

Second Vatican Conference on Impact Investing –
Making the Year of Mercy a Year of Impact for the Poor

**On the Journey – Emerging
Enterprises**

Dr. Shaun Ferris, Catholic Relief Services
Mr. Paul Hicks, Azure, Catholic Relief Services

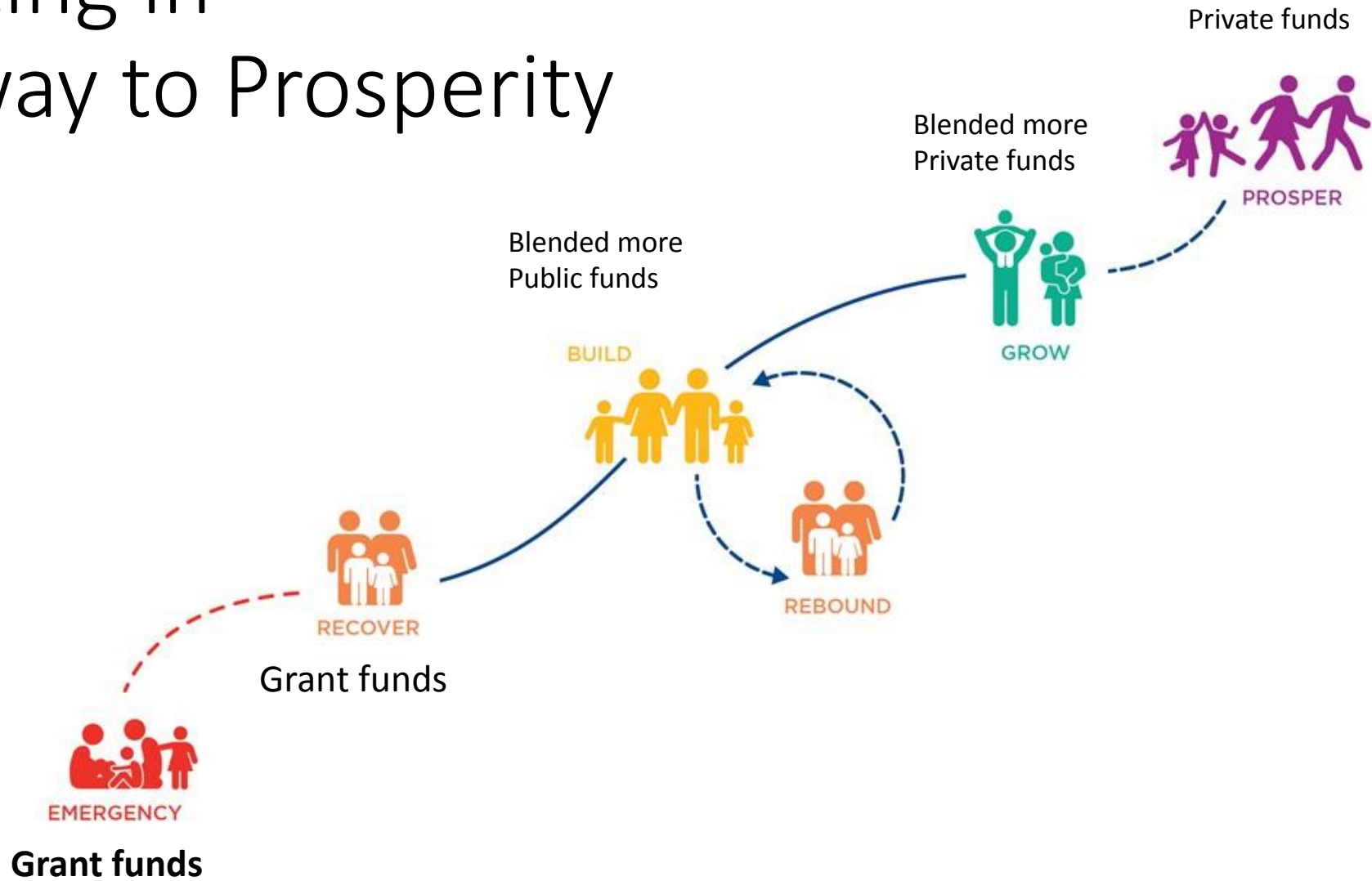
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Investing in Pathway to Prosperity



