

ANUAL REPORT 2018



aproquen

Turning Tears into Smiles



Smiles, Thanks & Blessings

Dear Friends,

It is with profound gratitude that we present this report, corresponding to a year of great challenges, one that left us, with the deepest sense of the human spirit, in a cause that beats not only in the hearts of Nicaraguans, but also in the hearts of the international community.

As a result of your commitment and unconditional support in 2018, we provided more than **28,000 health services, including 836 surgeries and 20,121 rehabilitation services.** In 27 years, through this work of love and hope, more than 586,000 health services have been provided free of charge.

Our Regional Program for the Treatment, Rehabilitation, Training and Prevention of Children suffering from burns in Central and South America, including Panama and the Dominican Republic, reached more than 300 health professionals through educational capacity training in the areas of rehabilitation, nutrition, nursing, pediatrics and surgery. This outreach in effect has impacted the lives of more than 30,000 burn survivors with high-quality medical interventions.

Today, more than ever, our Burn Prevention Program fills a key vital role. To date, the Program has reached **17 schools in 6 Nicaraguan departments** with the highest incidence of burns, thus, impacting the lives of more than

2,635 children and 760 teachers, parents and community leaders.

At APROQUEN, faith and hope lead us to advance each day, along with your unwavering commitment of....

“TURNING 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.**





Why Nicaragua?



Nicaragua is second-poorest country in the Western Hemisphere.

42.5 % of the population lives in poverty, and 14.6 % in extreme poverty.

Limited access to education and awareness and a lack of medical resources, presents ideal conditions and risk factors for a high incidence of children who are accidentally burned and/or born with cleft lip and palate.



Children of APROQUEN

- 65% of burns are caused by scalding (hot liquids).
- 44% of accidental burns occur in the home, specifically in the kitchen.
- 56% of children who suffer from a burn are under the age of 5.
- 55% of burn patients at APROQUEN come from outside the capital city of Managua, Nicaragua.
- 26% of cleft lip and palate patients are between 0-11 months.
- 68% of cleft lip and palate patients are younger than 5 years old.
- 59% of cleft lip and palate patients come from outside 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

BURN PROGRAM

- 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

CLEFT LIP AND PALATE PROGRAM

- 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.**





COURAGE AND DETERMINATION

The Story of
Johander Blandon

At APROQUEN 56% of our burn patients are less than 5 years old and 65% of their burns are caused by exposure to hot liquids.

When Johander Blandon was only 2 years old, he tripped over a boiling pot of beans that was cooking in an open fire on the floor and suffered severe burns to his face and upper body. This tragic experience changed his life and that of his family forever. After being transferred to Managua from a local hospital in Matagalpa (hometown), a city about 90 kilometers from Managua (Nicaragua's capital), the doctors gave him 8 hours to live. He was then transferred to the APROQUEN-Burn Center where his courageous journey to fight for his life began surrounded by the healing hands of a multidisciplinary team of burn experts and God's will.

Today, Johander is a survivor! He lives with his grandparents and aunt who are his legal guardians. For more than 8 years, Johander has been coming unfailingly to his rehabilitation sessions and subsequent surgeries.

His grandparents and aunt are determined for Johander to live a thriving and fulfilling life. They are his support system and have received extensive counseling as the emotional wounds of the accident have been hard for him and his family to leave behind.

Johander dreams of the day he becomes a doctor so he can “heal the many children that are hurting, just like the doctors are doing with me,” he says. His smile and demeanor have captivated the hearts of the team of doctors that have become family.

Like Johander we have hundreds of children whose journeys to restore their lives have been possible thanks to heroes like YOU.

BEFORE



AFTER





2018 Outcomes





Medical Outcomes



7,375

Outpatient visits (physical and occupational rehabilitation, counseling, nutrition, speech therapy, and pediatric dentistry).



836

Surgeries



410

Hospitalizations



20,121

Rehabilitation sessions (physical and occupational therapy).



1,131

Customized compression garments, splints, and UV masks.



2

Medical missions with visiting teams from Johns Hopkins University and ReSurge International.



Prevention & Education Outcomes



Trainings conducted in the “Regional Program for the Treatment, Rehabilitation, Training and Prevention of Children” in Central and South America, thanks to the support of the Central American Bank for Economic Integration (CABEI).



Countries participating in regional trainings (Brasil, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Peru, Colombia).



Prevention workshops conducted at schools and communities in 4 departments of Nicaragua (Managua, Granada, Matagalpa and Chinandega).



Children and 269 adults trained together with our implementing partners Seeds for Progress and Fabretto Children’s Foundation.



