

A young girl with dark hair in pigtails, wearing a light-colored t-shirt with a small logo, is smiling and looking towards the camera. The background is blurred, showing other children and balloons, suggesting a festive or social gathering. The entire image has a light blue tint.

DONOR IMPACT REPORT 2020

2020: Smiles, Thanks & Blessings

Dear **APROQUEN** *Family,*

Our hearts unite in solidarity with all of the families around the world who have been affected by COVID-19. Today more than ever, we thank God for good health and the opportunity to continue our mission to save lives.

As we faced 2020 with great adversity and uncertainty, thanks to each and every one of you, we survived, reaching in our 29 years of work, 631,672 comprehensive health services provided free of charge.

We were forced to reduce outpatient care and focus on the most critical, including intensive care, cases, which increased as a result of confinement at home. The home has always been the epicenter of burns but COVID-19 exacerbated burn accidents. In our Cleft Lip and Palate program, we redirected resources to surgical

care, which is vital to bringing back our children's smiles.

The educational programs in Advanced Life Support (ABLS) for the immediate basic care of burned patients and burn prevention, were modified to virtual modality, a new experience, full of great challenges, but also great opportunities. We reached more health professionals and achieved a multiplier impact in the different sectors, both in the medical and in the school areas.

Our Regional Program was also adapted to a virtual modality, strengthening the quality and production of compressive garments, vital in the rehabilitation treatment of our children with burns.

YOUR support is a fundamental pillar to continuing together.....

Turning Tears into Smiles

Blessings,
Vivian Pellas
Founder and President





Dr. Mario P.
Director Médico
Clínica Niños y Adolescentes



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 the second-poorest country in the Western Hemisphere.
- 44.4 % of the population lives in poverty, and 8.9 % 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.
- With the COVID-19 pandemic and children confined in their homes the incidence of pediatric burns became a more unfortunate reality.





Children of APROQUEN

72% of burns are caused by scalding (hot liquids)

47% of accidental burns occur in the home, specifically in the kitchen

66% of children who suffer from a burn are under the age of 5

63% of burn patients at APROQUEN come from outside the capital city of Managua, Nicaragua

82% of cleft lip and palate patients are younger than 5 years old

68% 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:



BURN PROGRAM

Outpatient Consultation
with Mutidisciplinary 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 &
Compression Garments

