

Donor  
Impact  
REPORT

2022



*“Child, I will shelter you with my hair.  
And in the air will I seek a balm that  
mitigates the pain. And if the fire rages  
I will quench it with my tears.”*

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# Smiles, Thanks & Blessings

Dear **aproquen** family:

This report brings together our most important achievements that with the help of God and all of you, we have reached in **2022**. It is a new opportunity to express our immense gratitude for everything you do to help us continue providing life-saving treatments to vulnerable children in Nicaragua.

With our Burn Prevention Program, we are pleased to share its reach in **2022**, impacting the lives of **2,287 children and 338 adults in 23 schools in 4 cities in Nicaragua**, including Managua, the capital.

With the goal of replicating our burn prevention model, we hosted our first **Regional Training in Burn Prevention**. This was an opportunity for our regional sister organizations from Costa Rica and Honduras to exchange experiences, knowledge, and skills.

Additionally, **our medical staff provided 2 trainings in ABLS (Advanced Burn Life Support)**, which aims to teach health professionals how to provide patients with immediate medical interventions and adequate medical treatment in the first 24 hours of a burn. These ABLS trainings were provided locally in Nicaragua and reached **14 of the 15 cities of the country with a total of 141 participants**, including doctors and nurses.

Together with the Ministry of Health, we organized **2 medical missions** providing surgical interventions to children with burn sequelae and/or cleft lip and palate as well as training in an educational capacity to surgeons from a public hospital.

We have reached **31 years of work**, providing **668,845 health services** free of charge including:

**22,038 hospitalizations, 39,595 surgeries, 261,500 outpatient services and 345,712 rehabilitation sessions.**

It is the support of every one of you that makes this journey possible giving us certainty that our children will always have hope because of your unwavering commitment to continue...

## 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 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.







# Children of aproquen



**63%** of burns are caused by scalding (hot liquids)

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**94%** of accidental burns occur in the home, specifically in the kitchen

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**65%** of children who suffer from a burn are under the age of 5

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**67%** of cleft lip and palate patients are younger than 5 years old.

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**70%** of burn patients at [aproquen](#) come from outside the capital city of Managua, Nicaragua

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**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 Multidisciplinary Team

Psychological 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



# 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 provides an online course to teach 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.





# Elena's Journey to Recovery

When Elena was born, Maribell, mother of two, knew her family was finally complete! Maribell, Maycoll her husband, their eldest son Maycoll and their daughter Elena, survive on a salary of approximately \$50.00 a month. Maycoll, a subsistence farmer, goes to work at 5 am and leaves the children with Maribell, who is a housewife.

On April 17th 2022, while Maribell was cleaning the house, Elena, 4 years old, was playing with her friend in the yard. Suddenly Maribell heard desperate cries for help. Her daughter had fallen into a pile of hot ashes where they had burned garbage and manure.



Before

Never before had Maribell felt the path to the yard so far, she ran and ran but it felt like her daughter was screaming louder every second. When Maribell arrived, she pulled Elena out, but several seconds had elapsed and Elena suffered II° and III° degree burns on her upper left limb, buttocks and both lower limbs.

Maribell immediately took Elena to the Somotillo Health Center, where she was transferred to the Chinandega Regional Hospital and later that day to the [aproquen](#) Burn Center. At [aproquen](#) Elena was admitted to the Intensive Care Unit, where she began a hard battle for her life.

During the next few days, Maribell would hear countless times that the only one capable of saving Elena's life was God. There were days when her girl seemed to be losing the battle remaining in critical condition. The most difficult thing for Maribell was not being able to be with her daughter

and hearing her cry to her father asking him to take her out of there.

Thanks to the relentless work of [aproquen's](#) multidisciplinary team, multiple surgical procedures and constant medical follow-up, Elena left the Intensive Care Unit after 20 days and remained hospitalized for 21 more days, but this time with her mother by her side.

Finally, after 20 surgical procedures, daily respiratory therapy exercises, physical therapy, strict nutritional management, daily monitoring by pediatricians 3 times a day, and psychological management for her and her mother, Elena was discharged.

Today, Elena and Maribell attend their appointments on a weekly basis. This represents a great challenge for them, because due to the distance from their home to the **Burn Center** they are forced to ask their relatives for help. Even so, sometimes Maribell and Maycoll are forced to deprive themselves of other necessities to gather the money they need for transportation.

In addition to this, Maribell and Elena must stay overnight at a

relative's house, to be able to leave early the next day on a bus to Managua.

It is because of your support and generosity, that Elena and her family receive the medical care they need, and [aproquen](#) can continue...

## Turning Tears into Smiles.



After



# 2022 Outcomes

## Medical Outcomes



**7,349 Outpatient Visit**

Pediatrics, Psychological Counseling, Nutrition, Speech Therapy, and Pediatric Dentistry



**357 Hospitalizations**



**547 Surgeries**



**14,986 Rehabilitation Sessions**

Physical and Occupational Therapy



**750 Customized Compression Garments, Splints and UV Masks**

## Burn Prevention Outcomes



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



**10,413 children** and **1,480 adults** trained together with our implementing partners Seeds for Progress, Fabretto Children's Foundation and ProFamilia.

