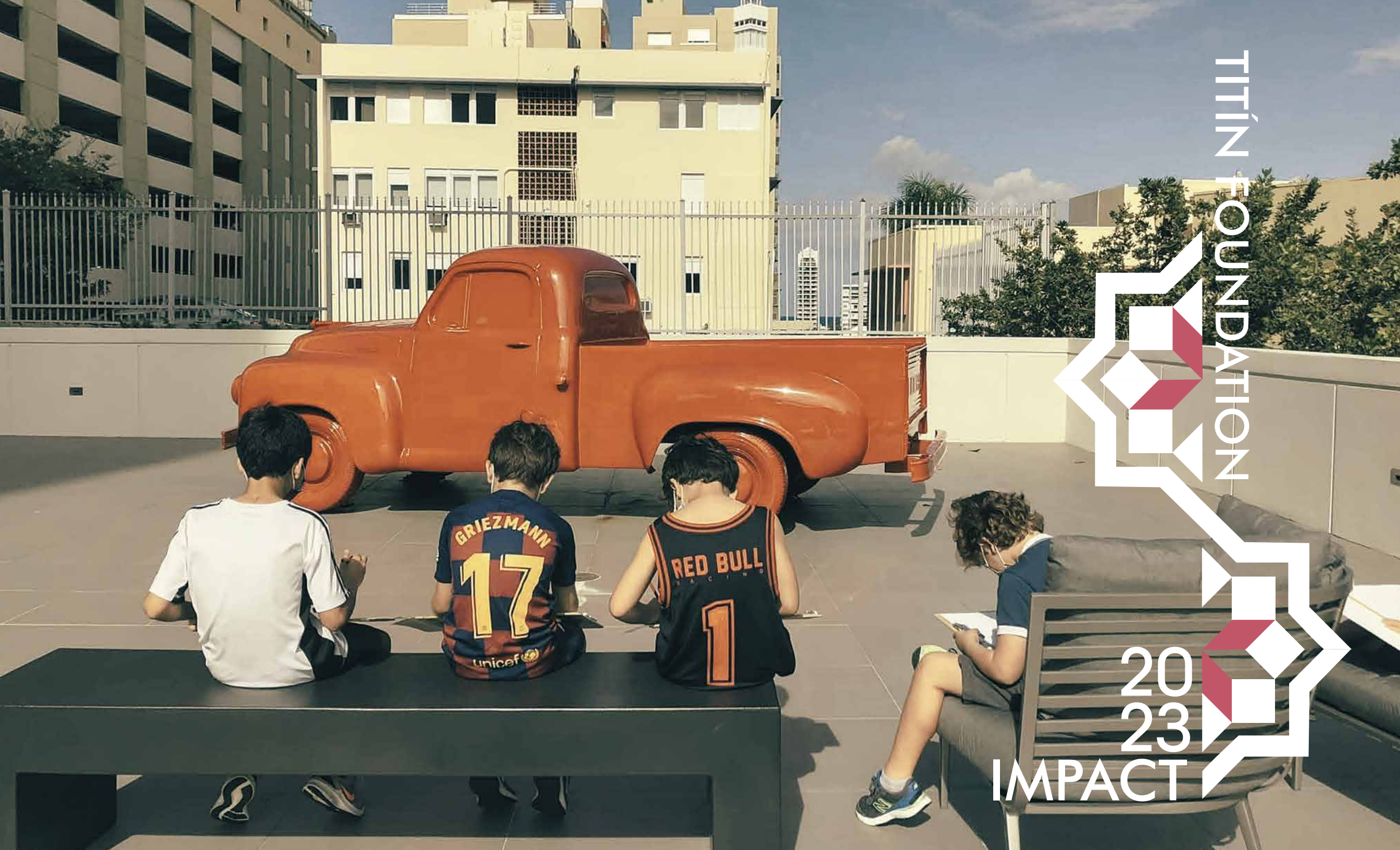
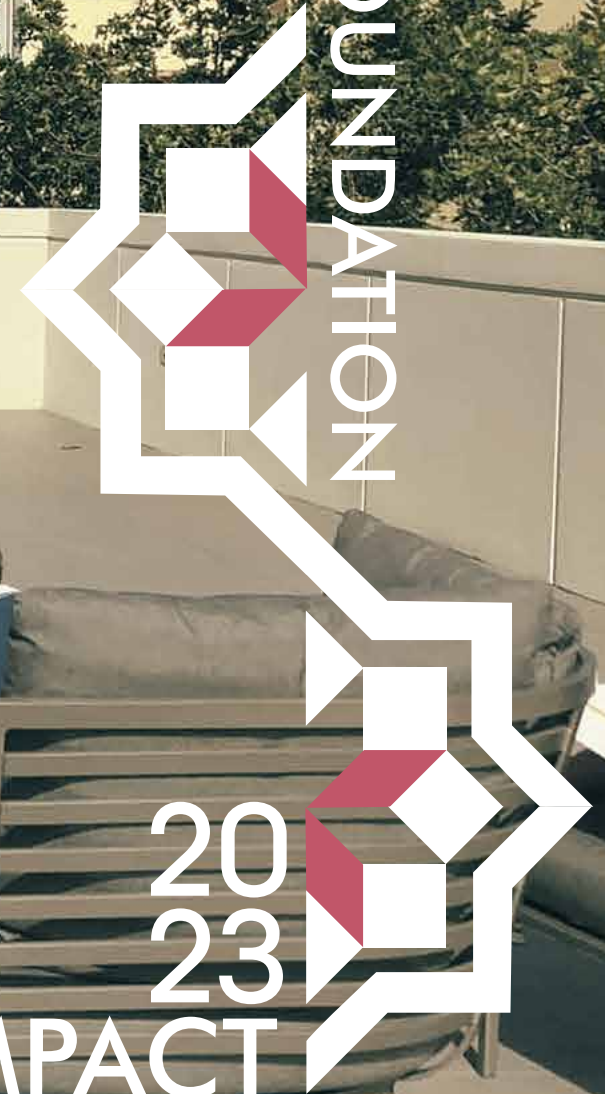


 **TITIN**
FOUNDATION





TITÍN FOUNDATION



20
23

IMPACT

TITÍN FOUNDATION

Titín Foundation was founded in 2014 to continue the philanthropic efforts of Luis Felipe Segarra Boerman, affectionately known as Titín.

