

PRIMEROS PASOS

Annual Report 2018



Mission

To improve the quality of life of the rural communities of the Palajunoj Valley of Quetzaltenango, Guatemala through integrated health education projects and access to medical, dental, and nutritional services.

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Message from the President

Dear Friends of Primeros Pasos,

2018 was a significant year for strategic and operational changes for Primeros Pasos due to a need to address administrative overload, improve sustainability, and focus on the quality and efficiency of our core clinical operations. There was a substantial reduction in the scope of our independent health education and nutrition-related programs in order to focus on our core clinical activities. However, we saw great success in development and fundraising throughout the year and are currently structuring partnerships to continue to address underlying determinants of health in the Palajunoy Valley. All of us at Primeros Pasos were very proud of the developments we saw throughout the year and are excited to see the programs continue to grow!

In the following annual report, you will find highlights of the past year, including an overview of the new Outreach Program. Under the direction of our Community Outreach Coordinator, Monica Perez, we built a foundation for the Outreach Program in the most vulnerable communities of the Valley and developed a strategy to formalize the program in 2019.

Although the number of programs we offer has been reduced, Primeros Pasos remains committed to improving the quality of life in rural communities through low-cost healthcare and preventative health education, and I am excited to continue to share our journey with you.

On behalf of the communities that we serve: thank you to our donors and supporters for making it possible to improve access to quality healthcare and preventative education in the Palajunoy Valley. We look forward to your continued support in 2019.

With gratitude,

Armando Castillo

Program Impacts



Community Outreach Program

At the start of 2018, the Healthy Schools Program and Nutrition Recuperation Programs were combined into one comprehensive Community Outreach Program intended to provide health services and education to the four most vulnerable communities of the Valley: Tierra Colorada Baja, Candelaria, Bella Vista, and Las Majadas. These four communities were chosen in accordance with a needs assessment that was carried out in the beginning of the year addressing self-identified needs, resource availability, and the potential impact of Primeros Pasos in the ten communities of the Valley. The new Outreach Program includes Mobile Clinics once every quarter in each of the communities, regular visits to the schools with interactive presentations, activities, and children's growth assessments and an Open Nutrition Group, open to any community members wishing to participate in nutritional discussions and growth assessment. We educate about topics that address the complex determinants of health, such as diet, hygiene, parasites, family planning, and

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vaccination. We also include the Dental program in the Mobile Clinics to provide treatment as well as educate children and parents about oral health issues and proper oral hygiene. This past year was used as a trial run for the Outreach Program to determine the response of the communities toward the program, any obstacles in implementation, and the best way to move forward.

The program consistently aims to recruit women and their children under age 2 as well as pregnant women in order to target the first 1,000 days of life—known as a crucial window of opportunity for development beginning from pregnancy to a child’s second birthday. Because this unique period provides the essential building blocks for brain development, healthy growth and a strong immune system across a lifespan, it is vital that both mother and baby have proper nutrition during this critical period. In order to increase the audience, the program also accepts mothers with children under age 5 and any other adult community members wishing to participate. The outreach program intends to equip parents with the knowledge and skills they need to provide the best start in life for their children.

Open Nutrition Group

I. Nutritional Education

The aim of the Open Nutrition Group is to educate community members on preventive health practices and provide parents with the practical knowledge and tools to maintain healthy, hygienic homes. Discussions, led by the Outreach Coordinator Monica Perez, cover topics including school snacks, hygiene and food handling, hand washing and teeth brushing, breastfeeding, importance of vaccination and supplementation, diabetes, and family planning. The health education is tailored specifically to the rural communities of the Valley and addresses infrastructural obstacles to healthy living such as lack of nutritious food, unreliable transportation, and poor water quality.

II. Nutritional Evaluation

Once a trimester, the participants of the Open Nutrition Group—parents and children younger than five or those not registered in school—are weighed and measured to monitor growth. Below you can find an overview of the results. Due to inconsistency in attendance and an overall decrease of participants towards the end of the year, we could only monitor the *before* and *after* nutritional status of selected group of moms and children.

