



# NESST Venture Fund

A philanthropic investment fund for social enterprise development

Investment Brief: Chile

## Fundación Trabajo en la Calle

[www.trabajoenlacalle.cl](http://www.trabajoenlacalle.cl)

**Location:** Santiago, Chile

**Sector:** Poverty, social housing

**Stage:** First year, later-stage portfolio



### Organizational Information

**Date founded:** 1993

**Annual Budget:** US\$ 59,081

**Employees:** 1 full-time, 3 part-time

**Mission:** Fundación Trabajo en la Calle builds confidence and creates opportunities and hope for families in shanty towns in the greater Santiago area. They assist and support them in the search for housing, by forging bonds between residents and young volunteers, organizing the residents to become active participants in their own development.

**Social Challenges:** The National Census of Shanty Towns carried out in 2007 by Un Techo para Chile shows there to be 533 shanty towns throughout Chile, which 28,578 families call home. Furthermore, there are currently 128,600 homeless people in Chile.

These families are socially vulnerable. Fundación Trabajo en la Calle seeks to guide these families through the process of applying to the different alternatives offered by the state-run Solidarity Housing Fund.

### Social Enterprise Overview

**Enterprise Description:** The organization provides technical assistance and social services for families applying for housing that are eligible for the state-run Solidarity Housing Fund. There are two ways that these services are provided:

- a) Applications for new housing and
- b) Applications for used housing. Technical and social support is provided to interested families.

**Social Impact Goal:** Positively impact the quality of life of marginalized families in shanty towns; train and empower families for long-term sustainability of this life change; and help to attain a certain level of living and become a formal player within the Chilean social housing policy.

**Financial Goal:** In two years, plans to expand to 12 intervention sites, double its number of active volunteers and have access to new human and physical resources as needed to maintain its current quality of service. Increase organizational revenues by approximately 25%.

### NESST Investment

**Financial Support Needed (Year 1)**  
US\$ 16,200

**Capacity-Building Support (Year 1)**  
Valued at US\$ 7,500

NESST is assisting the organization in the following areas:

- 1. Monitor the formation and start-up of operations.
- 2. Develop a strategy for promoting its servi-

ces to its target market and beneficiary group.

- 3. Monitor the quality of both the services provided and the final product, encouraging best practice with respect to competitors.
- 4. Assess the market in terms of availability of sites and real estate market costs that could affect supply of their services.
- 5. Develop a fundraising strategy that supports the growth of its social enterprise and institutional development.
- 6. Measure and manage performance, including the impact on its mission and values.