



2010 Annual Report

From our Executive Director:

There continues to be a lot of concern about the instability of our economy these days, which has not only affected the nonprofit world, but has given us all pause for concern and harbors the question “what if.” This has become especially poignant in my travels as I meet with a wide variety of Mano a Mano donors and volunteers. I am often asked; “will Mano a Mano survive in this economy? “ As I un-wrap this question, I have come to realize what they are really asking; “is Mano a Mano still a good investment?”

Mano a Mano has an incredible seventeen year track record that offers impressive outcomes that continue to demonstrate the staying power of the work being carried out in Bolivia. Whether it is a clinic, school, road, or water project, we are offering sustainable solutions to the communities that we partner with. Sustainability is at the core of the model that Mano a Mano incorporates in every project and continues to use as a benchmark to measure our success. This attention to detail brought Mano a Mano national attention this past year. In November 2010, Mano a Mano was selected as one of the top ten best practice programs in the United States by the Global Health Task Force at the U.S. Summit for Global Citizen Diplomacy.

In the world of philanthropy there are other ways in which we need to think about sustainability: our base of donors. The sustainability of our donor base has been the mainstay of everything Mano a Mano has been able to do. Even when the economy struggles, we have been able to move forward because our donors and volunteers believe in our work, and they have dug deep to make sure we continue to respond to the growing demand for projects. I am proud and extremely humbled to be a member of a team of dedicated and committed donors and volunteers who deserve all the credit for being the driving force that has brought us to where we are today. You are the guiding force behind the core of our values of volunteerism, frugality, competence, accountability, empowerment and partnerships on every level.

“Mano a Mano has been guided by the simple yet powerful premise that groups of committed individuals can reach across national boundaries to make a dramatic difference in the lives of others (Dr. Joan Velasquez, co-founder, Mano a Mano).” Thank you for being those individuals to Mano a Mano.



Dan Narr, Executive Director

HEALTH AND EDUCATION

Mano a Mano **constructed 13 new community health clinics** in 2010; at year-end 2010 we have 118 clinics throughout Bolivia. Our clinics follow a [community-driven model](#) that focuses on long-term sustainability; 113 of our clinics receive no funding from the US and are financially self-sufficient.

Maternal and child health is the primary focus, and in 2010 our clinics delivered 2,485 babies with only 10 deaths. In rural Bolivia, over that same number of deliveries **199 babies would be expected to die**. The maternal mortality rate in Bolivia is the highest in Latin America, but in Mano a Mano clinics no mother has ever died during childbirth.

As part of our integrated approach to community development, Mano a Mano also constructed sanitation, teacher housing, and schools in three communities.



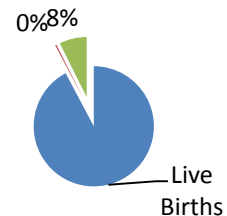
Clinic dedication - Candelaria de Viluyo



Mother with newborn child

Infant Mortality Rate

- Number of births in 2010
- Number of infant deaths in Mano clinics
- Expected infant deaths in rural Bolivia



ECONOMIC DEVELOPMENT

Roads and water are essential for rural communities. Farmers in Bolivia depend on their crops to feed their families and earn some money selling their surplus, but without water they have to rely on a very short and unpredictable rainy season. And if they do manage to have produce to sell, they often can't get it to market in a nearby city in time due to inadequate roads.

Mano a Mano addresses these problems by constructing agricultural water reservoirs that provide consistent water for farmers, allowing them to harvest multiple times a year. **The average income for families that have benefited from Mano a Mano water projects has doubled or tripled in the first year.** In 2010 we completed our

largest project to date – a [reservoir in Choquechampi](#) that can irrigate 1,600 acres of land. We also completed 154 atajados (small water ponds that serve 1-4 families) in Omereque. Recently the community held an [Agriculture Fair](#) to showcase the new crops that they can now grow.

We **completed 122 kilometers of new road**; to date we have now completed over 1,400 kilometers. These road projects are very challenging – we are essentially moving mountains to construct them – but once complete they connect previously isolated communities to the rest of Bolivia.