Nutritional Evaluation of Children in the Open Nutrition Group

| BEFORE | Candelaria | Las Majadas | Bella Vista | TCA | TOTAL |
|----------------------|------------|-------------|-------------|-----|-------|
| Chronic Malnutrition | 4 | 7 | 4 | 8 | 23 |

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| | | | | | |
|-------------------------|-----------|-----------|-----------|-----------|-----------|
| Stunted and Underweight | 0 | 5 | 5 | 12 | 22 |
| Acute Malnutrition | 2 | 0 | 0 | 2 | 4 |
| Normal | 7 | 7 | 4 | 7 | 25 |
| Total | 13 | 19 | 13 | 29 | 74 |

| AFTER | Candelaria | Las Majadas | Bella Vista | TCA | TOTAL |
|--------------|------------|-------------|-------------|-------|-----------|
| Stunted | 2 | 3 | 5 | 4 | 14 |
| Normal | 2 | 4 | 2 | 3 | 11 |
| TOTAL | 4 | 7 | 7 | 7 | 25 |
| Improved | 1 (DE -2) | 3 (DE -2) | 1 (DE P) | 0 (N) | 5 |

Nutritional Evaluation of Mothers at Open Nutrition Group

| BEFORE | Las Majadas | Bella Vista | Candelaria | TCA | TOTAL |
|---------------|-------------|-------------|------------|-----|-----------|
| Overweight | 11 | 2 | 6 | 9 | 28 |
| Obesity I | 4 | 4 | 7 | 6 | 21 |
| Obesity II | 1 | 0 | 3 | 1 | 5 |
| Normal | 5 | 4 | 9 | 4 | 22 |
| TOTAL | 21 | 10 | 25 | 20 | 76 |

| AFTER | Las Majadas | Bella Vista | Candelaria | TCA ¹ | TOTAL |
|--------------|-------------|-------------|------------|------------------|----------|
| Overweight | 5 | 1 | 4 | | 10 |
| Obesity | 4 | 0 | 1 | | 5 |
| Normal | 4 | 4 | 2 | | 10 |
| TOTAL | 15 | 5 | 7 | | 25 |
| Improved | 2 | 1 | 2 | | 5 |

III. Healthy Recipe Cooking Lessons

One of the most enjoyable activities, the healthy recipe cooking lessons are both educational and create a spirited opportunity for the mothers to strengthen their bond with each other as well as with Primeros Pasos staff and volunteers. In the fourth quarter of 2018, we led cooking lessons in each of the four communities, making Tortas de Arroz y Chipillín (Rice and Chipillín Pancakes) and Atol de Arroz y Maní (Rice and Peanut Drink). The ingredients utilized—carrots, greens, milk,

¹ Growth of the mothers in Tierra Colorada Alta could not be accurately assessed due to inconsistencies in the participants that attended each session.

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eggs, etc.—provide essential nutrients and are easily accessible in the communities. The recipes were also printed and given to the participants for future use.

The image contains two recipe cards. The left card is for 'Tortitas de huevo arroz y chipilín' and features a large blue fork graphic. The right card is for 'Atol de arroz y maní' and features a graphic of a bowl of atol on a saucer. Both cards have a decorative border with orange and yellow floral patterns.

Tortitas de huevo arroz y chipilín

Ingredientes: (12 personas)

- 4 Huevos
- 1 arroz blanco cocido
- 2 zanahorias ralladas
- Q3 de chipilín o espinaca
 - 1 pizca de sal
- Aceite para cocinar

Pasos, 15 minutos

- Batimos los 4 huevos en un recipiente con tenedor, revolvemos el arroz, el chipilín y sal.
- Cuando ya tenemos la mezcla preparada, calentamos un sartén con un chorro de aceite, y vertemos la mezcla de cucharada en cucharada para que se vayan creando las tortitas.

El tamaño de cada tortita varía al gusto, podemos hacer una sola con toda la mezcla.

Atol de arroz y maní

Ingredientes:

- 3 litros de leche
- 1 vaso de maní triturada
- 1 vaso de arroz
- ½ libra de azúcar
- 1 raja de canela

Modo de Preparación

1. Cocinar el arroz en una olla por separado, cuando ya este medio cocido.
2. Tostar la manía
3. En una olla grande pon los litros de leche y agrega la canela. Enciende el fuego suave y cuando ya esté bien caliente, agrega poco a poco el arroz.
4. Agrega el maní y el azúcar sigue moviendo hasta que se disuelva lo dulce. Deja que hierva, prueba que no este muy dulce y sirve caliente.

IV. Supplementation

During the Open Nutrition Group, children younger than five years old were given Vitamin A. Pregnant women and those breastfeeding also received prenatal vitamins. Multivitamins were given to all children during mobile medical clinics.

V. Knowledge Retention Tests

At the end of the year, all participants of the Open Nutrition Group were given a brief test to evaluate the effectiveness of the nutritional education and to improve the Outreach Program for the following year.

