

DONOR IMPACT

2017





Dear Friends

We offer boundless thanks to God because he has allowed us to reach 27 years of humanitarian work benefiting Nicaraguan children. Through this work of love and hope more than 521,000 health services have been provided, including more than 250,000 rehabilitation services, more than 35,000 surgeries and 200 medical missions delivered free of charge.

I am very excited to share with you that **APROQUEN** held its launch event in the United States with the goal of growing our donor network, guaranteeing for the coming decades comprehensive free health services for children suffering from burns as well as those with cleft lip and palate.

Thanks to the partnership we established with Smile Train, **APROQUEN** became the host of the First Regional Meeting in Orthodontic and Pre-Surgical Orthopedic Treatment of patients with Cleft Lip and Palate. Through this regional meeting we expanded the boundaries of care and brought the Central American region together in a first and unique experience.

40% of children who are treated at our Burn Center have serious injuries caused by burns to the hands. Thanks to the support of the Government of Taiwan and Sunshine Social Welfare Foundation (SSWF), we trained 15 physical therapists from sister organizations in Latin America on the management of burns of the hands in burn survivors. With these trainings, **APROQUEN** not only wishes to improve the quality of care provided to children in Nicaragua but also strengthen the knowledge and skills of our regional sister organizations.

Your commitment to and love for our children give us confidence that in a future together we will continue moving forward and...

“TURN TEARS INTO SMILES.”

Blessings,



Vivian Pellas
Founder and President

Mission

APROQUEN provides comprehensive care free of charge to children suffering from burns and those with cleft lip and palate in Nicaragua, as well as technical training for our sister organizations across Central America.

Vision

Be leaders in transforming the lives of our burn and cleft lip and palate patients through world class treatment based on innovation and research.





So many ways to help







Why Nicaragua?

Nicaragua is the second-poorest country in the Western Hemisphere. 42.5% of the population lives in poverty, and 14.6% in extreme poverty. This, coupled with limited access to education, presents ideal conditions and risk factors for a high incidence of children who are accidentally burned. In addition, cleft and lip palate is a prevalent condition in Nicaragua due to poverty, limited awareness and lack of medical resources, which prevents families in need from obtaining treatment.





Children of A

61.8%

of burns are
caused by
scalding.

75%

of children who
suffer from a burn
are under the age
of 5.

95%

of accidental
burns occur in
the home.

APROQUEN

24%

of cleft lip and palate patients are between 0-11 months and 69% under the age of 6.

56%

of burn patients at APROQUEN come from outside the capital city of Managua, Nicaragua.

60%

of cleft lip and palate patients come from outside the capital city of Managua.





Our Holistic Model

The **APROQUEN** model centers on medical, social, and psychological interventions to children and their families with limited resources. Our holistic and integrated approach includes:

Health Services

COMPREHENSIVE CARE OF THE PATIENT WITH BURNS

- Outpatient Consultation with Multidisciplinary Team
- Counseling for Patients and Families
- Nutritional Management
- Management of Critical and Severe Burns in Intensive Care Unit (ICU)
- Plastic and Reconstructive Surgery
- Physical Rehabilitation: Physiotherapy, Orthotics and Compression Garments
- Occupational Therapy

COMPREHENSIVE CARE OF THE PATIENT WITH CLEFT LIP AND PALATE

- Pediatric Dentistry
- Nutritional Management
- Counseling for Patient and Families
- Speech Therapy
- Orthodontics
- Plastic and Reconstructive Surgery
- Otolaryngology (ENT)
- Oral Health Patient & Family Education

Education & Prevention

- To decrease the incidence and prevalence of child burns, **APROQUEN**'s medical team conducts educational prevention workshops at pre-schools and elementary schools throughout Nicaragua's most underserved and high-risk communities.
- Due to limited access to health services in rural areas, **APROQUEN**'s medical team travels throughout the country teaching health professionals how to stabilize a patient in the first 24 hours after a burn.
- With the support of different media outlets in Nicaragua, **APROQUEN** conducts an ongoing public education campaign for burn prevention.

Social Services

- **APROQUEN** provides free room and board for families in need at “**Casa Albergue**” so they can stay close to their children while they receive treatment.
- **APROQUEN** also provides formula and special baby bottles to help replace the caloric intake loss of those children born with cleft lip and palate.

