



# ANNUAL 20 report 22

CAMINANDO  
con Rumbo





Teamwork





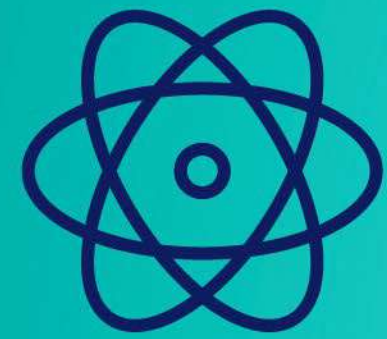


Creative  
Solutions

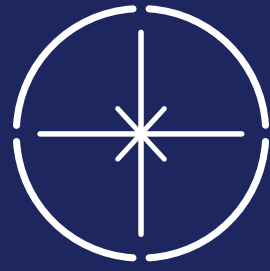




Emotional  
intelligence







## LETTER OF **presidency**

I want to start by expressing how grateful I am that the winds have changed in our favor, because unlike the previous two years, 2022 has been a year of prosperity, the result of many efforts. I am also proud of how the team evolved, showcasing resilience and creativity in addressing the new reality, as they were able to strengthen our programs for the benefit of our beneficiaries and therefore for Quintana Roo society.

We are an institution that believes in and builds alliances, one of the strongest and most significant is the one we have formed with our donors, who have believed in us, in our programs, and decided to accompany us throughout the year, thereby sheltering hundreds of young people, girls, and boys; believe me, their generosity made a difference.

I am convinced that unity, discipline, and perseverance are capable of building what many consider impossible, and I want to recognize all our stakeholders, whom I will unequivocally call solution creators, because by achieving the sum of efforts, we have undoubtedly generated shared value, and with it, access for many to education, forming a new generation of Mexicans.

I reiterate our commitment to transparency and constant growth; today, as always, we say no to the comfort zone; today, as always, our flag is development. Therefore, we generate more and better opportunities for our girls, boys, and young people, contributing to the construction of a more aware and committed community.

*Maria Dolores López Lira e Hinojo*

*Patronage president*





# Content



## About us

1

**During my internship,**  
In addition to work experience  
I was able to find a family

2

**Fundación Lomas:**  
One organization and many  
hands ready

3

**Our Programs**



## We do the impossible accompanied

4

**Our Donors and Allies**

5

**A Board of Trustees  
engaged and a  
extraordinary team**

6

**Institucionalidad  
y Transparencia**





Karla Gamboa

Marketing and Business Student  
Intern dice **October 17th 2019**

DURING MY INTERNSHIP:

## In addition to work experience, I was able to find a family

I learned about Fundación Lomas because I had a colleague from the first generation who was an intern and graduated. He shared with me that the Foundation provided him with work experience and that he loved it. I looked for support because there are six people in my house, and my father was the only source of income. As the oldest, I decided to support my father in any way I could.

When the call for applications came out, my friend notified me, and I saw the opportunity to have a good internship in a good company, so I went for it. I wanted to gain work experience because I have seen that many people struggle to get a job without having any prior experience in a company.

Throughout these three years, I have been in three different departments, and I have learned valuable things in each one. In reception, I learned how to communicate with people and improve my information retention skills.

When I was at the airport, it was very helpful for me to interact with international clients, especially since my major is in BIS (Bilingual, International, and Sustainable Educational Model).

In the printing department, I learned what an administrator does in reality; I learned the difference between a boss and a leader. However, my most valuable learning experience has been learning to work in a team. I made a family in Lomas, we understood each other well, and we supported each other.

Lomas has made a difference compared to many other companies because they care about us young people and provide us with opportunities to become better.





“ Don't say impossible anymore, now you will say: *it's a challenge.* ”



FUNDACIÓN LOMAS:

# One organization and many hands ready

In Quintana Roo, more than 70% of middle and high school students face violations of their right to education, a job, and a satisfactory income.

Out of around **35,000 young people** who enter college, only **5,200 complete it**. INEGI indicates that the main cause of dropout is the lack of financial resources.



**OUR MISION**

Managing social well-being through programs focused on education that strengthen the talents and skills of our beneficiaries.



**OUR VISION**

To be an organization with high-quality education programs that focus on human rights, benefiting Mexican youth in building their professional future and contributing to their social environment.





OUR  
programs



SUEÑA, VIVE  
Y TRANSFORMA

We develop professional competencies and soft skills in university students through a high- performance internship program that combines paid professional practices with training processes and mentoring to develop professional experience and a sense of responsibility towards their communities.



EDUCACIÓN  
CON RUMBO

We encourage students in elementary and high school to continue their studies by developing academic and psycho emotional competencies, as well as a sense of responsibility towards their communities.



CERO REZAGO  
EDUCATIVO

We provide opportunities for personal and professional development to adult individuals through personalized support and the construction of a support network, enabling them to achieve their elementary and high school education.