VI. Additional Activities

- Pregnancy Club in Tierra Colorada Baja
- Papanicolaou talk in Tierra Colorada Alta

- Collaboration with health workers from the Ministry of Health in Tierra Colorada Alta and Candelaria

Schools

I. Nutritional Education

The Outreach Program also brings health education to the schools of the communities involved, discussing health topics including: hand washing and teeth brushing, personal hygiene, healthy snacking, and diet. The discussions are interactive, incorporating fun presentations and activities with the outreach coordinator and volunteers and are tailored to the educational level of the students.

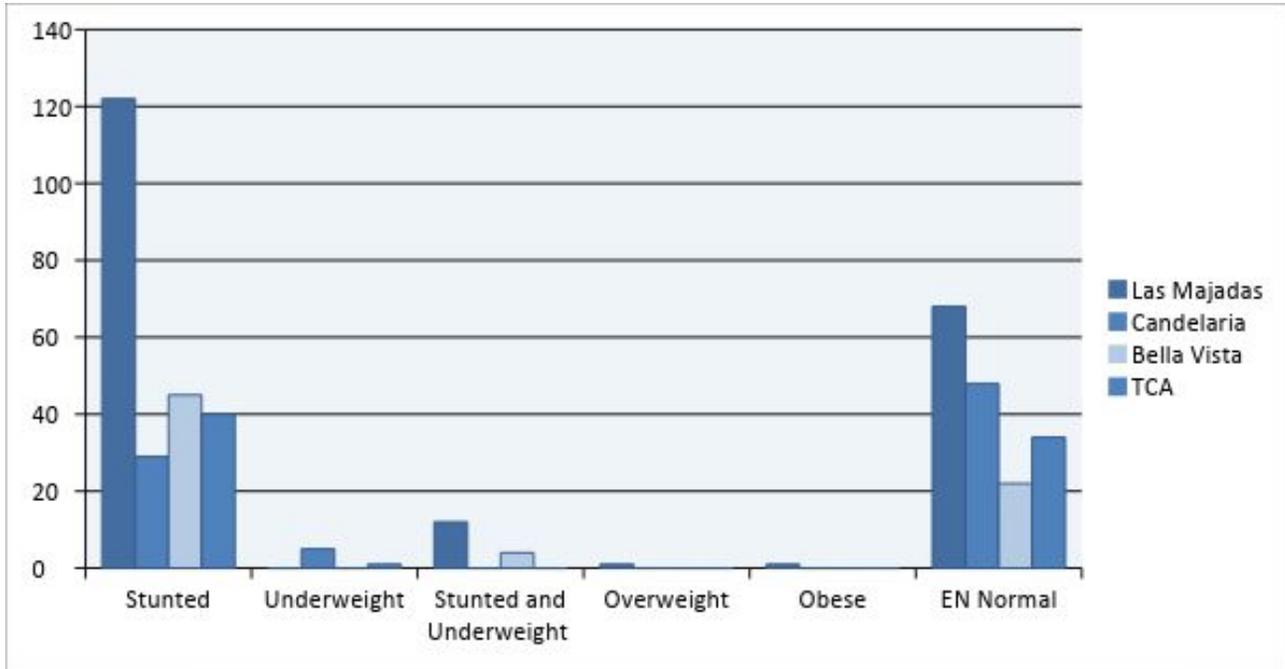
II. Nutritional Evaluation

The school children are measured and weighed to monitor growth and identify children that are below the growth curve.

Nutritional Evaluation in Schools

| | Las Majadas | Candelaria | Bella Vista | TCA | TOTAL |
|-------------------------|-------------|------------|-------------|-----------|------------|
| Stunted | 122 | 29 | 45 | 40 | 236 |
| Underweight | 0 | 5 | 0 | 1 | 6 |
| Stunted and Underweight | 12 | 0 | 4 | 0 | 16 |
| Overweight | 1 | 0 | 0 | 0 | 1 |
| Obese | 1 | 0 | 0 | 0 | 1 |
| EN Normal | 68 | 48 | 22 | 34 | 172 |
| TOTAL | 204 | 82 | 71 | 75 | 432 |

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Surveys in Chuicavioc

Moving forward in 2019, we have decided to replace Candelaria with the community of Chuicavioc due to a higher need for health services, education and public health intervention seen in Chuicavioc. In December, door-to-door surveys were conducted in Chuicavioc to assess the willingness of the community members to participate in the program and determine the most prevalent health and infrastructural issues of the community.