Campana de Prevención de Quemaduras



CALENDARIO



Overcoming Obstacles: The Story of José Alejandro Matamoros





According to **APROQUEN** statistics, 95% of accidental burns occur in the home. In March 2017 José Alejandro Matamoros was no exception to the rule.

José Alejandro was born in Ciudad Darío (Matagalpa), a city located 90 kilometers from Managua (Nicaragua's capital). He is the older of two children. His mother Roxana, 35, is a stay at home mom and his father Alejandro, 37, works in construction.

José Alejandro is a survivor. His bedroom caught on fire due to an electrical outage while he was sleeping in the room with his younger brother. His 80 year old grandmother, thankfully, came to the rescue a few minutes later when she saw smoke coming out of the room. Due to her hearing problems, she had not heard José Alejandro screaming for help.

José Alejandro suffered severe burns to 14% of his body. He came to the **APROQUEN** – Burn Center the same day of his accident and spent 14 days hospitalized of which 11 were spent in the Intensive Care Unit (ICU).

After being discharged from the hospital, José Alejandro's intensive rehabilitation journey began. The doctor told Roxana that she needed to bring him on a weekly basis. Coming and going was a challenge because of transportation costs. Thanks to the commitment of a generous donor José Alejandro has not missed one rehabilitation therapy since his outpatient treatment began.

Roxana has been instrumental in her child's recovery process. She not only ensures that he comes to every medical appointment but during his rehabilitation sessions also plays a critical role learning how to do the exercises that José Alejandro must do at home. She is determined to help José Alejandro regain his confidence and pushes him to do all the things he once enjoyed doing such as playing outside with kids from his neighborhood. José Alejandro is now 7-years-old, likes to play with soccer balls and cars and loves to eat chocolate. He is in the first grade and with the support of his teachers, friends and family has learned to read.

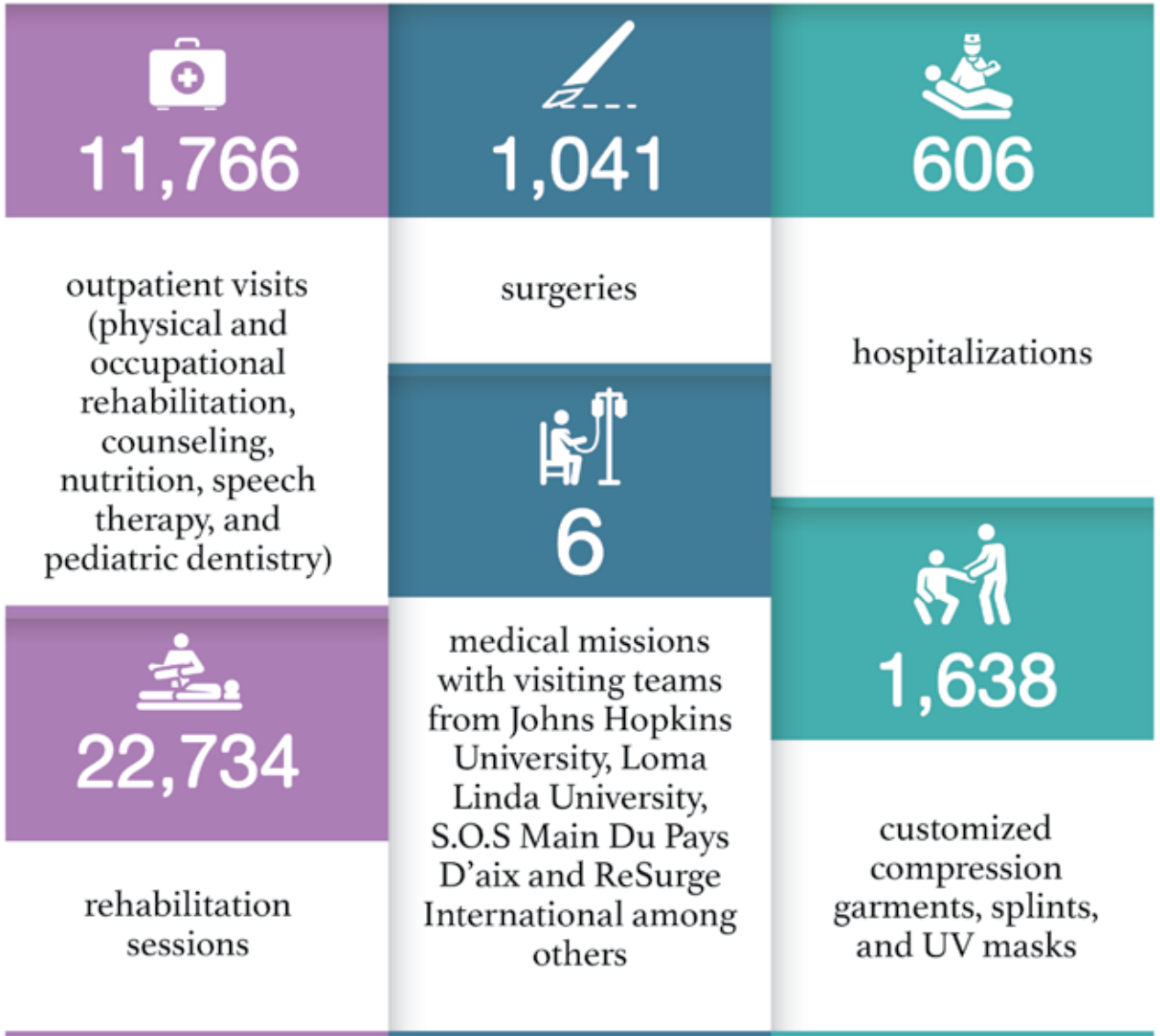
Like José Alejandro we have hundreds of children whose journey to restore their lives has been possible thanks to heroes like YOU.