A Mother's Unwavering Love





A cleft lip and/or palate may occur when certain facial parts and structures do not fuse together during fetal development. At APROQUEN, 68% of patients with cleft lip and/or palate are younger than 5 years old.

When Liliam Cruz was 7 months pregnant, she was told her baby was going to be born with “lesion.” Rodrigo was born at 30 weeks’ gestation and not expected to survive. After Rodrigo’s birth, his diagnosis was confirmed: unilateral cleft lip and palate.

Rodrigo became a patient of APROQUEN at only 2 months of age when he was referred to our CLP program by his birth hospital. When he was 8 months old, he had the first of 3 surgeries. Now at 2 years of age he continues to receive speech therapy.

Liliam says, “I have no words to first thank God and then APROQUEN for all the unconditional and comprehensive care my son, Rodrigo, has received. I give my life for Rodrigo and seeing him grow and every day improve has been my biggest blessing. God will reward APROQUEN for helping so many children.”

Rodrigo and his family live in the community of Chacalapa in Rivas, about 120 kms from Managua, from where they travel to the APROQUEN CLP Center for care. Liliam is very disciplined with Rodrigo’s appointments and does everything in her power to collect on her own the money needed for their transportation.

“The sacrifices I have made are all worth it as I see Rodrigo’s healthy smile. My children Priscilla (7), Misbam (4) and Rodrigo (3) are my life and their health and well-being are my uttermost wish.”

Rodrigo is one of the hundreds of children with a forever smile thanks to your generosity and unrelenting support. Thank you for being part of his story and Turning Tears into Smiles....

BEFORE



AFTER

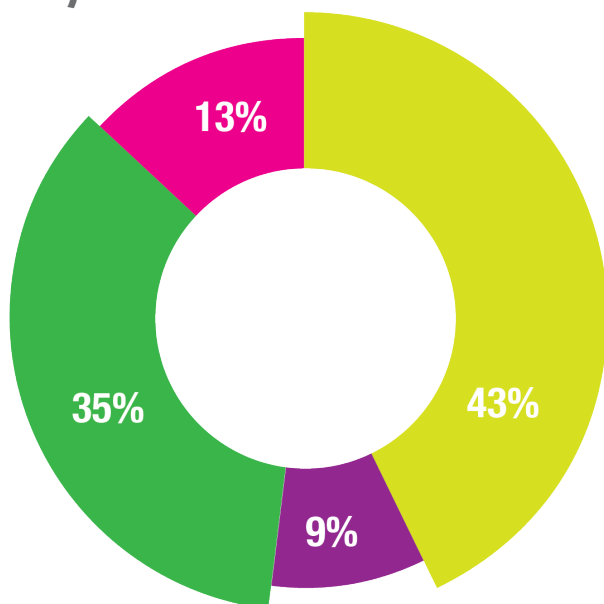




2018 Financials

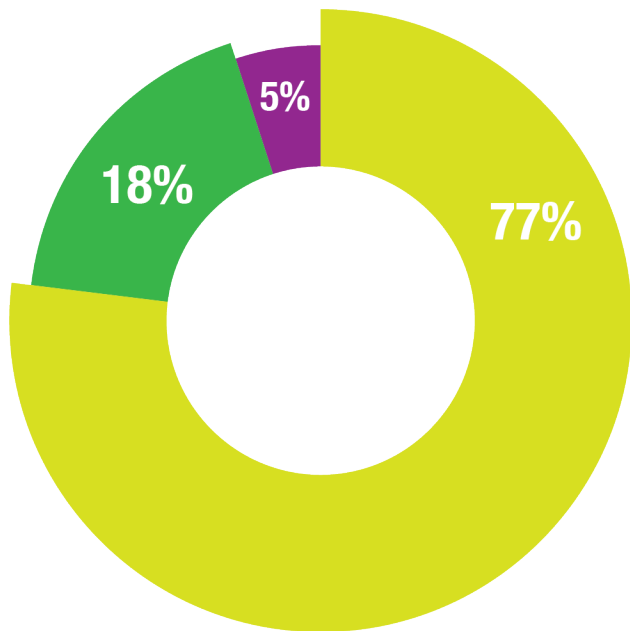
With your generosity APROQUEN continues to touch the lives of the most vulnerable children and families in Nicaragua suffering from burns, cleft lip and palate. Focusing on care and not cost, APROQUEN provides its high-quality standards in modern facilities, completely FREE to patients.

