



# BLANCA'S HOUSE CORPORATION ANNUAL REPORT

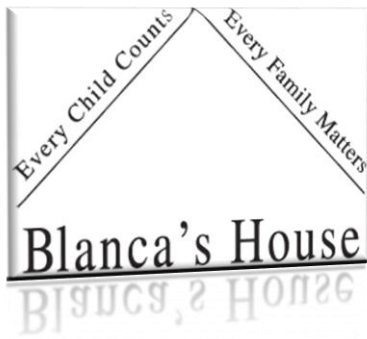
THE YEAR IN REVIEW: 2010

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The Blanca's House 2010 Annual Report is published by  
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# BLANCA'S HOUSE CORPORATION ANNUAL REPORT

## THE YEAR IN REVIEW: 2010

Blanca's House is a New York-based volunteer, non-profit organization holding a 501(c)(3) tax exemption with the IRS/TAX ID Number: 26-1338765. We were incorporated as a non-profit organization in 2008. Start-up costs were \$15,000.00. 100% of donations directly provide free medical care for needy children and their families. All our Team Members and Administrative Staff volunteer their time and expertise to Blanca's House.



At the end of every year Blanca's House reflects on the lessons, successes and challenges of the past year and plans for the year ahead. This annual report documents what we have done, what we have learned, and what we are planning for 2011. During 2010, Blanca's House organized and sponsored four medical missions. One hundred forty two volunteers travelled to Ecuador, El Salvador, and Nicaragua providing surgical and procedural medical services. Blanca's House continues to be indebted to the many volunteers, sponsors, and partnerships that support our work through collaboration and shared resources.

## MISSION

Blanca's House is a non-profit organization of volunteer healthcare professionals who donate their time to provide free, invaluable medical treatment to children and their families. Whether through surgery, medical supplies, or educational outreach, Blanca's House provides twenty-first century medicine to the underprivileged. Across Long Island or around the world, Blanca's House brings healthcare to those who need it most.

***Blanca's House:  
Healthcare Promises  
Fulfilled.***

*Every Child  
Counts...Every  
Family Matters*

## MEDICAL TEAMS ABROAD PROGRAM

The Medical Team Abroad Program stretches across national borders to provide essential medical care to children and their families. Teams of medical and non-medical professionals volunteer their time and services to provide health screening and on-site surgeries to children and their families in less developed countries. Three fundraisers were sponsored by Blanca's House. Volunteers directly finance their own expenditures, whether through their personal contribution or subsidized by individual fundraisers. These expenses include airfare, lodging, and food. Blanca's House arranges in-country housing, food and transportation in cooperation with local hosts.

## JUNIOR VOLUNTEER PROGRAM

Junior Volunteers who are interested in the medical field or have a desire to help others can take part in an incredible opportunity by joining Blanca's House on one of our missions! We accept junior volunteers from 14 to 18 years of age per mission, each of whom must be accompanied by an adult. Junior Volunteers attend a mandatory orientation prior to mission to include CPR and introduction to sterile technique.



Junior Volunteer responsibilities may include:

- ✚ Physical labor (lifting and moving boxes and supplies)
- ✚ Translation
- ✚ Runner
- ✚ Office tasks
- ✚ Observing medical procedures
- ✚ Sorting and organizing supplies
- ✚ Distribution of supplies to local schools

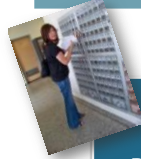
Mission 2010	Junior Volunteers
Rivas, Nicaragua	1
Salinas, Ecuador	3
Babahoyo, Ecuador	13
Ahuachapán, El Salvador	3
<b>Total</b>	<b>20</b>

## Blanca's House Volunteer Board Members, Administration, and Coordinators

### BOARD OF DIRECTORS

Stephen Coccaro, MD Co-Chairman  
 Nicholas Craig, MD Co-Chairman  
 Alan Goodman, CPA Treasurer  
 Galo Burbano, CRNA Founder/  
 Co-Secretary  
 David Shobin, MD Co-Secretary

