

ANDEAN HEALTH & DEVELOPMENT



Newsletter Winter 2005

FROM THE FIELD . . .

Calendar year 2005 is soon to be history. For us at the hospital, 2005 made history. It has been a banner year in every way. We are taking care of more patients than ever, and we are doing it in a fiscally responsible way. Our monthly cost recovery for the hospital is currently over 70%.

I'm happy to report that we are accomplishing exactly what we set out to achieve: to be the first rural hospital in the rural developing world to be self-sustainable and take care of everybody who comes in. We are on track to pull this off sometime in 2007.

Our support base in the US has broadened immensely as well. Thanks to our captains and city chairs across the US, we were blessed with an outstanding year of support for our programs in Ecuador.

I would again like to wish each of you a very happy holiday season from all of us down here. Thank you for your generosity and support in making this such a tremendous year. 2006 could prove to be an even bigger year for the following reasons:

The largest truck driver union in the country has asked us to

manage their clinic in Santo Domingo, and sell them prepaid healthcare packages (more than 3,500 with family members).

More and more patients are coming from far away for healthcare at our hospital. This promises to grow in 2006.

The employees union from another provincial government has also asked us to sell them prepaid healthcare packages (more than 700 with family members). Again Thank you and Happy Holidays!

Regards, David Gaus

SENIOR ALUMS OF THE MILWAUKEE NOTRE DAME CLUB RAISE \$20,000 FOR AHD!

On August 25, 2005, the Senior Alums of the Milwaukee ND Club organized a fundraiser for Dr. David Gaus ND '84 at the Wisconsin Club in Milwaukee.

As you may or may not know, Dr. Gaus is the 1999 recipient of the Thomas A. Dooley Award, ND's highest award for service to humanity, for his medical service to the rural poor in Ecuador. The wine & cheese reception was hosted by the Senior Alums of the ND Milwaukee

Club and the Andean Health & Development, the 501(c)3 charitable organization that raises money on an on-going basis for Dr. Gaus.

Dr. Gaus gave an overview of his wonderful work with the rural poor in Ecuador and the quest for 100% sustainability at his clinic and hospital in Pedro Vicente Maldonado.

Approximately eighty people were in attendance and over \$20,000 was raised.

The ND senior alums who worked on the event were Jack Shepherd '55, Mike Hansen '73, Bob Johnston '59, Joe Boland '59, Tom McTernan '59 and I.

Preliminary planning has already begun for an October 2006 fundraiser for Dr. Gaus again sponsored by the Senior Alums of the Milwaukee ND Club.

Best regards, Joe Heil '59

CONNECTING THE POOR WITH QUALITY CARE: AN ILLUSTRATION

Segundo Montoya is an affable 52-year-old gentleman from a poor community, Segundo and his wife live in a shack that has a dirt floor. His children left home years ago, leaving Segundo and his wife to take care of themselves.

Segundo came into town in the back of an old milk truck. He had a fever and a bellyache for 2 days. He couldn't keep any

food down and looked extremely ill. After listening to Segundo and doing some testing in the hospital, it turned out that he had an infected gallbladder. Segundo received intravenous antibiotics and then had his gallbladder removed with a laparoscope. The entire bill (about \$700) was paid for and he went home cured 2 days later.

What made this possible? Segundo belongs to Farmer's Social Security and his small monthly

contribution was enough to cover the cost of surgery. Patients like Segundo have begun to see the great benefit that the hospital can offer them. They now have access to great care without having to figure out how to make the long trip to Quito to stand in line in an emergency room — even if it is an emergency! Furthermore, the hospital is paid to care for them.

SIX REALLY GREAT REASONS TO SUPPORT AHD

As AHD moves ever closer to achieving its goal of creating a healthcare system that is 100% self-sustaining, here are six great reasons to continue supporting AHD's work now and in the future:

1. The hospital has cut its monthly operating budget from \$42,000 to \$30,000, and revenues are between \$20,000 and \$24,000, putting cost-recovery at somewhere between 70-80%. The hospital is right on schedule for meeting the goal of being completely self-sustaining by the end of 2007. In fact, it seems that the hospital is slightly ahead of schedule. As predicted, the need for outside funding for Hospital PVM is shrinking each year.

2. AHD's relationship with the National Social Security System is growing stronger. We are providing advanced services for very poor patients who have farmer's social secu-

rity. They never before had access, and now they do. The government is extremely happy with their relationship with us, at a time when they are not really enjoying a good reputation with their affiliates precisely because of access problems.

3. We will be turning the hospital into a true teaching hospital in the Spring as we are about to enter into an arrangement with a missionary hospital in Quito to receive their family practice third-year residents. They will provide continuous coverage, in addition to our attending physicians.

4. We are going to set up a surgical facility further down the coast at almost no cost (donated equipment from Rotary, etc...) to fill a large void in an area of 80,000 people with no surgical services. More complex surgeries will be transferred to Hospital PVM, guaranteeing a steady stream of patients to the hospital as well.

5. Large groups in neighboring communities have asked us to once again sell the pre-paid healthcare packages to them. We are interested in this possibility. Selling to larger groups, having them be responsible for payment, and being paid in a timely fashion are the lessons learned from previous experiences.