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



Sources
of Giving
\$2,765,133

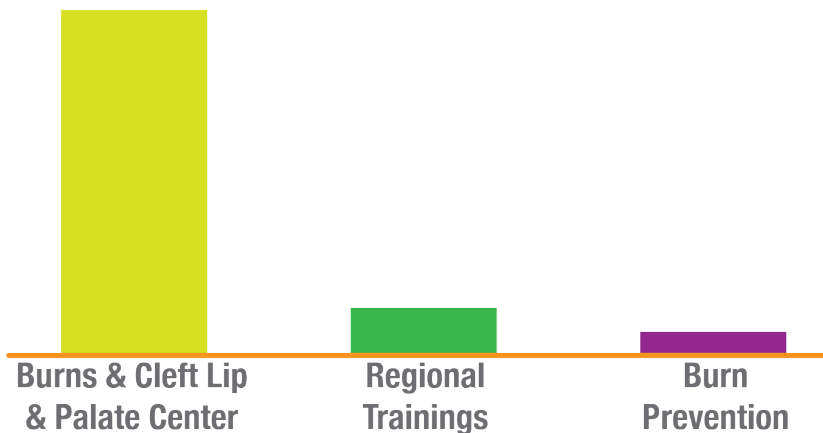
- Corporations & Foundations
- In-Kind
- Events
- Private Contributions



Investment
\$2,331,234

- Programs
- Administration
- Fundraising

Programs Expenses Breakdown





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



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

Thank you to our Medical Partners



Andrea Anaya
Smile Train Program Manager for Central America & the Caribbean



Sunshine Social Welfare Foundation (SSWF), Taipei, Taiwan.

2018 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
Carlos Pellas Chamorro
Central American Bank for
Economic Integration (CABEI)
GBM CORPORATION

DICEGSA
Smile Train, Inc
Ronald Rosenfeld
Smile Train, Inc
Nena Pellas

\$56,000 - \$74,999

CLARO
SER Corporation
Supermercados La Colonia

\$10,000 - \$24,999

Alberto Chamorro
Casa Pellas
ANBER, S.A
AVANZ
BAC Florida Bank
Carisam-Samuel Meisel, INC
Sr. Danilo Manzanarez
David Flory
Frank Robleto
Joe Clark
NIMAC
Puma Energy Nicaragua
Silvio & Consuelo Pellas
Lydia Work

\$36,000 - \$55,999

Michael Wood
Sunshine Social Welfare Foundation
(SSWF)

\$25,000 - \$36,999

GGI Tuning
PUMA Energy Foundation

\$5,000 - \$9,999

Acco Foreign Shipping, INC
Adela Pellas de Solórzano
IAndrew & Ann Tisch
COMASA
COMPAÑÍA CERVECERA DE
NICARAGUA, CCN
Children's Burn Foundation (CBF)
DHL Nicaragua S.A

Embassy of the Grand-Duchy of
Luxembourg
Edgar Ahlers
Hospital Vivian Pellas
Ilse Manzanares
Robert & Carrie Kelley
Seguros América, S.A
SITEL Nicaragua

In Kind

American Nicaraguan Foundation
(ANF)
Becton Dickman México
CLARO
DICEGSA
Dollar Rent A Car and Talleres Casa
Pellas

Hasbro Latin America, INC
Hospital Vivian Pellas
Johns Hopkins University - School
of Medicine
ReSurge International