Harvesting potatoes



Sandro is a 39 year old Omereque farmer whose entire farm plot is the size of a small city lot. Because Sandro's land didn't have access to water, he couldn't raise any crops so he worked as an indentured servant for another farmer. Sandro called himself a *wata runa*, a Quechua phrase that means literally a "tied man". When Mano a Mano started building a pond near Sandro's land, Sandro hurried to till his land and planted potatoes before the rainy season. In March of last year, just three months after the pond was built, he harvested his potatoes. Then he walked for over ten hours through the Andes Mountains to thank Mano a Mano for the gift of water. He brought big beautiful potatoes as a gift to Mano a Mano. *"I have harvested half of my potatoes," he said, "and already have enough for my family to eat till next year. The rest I will sell. I am no longer a wata runa – a tied man".*

AVIATION

In Bolivia, getting around is very difficult. Roads, which are in very poor condition to begin with, wind up and down the Andes Mountains and often require 4x4 jeeps. In the tropical lowlands to the East, roads are often nonexistent, limiting transportation to river boats or walking to larger cities. In emergencies in these rural areas, it may take people hours or even days to get access to medical care when they need attention immediately.



Flying food supplies to the Beni

Mano a Mano's aviation program provides rural Bolivians air transport to receive emergency care in city hospitals. In 2010 we provided 384 emergency air rescues; many of these patients would have died without this service.



We received a call from the mayor of Culpina, asking for an emergency flight for the daughter of one of the council members who had worked very closely with Mano a Mano Nuevo Mundo. This seven year old girl had been operated on during the previous month; it was a major operation which included changing heart valves. She had been recuperating normally but, inexplicably, the situation became seriously complicated. The child was unconscious and couldn't move. Her parents took her to the city of Tarija where they hoped for help from a specialist but none were available. They saw the need to transport her to Cochabamba (where she received the operation). It was not possible to consider transporting her by land, given that the bus trip is 20 hours and the girl needed IV fluids and oxygen as soon as possible. The parents asked that the commercial airline transport her but it refused because of the girl's complicated situation. Mano a Mano responded and flew her to Cochabamba; now the girl is doing well and is recovering normally.

Mano a Mano also transports volunteer medical professionals in Bolivia to provide free weekend health clinics (called jornadas) in rural areas. Many of these jornadas would be 10-20 hours by car each way from Cochabamba, whereas by plane it is an hour or two, allowing the doctors and nurses to spend the majority of their time seeing patients rather than traveling. **Last year we provided 29 jornadas.**



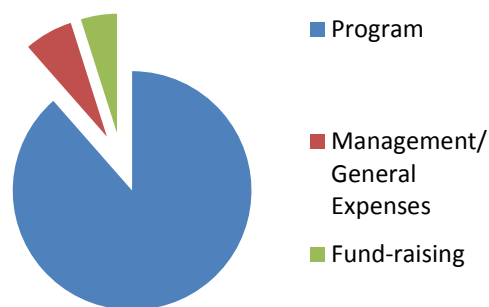
Dr. Edwin Lopez examining child

FINANCIALS

Mano a Mano continues to maintain low overhead costs; **88.5 cents of every dollar** raised goes to support our programs:

2010 INCOME	\$1,352,538
2010 EXPENSES	\$1,287,925
- Program	\$1,140,202
- Management/General Expenses	\$84,653
- Fundraising	\$63,070
2010 EXCESS	\$64,613
Total ASSETS	\$2,631,075
Total LIABILITIES	\$240,049

Overhead Costs



We are audited every year; our 2010 audit was performed by Lethert, Skwira, Schultz & Co. LLP. A complete financial statement is available on our website – manoamano.org

BOARD OF DIRECTORS

Segundo Velasquez, Board President
Technical Operations
Northwest Airlines

John Foxen, M.D., Board Vice President
Medical Director
Fermi Laboratories

Joan Velasquez, Ph.D., Board
Secretary/Treasurer
Information Services Director (Retired)
Ramsey County

Christine VerPloeg, Esq, Executive Committee
Member at Large
Professor
William Mitchell College of Law

Terry Crowley
Partner
Crowley, White & Helmer

Deborah Kotcher, C.P.A.
Accountant
American Baptist Homes

Nancy White
Partner
Crowley, White & Helmer

Peggy Steen
Retired, Nurse

Dwight Steen
Retired, USAID