens project, one of our main objectives for this visit to Nepal was to **conduct an audit on the quality of the program's activities, with the aim of confirming the continued existence and utilization of the smokeless kitchens.** Despite this being very likely given all the measures the **AWASUKA Program** has put in place for the past ten years, we wanted to ensure the clean cooking solution was indeed installed, working properly, and satisfying the users' needs.

To demonstrate the program's continued activities in rural Nepal, the **AWASUKA Program** must put in place a geolocation measure for all the smokeless kitchens that were installed thanks to the financial contributions of its donors. Depicted on a map compatible with Google Maps, the program must also document the installation with the beneficiaries through photographs.

For this audit, some of the smokeless kitchens were randomly selected from the map where they were geolocated, and the beneficiaries were visited without being previously notified. We are happy to report that the results of the audit were

positive: **all the smokeless kitchens existed, most of them were correctly installed, they all functioned properly, and all the beneficiaries were satisfied with the clean cooking solution.**

In regard to the smokeless kitchens being properly installed for the most part, some of the initially constructed smokeless kitchens were installed on the exterior of the home, as beneficiaries were given the choice of where they preferred to place the new technology. Unfortunately, this disrupts the smoke evacuation by creating air drafts that circulate the smoke further in the surrounding area, rather than evacuating through the chimney. An additional mistake to the installations involved the height of the chimney in relation to the rest of the roof. If the chimney is not installed two feet above the highest point of the roof, the 90% smoke evacuation promised by the improved design of the smokeless kitchen is not achieved. This is referred to as the Venturi effect, which is the wind movement that works with the chimney to suction the smoke to the exterior from within the home.



As we became more aware of this, we signed a new agreement with the program's smokeless kitchen manufacturer, stating that we would only finance the installations that were correctly placed inside the house. To guarantee the quality of all the installations' before transferring the total payment for new installations, the local team in Nepal agreed to send, among other things, the geolocation of the kitchen and two photographs for documentation: one of the smokeless kitchen installed inside the home with the beneficiaries, and another of the house on the exterior to confirm the smoke extraction. In addition, a satisfaction survey is carried out for all beneficiaries.

Moreover, we were able to audit the manufacturing and installation process of a smokeless kitchen after spending two days witnessing a new potential manufacturer install one in his own house. We analyzed the whole process, updated our drawings of the design, and improved some details and pieces, both on the program's and the manufacturer's side. The outcomes from this audit include some changes to the metallic pieces and in the mud and stone improve cookstoves.



IMPROVING THE DESIGN & IMPLEMENTATION



PROGRAM IMPLEMENTATION

Improving our installation process

The **AWASUKA Program** has been employing the same manufacturer to install all 350 existing smokeless kitchens in rural Bhimphedi. However, given communication issues and timing constraints from our original manufacturer, we explored potential partnerships with new manufacturing companies to ensure the start of the installation process for the new batch of smokeless kitchens as soon as possible.

Thanks to our visit to Bhimphedi, we were able to meet a local entrepreneur that was very motivated to partner with us and start on the installations. After long contract negotiations and a step-by-step instructional demonstration on how to install the smokeless kitchens, we signed a new agreement that allowed us to maintain our scheduled timeline. The new manufacturer will install smokeless kitchens in two different municipalities: around 200+ installations in Bakaiya, and 100+ in Bhimphedi.

In addition, throughout our time in Nepal, the team was working towards organizing and digitizing the entire installation process: list of potential beneficiaries, verifications of the installation, and finally the satisfaction surveys. We also created a new "completion form" and Excel files to update the digitized approach.



SMOKELESS KITCHENS DESIGN

Refining the model based on local preferences

Since the start of the **AWASUKA Program**, the project has always included several different stakeholders to create a solution for tackling indoor air pollution that was both impactful and relevant to local and cultural behaviors. Local residents were part of the development process when the original smokeless kitchen design was created in 2019.

During our trip to Nepal, one of the most important elements of auditing the smokeless kitchens included the insights offered by the beneficiaries on how to improve the design of the technology itself. This feedback collection is crucial to ensure the long-term impact of the clean cookstove and successful local adoption.

The following feedback was provided when we interviewed household members:

- Increase the height of the improved cookstove
- Widen the hole where they place the firewood to be able to fit more materials
- Implement a grill where we place the firewood that has smaller holes to ensure firewood doesn't fall through, only the ashes do

STRENGTHENING TIES WITH ROTARY CLUBS



STRENGTHENING TIES WITH ROTARY CLUBS

Raising \$30,000 to impact 1,500 more people in rural Nepal

In 2021, **El Camí de la Solidaritat** contacted the **Rotary Club (RC) of Cambrils** with the aim of reaching a collaboration. After presenting our partnership with the **AWASUKA Program** to tackle indoor air pollution in rural areas of Nepal, they confirmed their interest in joining forces on this project to increase the impact of both organizations.