2017 Outcomes



Medical Outcomes:



Prevention & Education Outcomes:



13

Prevention workshops conducted at schools and communities in 3 departments of Nicaragua (Managua, Granada and Matagalpa).

552 children and 102 adults trained together with our implementing partners Seeds For Progress and Fabretto Children's Foundation.



7

Trainings Conducted in the "Regional Program for the Treatment, Rehabilitation, Training and Prevention of Children" in Central and South America

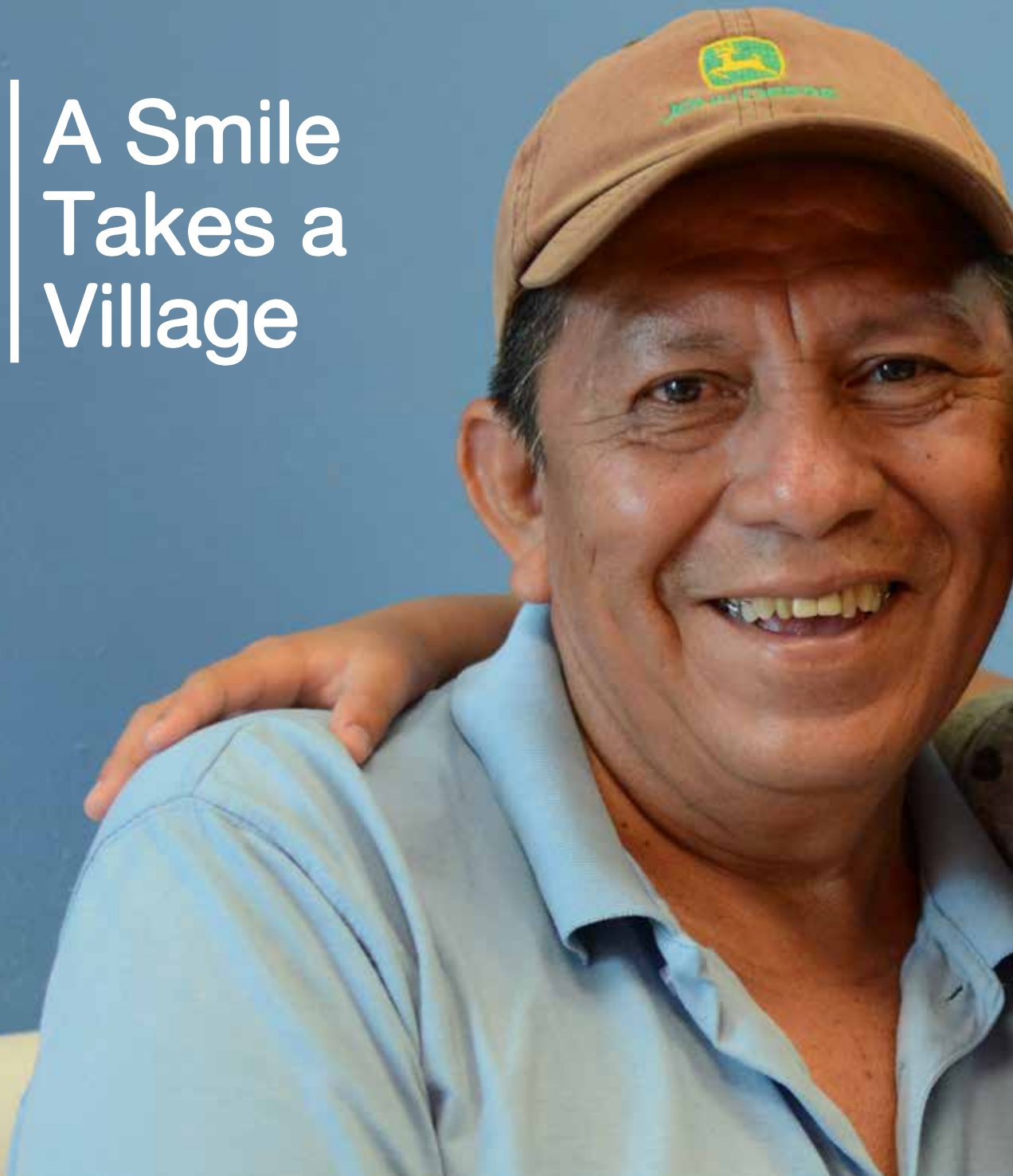


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countries participating in regional trainings (Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, Argentina, Peru, Mexico, Panama, Colombia)



A Smile
Takes a
Village





At **APROQUEN**, 24% of patients with cleft lip and palate are between 0-11 months.

Marjin was very surprised when she learned her daughter, Perla, was born with a cleft lip and palate. At this moment, her fierce journey to seek medical treatment was only beginning. Marjin and Perla would later travel more than 279 kilometers from El Jucar, Nueva Segovia to Managua (Nicaragua's capital) in order to receive treatment at **APROQUEN's** Burn and Cleft Lip and Palate Center.

At **APROQUEN**, we understand the difficulties some families face in order to arrive at our center. This is why we optimize each patient's visit by ensuring that all the team of medical specialists can evaluate the patient, and provide the necessary subsequent treatment on the same day.

From the beginning, Perla stole the hearts of the multidisciplinary team of specialists dedicated to her care. At only 14 days of age, Perla had her first maxillary plate placed, which assists in the molding of the maxillary bones, and makes it easier for her to be fed. When she was 4 months old she had her first lip repair, and at 12 months she underwent surgery again to have her palate repaired.

During the course of Perla's treatment, Marjin traveled to Spain in search of a job that could provide for better living conditions for her daughter. Her story demonstrates how borders and distance do not matter when you are

determined to give your child a better future, and is a true inspiration for many of us!

Dr. Daisy Masis, Pediatric Dentist at the **APROQUEN** Burn and Cleft Lip and Palate Center describes the doctor-patient relationship that is built as “invaluable.” She states, “My bond to Marjin is one that I will always cherish.” Despite being miles away she is actively participating in Perla’s treatment through phone calls, video calls, emails, and instant messaging.

Our little girl-in-pink, as she is known by the team of medical specialists at **APROQUEN** has come a long way in her treatment. At 8 year’s old with beautiful long curly hair, Perla hopes to become a doctor when she grows up.