EL ORINOCO
ILUSTRADO, Y DEFENDIDO,
HISTORIA NATURAL,
CIVIL, Y GEOGRAPHICA
DE ESTE GRAN RIO,
Y DE SUS CAUDALOSAS VERTIENTES;

GOBIERNO, USOS, Y COSTUMBRES DE LOS INDIOS
sus habitantes, con nuevas, y utiles noticias de Animales, Arboles,
Frutos, Aceytes, Resinas, Yervas, y Raices medicinales; y sobre
todo, se hallaràn conversiones muy singulares à N. Santa Fé,

ESCRITA

POR EL PADRE JOSEPH GUMILLA , DE LA COMPAÑIA DE JESUS,
*Misionero , y Superior de las Misiones del Orinoco , Meta, y Casanare , Calificador , y
Consultor del Santo Tribunal de la Inquisicion de Cartagena de Indias , y Examinador
Synodal del mismo Obispado , Provincial que fue de su Provincia del Nuevo Reyno
de Granada , y actual Procurador à entrambas Curias por sus dichas
Misiones , y Provincia.*

SEGUNDA IMPRESSION , REVISTA , Y AUMENTADA,
por su mismo Autor, y dividida en dos Partes.

Tomò



Segundo

Mexico: Fr. Frans van der Hoff





Guatemala: Bishop Boffelli



Guatemala, Fr. Greg Schaffer
Fr. Stanley Rother



Fr. José Aguilar

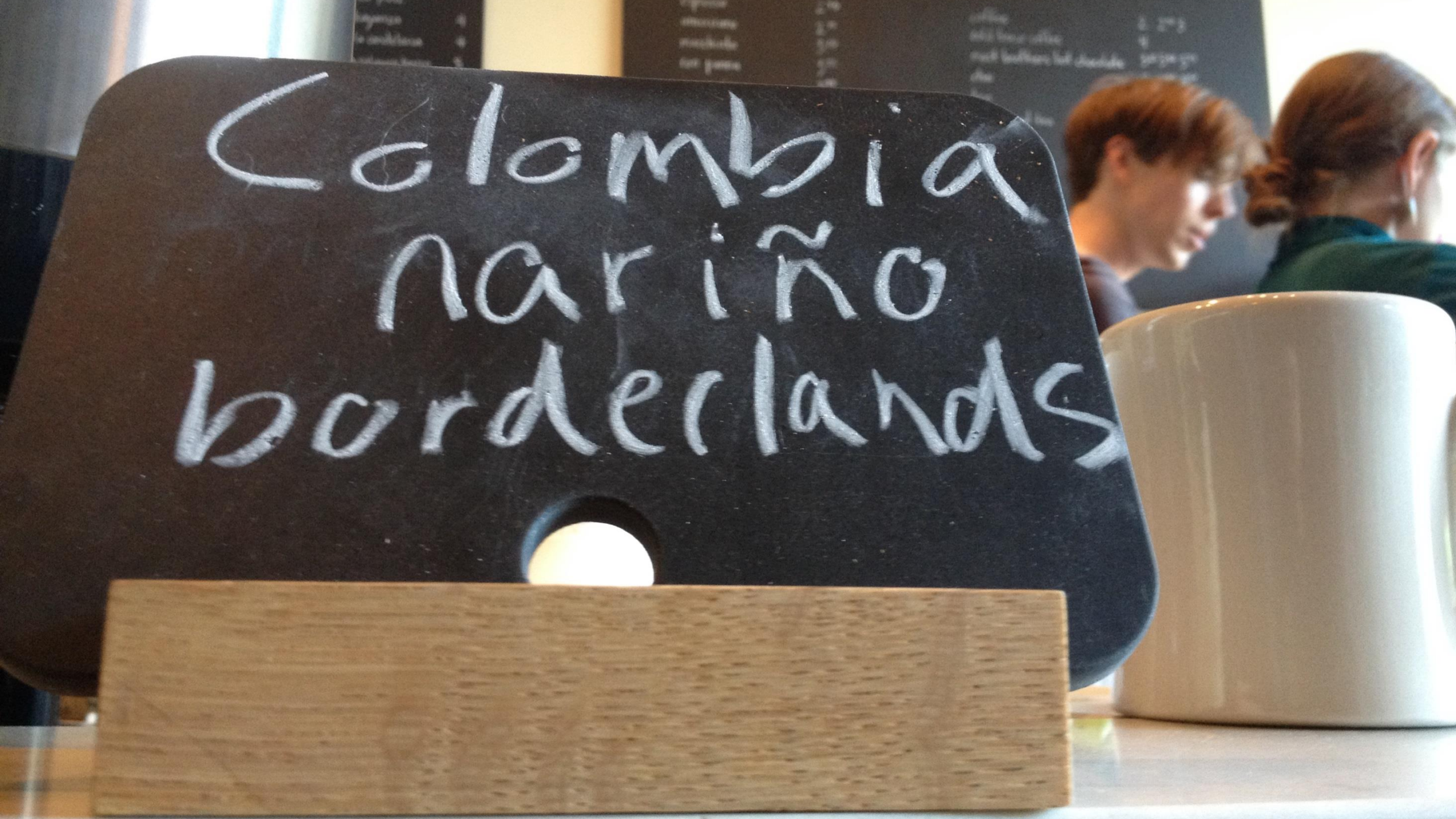


María Leyton, Barrister/ cupper

Paola Hernández: Warehouse manager



Colombia
Nariño
borderlands















Fetia
Agroindustrial
2015

TOMATO Value Chain

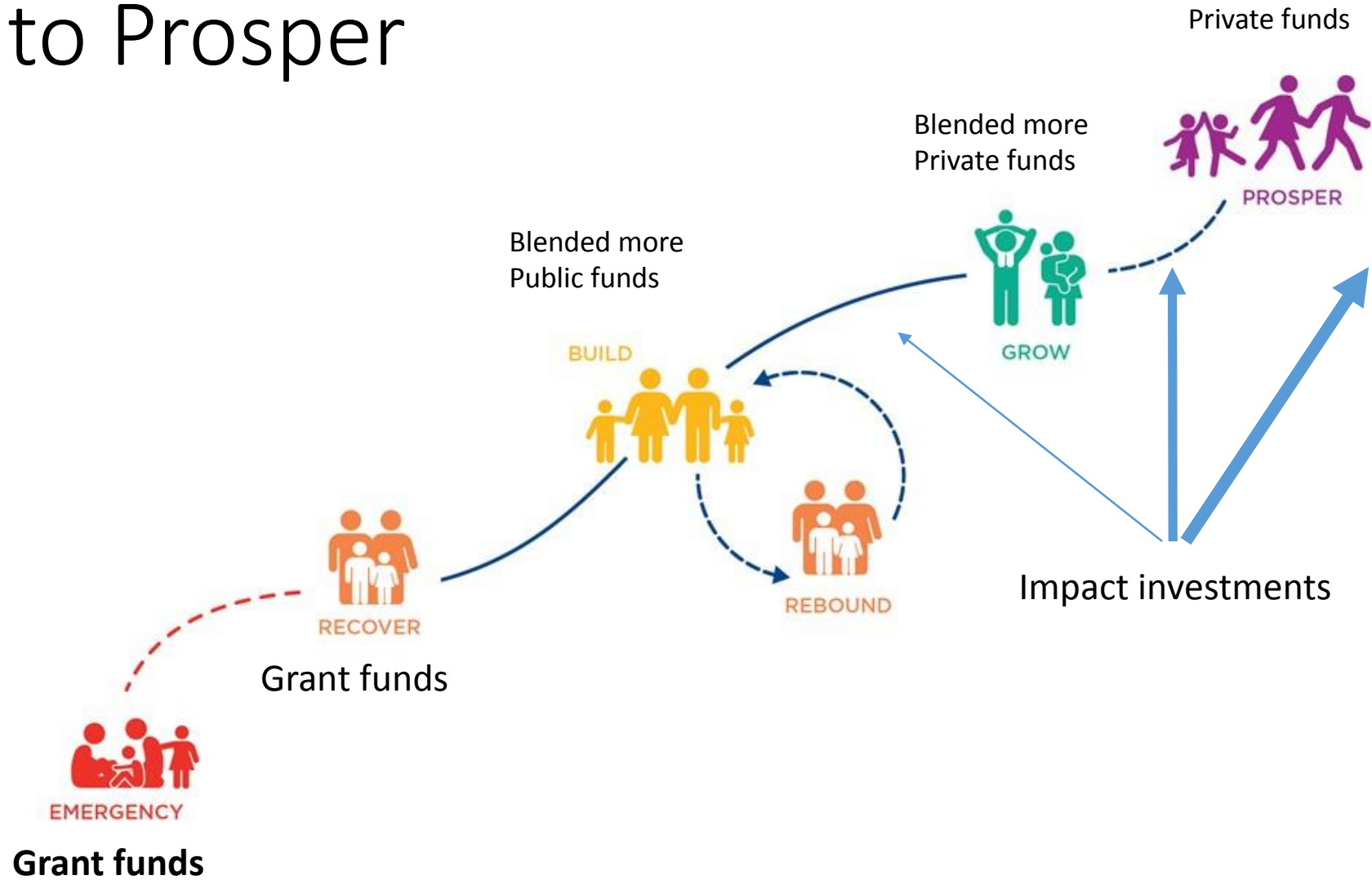
Comparison of Technologies, production costs, yield and net profit