We're focused on creating and promoting initiatives to strengthen the non-profit sector to guarantee its financial sustainability. Our commitment rests firmly on the long-term development of this sector to achieve equal access to opportunities in our society.

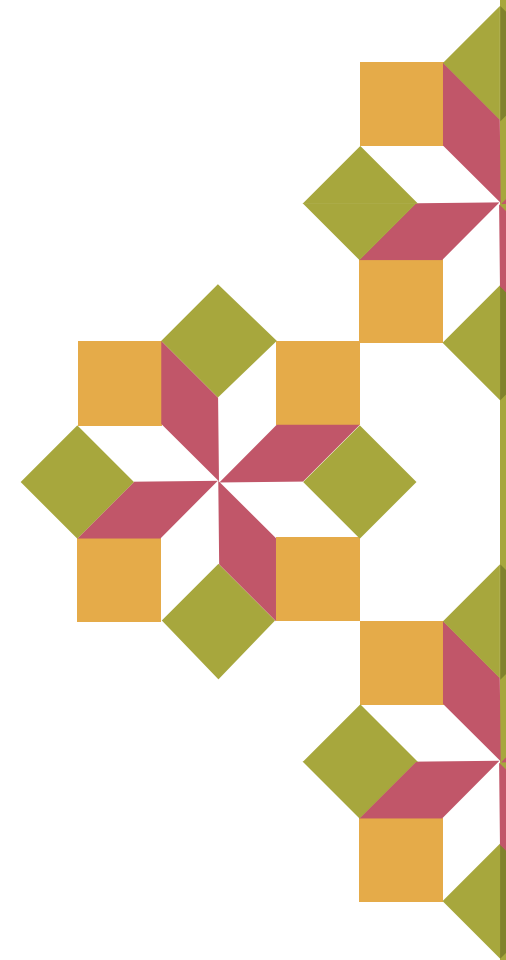
THE FOUNDATION HAS THREE MAIN PROGRAMS:

- Grants and Scholarships Program
- Third Sector Strengthening Program: SINFINESPR
- Public Policy Program

This year we were able to design our theory of change to refocus our mission and adjust to the current reality of the work we do. During the next years, our vision will focus on "achieving equal access to opportunities for a better quality of life" and our mission on "supporting the development of people and communities by strengthening the capabilities of the non-profit sector."

Today we share the IMPACT of Titín Foundation and its programs in 2023.


20
23
IMPACT





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ABOUT SINFINESPR

SINFINESPR is the name of Titín Foundation's program directed toward the strengthening of the third sector. It features several tools and projects focused on this mission, which live in the SINFINESPR.org digital platform. Through them, we provide facts and information about and for the sector.



SINFINES FACTS

Validated financial and organizational information of more than 1,200 non-profit organizations duly registered with Puerto Rico's Department of State.

SINFINES RESOURCES

Meeting point with tools and help for the needs of non-profit organizations.

SINFINES SPACE

News and information about the third sector.

labF3S (Lab for the Strengthening of the Third Sector)

ABOUT labF3S

One of our program's main projects is the Lab for the Strengthening of the Third Sector: labF3S. It's a training and acceleration program for non-profit organizations. It's divided into four non-sequential phases. Each one is designed to adjust to the needs of different levels in which an organization might be in.

PHASE I - (onDEMAND) - We support non-profit organizations to acquire the required tax exemptions, through asynchronous training and technical assistance.

PHASE II - (Design of strategies for fund procurement) - We strengthen the institutional skills of non-profit organizations through training and expert mentorship to maximize their opportunities to obtain external funding.

PHASE III - (Grant writing) - We train junior grant writers up to the federal level and give them scholarships to get certified with the American Grant Writers Association.

PHASE IV - (Social entrepreneurship) - We provide non-profit organizations with the knowledge and technical assistance necessary to create their own sources of unrestricted income.



For the benefit of our users, this year we optimized the platform's search engine to improve the filtering of relevant data.

NOW THE AUDIENCE CAN:

Search simultaneously throughout the entire platform.

Organize and filter the number of results by tab or section.