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

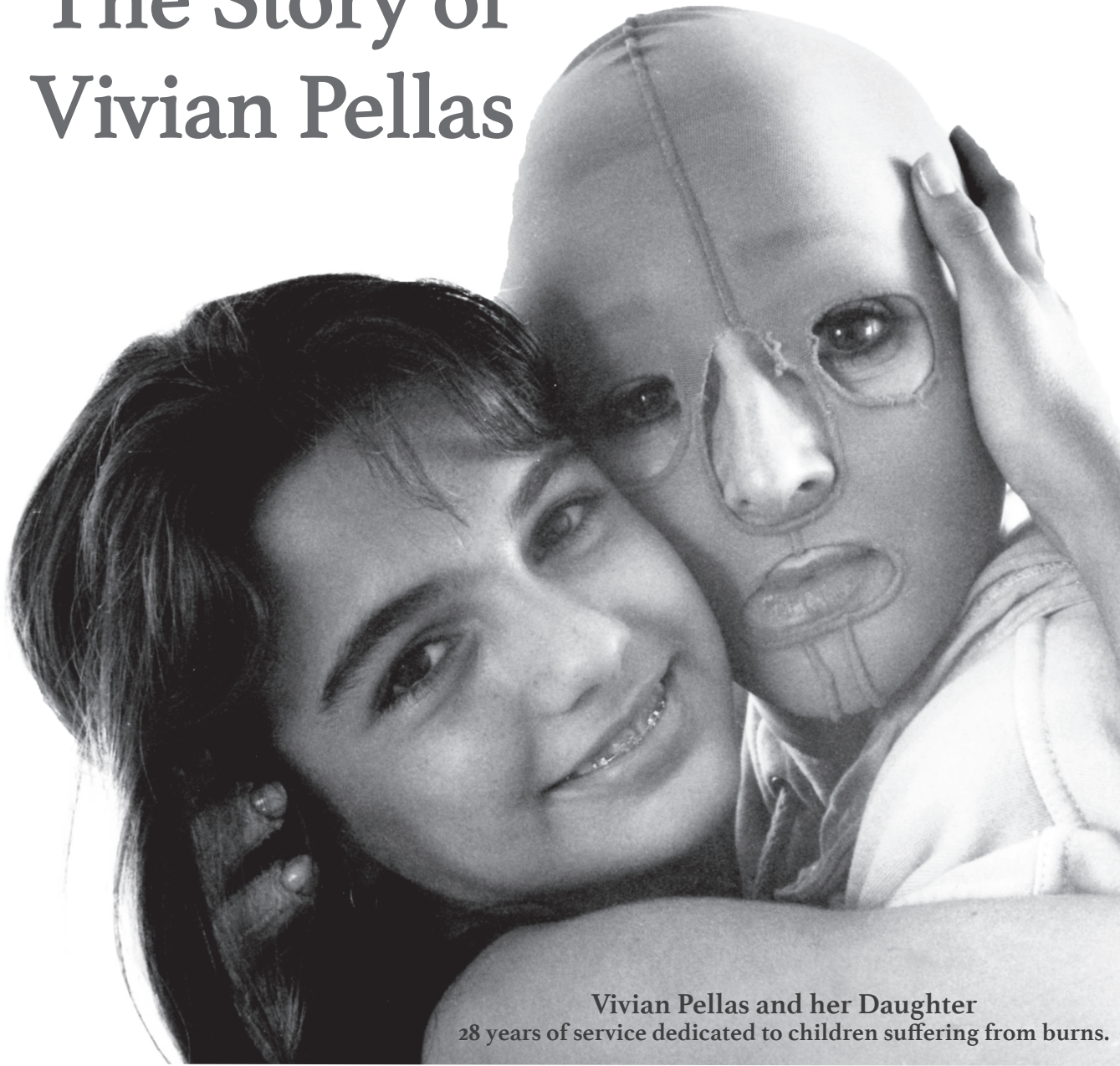
Hector Gaitan – Director of Donations and Volunteering

Gisella Rodriguez – Director of Finance and Administration

Evelyn Murillo – Director of Development

Giving Back in Gratitude:

The Story of Vivian Pellas



Vivian Pellas and her Daughter
28 years of service dedicated to children suffering from burns.

Dear Friends,

I would like to share with you a very personal story about an experience that completely changed my life and opened my heart to the world of burned children.

On October 21, 1989, my husband Carlos and I boarded a 727 of the Honduran airline TAN SAHSA, traveling from Managua to Tegucigalpa. Unfortunately, the plane never made it to Tegucigalpa, and instead crashed into Cerro de Hula at 7:50 a.m. The accident was described as the most tragic event in the history of Central American aviation as 139 lives were lost and only 10 survived. Thanks to my husband who pulled me from the flames and God who is always watching over us, Carlos and I survived.

As I was drifting between life and death while being transferred via air ambulance from the hospital in Tegucigalpa to the United States my father heard me mumbling, “I am going to build a unit for the care of burned children.” In gratitude to God that it had been Carlos and I and not our children that suffered the accident, I turned that thought into a commitment: APROQUEN was born in this moment.

I can assure you that burn injuries challenge the boundaries of one’s threshold for pain. There were many times that I felt the smallest

increase in the intensity of my suffering would most certainly be the cause of my death. But, it was not my time, and my life was ultimately spared after enduring the torturous pain caused by both my burn injuries and the 62 fractures across my face and body.

Today, there are no words that can explain how I am still here. Every moment of every day I remember how lucky I am to be able to share new experiences with my husband, children and grandchildren.

I am here by the will of God. His divine plan has given me the opportunity to take on a mission for children and help...

**“TURN TEARS INTO
SMILES.”**





aproquen

Turning Tears into Smiles

www.aproquen.org

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