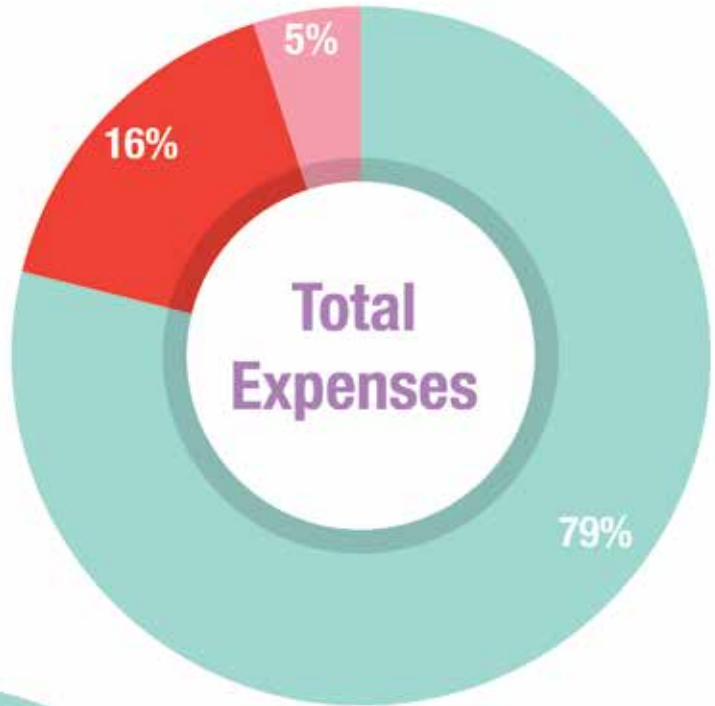
2017 Financials

With your generosity **APROQUEN** continues to touch the lives of the most vulnerable children and families in Nicaragua suffering from burns and cleft lip and palate. Focusing on care and not cost, **APROQUEN** provides its high-quality standards in modern facilities, completely FREE to patients.

This report reflects consolidated financial statements from **APROQUEN**'s two registered non-profit organizations (Nicaragua and the U.S.).

Total Expenses:
\$2,804,816

- Programs ●
- Administration ●
- Fundraising ●



- Corporations & Foundations ●
- In-Kind ●
- Events ●
- Private Contributions ●

Total Giving:
\$3,726,427

Thank you
to our
Medical
Partners



Dr. Stafford Broumand
Plastic Surgeon 740 Park Plastic Surgery.
New York, United States