Occupational Therapy

CLEFT LIP & 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

ESPERANZAS VICTORIOSAS TODO POR AMOR



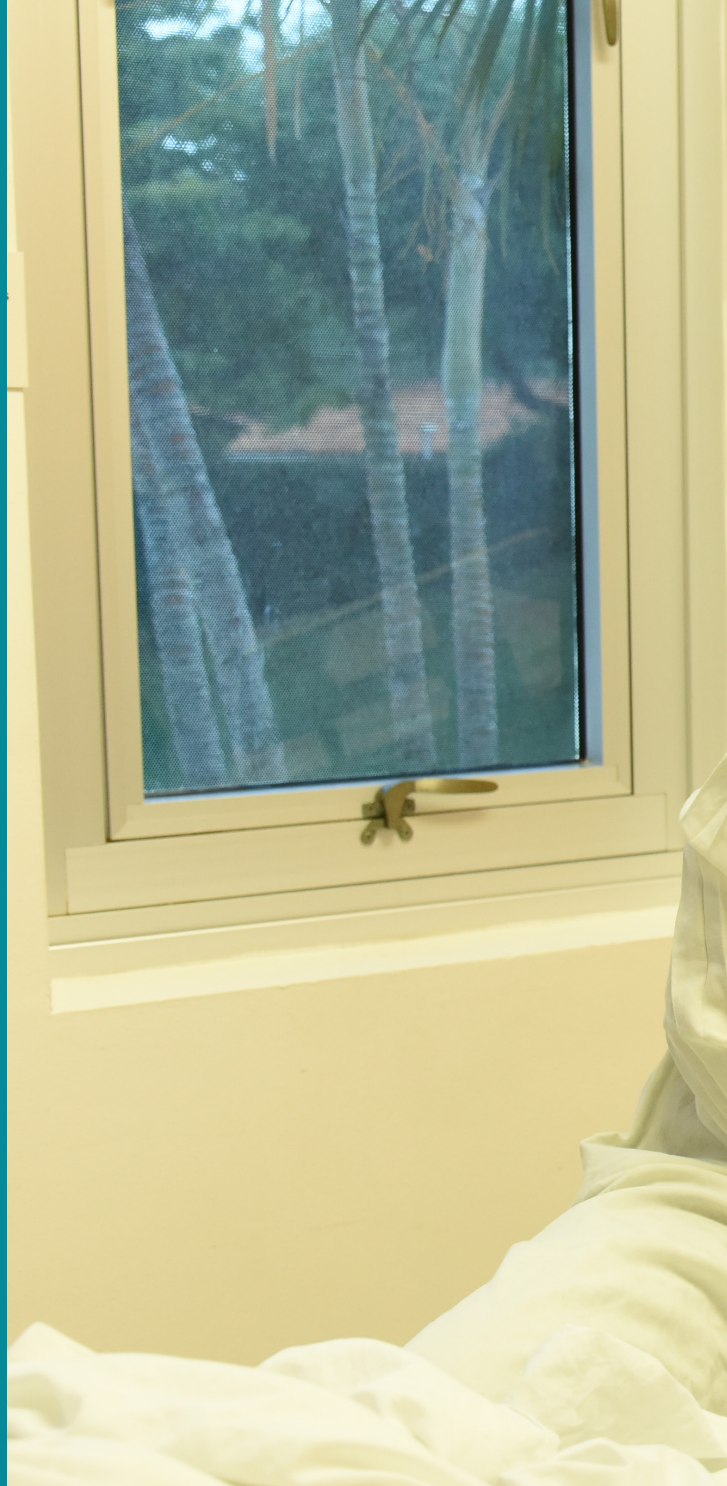


Education & Prevention

- To decrease the incidence and prevalence of child burns, APROQUEN's burn prevention 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 bottles to help replace the caloric intake loss of those children born with cleft lip and palate.







Life-changing
HOPE

BEFORE



AFTER



Oliver Cruz is a charismatic and sweet boy who captivates everyone's heart. Unfortunately, his life has been hit multiple times. When he was only 9 years old, his mother left his sister Angoly, his father Jarvin and him for another romantic relationship. Jarvin and his mother are now the sole caretakers of Oliver and Angoly. They both work long and tiredly so Oliver and Angoly can finish their studies and have a better life.

Oliver loves to play baseball and one of his dreams is to learn how to speak English. He shares his bedroom with 12 other members of his family and in order to help pay for the household expenses, Oliver works with his father cutting coffee when in season.

changed forever, as he suffered an accident that caused severe electrical burns to 10% of his body.

Oliver was traveling on the roof of a small truck when a loose cable got in the way and he tried to set it aside with his bare hand. Immediately a flow of high voltage electricity traveled through his body damaging internal organs, tissue and nerves. He was immediately taken to a Community Health Center in El Tuma- La Dalia to later be referred to a hospital in Matagalpa and finally to the APROQUEN's Burn Center.

At APROQUEN doctors diagnosed him with second and third degree burns in his upper right limb, anterior trunk and both lower limbs. These burns were so severe that caused critical tissue damage in his right leg. After more than two weeks of intense surgical labor, doctors decided that due to the danger

the wound entailed they would need to amputate his right leg below the knee. In this moment Oliver's life changed forever.

Today, Oliver is on his journey to a full recovery with the support of APROQUEN's multidisciplinary team of medical professionals. Oliver and his father are forever grateful to this team that saved his life and realize the importance of a multidisciplinary approach to burn treatment. With only 14 years old and a life ahead of him, he has to adapt to living without his right leg. This, however, will never shatter his dream of learning English and becoming a successful professional that can give back to his family and community.

Thanks to your support and generosity, Oliver and many more children like him continue to chase their dreams and APROQUEN is able to continue... turning tears into smiles.



2020 *Outcomes*

2020 Medical Outcomes



4,334

outpatient visits
(pediatrics, counseling,
nutrition, speech
therapy, and pediatric
dentistry)



322

hospitalizations



8,056 rehabilitation sessions
(physical and occupational therapy)



739 surgeries



582 customized compression
garments, splints, and UV masks

2020 Burn Prevention Outcomes

94



prevention workshops conducted at schools and communities in 6 departments of Nicaragua (Chinandega, Granada, Jinotega, Managua, Masaya and Matagalpa).

7,163
CHILDREN



1,012
ADULTS

trained together with our implementing partners Seeds for Progress and Fabretto Children's Foundation.

2020 Medical Training Outcomes

5



trainings conducted in "Advanced Burn Life Support Courses" (ABLS), thanks to the support of Oxfam International.

405



participants including medical students from UNAN-León and UNIDES-Matagalpa and Firefighters of Managua, Chinandega, León, Masaya, Matagalpa, Boaco, Carazo and Rivas.