FORTALECIMIENTO  
DE OSC

We provide spaces, tools, and donations to other civil society organizations to enhance their reach, professionalism, and collaboration.







SUEÑA, VIVE Y  
**transforma**

“Fundación Lomas made a big difference between the theoretical and practical aspects that I experienced on a daily basis in university, and at the same time, developing them in my work. It marked high expectations for my professional and personal growth. It helped me to promote and live great work experiences. The fact that they are available to us in our development is also a fundamental part, and I would not want to lose the essence of supporting our steps in our work development.”

*Zaira Puc*  
Graduate 2022

**\$1,048,194.87 mxn**

Investment in the program for tuition payment, food support, transportation, and maintenance



**+27**

Young as Zaira  
assets in the  
program

**88%**

Of public  
institution

**+900**

Preparation hours and  
performance in areas  
100% operational

**22%**

Of private  
institution

**90%**

Of young people who  
they graduated they  
are labor related

**+100**

Hours in english  
platform







EDUCACIÓN CON  
**rumbo**

"This March I will receive my degree, a dream that I could not have achieved without the support provided by Fundación Lomas, not only financially, but also morally, with education on other important aspects of my life."

*Fritz Delgadillo*  
Graduate 2022

**\$1,488,690 mxn**

Investment in the program through  
tuition payment



**199**

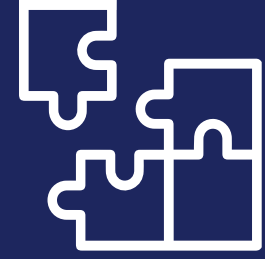
Girls, boys and young  
people as Fritz were  
benefited



**+50**

Hours in English  
platform





PROGRAM OF

# training comprehensive



“

Our value proposition is built through conscious education, which allows access to integral and human growth, forming individuals capable of becoming responsible and participatory citizens.

”







DEVELOPMENT OF

# technical and soft skills

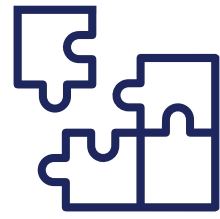
"I loved the dynamics they gave us. They made me realize a lot of things, it was impressive. I didn't know I needed to do all of that to know how I want to see myself in the future."

*Nikole*

*Teamwork and Communication workshop, March 202*

# \$81,656 mxn

Of investment in the program



# 12

Training workshops



# +40

Hours in the  
program of training  
comprehensive

"This type of workshops enriches the lives of young people. For example, in December, I taught a workshop on "Design Thinking", which is a methodology that leads to creativity, innovation, and self-learning. In this way, we offer them more than academic knowledge, practical tools that help them in their daily lives."

*Ken Ramírez*

*Facilitator "Design Thinking"*



Communication

CREATIVITY

INNOVATION

Emotional

Intelligence

Expression

MEDITATION

DEVELOPMENT

Contemplation BALANCE

CREATIVE SOLUTIONS

LEADERSHIP

Teamwork

ADMINISTRATION

Awareness

Fellowship

IDEAS





## ESPACIOS DE paz y dignidad

“Espacios de paz y dignidad” is a program that has two objectives. On the one hand, to educate girls, boys, and young people in Human Rights and a Culture of Peace from a theoretical-practical approach, and on the other hand, to strengthen the social fabric of different communities and build what we call “Spaces of Peace and Dignity” through cultural artistic intervention and activities that reinforce personal development, recognition of Human Rights, Dignity, and Education for a Culture of Peace. In 2022, we managed to work in three locations: Cancun, Playa del Carmen, and Tulum, participating in partnership with **Da Tartuk A.C and CONALEP**.

# \$180,000 mxn

In donations

“The activity in the schools completed the teamwork we learned in the workshops. Showing it to the kids, helps to promote future citizens, responsible for their surroundings for a better coexistence.”

*Abigail*  
Fundación Lomas' Intern

# 20

Hours in formative workshops

# +34

Volunteer hours generating spaces of Peace in public schools

“All the kids liked the activities. Besides creating a more enjoyable environment, they were invited to draw what they saw. They ask what it means and we explain certain topics that before, it would have been more complicated for them, like their human rights.”

*Lucy Álvarez*  
“Escuelita Arrecifes”

# +180

Direct beneficiaries

# +500

Indirect beneficiaries







CERO REZAGO

# educativo

“My experience being part of the Cero Rezago Educativo program was very pleasant because of the modality and the personalized support of Professor Arturo Moo.

Above all, it was a little easier for me to adapt even though I left my studies for four years, and when I resumed, I thought it would be complicated. However, the program adapted to my needs, and the modality of how evaluations were carried out made everything easier. The best thing about the program is that you have the opportunity to complete your high school studies in just one year.”