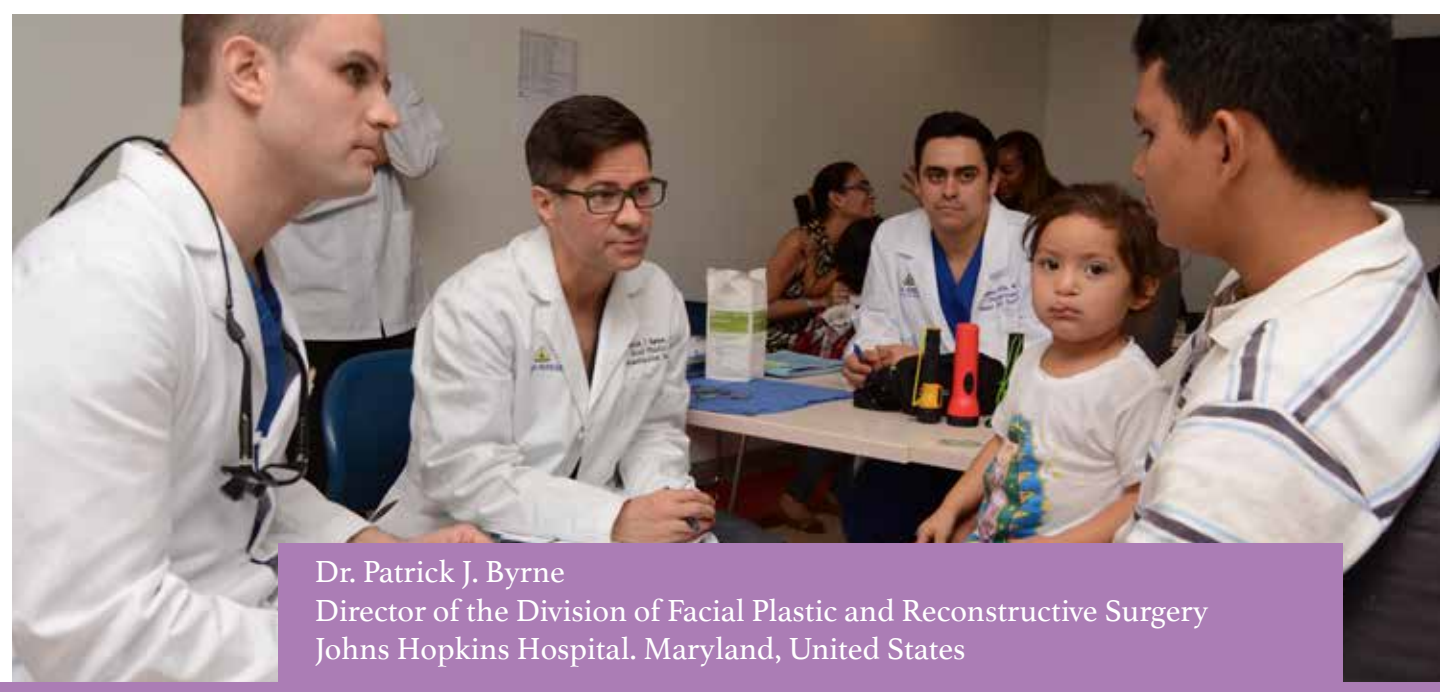


Sunshine Social Welfare Foundation
(SSWF). Taipei, Taiwan





Resurge International, California, United States



Dr. Patrick J. Byrne
Director of the Division of Facial Plastic and Reconstructive Surgery
Johns Hopkins Hospital. Maryland, United States



2017 APROQUEN Donors

On behalf of the children we serve, APROQUEN thanks you for your kindness.

\$75,000 or more

BAC CREDOMATIC NETWORK

Ron Flor de Caña

Sr. Carlos Pellas Chamorro

Embassy of Japan in Nicaragua

GBM CORPORATION

Supermercados La Colonia

\$56,000 - \$74,999

CLARO

Central American Bank for Economic Integration
(CABEI)

Mr. Marc Stanley

\$37,000 - \$55,999

SER CORPORATION

Sunshine Social Welfare Foundation (SSWF)

\$25,000 - \$36,999

D' GUERRERO INGENIEROS

PUMA Energy Foundation

DICEGSA

Smile Train, Inc

Mrs. Nena Pellas

\$10,000 - \$24,999

GGI Tuning

Mr. Silvio Pellas & Mrs. Consuelo Martínez

Grupo Casa Pellas

Puma Energy Nicaragua

ANBER, S.A

BAC Florida Bank

Dr. Danilo Manzanarez

Mrs. Adela Pellas de Solórzano

NIMAC

Mr. Greg Angel

Mr. Lorry Lichtenstein

Mr. Michael Wood

Mrs. Lydia Work

\$5,000 - \$9,999