The Smile of a *Warrior*

Martha Emelina and Alfredo never imagined that their son, Mateo, would come test the importance of a strong and united family. When Martha Emelina was 4 months pregnant, she received a heart-wrenching news from her doctor. Mateo would be born with a cleft lip and palate.



BEFORE

Mateo was born on August 8, 2017 with a bilateral cleft lip and palate and 6 heart murmurs. From that moment on, Mateo became a warrior and against all odds, his parents decided to seek comprehensive and multidisciplinary medical care. Their priority from day 1 was to learn to feed their son

and above all, to take care of him so that he would grow up without being bullied or stigmatized.

The APROQUEN Medical Team met Mateo when he was only 8 days old and at 4 months old he had his first surgery. For Martha Emelina and Alfredo, the constant fear of an uncertain future for Mateo was constantly in their minds. It was never easy to see him wearing a naseoalveolar (NAM) orthodontic device but with the unwavering support of family the obstacles seemed and felt smaller.

Everyday tasks like brushing his teeth, feeding, playing, and learning to speak became challenges for Mateo. Everything that with his two older siblings followed very naturally, for Mateo was a process in which his health and emotional well-being were always tested.

AFTER

Today, Mateo is 3 years old. He is a strong, happy, charismatic boy and above all, healthy. Very soon Mateo will start going to school and his parents' greatest wish is for him to start this integration into society without being a victim of bullying.

For Martha Emelina and Alfredo, the entire APROQUEN team has been key to the development of Mateo's thriving life and that of their entire family. Everyone from the doctors in charge of Mateo's treatments to the specialists who continue to empower the family to stand strong. Thanks to each and everyone of them Mateo's parents are confident that he will have a great future, in which his main lesson will be to never give up.

For Mateo and his parents, APROQUEN and heroes like you are now a part of their family and it is because of your kindness that his smile lights up the world.

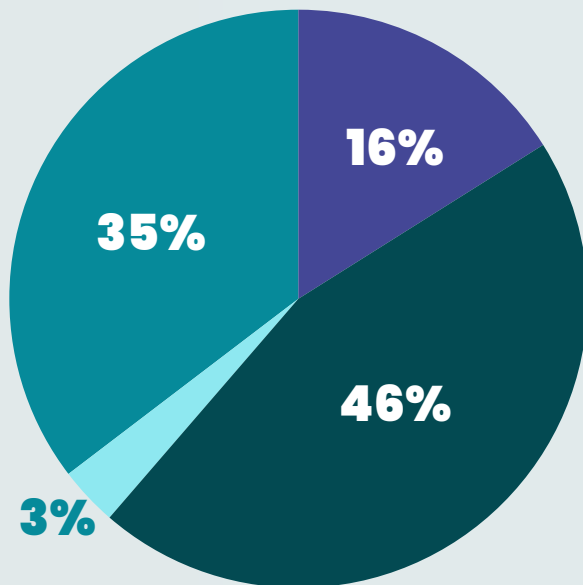


2020 *Financials*

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.

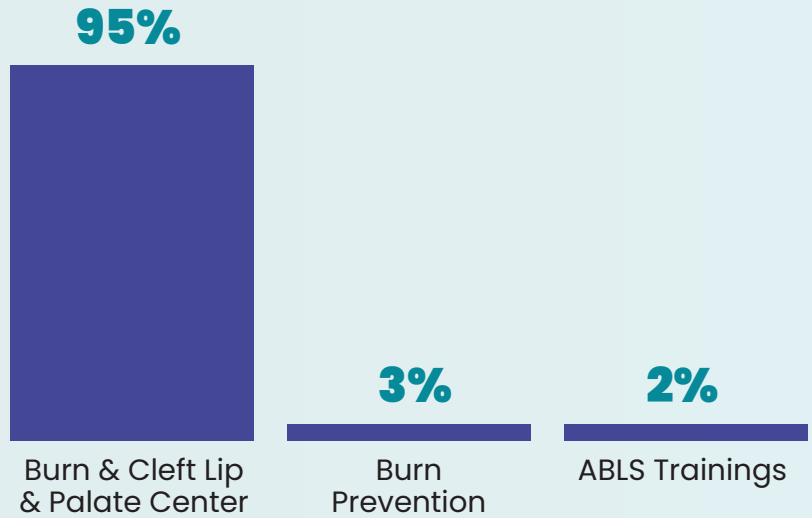
This report reflects consolidated financial statements from APROQUEN's two registered non-profit organizations (Nicaragua and the U.S.).