In January 2022, we signed a collaboration agreement with the aim of maintaining a long-term relationship for the projects supported by **El Camí de la Solidaritat**. In this agreement, RC Cambrils committed to donating **€1.500 per year** to the projects that we currently support. In the first year of this partnership, **RC of Cambrils** is supporting the AWASUKA project and attempting to receive the Global Grant (GG) of the **Rotary International Foundation**, which would amount to a **donation of at least \$30,000**.

In order to build our application for the Global Grant, several requirements needed to be met:

- Identify a local Rotary Club that initiates the Global Grant, which in this case is the RC Cambrils
- Unite more Rotary Clubs to the project itself
- Obtain the support of the district in which the local Rotary Club is located, which in this case is Spain
- Identify a local Rotary Club to "host" the project where it is conducted, which in this case is Nepal
- Send our application to the Rotary International Foundation to receive at least \$30.000



Throughout 2021 and 2022, we started connecting with different Rotary Clubs (RC), mainly in Catalonia and received the support of six other Rotary Clubs: **RC Barcelona, RC Tarragona, RC Reus, RC Sant Cugat, RC Costa Daurada** and **RC Vic - Osona**. With the support of these clubs and their total contribution of €5.650, we applied for aid from the Catalonian district, where they donated approximately €720 to the project.

Our visit to Nepal was crucial to securing the collaboration of a local RC to apply for the Global Grant. We were able to meet with several Rotary Clubs in Kathmandu and present the smokeless kitchens project with two objectives: to identify a host for the GG application, and to expand the project in new areas of Nepal.

Meanwhile, the **AWASUKA Program** has been collaborating with the RC Kantipur in Nepal for over ten years. Our goal during this trip was to pitch the smokeless kitchens project to the members of the club and accept to "host" in our Global Grant application. After two meetings with the club members, and pitching our objective of reaching 1.000 smokeless kitchen installations by next year thanks to the funds given in the Global Grant, RC Kantipur accepted to host our project. We additionally had met and pitched the project to the **RC of Boudha** and the **RC of Himalayan Golfers**, with the main objective to expand the project in other rural areas of Nepal with the funds from the GG. Currently, we are working on the documentation needed to receive the grant and hope to present the project in July.



EXPANDING OUR NETWORK & COLLABORATIONS



EXPANDING OUR NETWORK AND COLLABORATIONS

Meeting with key actors that are tackling indoor air pollution in Nepal

We took advantage of being in Nepal to meet in person with **key international development stakeholders** in an effort to expand our network and collaborations as a social program. We held meetings with members from **Practical Action**, a British non-profit organization that is conducting projects on indoor air pollution in Nepal, and **GIZ**, the German development agency, to seek financial assistance or incentives for the beneficiaries of the smokeless kitchens. One of the main barriers to the adoption of clean cooking solutions is the affordability of the new technologies, especially in rural areas where income levels can be substantially lower than in urban areas. Although our efforts did not provide the results we were looking for at the moment, we hope to maintain contact with these key stakeholders for potential collaborations in the future.

Additionally, we met with members from the **Housing Recovery and Reconstruction Platform (HRRP)** in Nepal after the AWASUKA Program's participation in the Asian Shelter Forum they organized in 2021. They were enthusiastic to collaborate with us on several initiatives, especially in coordinating our contact and project with the government and different universities that focus on indoor air pollution.

Finally, the AWASUKA Program has a history of raising awareness of certain social issues through the use of music and song. While we stayed in Kathmandu, we met with the lead guitarist, Manoj KC, of the popular band **1974AD** to talk about using their hit song "Nepali Ho" as an awareness song on indoor air pollution by adapting some of the lyrics. We intend to involve more artists in this initiative, and potentially leverage our connections at GIZ for some funding on awareness initiatives in the rural areas.



OUR NEXT STEPS



OUR NEXT STEPS

Building long lasting partnerships to increase our impact

El Camí de la Solidaritat was created with the aim of helping other social organizations increase their impact. As a team of young, dynamic, diverse, and international individuals, we are specialized in impact measurement, management, fundraising, marketing and communications to raise awareness of different social causes.

HEC Paris has played a pivotal role in both our creation and development, opening many doors for us as we plan for our strategy in the long term. In September 2021, our non-profit was accepted to the EPV Circle Project Accelerator at HEC, where they have tremendously helped us to further maximize our impact. Today, with the same goal in mind to improve the impact of other social organizations, we are transitioning to become an NGO accelerator, where we focus on capacity building and knowledge transfer with other social organizations that are facing barriers in accelerating their impact.