*Rosa María Sánchez*  
Graduate from the program

# \$109,229.00 mxn

Inversion on the programm



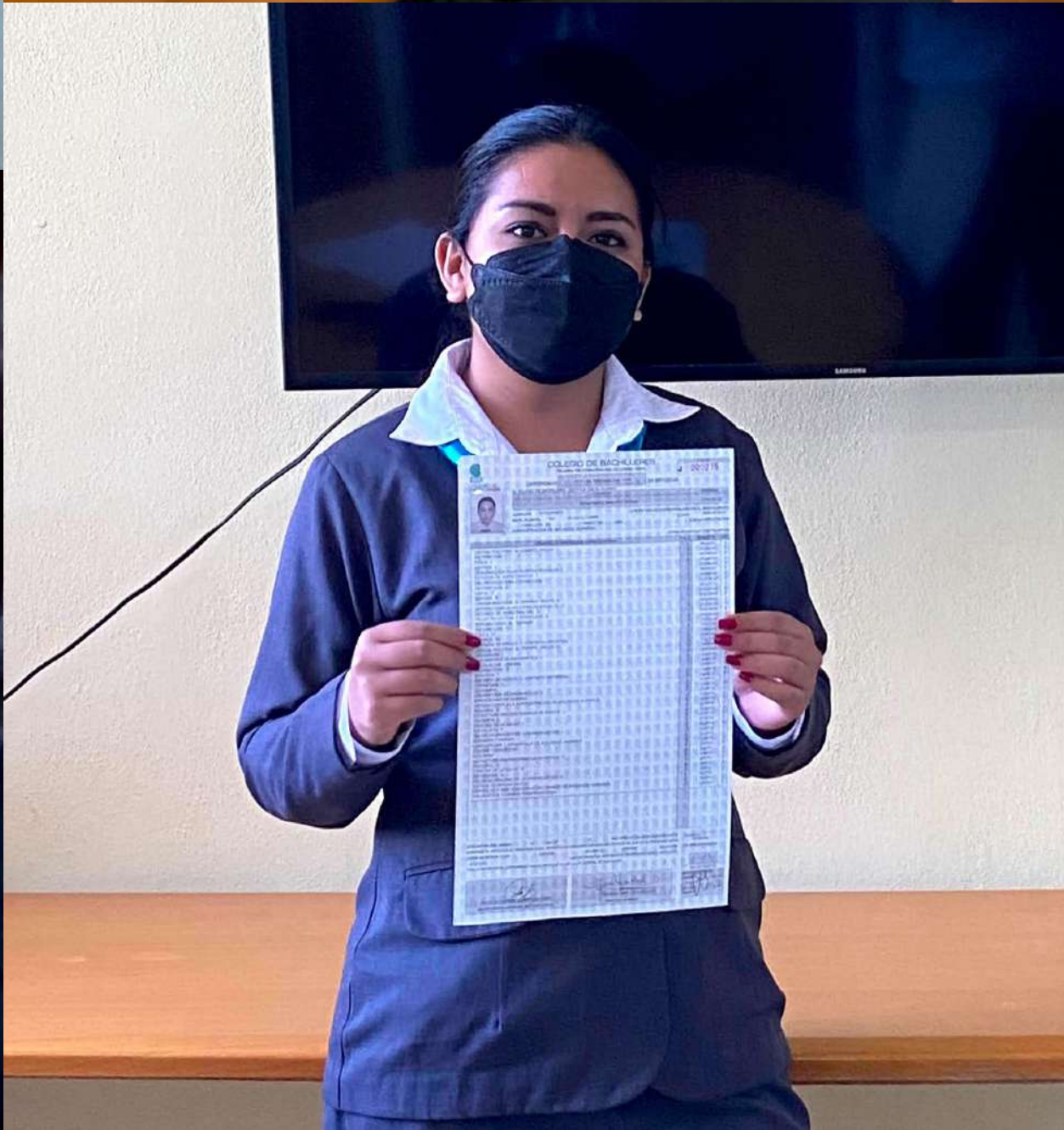
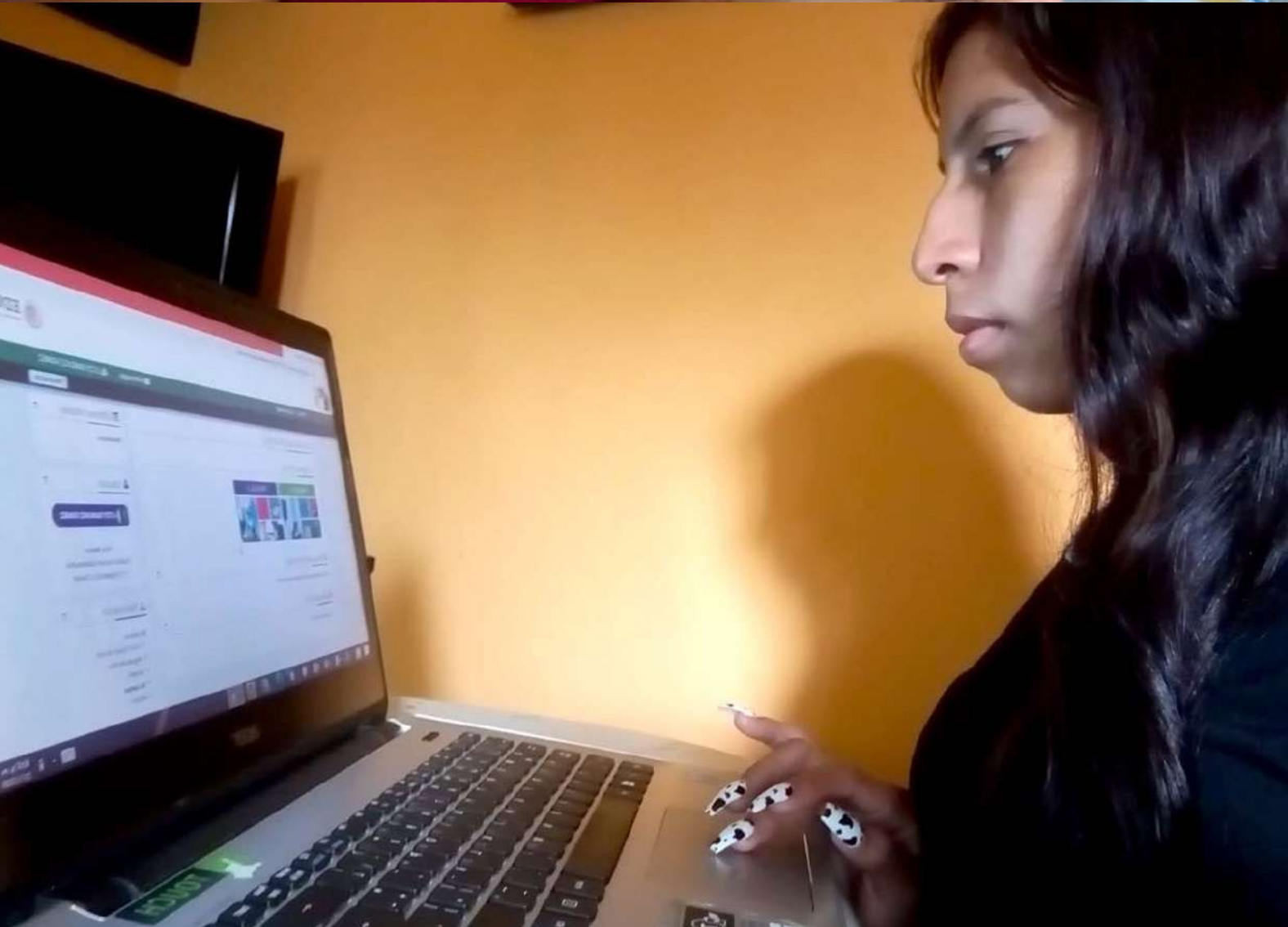
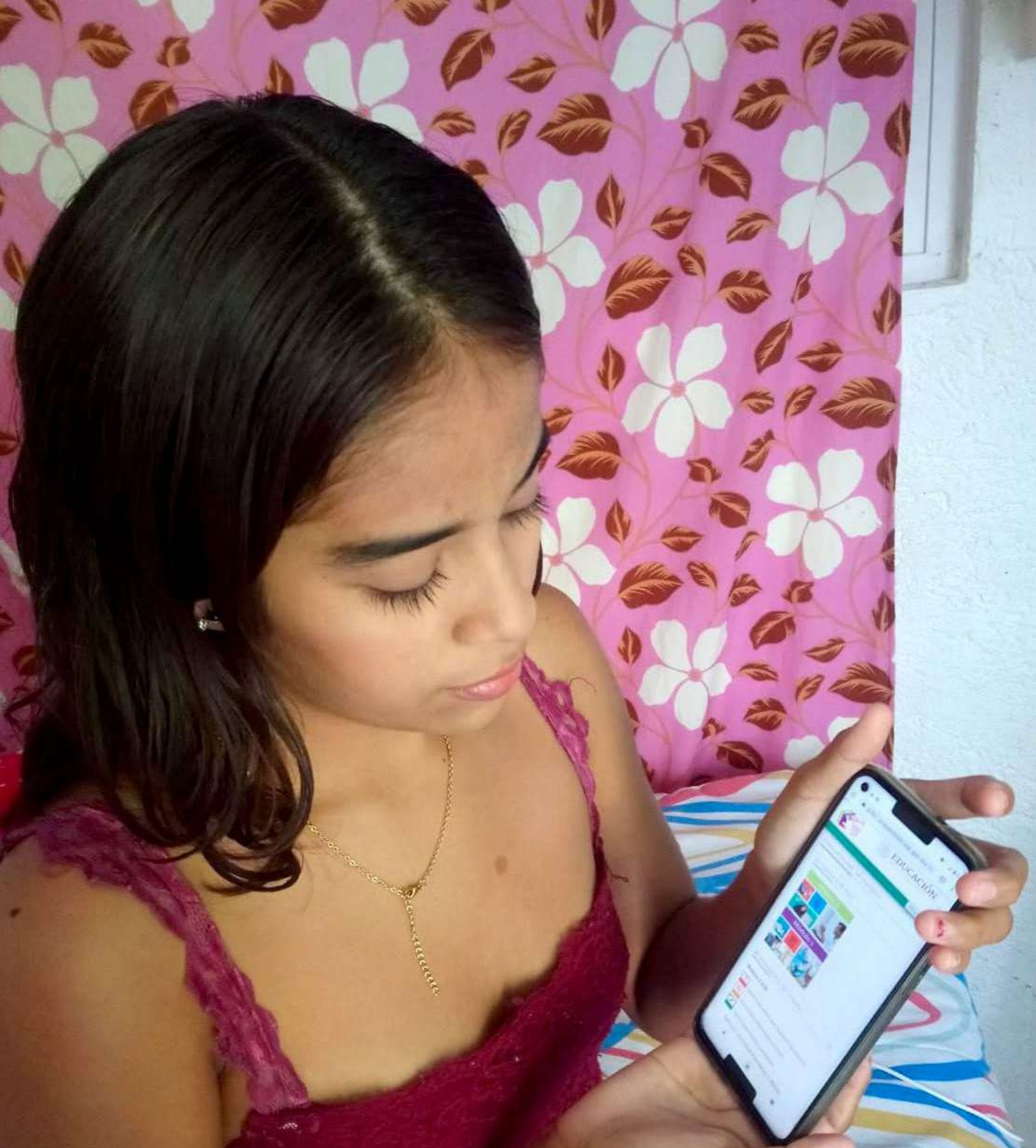
# 12