Production Technology	Yield / HA (in boxes)	Gross Income U\$/Ha	Costs U\$/Ha	Net Profit U\$/Ha	R/BC
1 Technology: greenhouse seedlings and irrigation)	2361	18,547	4,823	13,723	3.85
2 Technologies: seedlings / irrigation / ferti-irrigation	2135	16,771	4,995	11,776	3.36
3 Technologies: seedlings / irrigation / ferti-irrigation / plastic row covers	2678	21,037	5,267	15,770	3.99
4. Technologies: seedling / irrigation / ferti-irrigation / plastic row covers / maya agribon micro-tunnels	3027	23,778	5,439	18,339	4.37





Grow to Prosper



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El Salvador

Nationally, relatively high access to water supply infrastructure


2300 community-based water service providers, covering 30% of population





Problems:

- 2/3 of rural and small urban water systems require major capital infusions to improve and expand water services.
- Most water service providers lack technical, business, and financial capacity.
- The national water agency focuses on urban areas, operates at a loss, and depends on government subsidies.

A photograph of a woman and a child walking up a dirt path in a rural, forested area. The woman is carrying a large red water pot on her head. The path is made of dirt and has some concrete steps. The surrounding area is lush with green vegetation and trees. A black circular graphic with a yellow border is overlaid on the right side of the image, containing white text.

25%

**no access to
piped water
supply**



40%
suffer from
unreliable
water services



ANDA

Agua para todos

EL SALVADOR

ROPOSTA

RM

The poor pay more but get less

Cost of trucked
water in barrels
\$5 / cubic meter

Cost of piped
water to homes
< \$1 / m³





MISSION

Provide a reliable supply of safe water to underserved urban and rural households in El Salvador (and other developing countries)

