



Your gift helps make them healthier and happier.

Each dollar you donate to Mano a Mano buys a lot of health in Bolivia, where we build a full clinic for just \$16,000. But your gift works even harder than you think. Your dollar, earmarked for our medical programs, releases another \$3 in matching funds from an anonymous donor. Your \$1 gift for community-based projects like schools and public baths releases another dollar.

Here's what your donation (plus matching funds) buys:

- Your \$500 purchases all fixtures for a community bath house.
- Your \$250 pays a nurse's salary for one month in one of our community clinics.
- Your \$125 pays for a week of a doctor's salary.

Send your tax-deductible gift to:

Mano a Mano, 774 Sibley Memorial Highway, Mendota Heights, MN 55118
Or call us at 651-457-3141 to learn about advanced giving opportunities.

Donate on line at www.manoamano.org. Click on "Donate"



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 and water projects

Fetal monitors and ultrasounds

Wound care supplies (tape, gauze, bandages)

Gloves

Thank you!

Check www.manoamano.org for pictures of sample handcrafts for sale! A colorful tablecloth or a doll from Bolivia makes a perfect gift. You can also contribute to Mano a Mano online. Click on "Donate" to make a secure, tax deductible donation.

Shop Manoi!

Mano a Mano Medical Resources
774 Sibley Memorial Highway
Mendota Heights, MN 55118
Phone: (651) 457-3141
Fax: (651) 450-9935
Email: manoamano@manoamano.org
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Boletín

FALL 2006

OUR 12TH YEAR!

Meet Mano's New Chief, Dan Narr

After 12 years, Mano a Mano gets its first paid executive director

Dan Narr began work as the full-time Executive Director of Mano a Mano USA this past August.

A former staffer at the Minnesota Medical Association, Dan brings a wealth of strategic planning, development and management expertise to the organization. Here's what Dan had to say about his past, present and future work:

What is your background ?

Jack of all trades, master of none! My career has taken me in many directions, from corporate America to mission work in the U.S and overseas, as well as into the non-profit arena. My tenure with Catholic Charities may have done the most to prepare me for this role. I was Director of Volunteer Resources for three years and Corporate Relations Officer for the Development Department for three more.

What drew you to Mano a Mano?

I had never heard of Mano a Mano before applying for the job, yet it felt like the job description was written for me personally! The interview process really got me excited about joining the organization. Mano a Mano is unique. It is more than a program that addresses one issue in a community.



Dan Narr: Managing growth is big part of job.

Mano a Mano takes its work to a holistic level, bridging both short term and long term solutions for sustainable human development.

What are your hopes for the next few years?

My main focus for now is on fundraising. In my first two weeks on the job, I presented a three-year work plan to the Board. The plan is to build upon existing donor/volunteer relations, and launch a planned giving program. Planned giving provides

opportunities for donors to give beyond their current income, expanding their options to include gifts from their assets. Oh, and by the way did I mention we sell crafts?

Within five years...boy, that's hard to say. There are so many possibilities I am not sure it can all be accomplished even in my life time—but it sure will be fun trying!

What is the biggest challenge Mano a Mano will face in the next year?

Managing the growth of this operation is always a challenge. Growth brings new systems, new structures, and increased responsibilities. In the long term it will be important to maintain

our focus. It is very easy to get caught up in "mission creep," which means taking on programs that have less to do with improving the health and economic well-being of impoverished Bolivian communities.

What's impressed you most about Mano a Mano so far?

The more I learn about Mano a Mano the more I am in awe at what Joan and Segundo have accomplished in the past 12 years to get this organization

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About Our Work: Why and How

Mano a Mano Medical Resources is a non-sectarian 501c(3) non-profit organization with over 11 years' experience bringing health care into impoverished Bolivian communities. Mano a Mano, Spanish for "Hand in Hand," operates on principles of volunteerism, frugality, competence, accountability, empowerment, flexibility, respect and partnership with communities.

Our Mission

To create partnerships with impoverished Bolivian communities that improve health and increase economic well-being.

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 community health clinics.
- Empower community residents to manage their own clinics and related projects that meet local health, community development and educational needs.

For more information, to request a brochure, or to make a donation, please contact Mano a Mano's office at (651) 457-3141, or visit our web site at www.manoamano.org.



Hector Arce Rodriguez is mayor of Omereque, a 54-village municipality.

Our Bolivian Partners

Young Mayor Has Big Plans for His Community

Hector Arce Rodriguez, 32 is the *alcalde*, or mayor of the municipality of Omereque, which includes 54 small villages and communities in central Bolivia, in the state of Cochabamba. Elected in January 2005, Hector is one of Bolivia's youngest mayors, and an example of the sort of home-grown capacity for leadership that Mano a Mano can best assist. He recently visited Saint Paul as a guest of Mano a Mano, meeting with mayor Chris Coleman, members of the St Paul and Duluth Rotary clubs, other major donors and many volunteers, as well as getting a first-hand look at US operations.