Individuals received guidance and counseling throughout the year to continue their basic studies



# 01

Person achieved his goal of finishing the secondary







# SOMOS parientes

As part of the fourth program “Fortalecimiento de OSC”, the project “Somos Parientes” was carried out, which is a laboratory on communication and awareness-raising topics aimed at journalists, with the objective of promoting the human rights of girls, boys, and adolescents (NNA) in the context of mobility. In addition to the above, support and financing are provided for the development and dissemination of journalistic products.

**\$853,235.13 mxn**

The inversion in the formative process



**63**

People who participated in the training process



**06**

Journalistic products developed



**09**

Modules and more than 30 hours training and awareness





Periodismo por el fomento de los derechos de niñas, niños y adolescentes en movilidad

**#InclusiónDigna**



La educación es un derecho básico fundamental para el desarrollo de las niñas, niños y adolescentes en movilidad







ITEMS DONATED TO  
**other causes**

**+400**

*Thanks to our travel agents  
and collaborators!*







WE ARE NOT  
**alone**

Thank you for believing in the youth!



“ Alone we  
can do little...  
Together we  
can do a lot.  
- Hellen Keller ”





## STRATEGIC alliances







PATRONAGE +  
team



**Sra. María Dolores López Lira**  
*Patronage president*



**Sr. José Luis Martínez**  
*Secretary*



**Sra. Sammantha Frachey**  
*Vocal and legal representative*



**Sr. Leonardo Mendoza**  
*Vocal*



**C.P. Rosalba Ake**  
*Treasurer*