### Volunteer Administrative Staff



Robyn Feld - Administrator  
 Valerie Simpson - Administrator  
 Rose Zegarra - Administrative Assistant



### COORDINATORS

- Irma Rivera, RN *Pre-Operative Coordinator*
- Lisa Karras, RN, CNOR *Operating Room Coordinator*
- Heather Kelly, RN *Gastroenterology Coordinator*
- Diane Gafa, RN *PACU Coordinator*
- Kerry O'Sullivan, RN *BLS Instructor/Outreach Program Coordinator*
- Dawn Marie Custer, RN *Southeast Coordinator*  
 Linda Gottlieb, CRNP and Linda Barnum, RN  
*Junior Volunteer Coordinators*
- Julio Villamar, *Equipment and Supply Coordinator*
- Cris Malino, MS3 *Medical Students Coordinator*
- Lori Kneessy *Outreach Coordinator Abroad*



### Blanca's House Volunteer Team Members, 2010



Rivas, Nicaragua



Salinas, Ecuador



Babahoyo, Ecuador



Ahuachapán, El Salvador

## Financial Summary: 2010

### Missions Summary

	Number of Volunteers	Patients Screened	Patients Treated	Value of Donated Services
• March 2010 Rivas, Nicaragua	25	38	35	\$267,000.00
• May 2010 Salinas, Ecuador	28	102	96	\$522,000.00
• August/September 2010 Babahoyo, Ecuador	53	129	107	\$410,000.00
September 2010 Ahuachapán, El Salvador	38	237	180	\$557,000.00
<b>TOTALS:</b>	<b>143</b>	<b>506</b>	<b>418</b>	<b>\$1,756,000.00</b>

Position	Total number of staff 2010	Value of donated time/services
Nurses	67	\$50,250.00
Informational Technology	13	\$6,500.00
Administrators/Other Non-Medical Support	16	\$8,000.00
Junior Volunteers	30	\$7,500.00
<b>Total</b>		<b>\$72,250.00</b>

## Summary of Donations - Income

Source of Donation	Amount	
<b>Cash</b>		
➤ General Cash Donations/Direct Public Support	\$36,373.66	TOTAL: \$36,773.66 (does not include volunteer travel and lodging)
➤ 1 of 300 Club	\$400.00	
<b>In-kind</b>		
➤ Food, Clothing, and Shoes	\$8,000.00	TOTAL: \$147,500.00  <b>GRAND TOTAL DONATIONS:</b> \$184,273.66
➤ Adopt-a-Family	\$1,500.00	
➤ School Supplies	\$3,000.00	
➤ Medical Supplies and Equipment	\$135,000.00	

Fundraiser	Money Raised
New Year's Day Fundraiser	\$11,000.00
St. Patrick's Day Fundraiser	\$2,034.00
Gala Fundraiser	\$21,000.00
Halloween Fundraiser	\$6,000.00
<b>TOTAL</b>	<b>\$40,034.00</b>

Revenue generated through 2010 major fundraising efforts is summarized above

### Mission Costs – Expenses

Mission	Cost of Mission
Rivas, Nicaragua	\$50,884.00
Salinas, Ecuador	\$42,550.00
Babahoyo, Ecuador	\$54,754.00
Ahuachapán, El Salvador	\$71,945.00
<b>TOTAL COSTS 2010</b>	<b>\$220,133.00</b>

Summary of the costs of supplies, materials, equipment, shipping, volunteer expenses (travel and lodging), patient housing (if needed) for each of the 2010 missions

## Highlights 2010

1 OF  
300

**1 of 300 Club initiated** For a \$20.00 ongoing monthly donation, you can become a member of Blanca's House extreme 300 people contributing \$20.00/month for one year = \$72,000.00. This will fund two missions every year, medications, our warehouse storage facility, and more! Currently, there are 10 members who have contributed \$400.00 since the inception of the project in August 2010.



globalgiving

**GlobalGiving** Blanca's House joined GlobalGiving's month-long Open Challenge, a fundraising challenge for non-profits who are doing impactful work around the world. At the termination of the challenge on December 22<sup>nd</sup>, \$693.00 was raised from 13 unique donors. The project entitled, "Provide Thyroid Surgery for 20 Ecuadorians," was chosen to help defray general Blanca's House costs for this medical procedure.