Compañía Cervecera de Nicaragua (CCN)

Lucalza Nicaragua S.A

Internacional & Consultoria S.A

Durman Esquivel, S.A

Mr. Frank Robleto

Mr. Rajay Bagaria & Mrs. Rajni Singh
Mr. Juan José Domenech
Hospital Vivian Pellas
Mr. Francis Durman
Seguros América, S.A
Mr. Edgar Ahlers
Mr. David Flory

Mr. Curt Schaeffer
Mr. Christopher Jessen & Mrs. Laura Goldblatt
Children´s Burn Foundation (CBF)
Acco Terramar

In Kind

Hospital Vivian Pellas
Food for the Poor (FFP)
American Nicaraguan Foundation (ANF)
Direct Relief
Children´s Burn Foundation (CBF)
DICEGSA
CLARO
Medical Bridges
Dr. Ricardo Castellón
Laboratorios Abbott

Hasbro Latin America, INC
GGI Tuning
Decorando S.A.
Mr. Eric Brennar & Mrs. Ilse Manzanares
Grupo Casa Pellas
Dr. Naoki Ned
Dr. Pedro Santiago
Mrs. Ingrid S. Parry MS, PT
Mrs. Gretchen J Carrougner MN, RN

Medical Partners

The Johns Hopkins University School of Medicine
Loma Linda University
Brown University
ReSurge International
Physician's For Peace (PFP)
Greater Baltimore Cleft Lip and Palate Center
740 Park Plastic Surgery
Sos Main Du Pays D´ Aix

Sunshine Social Welfare Foundation (SSWF)
Memorial Hermann
Smile Train
Duke University
Emory University