**Sr. Alejandro Ordaz**  
*Adviser*



**Mtra. Rocío Moreno**  
*Director of Fundación Lomas I.A.P.*



**Jessy Leyva**  
*Coordinator of Fundación Lomas I.A.P.*



**Mónica Arceo**  
*Administrative Committee*



**Karen Montalvo**  
*Communication Committee*



**Jocelyn Martínez**  
*Communication Committee*



**Yuly Poot**  
*Communication Committee*

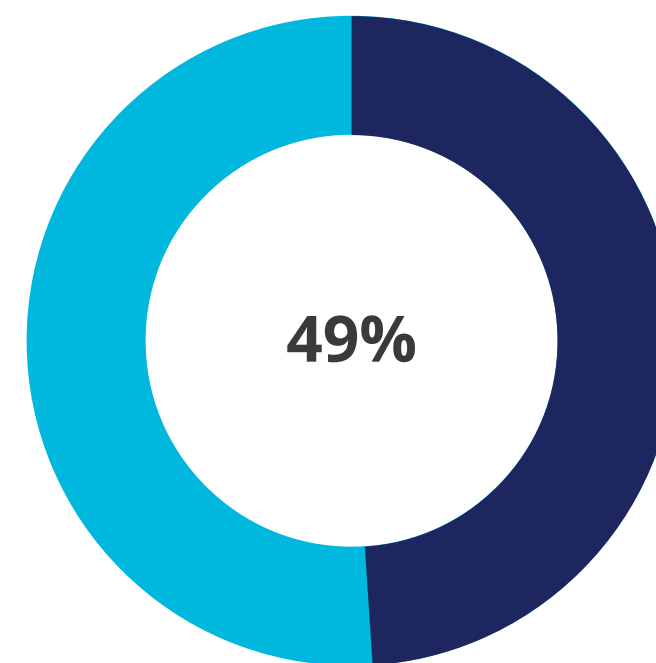




INSTITUCIONALIDAD Y  
**transparencia**

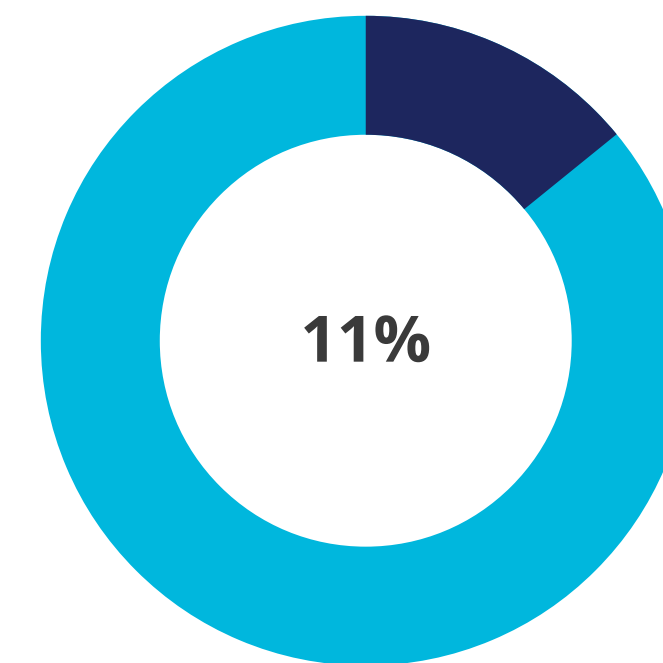
**\$6,861,130.02**

DONATIVES IN TOTAL 2022



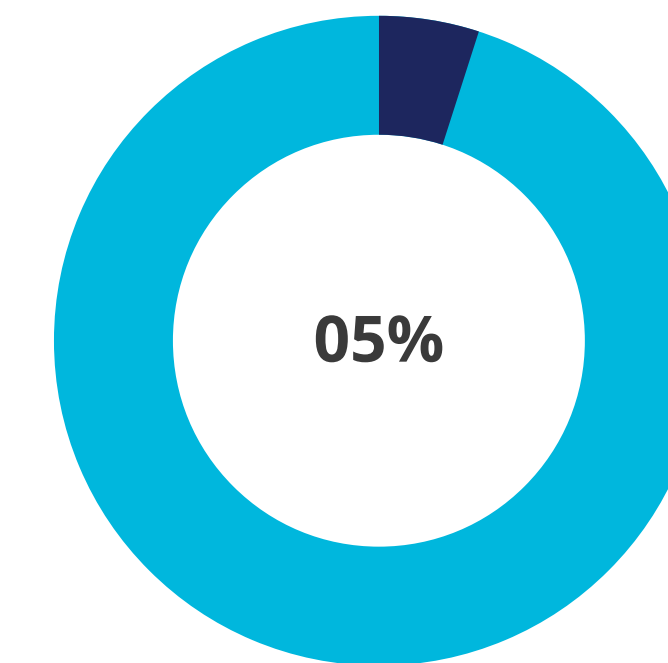
GRUPO LOMAS

**\$3,432,000.00**



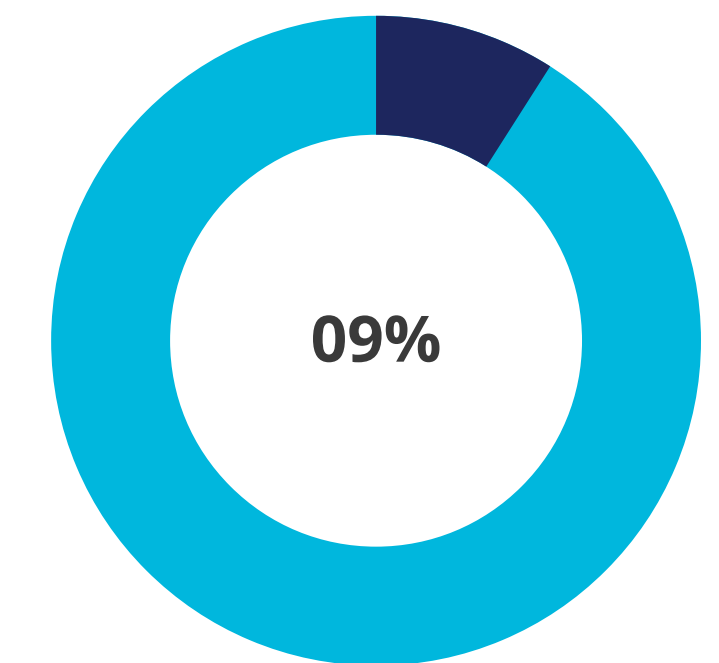
CALL CENTER

**\$779,745.30**



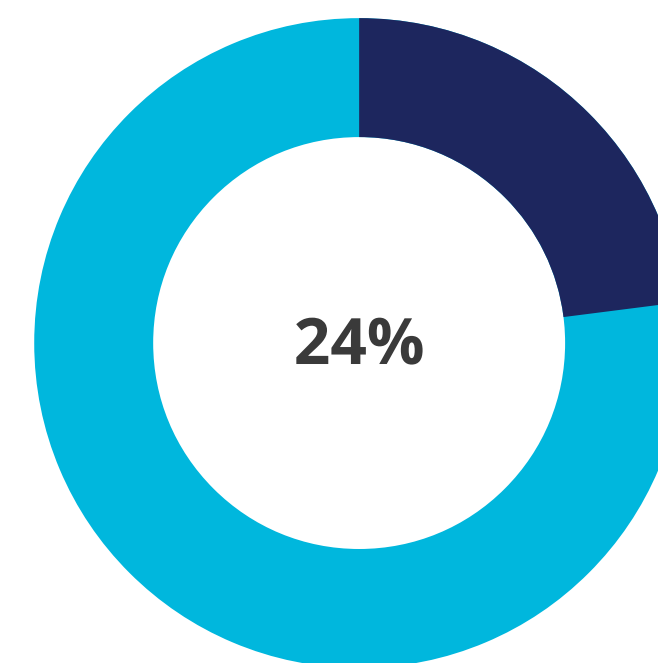
COLLABORATORS

**\$351,437.50**



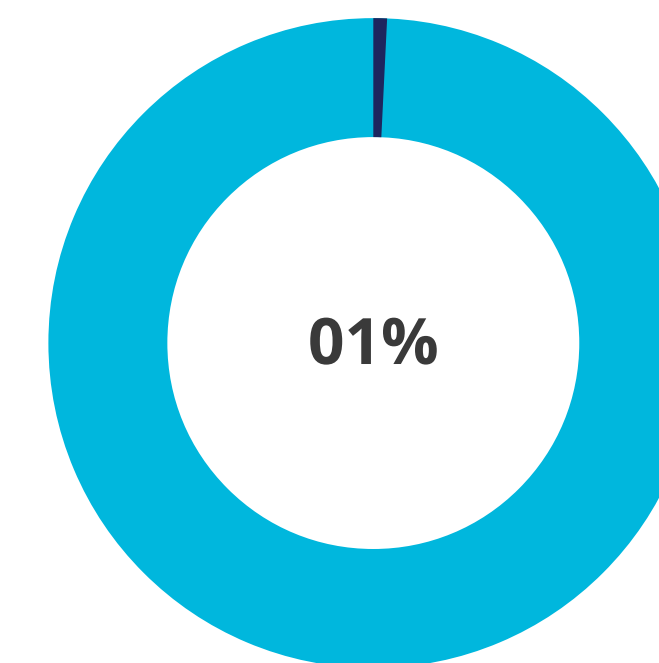
EXOTIC

**\$616,363.50**



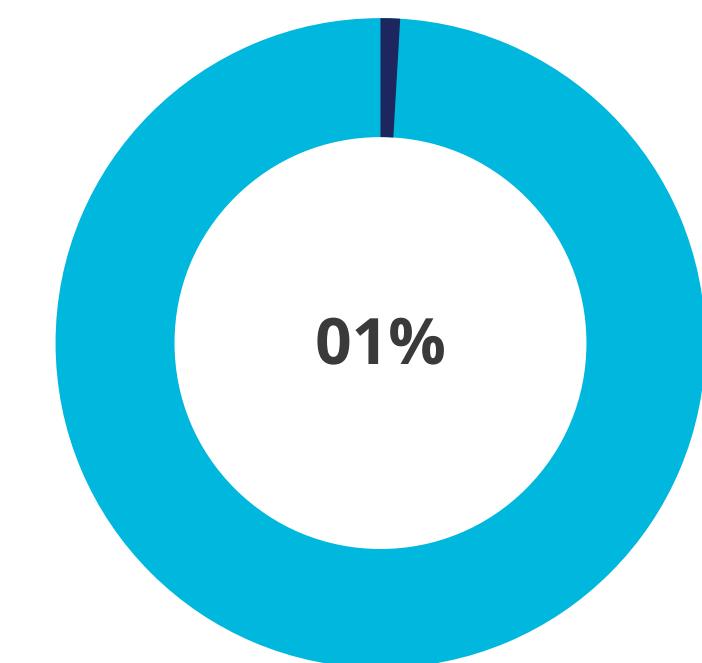
INVITATIONS

**\$1,596,879.48**



TRAVEL AGENTS

**\$30,471.24**



PEPENICE

**\$54,233.00**





FINANCIAL  
statements



FUNDACION LOMAS I.A.P. Estado de situación financiera al 31 de diciembre de 2022 y 2021 (Cifras en Pesos)					
ACTIVO	2022	2021	PASIVO Y CAPITAL	2022	2021
Activo Circulante			Circulante		
Efectivo y Equivalentes de efectivo (Nota 6)	\$ 3,458,866	273,594	Proveedores	\$ 59,649	818
Cuentas por Cobrar (Nota 7)	0	53,296	Otras cuentas por pagar	65,510	69,009
Otro Activos Circulantes (Nota 8)	23,753	154,685	Impuestos por pagar (Nota 11)	21,588	95,059
Total Activo Circulante	3,482,618	481,575	Total Pasivo Circulante	146,748	164,887
Activo No Circulante			Pasivo No Circulante		