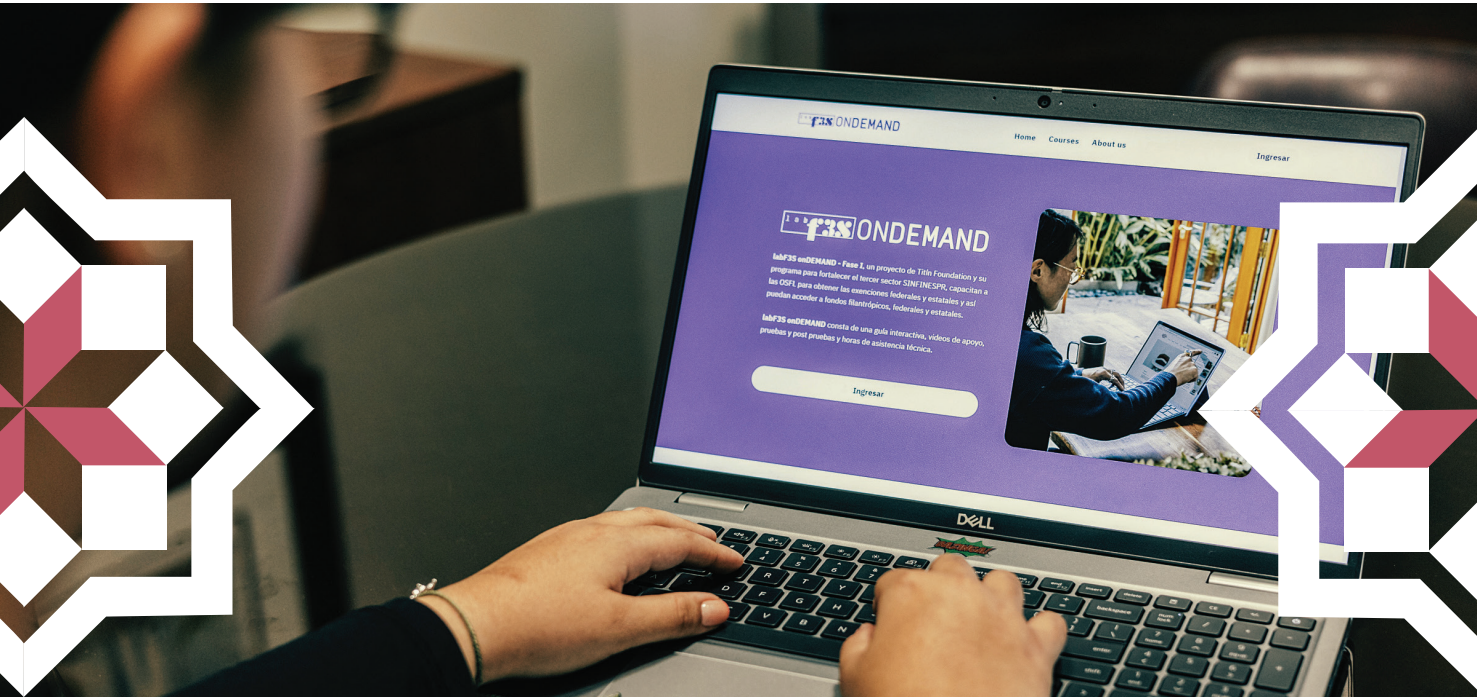
See organizations listed in order of the most recently validated.

Enjoy a redesigned News and Information section: SINFINES Space. Here people can find news and information about the third sector.

LABF3S PHASE I ONDEMAND LAUNCH

Due to high demand from non-profit organizations interested in participating in Phase I of labF3S, we decided to launch an asynchronous version of the initiative to reach more organizations.

As part of this effort, participants receive hours of technical assistance from experts in law and accounting.



THE COURSE CONSISTS OF:

- Six tutorial videos with Professor Patricia Valentín, Ph.D.
- Interactive guide with access to documents.
- Before-and-after tests to validate your newly learned knowledge.

- Technical assistance from lawyers and certified public accountants.
- We have 10 non-profit organizations who have successfully completed the course.
- 7 non-profit organizations are currently taking the course to apply for 1101.01(a) (2) and 501(c)(3) exemptions

For more information visit sinfinespr.org

LABF3S PHASE III LAUNCH

The labF3S program (Lab for the Strengthening of the Third Sector) keeps evolving. In August we launched the project's Phase III. It's geared toward improving the proposal drafting skills of junior grant writers all the way up to the federal level.

For this effort we partnered with Ana G. Méndez University to design a curriculum to train grant writers in the creation of competitive proposals. 7 writers graduated from the program.

The participants will now be able to apply for state, federal, and private funding and will remain within Titin Foundation's network of resources.

As part of the training, the participants worked along graduates of Phase II Cohort 2, a capstone project that consists of:

- Identifying an adequate source of financing for one of these entities' projects or programs.
- Writing of a proposal. Presentation of proposals to win grants. For cases in which there was no open call, a draft was designed to be ready so that, as soon as a funding opportunity arises, the participating non-profit organizations can submit the approved draft.

The participants will get certified **nationally** with the **American Grant Writers Association**.

This past November 9, **Titin Foundation** organized a **meetup ("Minijunte")** for the first Cohort of grant writers of labF3S Phase III at Miramar's Museum of Art and Design (**MADMi**) to socialize, share experiences, and network.



Adriana Rivera Rivera, SINFINESPR Programs Officer

labF3S: 2020 to 2022 IMPACT

The **Lab for the Strengthening of the Third Sector (labF3S)** was created and launched in 2020 as a response to the special needs of non-profit organizations facing the economic difficulties brought by the COVID-19 pandemic. There was a great need to gain eligibility to benefit from available economic incentives, and that moved us to design labF3S. By obtaining basic eligibility criteria, non-profit organizations were able to continue offering their services for the benefit of society.

Over the next years, we decided to widen the training and acceleration offerings of labF3S to meet the diverse needs and maturity stages among the ecosystem's organizations.

We are committed to keep monitoring the development of the non-profit organizations that graduated from labF3S for a period of 5

years. This will allow us to measure the course's impact and to identify other barriers that may hinder the operational and programmatic strengthening of the organizations we serve.

Following up on the progress of these organizations consists of two annual surveys, which are sent digitally. All of the gathered information is considered self-reported information by the organizations at the end of 2021 and 2022.