Hector's story is a remarkable one, although not so unusual in Bolivia. He's one of seven children. As a youngster, Hector worked alongside parents and siblings, while attending night school when he was able. After studying agronomy in technical school, he was

hired by a Bolivian non-profit. He was making good money, but in 2004 community members in his hometown of Omereque came to him and literally begged him to run for mayor. His electoral victory meant taking a 50% pay cut; Hector now earns \$230 a month.

As mayor, his low salary is only one symptom of serious budget problems within the Bolivian government. The Omereque area has only \$120,000 a year allotted for large infrastructure projects like roads and schools, but Hector was elected on a platform that envisioned "millions of dollars worth of improvements," he says. "We bought a school bus so kids don't have to walk for hours, but we still need computers," he frets.

Hector may not meet all of his goals during his five year term, but since he's been *alcalde*, lots has been accomplished. Omereque has gained a public

library (very rare in rural Bolivia); and a fully staffed Mano a Mano health clinic.

The Omereque area comprises several geographic and agricultural zones, ranging from fertile valleys to arid high hills, in which very little grows. "Our biggest problem in the highlands is that we don't have any way to irrigate," Hector explains.

That's where Mano a Mano comes in. Having already collaborated with local leaders to create 23 km of roads and to build the primary care clinic, Mano a Mano is planning to create a reservoir for irrigation.

"This simple, ancient technology of a reservoir plus channels to distribute the water will make it possible for 250 families in the area to irrigate their crops," Segundo Velasquez reports.

Hector, a member of the MAS party of new Bolivian president Evo Morales, is convinced that his party has the people's interests in mind. "The old model has



We Help Bring Water to Ucuchi: In partnership with residents of this arid region near Cochabamba, we recently expanded the capacity of this reservoir by 80 percent. Now more than 500 area families will have water for their crops and livestock during the dry season. Local agronomists estimate that use of water from the reservoir will more than double local income. Thanks to the Yackel Foundation for help in funding this project.

not worked in this country. It has made it possible for political dynasties to enrich themselves over generations, buying up land, and selling off resources. We needed a change in leadership and we got it," he says emphatically.

Hector's visit was supported by a grant from the Laura Jane Musser Fund. "I never in my wildest dreams thought I would come to America, but since I was given the opportunity, I want to tell Americans something important," he says. "Bolivians want to work hard and get ahead. They need support to create major improvements. Mano a Mano recognizes that, which is why I was so happy to come up here and visit as a guest of the organization.

"I'll go back and tell Bolivians that Americans are kind and generous people, and that they are ready to work with us in solidarity."

Dan Narr Heads Mano

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operating at this level.

I am also very impressed with the volunteers and donors who have a strong sense of dedication and loyalty to Mano a Mano.

And last but not least are Becky and Nate, who come to work every day, ready for anything. I think I am the luckiest Executive Director in the non-profit sector to have this amazing talent to work with.

What are people least likely to suspect about you, when they first meet you? Well, I took disco lessons in the 1980s.

(Although Dan will oversee Mano a Mano's daily operation and development, Segundo and Joan Velasquez remain very involved in its direction. They can be contacted at the office along with Dan, at 651-457-3141.)

This Just In...

Focus on Child Labor Anyone who has been to Bolivia knows that not every child is in school. Many still labor like little adults in farm fields or even silver mines, doing backbreaking work for pennies a day. On Saturday, December 2, 9-12 noon, Unity Church supporters of Mano a Mano will be examining the issue of child miners in Bolivia and the larger issue of child labor in developing countries. The event is free and open to the public. For more information, contact Robin Moede at 651-699-3232.

Office Changes: Familiar folks are taking on new roles at Mano a Mano USA. Operations Manager Becky Monnens will be spearheading Mano a Mano's initiative, the Global Leadership Training Institute, developing opportunities for education for physicians, interns, and family foundation trustees and staff. Nate Knatterud-Hubinger steps up to the plate as Operations Manager, keeping track of both medical and handicrafts inventories and managing Mano a Mano's many committed volunteers. You can reach Becky at becky@manoamano.org and Nate at nate@manoamano.org

Government Aid: Mano a Mano recently received some excellent news—we've been approved for the Ocean Freight Reimbursement program. This USAID program that will pay the ocean-shipping cost of at least 10 large containers filled with supplies to Bolivia each year,

Got Time? We need volunteers to pick up donations of medical surplus from local hospitals and deliver them to our office. To find out more, contact Nate at Mano a Mano, 651-457-3141.