Propiedades, planta y equipo Neto (Nota 9)	34,474	10,293	Otras cuentas por pagar	0	0
Otro Activos No Circulantes (Nota 10)	31,935	0	Total Pasivo No Circulante	0	0
Total Activo No Circulante	66,409	10,293	Total Pasivo	146,748	164,887
			PATRIMONIO CONTABLE		
			Patrimonio No restringido	100,000	100,000
			Remanente del ejercicio	226,981	(60,934)
			Cambio neto en el patrimonio contable	3,075,298	287,916
			Total Capital Contable	3,402,279	326,981
TOTAL ACTIVO	\$ 3,549,027	491,868	TOTAL PASIVO Y PATRIMONIO CONTABLE	\$ 3,549,027	491,868

Las notas adjuntas a forman parte integrante de los estados financieros.

  
LIC. ANTONIO ALONSO BARGUES  
CFO Fundación

  
C. MARIA DOLORES LOPEZ LIRA E HINOJO  
Presidenta del Patronato

FUNDACION LOMAS I.A.P. Estados de actividades Por el periodo del 01 de enero al 31 de diciembre de 2022 y 2021 (Cifras en Pesos)		
	2022	2021
Ingresos		
Ingresos por Donativos	7,226,055	2,627,688
Ingresos Financieros	647	43
Otros Ingresos	0	7
Ingresos por Donativos	7,226,702	2,627,738
Gastos:		
Servicios por programas		
Programa A (Becas)	3,760,972	2,070,692
Total Servicios por programas	3,760,972	2,070,692
Servicios de apoyo		
Gastos de Operación	201,244	162,562
Gastos de Administración y Generales	128,887	8,809
Total Servicios de Apoyo	330,131	171,370
Comisiones Bancarias	58,321	6,988
Utilidad o pérdida cambiaria	144	49
Costo Financiero	58,465	7,037
Total Gastos	4,149,567	2,249,099
ISR del ejercicio	1,837	90,723
Cambio neto en el patrimonio contable	3,075,298	287,916
Patrimonio Contable al Inicio del Año	326,981	39,066
Patrimonio Contable al final del año	3,402,279	326,981

