

Join Us!

Mano a Mano is a unique organization! We salvage what would otherwise go to waste and put it to work. We form true, respectful partnerships with villages. We demand accountability and get things done. We promote self-sufficiency and resourcefulness. We look at prevention and development as well as crisis care. And we do it all with a budget that makes every nickel work! Won't you join us?

Yes, I'll help Mano a Mano save lives and empower communities! I can contribute:

• \$500 • \$200 • \$100 • \$50 • \$25 • other _____

• Please contact me about advanced giving opportunities.

Name: _____

Address: _____

Phone: _____ E-mail: _____



Make your check payable to Mano a Mano Medical Resources.
Contributions are tax-deductible as specified by law.

Thanks for your support of Mano a Mano!

Current Needs

If you can help with any of these pressing needs, please contact Mano a Mano at (651) 457-3141.

Matching funds for clinic construction

Fetal monitors and ultrasounds

Wound care supplies (tape, gauze, bandages)

Gloves

Thank you!

Shop Manoi
Just in: high-quality Bolivian weavings in subtle colors and traditional patterns. Priced at \$60-100, these are a great bargain, and an excellent way to help support Bolivian artisans. Call 651-457-3141.

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MANO A MANO MEDICAL RESOURCES

Boletín

SPRING 2004

OUR NINTH YEAR!

Dedication Keeps Clinics Running

Extraordinary staff effort boosts child health and helps lift families out of poverty

When Luisa Ramirez learned that she had been hired as the first doctor to staff Mano a Mano's new clinic in Charamoco (a rural village 2 hours from Cochabamba), she rushed home to tell her parents. Just like any thrilled young med school graduate—except that "Doctora Luisa's" home was an eight hour bus ride away.

"I didn't want to telephone," she explains. "I knew they would be so happy that they would want to hug me in person."

For a young Bolivian medical graduate, a job with Mano a Mano represents a number of happy realities: economic security in a country where the average per capita income hovers at \$3 per day; a chance to put skills and hard-won professional training to work when many professionals are underemployed; and the opportunity to serve a community where access to primary care can literally be life-saving.

Consider just one figure: In the two years since Dra. Luisa and her nurse colleague, Ruth Ontiveros, have run the Charamoco clinic, immunizations



Nurse Ruth: A three-hour walk to give kids shots.

for measles, diphtheria and polio have reached 100%—and beyond. "People come from outside our catchment area for immunization, because they trust us with their kids," explains Ruth. When parents don't come to the clinic, Ruth and Luisa pack their bags and hike through the rugged hills to find them, sometimes walking for as long as three hours to reach a remote family.

Children who are immunized don't die of preventable diseases, and

parents whose children survive infancy feel less economic pressure to have large families. This reduces poverty and malnutrition in communities like Charamoco, allowing a village girl to attend school, and perhaps to dream of being like Doctora Luisa and Nurse Ruth some day.

Unlike many international development organizations, Mano a Mano favors hiring qualified local staff over higher priced international workers. This strengthens capacity, builds in cultural competence, and underlines our essential nature as a partnership.

"Through mandatory continuing training, regular site visits and inspections, and the constant infusion of equipment and supplies from Minnesota, doctors at our clinics get the support they need to keep doing a good job," says Jose Velasquez, MD, executive director of Mano a Mano.

"Luisa and Ruth are among the brightest of our corps, but there are so many high achievers like them. We are proud of them all."

INSIDE: ANNUAL REPORT ON OUR EXPANDING EFFORTS TO PROMOTE BETTER HEALTH IN BOLIVIA

About Our Work: Why and How

Mano a Mano Medical Resources is a non-sectarian 501(c)(3) non-profit organization with over nine years' experience bringing health care into impoverished Bolivian communities. Mano a Mano, Spanish for "Hand to Hand," operates on principles of volunteerism, frugality, competence, accountability, empowerment, flexibility, respect and partnership with communities.

Our Mission:

To improve the medical and economic health of impoverished Bolivians by increasing the capacity of health care providers and communities to address their medical, community development and educational needs.

Our Core Strategies:

- Obtain donations of needed medical supplies and equipment that are surplus in the US and ship them to Bolivia for distribution to non-profit health care programs that serve the poor.
- Partner with communities that have no access to health care to build, equip, operate and staff acute care/public health education clinics.
- Empower community residents to manage their own clinics and related projects that meet local health, community development and educational needs.

For more information or to request our brochure, please contact Mano a Mano's office at (651) 457-3141, or visit www.manoamano.org. We look forward to hearing from you!