VALUE PROPOSITION

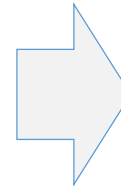
Mobilize capital and technical support for Water Service Providers to upgrade and expand water services in rural and peri-urban communities



a social enterprise, supported by impact investing



+



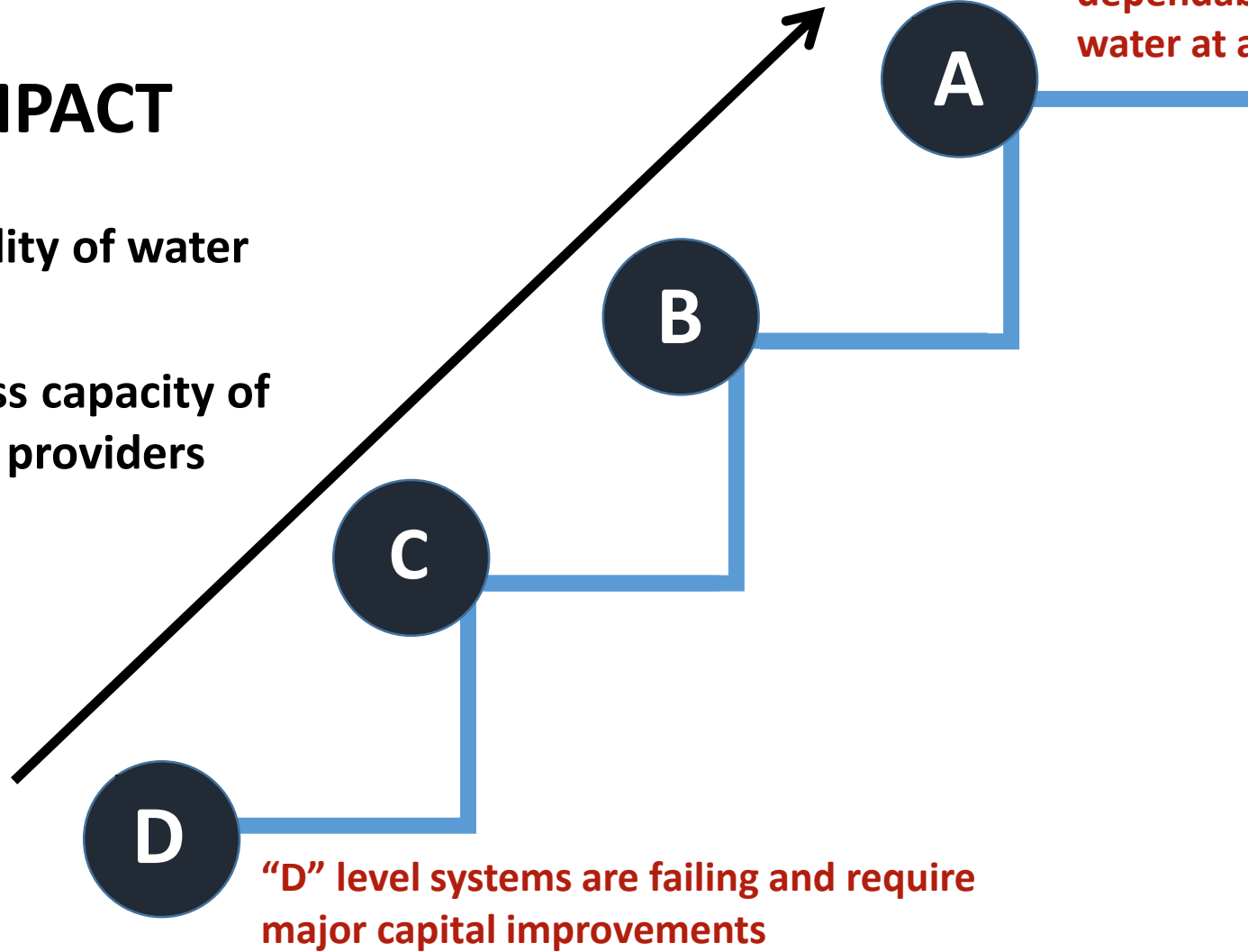
Deliver Technical Services to WSPs

Mobilize Capital for WSPs

Water Service Providers Improve and Expand Water Services for the Poor

MEASURING IMPACT

- 1 Quality and reliability of water services
- 2 Strengthen business capacity of local water service providers





Why do we propose a social enterprise approach for Azure?

- 1 People are able and willing to pay for water services
- 2 Shift of focus: water as a service, not a project
- 3 A traditional, donor-funded model cannot meet the demand