Survey Question Examples:

- Do you have access to a health post: Yes ___ No ___ Which health post do you attend: _____ For what reasons do you attend the health post: _____ How many times a month do you attend: _____
- Do you attend a private clinic: Yes ___ No ___ Why do you prefer the private clinic: _____ Which do you attend: _____ Have you attended the Primeros Pasos clinic: _____
- Do you have access to drinking water: Yes ___ No ___ If you don't have access, where do you get water: _____
- Do you disinfect the water before drinking it: Yes ___ No ___ With what do you disinfect it: _____
- Do you have children in school: Yes ___ No ___ How long ago did you deworm your children: _____
- What are the problems that most affect your community, including health issues: _____ How would you like to resolve these problems: _____

Mobile Clinics

In 2018, the Primeros Pasos medical and dental staff saw a total of **377** patients through the Outreach Program Mobile Clinics (see *“Medical and Dental Program” for breakdown by community*). The medical and dental staff traveled to the four most vulnerable communities, attending first to school children in the first round of clinics and later to all community members in a second round of open clinics. The most common illnesses treated were intestinal parasites, respiratory, and dermatological conditions, a recurring trend that can be related to the lack of clean drinking water, poor hygiene habits, and a shortage of health education.



Illustrated in the following chart is the amount of children seen in the first round of mobile clinics in each school:

| Las Majadas | Bella Vista | Tierra Colorada Alta | Candelaria | Total |
|-------------|-------------|-------------------------|------------|--------------|
| 121 | 72 | 50 | 44 | 287 |

The following chart shows the community members seen in the second round of mobile clinics in each community:

| Las Majadas | Bella Vista | Tierra Colorada Alta | Candelaria | Total |
|-------------|-------------|-------------------------|------------|--------------|
| 38 | 24 | 20 | 6 | 90 |

Medical and Dental Program

Medical Impact

This year, Primeros Pasos continued to provide high quality and low cost care to the residents of the Palajunoj Valley. In total, **2,192** walk-in patients received consultations and treatment at the clinic. The medical team saw patients through referrals from schools and various health fairs (“jornadas”) throughout the year, adding another **676** patients seen in some capacity to our grand total.



As shown in the chart below, intestinal parasites and the common cold are particularly prevalent in the Palajunoj Valley.

| | MOST FREQUENT ILLNESSES | COUNT |
|----------------|---|--------------|
| General | Common cold | 206 |
| Infant | Intestinal parasite, common cold, viral amigdalitis | 449 |

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| | | |
|-------------------|--|-----|
| | (tonsillitis) | |
| School Age | Intestinal parasite, common cold, middle ear infection | 427 |

Unfortunately, children often have intestinal parasites for an extended period of time, which can lead to malnutrition. The Outreach Program seeks to confront this issue by educating about the importance of hygiene and parasite prevention.

Illustrated in the following chart is the age distribution of medical patients:

| AGE DISTRIBUTION | |
|---|-------|
| | TOTAL |
| Neonatal 0-15 days | 2 |
| Newborns 16-28 days | 10 |
| Pediatric 29 days 5 years | 688 |
| Child 6 11 years | 436 |
| Adolescent 12 17 years | 168 |
| (F/Childbearing Age) 18 35 years | 492 |
| (F/ Advanced Maternal Age) 36 years 49 years | 154 |
| (F/Menopause) 50 years 59 years | 114 |
| Persons who are 60 years+ | 115 |

Illustrated in the following chart is the distribution of sexes:

| DISTRIBUTION OF SEXES | TOTAL |
|------------------------------|--------------|
| Men | 759 |
| Women | 1433 |
| TOTAL | 2192 |

For the sixth consecutive year, the international organization Flying Doctors returned to Primeros Pasos to carry out a health fair for 5 days in August, consisting of doctors, dentists, psychologists, traumatologists, ophthalmologists and massage therapists from the United States. This was organized in conjunction with the Primeros Pasos staff, as well as with local Guatemalan doctors and medical students from the Guatemalan national University San Carlos. The Flying Doctors Health Fair registered more than **1,700 patients** and provided free lab tests, medications, and reading glasses. Thank you, Flying Doctors, for another successful year!