The results shared here contain data from the non-profit organizations that completed the following phases:

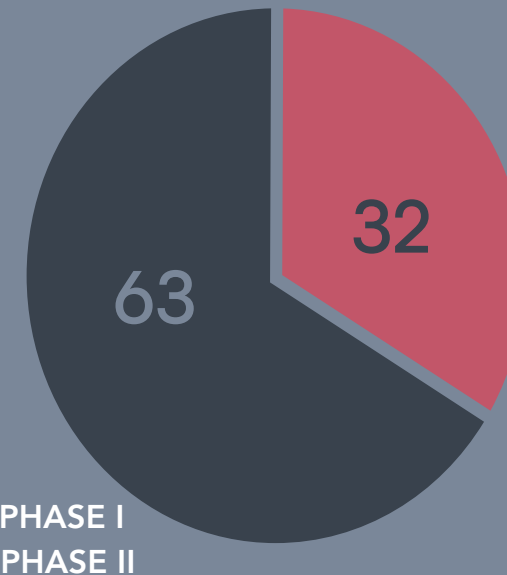
- Phase I - Eligibility
- Phase II - Competitive design of fund-procurement strategies

ALL OF THE PARTICIPATING ORGANIZATIONS

PHASE	AVERAGE COST BY ORGANIZATION	ROI
I	\$982.81	3,335%
II	\$2,830.11	213,238%

Between **2020 y 2022**, labF3S impacted **95 non-profit organizations** in Puerto Rico. **66%** of them participated in **Phase I**.

PARTICIPANTS BY PHASE

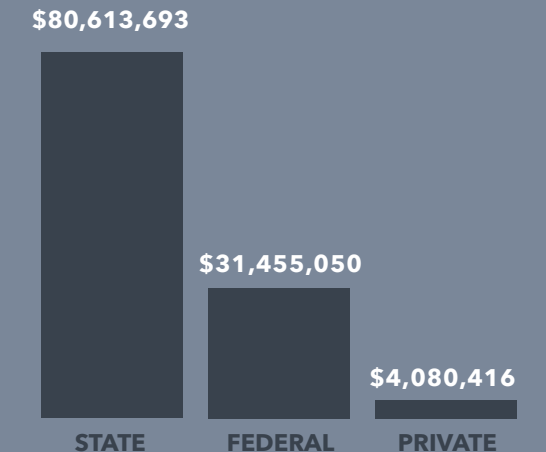


After completing labF3S, the non-profit organizations were able to complete **345 applications for both state and federal funding.**

68% of all applications were approved, representing **\$116,146,149** in income for the organizations: **\$80,613,693** in state funds, **\$31,455,050** in federal funds and **\$4,080,416** in private funds.

TOTAL OBTAINED FUNDING

The **majority** of funds obtained and reported by the organizations between **2021 and 2022** came from state agencies, followed by federal agencies, then by private institutions.





JUNTE Lab F3S

Hazel Colón, Director of Programs and Strategies
Priscilla Salgado, Data Manager
Sofía Martínez Álvarez, Executive Director
Paula Fournier, Programs Manager
Briana Rodríguez, Product Development Officer
Jacqueline Rodríguez, Assistant to the Executive Director
Maribel Pintado, Assistant to the President of
Titin Foundation's Board of Directors
María Cristina Moreno, Director of Communication

On March 31 we celebrated our first JUNTE labF3S for the graduates of training and acceleration project labF3S (Lab for the Strengthening of the Third Sector).

This activity allowed graduates to meet in person for the first time.

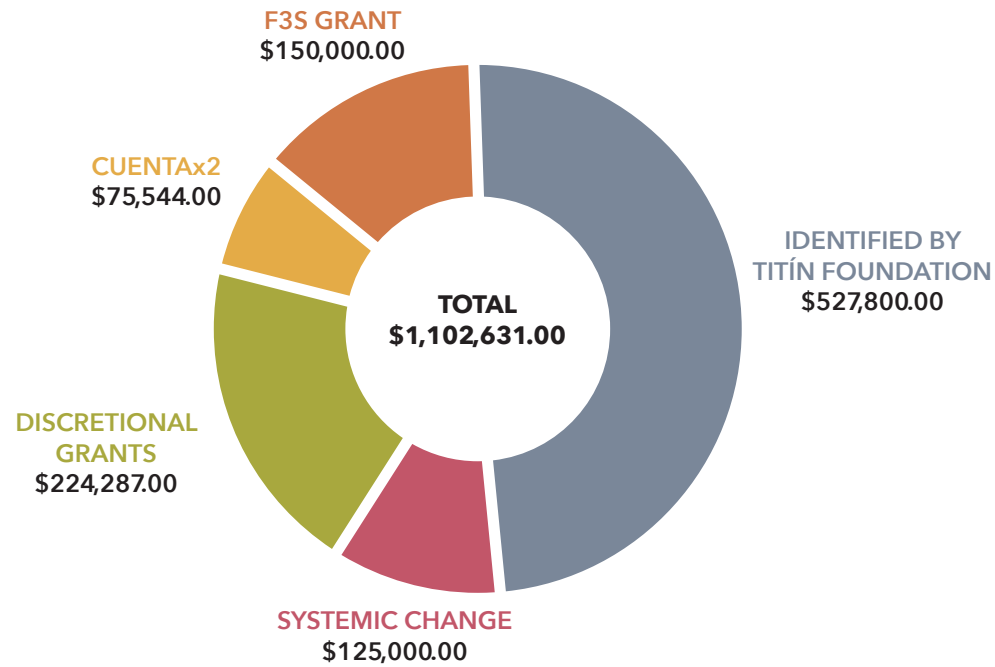
The MEETUP was held at Hacienda Marangelí in **San Lorenzo** and featured the participation of **CenAIKE, Arte y Maña, ACirc and El Laberinto del Coco**, all recipients of funding by our Foundation.





GRANTS AND SCHOLARSHIPS

The Donations Program at Titín Foundation seeks to grant funds according to merit, in an equitable way, so that non-profit organizations can become self-sustainable and achieve sound governance.



IDENTIFIED BY
TITÍN FOUNDATION

These organizations have received support from the Foundation for over five years. Our help lets them develop programs and cover costs related to operations, programs, and strategy (development of theory of change and logical model).