Las notas adjuntas a forman parte integrante de los estados financieros.

  
LIC. ANTONIO ALONSO BARGUES  
CFO Fundación

  
C. MARIA DOLORES LOPEZ LIRA E HINOJO  
Presidenta del Patronato







ACREDITACIÓN

# Institucionalidad y transparencia

The **Centro Mexicano para la Filantropía A.C.** granted us the accreditation of Institucionalidad y Transparencia.

Endorsing our commitment to society **2022 - 2024.**



Cemefi otorga la **Acreditación en  
Institucionalidad y Transparencia (AIT) 2022 a**

## Fundación Lomas, I.A.P.

Por contar con procesos de rendición de cuentas,  
prácticas de transparencia y fortaleza institucional.

**Vigencia al 31 de julio de 2024.**

Ricardo Bucio Mújica  
Presidente Ejecutivo





WERE  
**We go?**

After five years of work, we have reviewed our intervention model today, which has allowed us to professionalize our programs by defining our value proposition through measurable mentoring that guarantees the transformation of beneficiaries.

Our strategic objective guides us to provide opportunities for children and youth in the state of Quintana Roo to continue their studies, increase their skills, develop a professional life plan, and thereby have a positive impact on their environment.

To achieve the above, we will have different means of verification that show us real progress in order to ensure our donors the return on their social investment.

Our greatest strength will continue to be alliances, as they allow us to build access platforms for all involved parties.







**Do you join in transforming stories?**



[www.fundacionlomas.org](http://www.fundacionlomas.org)