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| Service Provided | Patients Served |
|--|------------------------|
| <i>Medical</i> | 415 |
| <i>Pediatrics</i> | 157 |
| <i>Gynecological</i> | 77 |
| <i>Dental</i> | 127 |
| <i>Dental Cleaning</i> | 250 |
| <i>Trauma</i> | 160 |
| <i>Therapeutic Massage</i> | 26 |
| <i>Psychological</i> | 3 |
| <i>Optometry</i> | 329 |
| <i>Laboratory</i> | 164 |
| Total Number of Patients Served | 1,708 |

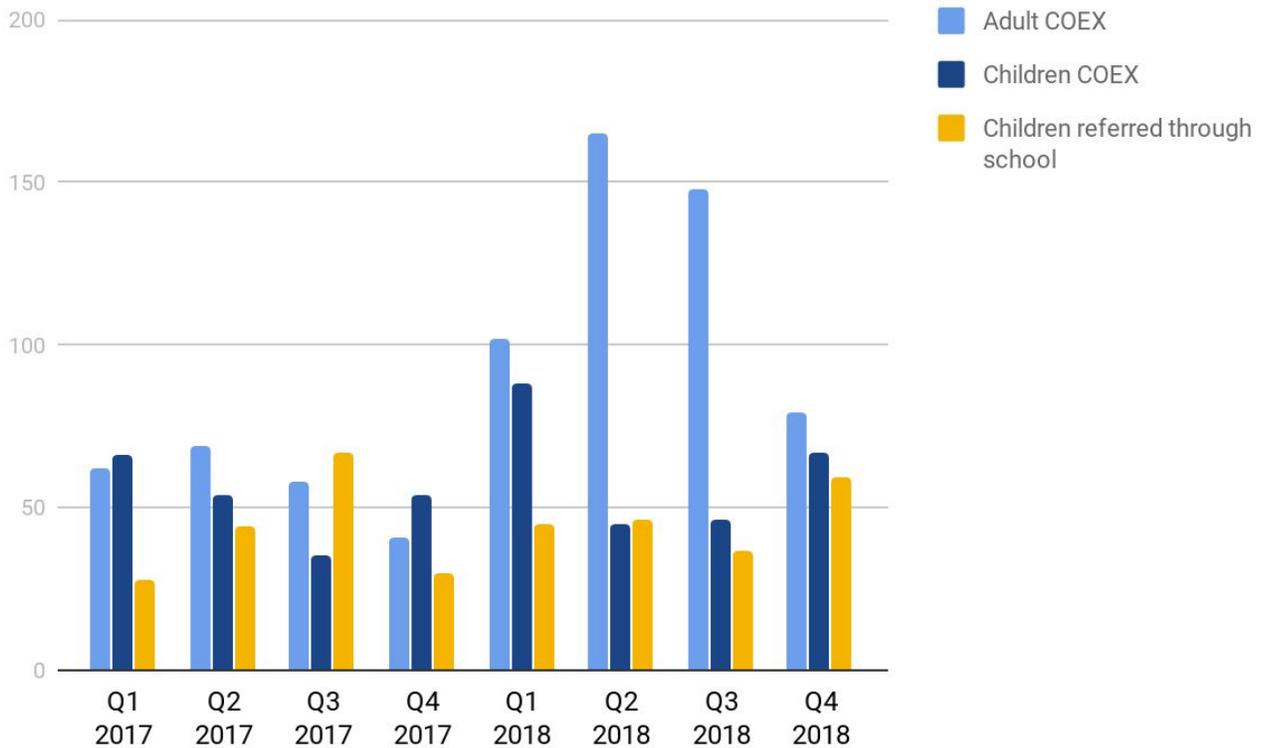


Dental Impact

The Dental Program saw impressive growth in 2018. Our dentist Dra. Francia has worked very hard to build trust and educate her patients about the importance of preventive care and regular dental check-ups. We want to express our gratitude to her and hope to continue improving the dental health status of the people of the Palajunoj Valley.

| Clinic | Demographic | 2018 Total Results |
|------------------------|----------------------------------|--------------------|
| Co-Ex (On-site Clinic) | Patients total COEX | 488 |
| | Adults COEX | 284 |
| | Children COEX | 204 |
| | Children referred through school | 223 |