SOURCES OF GIVING



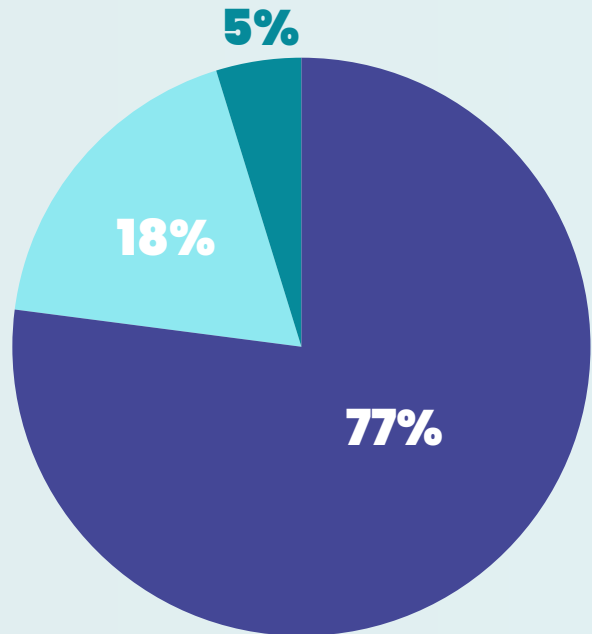
- Private Contributions
46%
- Corporations & Foundations
35%
- Events
16%
- In-Kind
3%

PROGRAM EXPENSES BREAKDOWN



INVESTMENT 2020

- Programs
77%
- Administration
18%
- Fundraising
5%



APROQUEN'S Medical Partners

- The Johns Hopkins University School of Medicine
- Loma Linda University School of Medicine
- Brown University
- ReSurge International
- Physician's For Peace (PFP)
- Greater Baltimore Cleft Lip and Palate Center (GBMC)
- 740 Park Plastic Surgery
- Sos Main Du Pays D'Aix
- Sunshine Social Welfare Foundation (SSWF)
- Memorial Hermann Healthcare System
- Smile Train
- Duke University
- Emory University





2020 APROQUEN *Donors*

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

\$75,000+

BAC CREDOMATIC NETWORK

Flor de Caña Rum

Carlos Pellas Chamorro

Alejandro & Martha Gómez

\$56,000 - \$74,999

Dr. Danilo Manzanares

GBM CORPORATION

DHL Nicaragua S.A

CLARO

\$36,000 - \$55,999

Smile Train

*This list represents Nicaraguan and U.S donations.

\$25,000 – \$36,000

OXFAM

Casa Mántica – Supermercados La Colonia

DICEGSA

SER San Antonio

Nena Pellas

\$10,000 – \$24,999

Compañía Cervecería de Nicaragua CCN

Embassy of the Grand-Duchy of Luxembourg

Lee Wrangler Nicaragua & CIA Ltda

René Morales Carazo & María de los Ángeles Bárcenas

Jonathan & Josua Reyes

Silvio Pellas & Consuelo Martínez

BAC Florida Bank

Dave Flory

Dreams Las Mareas

Frank Robleto

Freddy Nasser

Francis Durman

Bombardier

Puma Energy Foundation

Puma Energy Nicaragua

\$ 5,000 – \$ 9,999
Central American Bank for Economic Integration (CABEI)
Eric & Ilse Brenner
Curt Schaeffer
Michael & Megan Shile
Joseph & Polly Wolfe
Douglas Broderick/Patrick Broderick Memorial Foundation
Children's Burn Foundation (CBF)
SC Johnson CAM
Padron Family Foundation
AVANZ
Casa Pellas
Sr. Edgar Ahler
Puma Energy Foundation
Puma Energy Nicaragua
NIMAC

IN KIND
Hospital Vivian Pellas
Rotary Foundation/Rotary Club of Danbury
GBM Nicaragua
CLARO
César Guerrero Foundation
American Nicaraguan Foundation (ANF)
Flor de Caña Rum
Casa Pellas



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Jorge Latorre

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Founder and President

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Medical Director

Hector Gaitan

Director of Donations & Volunteering

Dennis Schwartz

Director of Marketing & Communications

Gisella Rodriguez

Director of Finance & Administration

Evelyn Murillo

Director of Development

Giving Back

The Story of Vivian Pellas

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 Hule 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.

In Gratitude

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 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

WWW.APROQUEN.ORG

WWW.VIVIANPELLAS.NET

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