## Medical Training Outcomes



**2 Trainings** conducted in "Advanced Burn Life Support Courses" (ABLS).



**141 participants** including Doctors and Nurses from Managua, Caribbean Coast, Matagalpa, Jinotega, León, Granada, Rivas, Estelí, Boaco, Nueva Segovia, Carazo, Río San Juan, Chinandega and Chontales.



# Ligia: A Smile against all odds

Ligia is only 8 months old and she has already fought against all odds to survive. She has learned this from her mother Magda, who has had to be a strong and independent woman because the world seemed to be against her. Magda works selling coffee and other products from a cart and at the age of 28 she realized that she was 7 months pregnant.

During her pregnancy, Magda smoked cigarettes and consumed alcohol almost daily. She never received prenatal care and even though she knew she was pregnant, she continued to consume alcohol



and cigarettes. For this reason, the comprehensive medical care provided at [aproquen](#) has been key to Ligia, who was born with a complete right unilateral cleft lip and palate and has been diagnosed with first degree malnutrition.

Ligia and Magda live in extreme poverty, they are forced to skip meal times because they don't have enough money to eat. Finding a medical team that provides comprehensive, quality care for free is, as Magda describes it, a godsend for her little angel.

Since she does not have anyone's support, Magda has been forced to take Ligia with her during these heavy work days. Carrying her daughter in one arm and pulling the cart with the other, Magda works from Monday through Sunday. For her it is inconceivable to take a day off work because her meager salary of \$50.00 per month depends on it.

For Magda, who has been diagnosed with multiple health problems such as diabetes and hypertension, [aproquen's](#) interdisciplinary team has become her family. She finds it difficult to take care of Ligia in the best way and trusts them blindly.

At [aproquen](#) Magda has learned not only how to feed Ligia, but also how to make sure she doesn't get sick and help her cognitive development. In addition to this, she has found a team that not only cares for her baby, but also helps her overcome her many psychological traumas and provides emotional support.

Despite this, Magda has shown that attending her follow-up appointments is not so easy for her and the [aproquen](#) doctors have had to make a great effort to see a small improvement in Ligia's health.

Ligia and Magda have a long and obstacle filled road ahead of them. However, at [aproquen](#) we know that because of angels like you Ligia and Magda will make it there safely.



# 2022 Financials

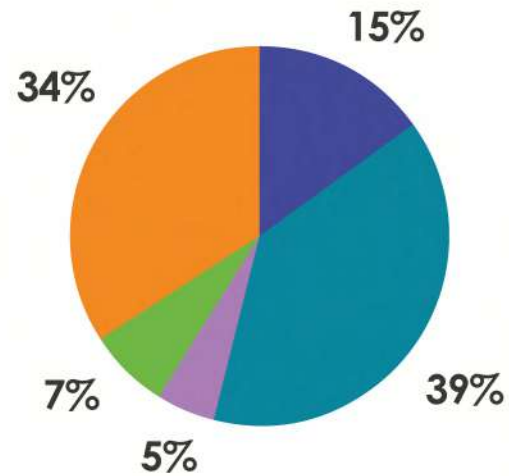
With your generosity **aproquen** continues to touch the lives of the most vulnerable children and families in Nicaragua suffering from burns and cleft lip and palate. Focusing on care and not cost, **aproquen** provides its high-quality standards in modern facilities, completely **FREE** to patients.

This report reflects consolidated financial statements from **aproquen's** two registered non-profit organizations



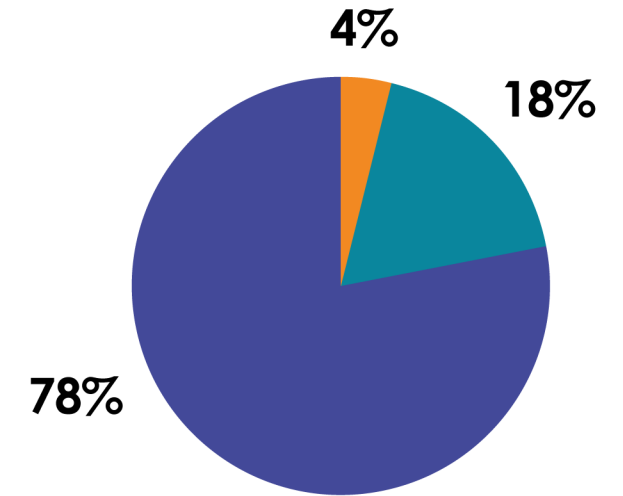
## Sources of Giving 2022 \$2,109,254

- Private Contributions
- Corporation & Foundations
- Events
- Other income
- In - Kind