Dental Program Chart of Growth



2018 Highlights

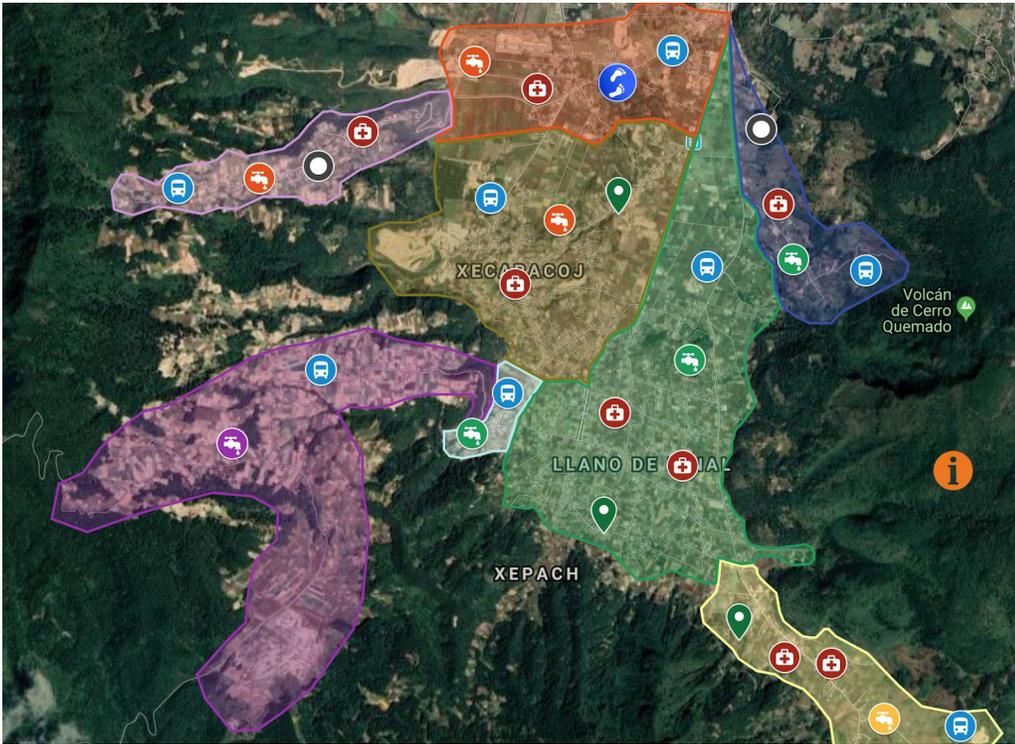
Pharmacy Improvements

A few amazing volunteers took the initiative to organize the pharmacy—updating the inventory in order to minimize waste of expired medications, creating a more accurate price lists, and increasing efficiency in the clinic. The externos (4th year medical students) were trained to use the new organization system and keep the information up-to-date.



Interactive Map

An online interactive map now exhibits a variety of datasets that have been collected over the past few years. Interactive layers display community statistics, common illness, water sources, medical services available, pharmacies, transportation, and recent needs assessment data for each of the ten communities in the Valley. The map can be continually edited as the data changes. Volunteer Lindsay Sommer created this map in the hope that Primeros Pasos and other organizations that work in the Valley can have access to an up-to-date, interactive resource, showing current projects, needs, and infrastructure in the Valley.



You can explore the map at the following link: goo.gl/DE5WaC

Ultrasound Health Fair



Primeros Pasos and the Association of Midwives of the Mam Speaking Area (ACAM) hosted two Boston-based radiologists to hold an Ultrasound Medical Fair, providing low-cost ultrasounds to the people of the Valley. Dr. Maria Jose Morfin of Primeros Pasos had the opportunity to learn from the radiologists and practice more complex ultrasound examinations. Over the course of four days, the team—consisting of the two visiting radiologists, two midwives from ACAM and the Primeros Pasos medical team of Dr. Morfin and 4th year Guatemala medical students—attended to 74 patients in total.

Mesoamericana Communications Project



In the third quarter, we started a very exciting project with students of Social Communication from Universidad Mesoamericana, a leading university in Xela. For their graduation project, the student team analyzed the communications of Primeros Pasos, offered feedback on how to enhance the online presence of the organization and created three promotional videos. Content of the videos includes interviews with staff members, volunteers, and patients, beautiful shots of the Valley and a look into the daily operations of the clinics. The team also left us with new designs, promotional

material, and a manual on managing our social media and communications. We had the pleasure of going to the graduation at Universidad Mesoamericana to show our support for the students and their work.