- Museo de Arte y Diseño de Miramar (MADMi).
- Centro de Apoyo Integrado y Kinesiología Energética, Inc. (CenAIKE)
- Centro Criollo de Ciencia y Tecnología del Caribe (C3Tec)
- Fundación A-Mar para Niños Quemados, Inc.

SYSTEMIC CHANGE

These donations are meant to facilitate initiatives and efforts that create precedents and concrete changes in the way entire structures or systems operate. We wish to support organizations that seek to understand and repair the fundamental causes of social problems.

- ColaborativoPR
- Movimiento Una Sola Voz
- Coalición Multisectorial: ¡Todos a leer!

DISCRETIONARY

- Coalición Legal para Puerto Rico
- Universidad del Sagrado Corazón Philanthropy Lab
- Lectores para el Futuro
- Pública Espacio
- ABRE PR
- CulturArte
- Museo de Arte de Puerto Rico
- Colegio María Auxiliadora
- Fundación Atención Atención
- Caribbean Volleyball Championship
- Colegio San Ignacio Torneo de Golf
- American Cello Institute
- Concierto Pro Fondos Sammy Morales
- BE Fest 2023
- El Laberinto del Coco
- Instituto del Desarrollo de la Juventud
- Fundación Pro-Ayuda
- Ópera de Puerto Rico
- Hogar Nuestra Señora de la Providencia
- Jayro Cabrera Pizarro
- Verónica Cosme
- Club de Voleibol - Lancheras
- Filantropía PR





F3S

The F3S Grant supports organizations that graduated from labF3S and promotes their strengthening. Its objective is to provide funds for their operational costs so they can diversify their sources of income. Operational costs include payroll, independent contractors, rent, equipment purchases, among others. Covering these costs helps the organization generate a larger impact and fulfill its mission and vision. By promoting the development of unrestricted sources of funding and the strategic participation of procurement processes for competitive funding, through funding diversification, allows Titín Foundation to move closer to its goal of strengthening the third sector.

This is the third year in which these donations were granted. The supported projects were:

Monte Azul

This organization incubates local and sustainable agricultural development initiatives, as well as renewable energy systems that empower rural communities to achieve a more robust and environmentally resilient economy. This project will give the organization resources to expand agricultural operations in its Maricao farm. Specifically, the organization will be able to: (1) build beehives for honey production and a chicken coop for egg production, (2) rehabilitate its main building to offer a farm AirBnB experience focused on coffee production and birdwatching, and (3) hire a part-time grant writer.



Mujeres de Isla

This organization seeks to move communities through dialog and action, as well as teach transferable abilities that can turn into commercial projects to increase local sustainability, promote inclusion and defend the communities they serve.

The project will grant the organization the resources to generate new strategies to diversify their sources of funding and generate a greater impact. Specifically, the organization will be able to: (1) hire a business development leader in agricultural eco-tourism who will design and promote social enterprises within Culebra to generate unrestricted funding that will strengthen the organization's programs and projects, and (2) hire a grant writer who can create new partnerships and strengthen existing ones with public or private donors, apply for funding to gather social capital, donations, and more visibility for the people of Culebra.

Arte y Maña

This non-profit organization has a mission to give communities arts and culture-based tools that promote social well-being, solidarity, leadership, and entrepreneurship. This project will give the organization resources to create new strategies that will diversify its sources of funding and generate a larger impact. Specifically, the organization will be able to: (1) rent a physical space to carry out its many activities, which can also be used as a sublet for rehearsals, workshops, and other events, (2) hire the professional services of a Certified Public Accountant to help them prepare audited financial statements, and (3) cover the salary of a grant writer.





Yenlys Hernández Circo Carampa School, Madrid, Spain



Photo by Paulo Castrodad, Balule Reserve, South Africa

SCHOLARSHIPS

Elementary school

- Colegio María Auxiliadora

Middle school

- Colegio Santa Gema
- Colegio San Juan Bautista

High school

- CPN - Colegio Puertorriqueño de Niñas
- Colegio San Ignacio

Parroquia San Luis Rey Scholarship Program

- Colegio Nuestra Señora de Guadalupe
- Academia San Jorge
- Colegio Santa Cruz Montessori
- Colegio Nuestra Señora de Belén
- Colegio Nuestra Señora de Guadalupe

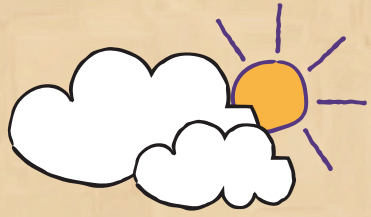
College Studies

- Pratt Institute
- Escuela de Circo Carampa en Madrid, España
- PUCPR - Pontificia Universidad Católica de Puerto Rico
- Paulo Javier Castrodad - Intern, Balule Reserve, South Africa
- MCAT Support
- Valentina Isabel Dávila (table tennis training)

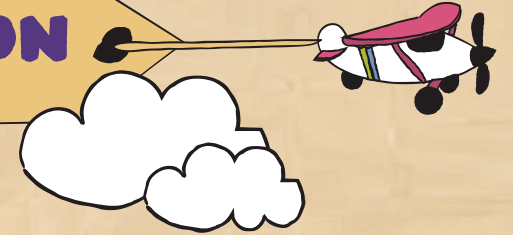
Boys And Girls Club Bayamón English Lab Inauguration

In 2021, Titín Foundation gave the Bayamón Boys and Girls Club of Puerto Rico a multiannual grant. This donation was destined to develop a Bilingual Club so that participants could develop their English language abilities, an important skill that will open doors for them in the future. In 2023, part of the grant was used to inaugurate the first English Lab, where participants can use technology as an integral part of the learning process. The space features areas for computers, podcast production equipment, reading, games, and everything you need to learn English.