6. We have submitted to the McDonald's Foundation a request for a grant in the amount of \$150,000 to help cover part of operating budget deficits for a 2-year period as we complete the transition.

As you can see, there have been a lot of exciting developments lately, and AHD's future seems very bright. Even so, your support is still a crucial part of AHD's success, so please consider donating to AHD.

THE MEEHAN FAMILY FOUNDATION: TAKING HEALTH TO THE COMMUNITIES

The Meehan Family Foundation, a Milwaukee-based charitable organization, will provide AHD with the financial support to train 20 Ecuadorian health care workers.

Mr. Daniel Meehan, founder of the charity, is a long-time AHD supporter. Mr. Meehan's donation made the actual building of the hospital possible. Mr. Meehan also provided the hospital with an ambulance. Most recently, Mr. Meehan asked Darlene Weis, PhD, RN to contact David Gaus regarding a training program for village health workers.

Ms. Weis has been a faculty member at Marquette University College of Nursing, Milwaukee, for 29 years, and received tenure in 1993. Ms. Weis has taught a variety of classes and clinics at the graduate and undergraduate level to nurses and health science students. Since 1999, some of Ms. Weis' responsibilities involved the training and re-training of nurses.

In 2003 The Meehan Family Foundation began funding Ms. Weis' work. Ms. Weis began training health educators/community health workers in personal health and health education. She also "trained the trainers" for the Sisters of Mary Schools in Mexico, Guatemala and the Philippines. The trainees are now teaching health education in the schools.

In Guatemala the graduates are working as village health workers. In October, The Meehan Family Foundation asked Darlene Weis to continue her great work in Ecuador in collaboration with David Gaus. AHD is thrilled by this opportunity.

A primary purpose of the program is to make expert knowledge about nutrition and health care available to individuals, thereby empowering the individuals receiving the training necessary to assume responsibility for themselves and their own well-being. Knowledge of issues such as nutrition, sanitation, intimate and family relationships, drugs, alcohol and stress will enable them to take responsibility for their health. With this knowledge, people are able to change behaviors that may detract from a healthy lifestyle. When individuals lack health-related knowledge it often means an increased risk of poor health status.

Another focus of the program is basic maternal/child and family care. Included are topics such as prenatal care, birth, care of a baby as well as milestones of childhood development. Common illnesses, danger signs of ill health, safety and preventing accidents, first aid care, infectious diseases and immunizations, and basic care of a sick child and other family members are covered. In addition, select

skills are practiced during class.

The content of the program will be framed to respect the cultural/folk traditions while incorporating preventive and curative health strategies based on contemporary health practices. The training consists of an intensive six week course. Classes are held six days a week, for seven hours each day. The cost for the program is \$10,000.00, and this amount includes materials, board and transportation. Training will begin in January 2006.

At its conclusion, it is expected that the program will graduate twenty community health care workers who are prepared to take a leadership role in their community. Of these twenty, several will become trainers and train future community health care workers as the program moves forward.

AHD is very grateful to have this opportunity to train leaders within their own community. This program will be a tremendous benefit not only the community, but to AHD and the work that AHD hopes to accomplish in Ecuador and in rural Latin America. David Gaus, AHD's board of directors, and the people of Pedro Vicente Maldonado extend their deepest thanks to Mr. Meehan and the Meehan Family Foundation.

2005 Board Meeting

The annual board meeting, presided over by Fr. Hesburgh, was held in his office this past September. There was much enthusiasm and excitement in the air, as members discussed the goals achieved to date. In addition to being on track for 100% cost recovery by 2007, board members discussed where the next replication of this model should take place.

Board Members pictured from left to right include:

Peter Urbain, Father Theodore Hesburgh, Michael Heisler, Elizabeth Toomey, David Gaus, Barney Cline, Mike Hansen.



BACKGROUND

Dr. David Gaus, a Milwaukee native graduated from the University of Notre Dame in 1984 with a degree in accounting. With financial help from Fr. Theodore Hesburgh's friend, Ann Landers, Dr. Gaus graduated from the Tulane School of Medicine in 1992. Dr. Gaus completed his medical training in the Family Practice Residency Program at St. Luke's Medical Center in Milwaukee, Wisconsin. Dr. Gaus returns to St. Luke's every summer, where he practices with family practice and emergency medicine groups. Dr. Gaus lives in Quito, Ecuador with his wife, Elizabeth, and their three children.

Don't need another Christmas present this year?

We know a lot of people who do! We invite you to use the "Pay it Forward" model by asking your admirers to make our patients part of their Christmas present to you this year!

Ask a Friend to support us!

That's always the easiest way for us to broaden our support base.

YOU CAN CONTRIBUTE TO AHD'S EFFORTS TO HELP THE POOREST OF THE POOR BY CREATING A SUSTAINABLE SYSTEM OF HEALTHCARE DELIVERY TO RURAL LATIN AMERICA BY MAKING A PLEDGE OR DONATION TO AHD.

_____ I would like to pledge \$_____ per year for 5 years

_____ I would like to make a one-time donation of \$_____

Name: _____

Address: _____

E-mail: _____

Phone: _____

Please include your credit card information below, or forward a check to:

Andean Health & Development
14257 Waters Edge Trail
New Berlin, WI 53151



Card Type: _____

Card No: _____

Exp. Date: _____

Signature: _____

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