Roger Thurow Book Presentation



In December, we organized a presentation for author Roger Thurow and his book *The First 1,000 Days: A Crucial Moment for Mothers and Children, and the World*. An internationally renowned author and finalist for the Pulitzer Prize, Thurow has been on the Chicago Council on Global Affairs since January 2010 as senior fellow on global food and agriculture and previously wrote for the *Wall Street Journal* for thirty years. In collaboration with Primeros Pasos, Thurow wrote a journalistic narrative on malnutrition in four corners of the world: Guatemala, Chicago, India, and Africa. He returned to the Palajunoj Valley this December to present the new Spanish version of the book to the mothers that he had worked with and to follow-up on his research of child and maternal health in the Valley. We had a great audience at the presentation, including many local medical professionals and nutritionists who have been working to solve the issue of malnutrition across the country. We were successful in selling 35 books for the fundraising event, raising \$248, and additional books are now for sale in the Librería Latinoamericana in Xela. It was a pleasure to welcome Thurow back to Guatemala and Primeros Pasos and we look forward to collaborating with him more in the future.

Health for the Holidays Campaign



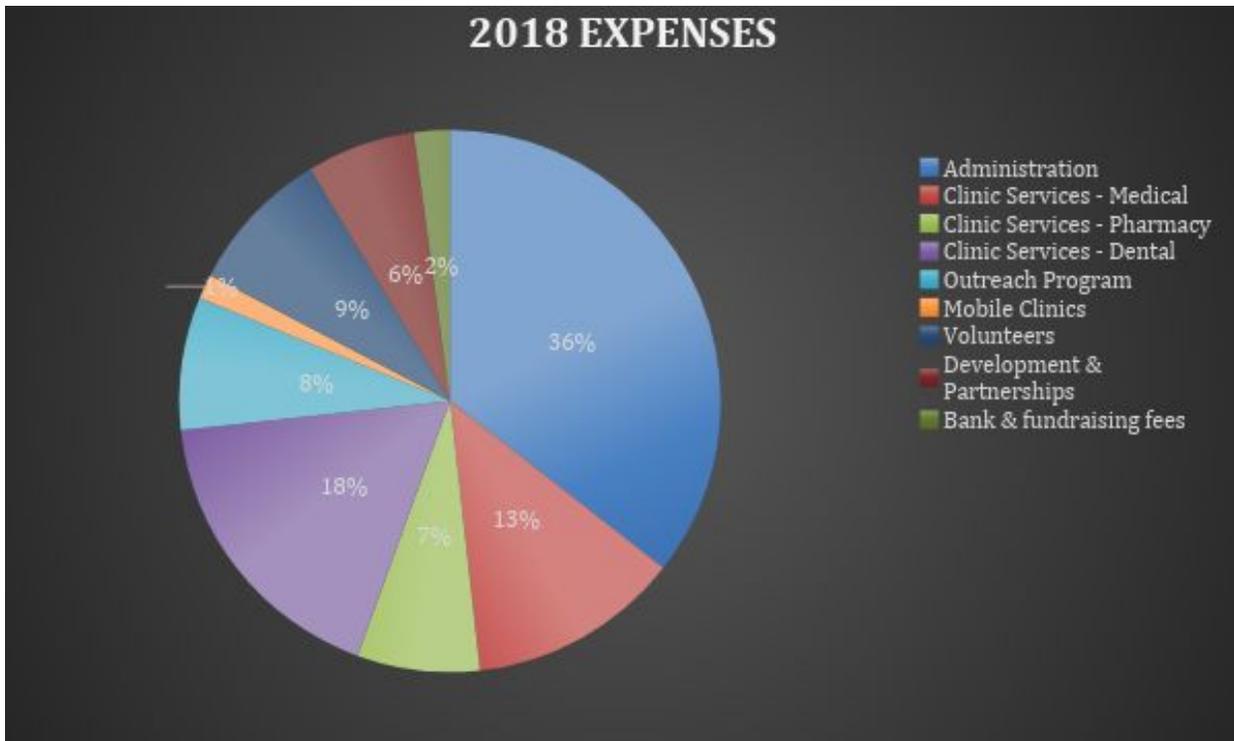
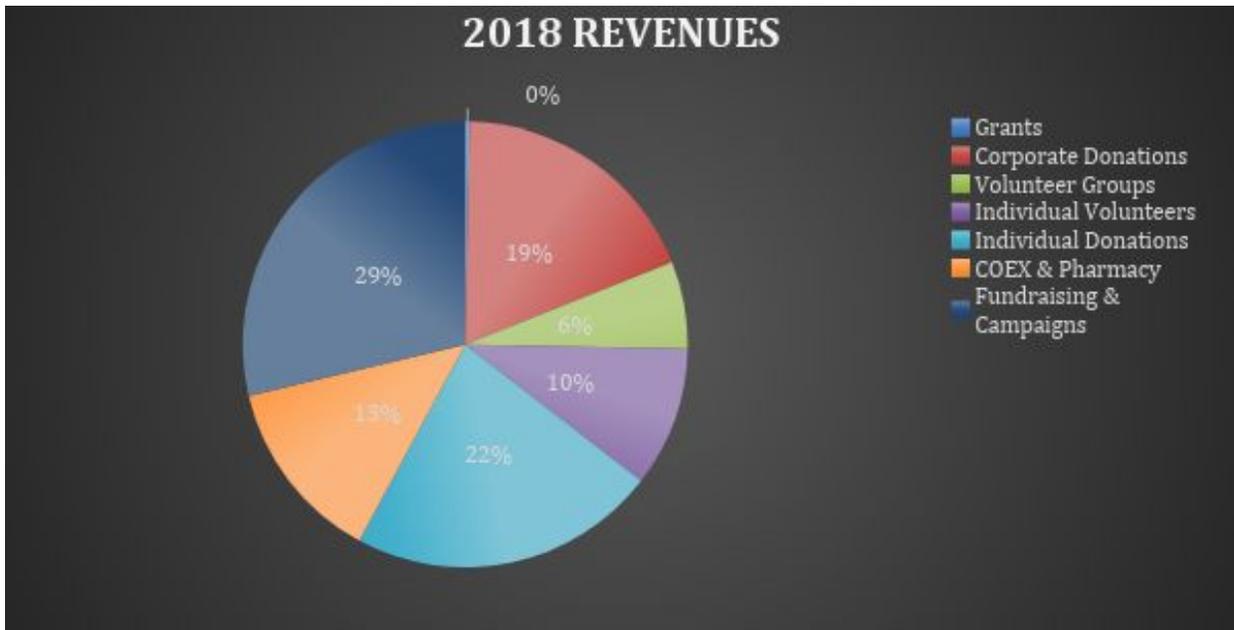
At the end of November, we launched our Health for the Holidays campaign—a movement to increase funding and bring affordable, quality healthcare and health education to the Palajunoj Valley in 2019. Throughout December, we publicized snapshots of life in the Palajunoj Valley, reflections from community members on the work of Primeros Pasos, and their hopes for the new year. The interviews with the communities members highlighted the appreciation they have for the community work of Primeros Pasos and their hope for the future growth of the programs.