APROQUEN LEADERSHIP

Board of Directors

Vivian Pellas – President

Carlos Pellas – Vice-President

Vernon Guerrero – Treasurer

Danilo Manzanares – Secretary

Eduardo Montiel – Vice- Secretary

Management Team

Vivian Pellas – Founder and President

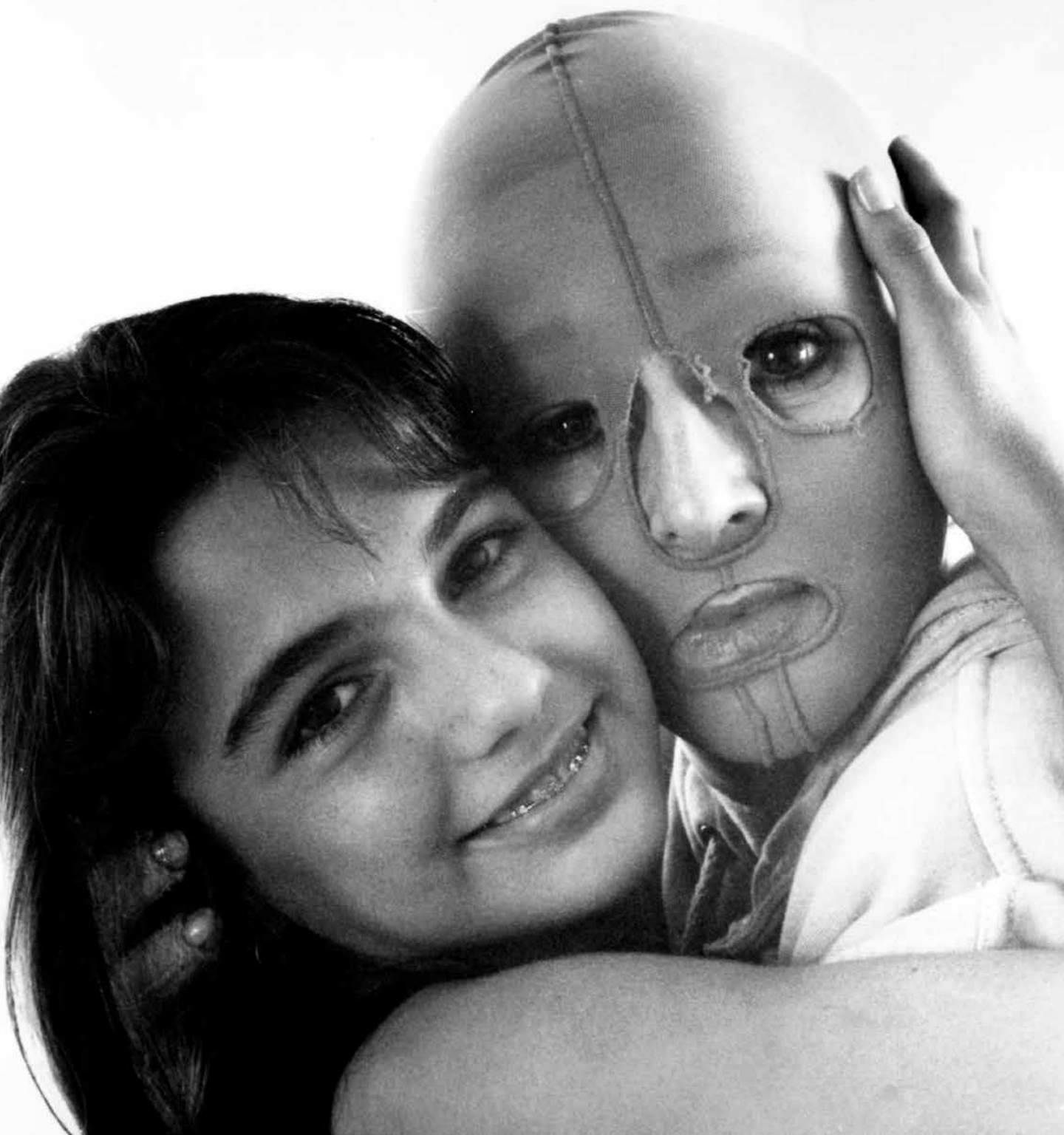
Dr. Mario Pérez – Medical Director

Dennis Schwartz Arce – Director of Marketing & Communications

Hector Gaitan – Director of Donations and Volunteering

Gisella Rodriguez – Director of Finance and Administration

Evelyn Murillo – Director of Development





aproquen

Turning Tears into Smiles

www.aproquen.org

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