**Henry Schein Cares** As a recipient of the program, Blanca's House will receive a broad selection of dental products and supplies, valued between \$5,000 and \$25,000, throughout the course of the two-year program cycle. The grant will enable Blanca's House to serve more members of the Latin American community, thereby expanding its ability to provide care to underserved children and adults.



**Adopt-a-Family** Through an outpouring of donations, the Adopt a Family program was a tremendous success. In order to help ease the burden of struggling families in the Long Island community during this holiday season, ten families had a brighter holiday. Each family was provided food, clothing, toys, and gift cards to Stop N Shop, Target and El Dorado restaurant. The program will continue through the



New Year with continued donations of supermarket and gas gift cards to these families. The total value of items donated was \$1,500.00.

- An expanded and updated website was developed and is online
- The computer intranet system is in place so doctors/nurses/administrators can enter patient notes creating an efficient and paperless system of charting. include a more comprehensive system for documenting patient services and care on a particular mission
- Installation of a server in the Blanca's House office allows for more streamlined communication and access to files.
- Flip flop fundraiser in Alabama resulted in 150+ pairs donated
- Class on sterile technique and CPR for Junior Volunteers prior to each mission
- In-kind and direct donation from business, medical, and pharmaceutical sponsorships have increased
- Application was approved by the New York Philanthropic Advisory Service. Blanca's House is included in the New York Better Business Bureau's recognized charities.
- Blanca's House is in the very beginning steps of forming partnerships to provide preventive and treatment dental services. For a variety of reasons, dental services were not provided in Babahoyo, Ecuador. The dentist scheduled for this mission was not able to travel with us. Blanca's House continues to work on developing a relationship with a school of dental hygiene to make available supervised dental hygiene students to provide prophylaxis and dental health education.

## **Missions 2010**



### **Rivas, Nicaragua: Hospital Gaspar García Laviana**

- ❖ The focus of this mission was Blanca's House doctors to train doctors in Rivas, Nicaragua on laparoscopic gall bladder surgical techniques and procedures
- ❖ A 50 pound carton containing a CO<sub>2</sub> monitor, cast cutter, sterile zip-locks bags, and extra electrical cords for the electrosurgical unit (bovie cords) were shipped to Hospital Gaspar García Laviana. In the history of this Hospital, they never owned nor had access to the machine used to monitor CO<sub>2</sub> levels (ETCO<sub>2</sub> monitor) for any of their surgical patients. Blanca's House will be following up the progress regarding the number of laparoscopic cholecystectomies (Lap Chole) procedures with the Director of the hospital.
- ❖ Running two Operating Rooms, Drs. Craig and Bowlds performed an astounding 35 Lap Chole procedures over several days. By surgical day three, the local doctors, had assumed most of the responsibility for the cases. Also noteworthy, the newly-introduced paperless system worked very well. At the end of the mission, we donated an entire laparoscopic tower to the local hospital so the instructed physicians could continue what they had been taught. Games, toys, and flip-flops were distributed to local children.
- ❖ Acupuncture was performed for the first time.

### **Salinas, Ecuador: Hospital D. José Garcés Rodríguez**

- ❖ A volcanic eruption prior to the departure of mission team members reduced the number of volunteers actually travelling to Salinas. in the end, 28 /67 members left for Ecuador
- ❖ OR supplies did not arrive from Guayaquil on time, even though they were shipped a month prior to the mission
- ❖ Volunteers travelled to a barrio outside Salinas to distribute food, toys and clothing valued at \$2,000.00 to impoverished families.