The Health for the Holidays campaign raised more than more than \$11,000. We appreciate all the support in making this campaign a great success!

Financial Summary

1. OVERALL REVENUE RESULTS – TOTAL \$109,945.50

- Grants - \$374 Go Philanthropic
- Corporate donations - \$20,507:
 - \$5,000 Vanderbilt University
 - \$3,745.60 Médicos Voladores
 - \$250 Morgan Family Foundation
 - \$5,000 CHILA
 - \$1,000 Boston University
 - \$1,202 Soap Project
 - \$2,830 Yumbutter
 - \$43.50 AmazonSmile
 - \$1,436 local Xela partnerships
- Individual Volunteers - \$11,193.50
- Volunteer Groups - \$6,935
- Individual Donations - \$24,628:
 - \$12,000 James McMurtry
 - \$200 Roger Hitchner
 - \$1,395 Sarah Harrison
 - \$4,000 Zeiger Charitable Foundation
 - \$5,707 Recurring donors
- Fundraising - \$31,568:
 - \$12,000 Matched 2017 Giving Tuesday donation
 - \$1,247 2017 HFTH Campaign donations
 - \$1,044 Mother's Day Campaign
 - \$3,492 Water for Wellbeing
 - \$11,612.46 HFTH 2018 Campaign
 - \$2,173 Local fundraising events in Xela
- COEX & Pharmacy - \$14,739.50 / Q110,396



REVENUES TOTAL - \$109,945.50

EXPENSES TOTAL - \$58,043.50

INCOME NET - \$51,902.00

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Primeros Pasos relies almost solely on small individual donations and grassroots fundraising initiatives, and works diligently to make these donations go as far as possible. Fundraising for Primeros Pasos is coordinated by the Inter-American Health Alliance (IAHA), a U.S.-based 501(c)3 non-profit founded in 2007 to support Primeros Pasos' operations.

Primeros Pasos is a program of Asociación PASOS, a Guatemalan-registered non-profit organization founded in 2004. Its NIT (tax ID) is 8147040-1.

Leadership

Board of Directors

President – Armando Castillo

Executive Leadership

Finance and General Director – