



# ANNUAL REPORT

## 2022

## EDITORIAL



“

As we reflect on the past year, it is clear that NGO sustainability became the forefront of our mission at LAL. We recognize that in order to effectively serve our target populations, we must have the financial autonomy to do so. This means diversifying our sources of income, offering quality services and activities, and following sound management practices.

To achieve this sustainability, LAL has taken significant steps towards financial independence. We are proud to have become a part of Alfanoar NGO in 2020 and have since been working tirelessly towards this goal. Our “Solutions” department, which offers education and digital services to other associations and companies, has successfully completed several projects in the past year.

Furthermore, we have recognized the importance of good governance and effective management practices in achieving sustainability. With the help of Alfanoar, we have created new positions in business development and marketing and communication, which have helped us expand our client base and reach new audiences.

## EDITORIAL

We are pleased to report that the idea of financial sustainability is now deeply embedded in the LAL team's culture, as we continue to work towards emancipation and independence. We believe that this is a critical step in a country that relies heavily on donations and loans, and must be part of a broader strategy towards sustainability for both organizations and the country as a whole.

As we move forward, we remain committed to our mission of providing quality services and activities to our target populations. We believe that financial autonomy is the key to achieving this goal, and we will continue to work tirelessly towards that end.

We are grateful for the support of our partner, [Alfanar](#), who have helped us along the way, and we look forward to continuing this journey towards sustainability together.

Nayla Fahed – Co-founder & CEO

## OUR PROJECTS

Our projects can be grouped into various categories, each with a unique purpose and impact.

- The first category includes projects that directly support our objectives, enabling us to accomplish our programs more effectively and serve our beneficiaries better. For instance, our collaboration with Right to Play facilitated the completion of our primary grade program, while our partnership with Back to the Future consortium allowed us to create an online BLN program accessible to everyone on the Tabshoura platform.
- The second category comprises projects aimed at enhancing social impact by working with partners to promote social change. Our partnership with IECD on skills that prepare for the world of work and with IIVVSS to add a digital level to their various programs are some of the examples.

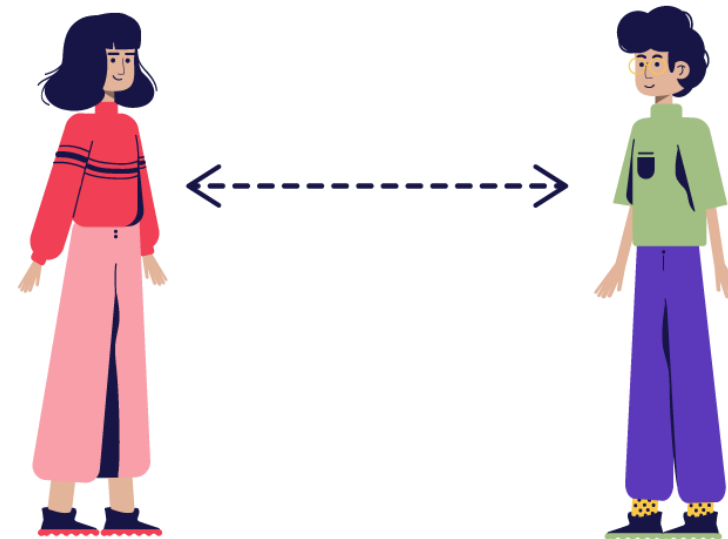
Lastly, our projects are intended to explore new territories and opportunities, such as our animation production that educates children about fair trade and healthy eating and living habits. These initiatives expand our horizons and allow us to discover new areas of growth and development.

## CO-CREATION & DIGITALISATION - LMS

We partnered with IECD on several projects during the past year.

IECD is dedicated to supporting human and economic development in several countries by education, vocational training, youth employability and support to small enterprises.

With them, we worked on 2 co-creation and digitalization projects, on leadership and life skills. In addition, we developed a learning management system where these programs will be hosted.



## CO-CREATION & DIGITALISATION

Another interesting project for 2022 was our partnership with Clown Me In (CMI) who is on a mission to spread laughter, fight inequality and heal through the power of art.

Our role was to transform CMI's clowning curriculum into a highly interactive digital experience.



## CONCEPTION & ANIMATIONS

Since LAL Solutions services are not limited to curricular programs, we have also worked with Fair Trade Lebanon (FTL) on a digitalization program about health and well-being. FTL implements agricultural development activities in order to strengthen the production and marketing of the products while improving the working conditions of the producers and applying the principles of FTL.





## CONTENT DEVELOPMENT

With the support of **Right to Play**, we achieved the development of Grade 1 and 2 in Arabic, English, Math and Sciences. We also, launched a pilot phase and gathered some data. We started the Grade 3 development, building a scope and sequence and creating new characters that will accompany the students during their Grade 3 year.







# CONTENT DEVELOPMENT

In 2022, we developed a MOOC program for The Centre for Lebanese Studies (CLS), who is on a mission to promote better understanding of the national and international issues relevant to Lebanon through the pursuit of independent objective academic research into the political, social, educational, historical, economic, and cultural issues of Lebanon.