MATCHING-FUND CAMPAIGN BY TITÍN FOUNDATION



CUENTAx2 DONATIONS

For a second consecutive year, Titín Foundation and its Donations Program carried out its fund-pairing campaign CUENTAx2 for the first 20 non-profit organizations that met all requirements.

THESE WERE:

- | | |
|------------------------------------|---|
| 1- Sociedad Pro Hospital del Niño | 11- Institute for Individual Group and Organizational Development |
| 2- Museo de Arte Contemporáneo | 12- Fundación Borincana |
| 3- Instituto Psicopedagógico de PR | 13- Fundación de Culebra |
| 4- Asociación ACirc | 14- True Self Foundation |
| 5- Monte Azul | 15- Mentes Puertorriqueñas en Acción |
| 6- Centros Sor Isolina Ferré | 16- Espacio A |
| 7- G-8 | 17- Para Servirle |
| 8- Ciencia Puerto Rico | 18- Carrusel en la Sebastiana |
| 9- Eco Recursos Comunitarios | 19- De Frente al Alzheimer |
| 10- Arte y Maña | 20- CenAIKE |



- Partnership with PayPal to accept donations through the SFPR platform.
- Titín Foundation destined a fund of **\$100,000** to match **\$5,000** per organization.
 - This year **12** organizations surpassed the goal, raising **\$100,713.44** which turned into **\$175,713.44** with the funds matched by Titín Foundation.

a total of

12

**ORGANIZATIONS
ACHIEVED THE GOAL
AND RECEIVED THE
TOTAL MATCH OF:**

\$5,000

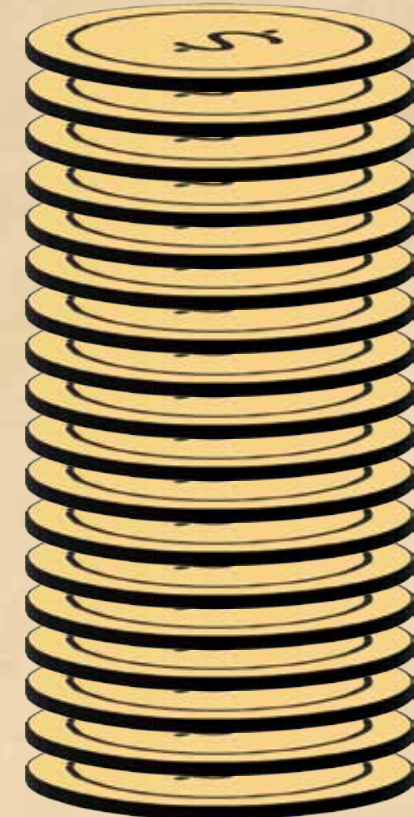
\$100,713.44

\$175,713.44

Cuenta x 2 Funds Raised



Total Funds



With Titin Foundation Pairing



40/ NEGOCIOS

EL NUEVO DÍA • @nuevodia.com

MARIN DÍAZ
www.40negocios.com

Una nueva entidad sin fines de lucro enfocada en impulsar el desarrollo económico de la región sur de Puerto Rico, comienza a dar los primeros pasos, luego de tres años de gestación y trámites ante el gobierno federal.

La Organización del Distrito de Desarrollo Económico del Sur de Puerto Rico (Spredco), por sus siglas en inglés recién acaba de obtener la certificación de la Administración de Desarrollo Económico Federal (EDA), por sus siglas en inglés como "distrito económico".

Es la primera vez que una organización de Puerto Rico obtiene la certificación de EDA, aunque en Estados Unidos hay varios años de distritos económicos similares a este, según **Salvador Rivera**, presidente de Spredco y representante de la Cámara de Comercio del Sur de Puerto Rico.

Al obtener la certificación, Spredco podrá conseguir fondos federales de EDA para atraer inversión que genere impacto económico y empleo en la zona sur. La organización se creó para apoyar a seis municipios: Ponce, Peñuelas, Guayanilla, Caguay, Yauco y Juana Díaz.

La idea de fundar Spredco surgió hace tres años, por parte de los líderes de la Fundación Titín, quienes crearon los fondos que los hermanos Irma y María, los hermanos y la presidenta habían ocasionado en los municipios del sur.

"Titín fue la organización que lideró el esfuerzo para que el gobierno federal obtuviera la certificación de distrito de desarrollo económico", expresó Rivera, al indicar que el esfuerzo concluyó una apertura económica estimada en \$200,000 que atrajo Titín en su totalidad.

La Fundación Titín, fundada en el año 1993 para continuar la labor filantrópica de **Luis Felipe Segura Borerman**, conocido como Titín, y se enfoca en impulsar iniciativas que fortalezcan al tercer sector, la educación, las artes y una mejor calidad de vida para la población.

Al momento, la junta de directores de Spredco la conforman **Sofía Martínez**, directora ejecutiva de la Fundación Titín, quien es la vicepresidente; **Elizabeth Colón**, directora ejecutiva del Ponce Neighborhood Housing (Ponce NHE) en la zona sur; y **Rivera** la preside. En los próximos meses, ampliarán la junta directiva, se indica.

Esta certificación no tiene fecha de caducidad, según Rivera.

Durante este primer año de operaciones, Spredco contratará personal -tres o cuatro empleados para el manejo de la oficina, quienes realizarán las gestiones legales, y servirán de enlace con los alcaldes y organizaciones de la región, entre otras funciones.

Por ahora, no han identificado cuál será el primer proyecto de desarrollo econó-



Una de las casas afectadas por los terremotos de enero del 2021 en la barriada La Esperanza, en Guayanilla. Así luce tres años después del evento sísmico.