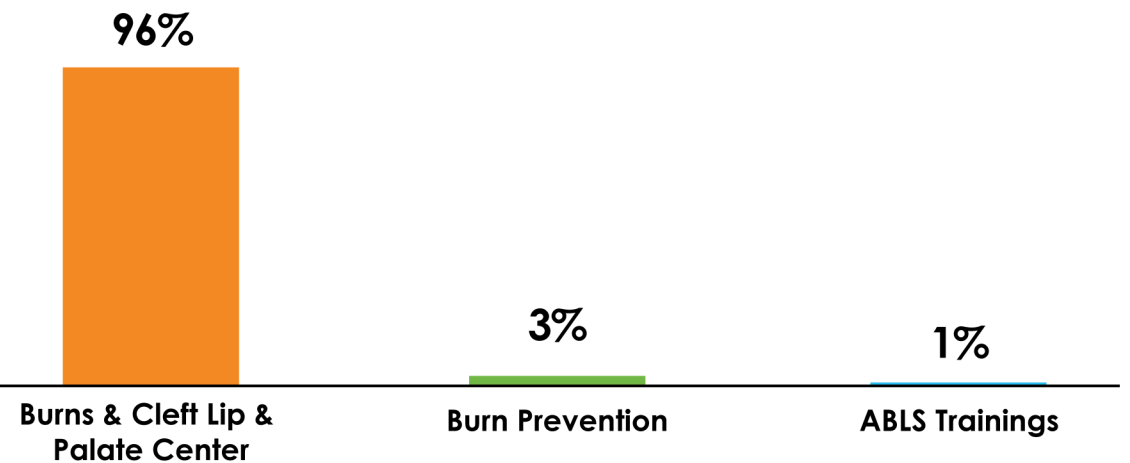


## Investment 2022 \$2,017,084

- Programs
- Administration
- Fundraising



## Program Expenses Breakdown





# 2022

# aproquen Donors

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

## \$75,000 +

- Carlos Francisco Pellas Chamorro
- Flor de Caña
- BAC Credomatic Network
- Stephen J. Wolfe Jr. Private Foundation

## \$56,000 - \$74,999

- CLARO Nicaragua

## \$36,000 - \$55,999

- Jose Danilo Manzanares Enriquez
- GBM Corporation
- Member for a Day
- Puma Energy Foundation

## \$25,000 - \$35,999

- Nena Pellas
- Nicaragua Sugar Estate United
- Smile Train
- Mike Wood

## \$10,000 - \$24,999

- Silvio Pellas & Consuelo Pellas Martinez
- Jonatha Reyes & Joshua Reyes
- NIMAC
- MONISA
- Zona Franca Las Palmeras S.A.
- Casa Pellas
- Puma Energy Bahamas
- DICEGSA
- AVANZ
- David Flory
- Rene Morales Carazo & Maria de los Angeles Barcenias Levy
- Francisco & Beatriz Robelto
- The Children's Burn Foundation (CBF)
- Mariano Gutierrez
- Carisam - Samuel Meisel
- Roberto Kriete
- Dreams Las Mareas
- Michael Mathewson Wood
- Freddy Nasser
- David & Tara McLay-Kidd

## \$5,000 - \$9,999

- Lesvin Mendoza Rostran
- Agropecuaria Miralagos S.A
- Compañía Cervecera de Nicaragua S.A
- Bradesco Bank
- Central American Bank for Economic Integration (CABEL)
- Tim Bender
- Eric & Ilse Brenner
- Vivian Isabella & Juan Carlos Muñoz Pellas
- Curt Schaeffer
- Michael Castle
- James Yates
- Patrick Monahan
- Eugene Kim
- Michael Maynez
- Lydia Work
- Michael & Megan Sihle
- Padron Family Foundation
- Michael Mackiewicz

## 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

## In-Kind

- Hospital Vivian Pellas
- CLARO Nicaragua
- DICEGSA
- Casa Pellas
- E. Chamorro Industrial S.A.
- PriceWaterhouse Coopers & CIA Limitada. PWC
- Colgate Palmolive
- COMTECH, S.A.
- Casa Teran S.A.

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

**\*This list represents  
Nicaraguan and U.S donations.**







# aproquen Leadership

## Board of Directors

Vivian Pellas  
**President**

Carlos Pellas  
**Vice-President**

Vernon Guerrero  
**Treasurer**

Danilo Manzanares  
**Secretary**

Gilberto Guzman  
**Vice-Secretary**

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Al Germi  
Dr. Stafford Broumand  
Dr. Patrick Byrne  
Frank Robleto

Ilse Manzanares  
Kimberly Goldfien  
Marc Stanley  
Mike Wood  
Don Wagner

## Management Team

Vivian Pellas  
**Founder and President**

Mario Perez  
**Medical Director**

Hector Gaitan  
**Director of Donations and Volunteering**

Dennis Schwartz  
**Director of Marketing and Communications**

Gisella Rodriguez  
**Director of Finance and Administration**

Evelyn Murillo  
**Director of Development**





# Giving Back in Gratitude: 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.

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

Turning Tears into Smiles

Follow our smiles



[aproquen.org](http://aproquen.org)  
[vivianpellas.net](http://vivianpellas.net)