2003 at a Glance: Growth in Good Health for Bolivians

More clinics, schools and safe water are among the accomplishments in our major program areas

Mano a Mano Clinics

The 35 Mano a Mano clinics in Bolivia had a phenomenal year of service in 2003. Mano a Mano doctors and nurses:

- Delivered 745 babies.
- Saw 140,000 patients.
- Vaccinated nearly 26,000 children and adults.
- Included more than 21,000 people in group and individual health education sessions.

Mano a Mano clinics have positive effects for communities beyond the treatment and prevention of disease. Buses and taxis now serve communities that were previously isolated. Local entrepreneurs have started small businesses next to many clinics, because they're guaranteed a flow of potential customers.

Medical Supplies

Our clinics are stocked with medical supplies and equipment collected and sorted by our hard-working US volunteers. During 2003, we collected, sorted, packed and shipped 200,000 pounds of medical equipment — everything from crutches, wheelchairs and bandages to heart catheters, incubators and surgery tables. We filled nine 40-foot shipping containers from floor to ceiling during the year. It's a mindbending leap from our first year of operation just nine years ago, when we shipped only 500 pounds of equipment.

In 2003, Mano a Mano – Bolivia was so well supplied with medical equipment that it was also able fill almost 300 requests from other Bolivian non-profit health programs, and provided wheelchairs, walkers and crutches to 204 impoverished individuals.



Charamoco patients Lady & Patricia.

Environmental Health and Basic Services

Promoting health isn't just about treating people when they're sick. It's also about keeping people from getting sick in the first place. That's why we've been actively involved in programs to provide access to clean water, toilet facilities, and fresh, nutritious food. In 2003, we:

- Constructed public showers, bathrooms, laundry tubs and water access in seven communities, and began similar projects in other communities.
- Repaired 94.6 km of rural roads using recently purchased heavy equipment to improve access to clinics and communities.
- Participated in other improvement projects in 16 communities. Among these projects are aircraft landing strips and greenhouse construction. Greenhouses allow rural Bolivians to add fresh, nutritious new foods to

diets that are traditionally extremely limited.

Air Transport

Bolivia is a mountainous country with many poor roads. Short as-the-crow-flies distances can still mean long trips, with fatal results for patients who need quick care. That's one of the reasons we contracted for 240 flight hours last year. Examples of the health effects:

- Three women who needed C-sections were airlifted to Cochabamba for treatment. All three would have died without surgery. All three delivered healthy babies and survived.
- Two patients with deadly intestinal blockages and one with a ruptured appendix were flown out for treatment that saved their lives.
- Schoolchildren seriously injured in a bus turnover on a mountain road were flown to a Cochabamba hospital.
- Volunteer doctors and nurses who

provide specialist clinics in rural communities are flown in, cutting long car trips to short flights, and making weekend clinics possible.

Schools and Youth

Rundown rural schools and teacher housing mean poor conditions for learning. The result: more poverty and ill-health. That's why we've undertaken improvements in school buildings and teacher housing. In 2003, we:

- Partnered with seven communities to build new schools. In some instances classes were previously held under a tree. In others the school was a windowless, dirt-floored adobe hut.
- Built teacher housing in six towns, because decent housing helps keep teachers on the job.

Through our Dream Fund project we've supported eight students in technical training and nursing school, at a cost of \$600-800 per year.



Partners: Corani Pampa residents built this new school with our help.

This Just In...

Anonymous Donor Makes Challenge Grant: An anonymous donor has offered Mano a Mano a challenge grant to build 45 Bolivian clinics if we can raise funds to build another 45. The donor has also offered us a dollar-for-dollar match to continue building schools, teacher housing and sanitation projects, with a \$700,000 budget over four years.

"We are touched and grateful for this heavenly offer," said Mano a Mano North American director Segundo Velasquez. The 90 new clinics - added to the 37 clinics we've already built - will vastly increase our ability to deliver healthcare to otherwise unserved Bolivians.

Stay tuned for more information on the details of this opportunity, and to learn about how you can help fulfill our end of the bargain.

Mark the Date for Jubilee Sale:

Don't miss our booth of Bolivian crafts at the annual Jubilee Sale, scheduled for Sat., April 24, at Gloria Dei Lutheran Church, 700 South Snelling Ave. in St. Paul.

The Jubilee sale is a big fundraising event for us. And it's a great way to stock up on Bolivian crafts that make excellent gifts year-round. You'll find shawls, photo albums, hats, potholders, backpacks, purses and much more. As always, sales support not only Mano a Mano, but also the families of Bolivian craftspeople.

One Million Pounds: Mano a Mano hit a milestone in 2003. We shipped our millionth pound of medical supplies and equipment to Bolivians desperately in need of care. To everyone who helped, thanks!