Aval federal a nueva iniciativa para el sur

Spredco recibe certificación que facilita la obtención de fondos federales para impulsar las economías de Ponce, Yauco, Guánica, Peñuelas, Guayanilla y Juana Díaz

miro en el que trabajó Spredco. Para Rivera además que ya estamos cerca a los seis alcaldes de la región para coadyuvar requisitos y empezar a conocer las necesidades de cada municipalidad.

"Al tener esta certificación como distrito económico no es que se consigamos fondos para construir caminos o pintar edificios. De eso no se trata. Las propuestas serán para proyectos que impulsen la salud, la educación, que creen empleo y reactiven la economía de estos seis pueblos", manifestó el presidente de Spredco.

Agregó que ya lo han contactado procuradores de la zona, así como representantes de diversas sectores económicos, entre ellos, construcción, salud y educación, para presentarles diversos proyectos. "Es que se va a seguir a la municipalidad que estamos, y con la voluntad que tenemos, podemos hacer la primera propuesta en



Salvador Rivera, presidente de Spredco, aseguró que es la primera vez que una organización de Puerto Rico obtiene la certificación de EDA.



REFLEJO DE LA POBREZA EN EL SUR

Comprende los municipios de Guánica, Guayanilla, Juana Díaz, Peñuelas, Ponce y Yauco

272 222

18 ECONOMÍA

MIÉRCOLES, 31 DE MAYO DE 2023

WOCERO



El primer trimestre de 2023, según los líderes de Spredco, se va a seguir a la municipalidad que estamos, y con la voluntad que tenemos, podemos hacer la primera propuesta en

Gobierno federal designa el primer distrito económico en Puerto Rico

Beneficiará los municipios de Guánica, Guayanilla, Juana Díaz, Peñuelas, Ponce y Yauco

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Con el fin de impulsar la economía del área sur de Puerto Rico, la Administración de Desarrollo Económico de Estados Unidos (EDA), en inglés designó el primer Distrito de Desarrollo Económico (DED), en inglés tras el fuerte impacto que sufrió la zona a consecuencia de los huracanes y temblores de los pasados años.

De acuerdo con **Salvador Rivera**, presidente de la junta del Southern Puerto Rico Economic Development District (Organización Spredco), este es el primer distrito económico privado sin fines de lucro que la EDA otorga en Estados Unidos, dado que suele otorgarse a entes ligados al gobierno.

La designación federal para el Distrito Económico del Sur beneficiará a los municipios de Guánica, Guayanilla, Juana Díaz, Peñuelas, Ponce y Yauco, por lo que ya Spredco se comunicó con los seis alcaldes para identificar las necesidades de dichos municipios.

"El propósito es promover el capital pro-

ductivo, el cual rondó los \$200 mil, según Rivera. Asimismo, la Administración de Desarrollo Económico Federal aportó fondos adicionales.

Titín Foundation fue la organización que capturó el comité multisectorial que analizó y aprobó la implementación de la estrategia integral de Desarrollo Económico (CEDE), en inglés para el Distrito de Desarrollo Económico del Sur.

"Titín Foundation es el actor principal en la creación de Southern Puerto Rico Economic Development District Organization, una entidad sin fines de lucro calificada como 501(c)(3), que está a cargo de la implementación de esta iniciativa y su estrategia para procurar fondos federales asignados en los países establecidos en el CEDE", expresó **Sofía Martínez-Avarec**, directora ejecutiva de Titín Foundation.

"Puerto Rico está lleno de recursos. Lo que hay que hacer es identificarlos e integrarlos (organizarlos). Por ejemplo, en Guánica y Peñuelas se fortaleció el sistema de salud, pero no hay médicos y enfermeras", señaló Rivera.

Los esfuerzos para la aprobación de este primer distrito económico en Puerto Rico constataron con el liderazgo de la organización Titín Foundation, la cual desembolsó el capital inicial para comenzar los procesos de

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PREMIOS ESPECIALES DEL PRESIDENTE

DESARROLLO ECONÓMICO
TITIN FOUNDATION



STRATEGIC PARTNERSHIPS

SEDD-PR

The Southern Economic Development District of Puerto Rico (SEDD-PR) is the first economic development district created by the Economic Development Administration (EDA) in Puerto Rico.

SEDD is a non-partisan, non-profit organization that works to strengthen the regional economy of Puerto Rico's southern region, with an emphasis in four key industries: health services, agriculture, tourism, and the blue economy.

Titín Foundation and Lic. Alfredo Martínez Álvarez received the President's Special Award for Economic Development, granted by the Southern Chamber of Commerce.



PUBLIC POLICY

This year the Foundation established a Public Policy program. Its mission is to understand the challenges that affect non-profit organizations and design strategies to overcome them, taking full advantage of the opportunities available in governmental entities.

Among this program's achievements are:

The design of a working agenda focused on three points that seek to strengthen the third sector with the following goals:

- Increase financing and decrease economic burdens for non-profit organizations.
- Reduce bureaucracy for non-profit organizations.
- Promote the development of non-profit organizations.

Other achievements included:

- The presentation of the Foundation's first explanatory memo.
- Collaboration with **Movimiento Una Sola Voz**, which resulted in important amendments to Senate Project 973, ensuring that the Legislative Fund for Community Impact isn't used inadequately.