### **Babahoyo, Ecuador: Fundación Teolinda Troya Escobar**

- ❖ Dr. Todd Rosengart, Surgery Chairman and Chief of Cardio-Thoracic Surgery, Stony Brook University Medical Center is part of our team, along with 3 general surgery residents from Stony Brook. In addition, joining us for the first time are Dr. Bao, General Surgeon and Dr. Dagum, Plastic Surgeon, also from Stony Brook. They were all invaluable team members.
- ❖ The local government of the Province of Los Rios, provided support for our efforts. The group assisted in publishing the information about our arrival in Babahoyo. Additionally, the government hosted a reception for the director and foundation's doctors to thank us for our efforts. They travelled to the clinic to observe our medical services. The group also attended our closing ceremonies and presented Blanca's House with a plaque recognizing our efforts. We also had the good fortune of having three college students from Guayaquil join us to assist our team in translation when needed.
- ❖ Filming for the national Ecuadorian television news station to promote our efforts and the government's support.
- ❖ Blanca's House once again paid for hotel rooms and/or food for families to stay in Babahoyo overnight. Having travelled so far (3 to 4 hours by car or bus) to see doctors at the clinic, and with serious medical needs, if they left for home they could not afford to travel back to Babahoyo. We paid for 11 families to spend the night in Babahoyo so they could receive the medical care they so needed.

- ❖ Six operating suites were functioning; originally only five were set up. The 6th one was added on the 2nd floor for procedures needing only local anesthesia.

### Ahuachapán, El Salvador: Hospital Francisco Menéndez

- ❖ This was the first mission to El Salvador.
- ❖ Volunteers visited the pediatric recovery rooms and the nursery to distribute donations, which were donated by our team members.
- ❖ Donate school supplies, which were again donated by our team members and Dr. Kneessy's family. Including: pencils, crayons, coloring books, and erasers.
- ❖ Handed out bags of clothes, socks, and underwear to local families.



### Looking Ahead to 2011

Blanca's House looks ahead to 2011 with exciting plans for four missions. Because of the expanding need for quality healthcare services, our missions have not only expanded to additional countries, but, also to train those doctors in specialized techniques. We have begun to lay out our plans for 2011, and we have some important goals we hope to achieve.

Date	Mission	Focus
March 31 <sup>st</sup> - April 5 <sup>th</sup> , 2011	Rivas, Nicaragua	Orthopedic (first-time specialty)
April 17 <sup>th</sup> - April 22 <sup>nd</sup> , 2011	Guayaquil, Ecuador	Pre-Screening Mission/Physicians Assistants
May 25 <sup>th</sup> - May 31 <sup>st</sup> , 2011	Guayaquil, Ecuador	Plastic Surgery, ENT
October 12 <sup>th</sup> - October 18 <sup>th</sup> , 2011	Babahoyo, Ecuador	ENT, Gastroenterology, General Surgery, Gynecology, Plastics

- ✓ Continue pursuing dental services for future missions
- ✓ Completion of YouTube non-profit Blanca's House channel
- ✓ Increase in-kind and monetary donations
- ✓ Broaden the scope of fundraising activities
- ✓ Grant proposal will be submitted to Smile Train to fund more comprehensive medical services for children with cleft palate in Ecuador.
- ✓ Projects on additional international web-based donation websites: goal is to exponentially increase Blanca's House donor base, i.e., GiveForward
- ✓ Continue the "Adopt-a-Family" initiative
- ✓ Apply for charity certification from the New York Philanthropic Advisory Service. Charities in existence for three or more years can apply for the charity seal by meeting charity accountability standards.
- ✓ Apply for New York State State Employees Federated Appeal (SEFA). SEFA is a charitable solicitation of New York state employees conducted under the authority of State Finance Law. State employees, through payroll deduction, may give to any of the charitable organizations that participate in SEFA. The application is due by January 2012.



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