One of the main objectives as an organization is to assist other NGOs in avoiding the common mistakes seen in the philanthropic sector, leading to the ineffectiveness of their efforts: lack of impact measurement, limited visibility, inefficiency in organizational management, and scarcity in sustainable funding. To address these issues, we've created a research and development team to identify ineffective philanthropic solutions and seek alternatives, especially in the context of the AWASUKA Program with indoor air pollution, in order to influence the relevant stakeholders on how they can increase their impact.

Since our conception in 2020, our team is perpetually expanding with dedicated volunteers that are committed to making a difference. We additionally have five advisors, a collaboration with a marketing agency, and a long-term partnership with the **Rotary Club of Cambrils**.

For this reason, as a social organization that was born at HEC Paris, we look forward to the ongoing support from the university in helping us achieve our mission. We invite the readers of this report to consider collaborating with us in the long term, whether through financial, strategic, or promotional support.

SUMMER CAMP 2022

In September, our team finally met for the second time in-person at our headquarters in Cambrils, Spain for a weekend filled with team-building and bonding activities!

Professional Coaching Session

We did an amazing coaching session with Laia Massagué, a professional coach who helped us to discover more and to work on communication between teams and people in the NGO. She used team building techniques and exercises to make us conscious about our communication styles and who we are in terms of components of a team.



Laia Massagué

She is a coach, trainer, and consultant. She has accumulated 20 years of experience in organizations and people development throughout her professional career as a Marketing Director, Consultant, Coach, and Systemic Facilitator. With expertise in team leadership, business projects, talent development, and change management, she excels in guiding individuals through their personal and/or professional transitions.



Team Bonding Activities

This year's summer camp had one major bonding activity which was the visit to the amusement park "PortAventura". We were given the amazing opportunity to have free access to the park to spend the day together and have fun.

We also met with the Program Director of the AWASUKA Program, Monica Sans Duran, who joined us for the afternoon in the park, riding rollercoasters together!

Lastly, we took part in and enjoyed the annual festival in Cambrils "Noche del fuego". Such an amazing experience and unforgettable moment lived with our friends.



APPENDIX: FINANCIAL STATEMENTS

Income Statement

Company 00104 - El Camí de la Solidaritat

Date listed 31/12/2022

Observations

Period January - December

2022

A) SURPLUS FROM ACTIVITY

1. Incomes from own activity €15.710,64

1.1	Income	€14.060,76
1.1.1	Events	€12.149,00
1.1.2	Corporate Donor	€634,76
1.1.3	Competitions	€0,00
1.1.4	Personal Donations	€1.277,00
1.2	Sales trade income	€652,88
1.2.1	Sales T-Shirts	€652,88
1.3	Subsidies	€997,00
1.3.1	Subsidies from Cambrils City CInuncils	€997,00

4. Supplies €-375,38

4.1	Supplies	€-375,38
4.1.2	Supplies T-Shirt	€-375,38

7. Expenses of activity €-4.266,31

7.1	Expenses of events	€-4.266,31
7.1.2	Expenses of race	€-4.266,31
7.2	Banking and similar services	€-47,44
7.2.1	Banking services of la caixa	€33,70
7.2.2	Donation commissions for paypal	€-81,14
7.3	Advertising, promotions, & public relations	€-3.300,14
7.3.1	Advertising breathe again	€-1.616,56
7.3.2	Song production	€-0,00
7.3.3	Coach	€-1.318,92
7.3.4	Travel Expenses	€-364,66

APPENDIX: FINANCIAL STATEMENTS

Income Statement

Company 00104 - El Camí de la Solidaritat

Date listed 31/12/2022

Observations

Period January - December

2022

A.1) SURPLUS FROM ACTIVITY (1 +2)	€7.721,37
DONATIONS TO OTHER NGOs	€-7.721,37
A.3) SURPLUS BEFORE TAX (A.1 + A.2)	€0,00
A.5) TOTAL RESULT	€0,00

APPENDIX: FINANCIAL STATEMENTS

Statement of Financial Position

Company 00104 - El Camí de la Solidaritat **Date listed** 31/12/2022

Observations **Period** January - December

ASSETS	2022
A) NON-CURRENT ASSETS	€0,00
B) CURRENT ASSETS	€20.603,75
II. Inventory	€4.119,83
III. Accounts and other receivables	€0,00
VII. Cash and cash equivalents	€16.483,92
1. Banks & credit institutions, euro	€16.483,92
TOTAL ASSETS (A + B)	€20.603,75
EQUITY AND LIABILITES	2022
A) EQUITY	€5.405,00
A-3. Grants and donations	€5.405,00
C) CURRENT LIABILITIES	€15.198,75
V. Commercial creditors & other accounts payable	€15.198,75
1. Providers	€4.119,83
2. Other payables	€10.993,42
2.1 Pending donation and expenses	€10.993,42
6. Tax authorities for tax concepts	€85,50
TOTAL NET EQUITY AND LIABILITIES (A + B + C)	€20.603,75

THANK YOU FOR YOUR SUPPORT!



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