Jeirca Medina Pagán, Associate Director of Public Policy,
and Hazel Colón, Programs and Strategy Director



OUR TEAM

Sofía Martínez-Álvarez

Executive Director

Hazel Colón Vázquez

Director of Programs and Strategies

María Cristina Moreno Villareal

Director of Communication

Jeirca Medina Pagán

Associate Director of Public Policy

Paula I. Fournier del Valle

Programs Manager

Adriana I. Rivera Rivera

SINFINESPR Programs Officer

Briana Lee Rodríguez Camacho

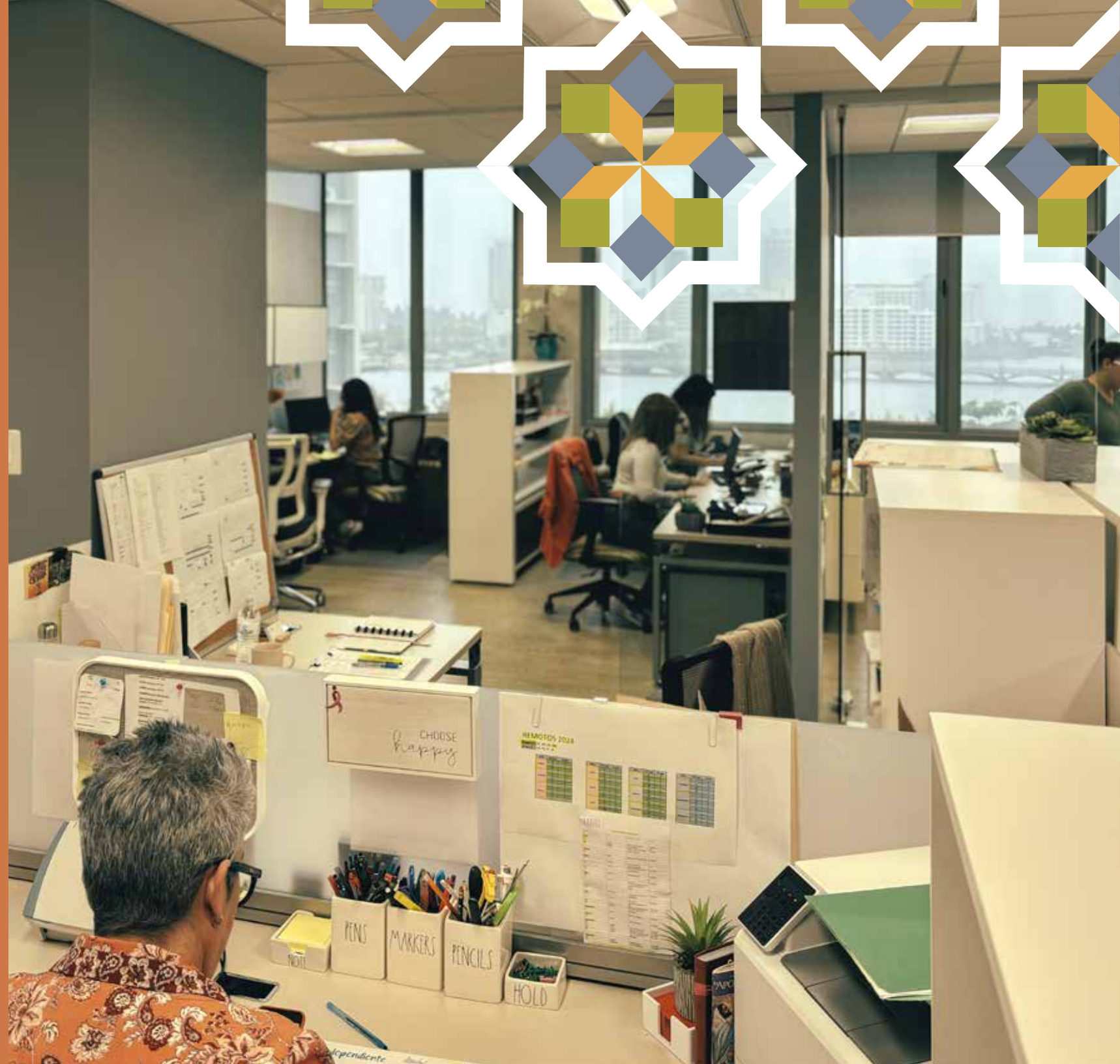
Product Development Officer

Maribel Pintado Ocasio

Assistant to the President of Titín Foundation's
Board of Directors

Jacqueline Rodríguez Martínez

Assistant to the Executive Director



2024 WORK PLAN

Titín Foundation's team will keep working on three main programs, continuing our goal of aligning all of our efforts to strengthen the non-profit sector.

STRATEGY

To do this, it will be imperative to implement our Theory of Change 2024-2030, on which we worked on last year. Its focus is the financial sustainability of non-profit organizations.

Our agenda for non-profit organizations to reach that sustainability is based on 5 pillars:

- Recruitment and retention of skilled talent through professional development and competitive salaries.
- Sound administration, operations, and governance practices.
- Partnerships and collaborations among organizations, the private sector, and the public sector to maximize the impact of their efforts.
- A culture of evaluation, planning, and design of programs that feature data gathering and analysis.
- Implementation of high-impact programs to achieve social change.

SINFINESPR

In the Product Department, we'll keep improving the user experience of our platforms through:

- The creation of a closed login system for editing profiles.
- Integration of PayPal in every profile to simplify the donation process.
- Easier-to-use registration system.

labF3S

We'll keep improving the onDEMAND product, which will always remain active.

We'll launch a redesigned and refocused Phase II to help non-profit organizations create competitive projects and access more funding.

Phase IV Launch: training focused on social entrepreneurship so that non-profit organizations can create a source of income within their entity.

GRANTS

We'll structure the goals of the Donations program to better sync with other programs and projects in the Foundation.

PUBLIC POLICY

We'll implement the agenda set in 2023, which seeks to:

- Increase financing and decrease economic burdens for non-profit organizations.
- Reduce bureaucracy for non-profit organizations.
- Promote the development of non-profit organizations.

COMMUNICATIONS

- Keep adjusting and supporting the Foundation's programs.
- Keep working on the uniformity of the message that stems from the new Theory of Change.
- Redesign Titín Foundation's webpage.

¡gracias!