# OFFLINE SOLUTIONS & CAPACITY BUILDING

**LAL SOLUTIONS** as well offers offline solutions to make learning accessible to everyone, everywhere.

In 2022, 6 boxes were purchased by our partners: Al Carmelia School, AVSI, TDH, WCH. The boxes were loaded with some of Tabshoura's content and were used as a support in the learning journey. LAL SOLUTIONS also provided capacity building workshops to these partners to familiarize them with the use of the boxes.



# NUMBERS & IMPACT

## 2022 IN NUMBERS

6 NEW  
PARTNERS

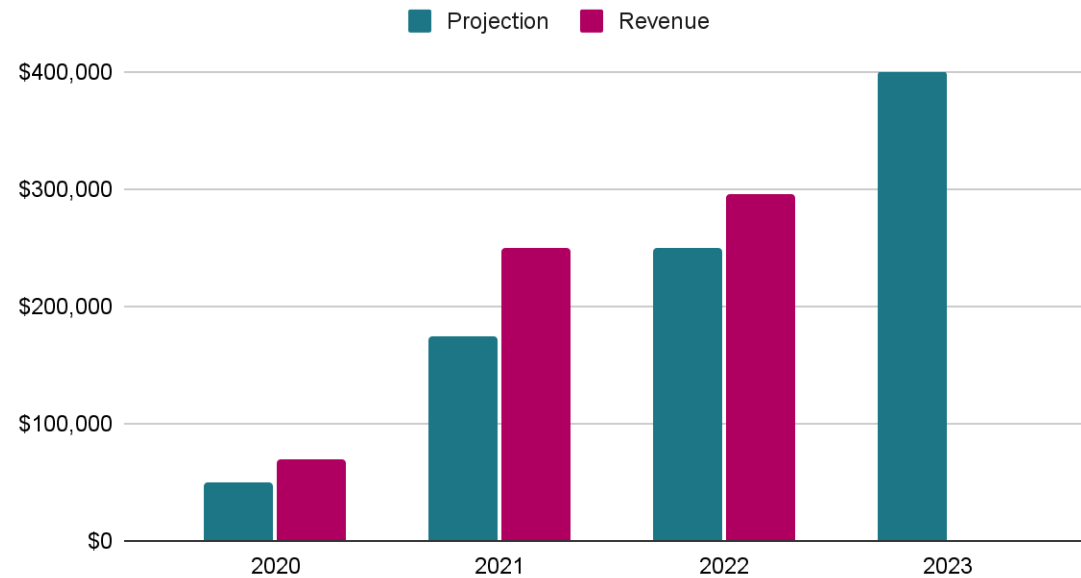
10 NEW  
PROJECTS

MORE THAN  
20 UNITS  
DEVELOPED

296 000 USD  
REVENUE  
GENERATED

# GROWTH

LAL SOLUTIONS FINANCIAL PROJECTION





## OUR EXPERIENCE WITH ALFANAR



Our journey with Alfanar has been one of constant growth, starting from initial experimentation to improved management techniques. Throughout this journey, we have gained invaluable insights that have shaped our approach to development work.

One of the key lessons we learned from Alfanar is the importance of **active listening**. Rather than imposing their views, Alfanar listened carefully to our needs and aspirations, and worked collaboratively with us to build our capacities to reach our goals.

Another valuable lesson has been the importance of **openness to new ideas** and perspectives. Through Alfanar encouragement for us to participate in various activities and workshops, we have learned to broaden our horizons and look at development challenges from different angles.

## OUR EXPERIENCE WITH ALFANAR

We also learned that **clear procedures** are essential for better management and transparency in our work. By establishing better systems and processes, we have been able to ensure that our projects are carried out effectively and with accountability.

We are deeply grateful to the entire **Alfanar** team for their guidance and support, and in particular to their Portfolio Manager, Haifa Najjar, for her generous support and dedication. With their continued encouragement, we are confident that we will "run" toward greater successes in the future.

Nayla Fahed – Co-founder & CEO



## THANK YOU NOTE



“

My assignment was to establish and oversee LAL SOLUTIONS, which could have been an incredibly overwhelming responsibility considering my lack of prior business knowledge. However, with the aid of Al Fanar and Haifa Najjar in particular, I was able to handle the task successfully. They not only provided financial assistance but also helped enhance my managerial and entrepreneurial skills, which I consider to be more valuable and key to the success of the department. I am grateful to Haifa, who consistently dedicated time and effort to help us grow, she truly felt like an essential member of our team.

Patrick Habib – Head of LAL Solutions

## ALFANAR TESTIMONIAL



The Lebanese Alternative Learning team has been relentless in its pursuit of creating positive change in society. Its commitment to social impact is evident in the way it has structured its operations to address critical issues surrounding education in Lebanon.

LAL continues to re-invent itself, adapting to the needs on the ground while staying true to its mission. LAL Solutions exemplifies the team's adaptability by leveraging their expertise to develop a sellable service. This service will hopefully, in turn, help fund the remarkable impact work they are doing for education across Lebanon.

Alfanar is proud to have supported LAL in creating LAL Solutions. This partnership is a reflection of both our commitments to sustainable impact in the Arab World.



# THANK YOU

Click on the icons below to follow us

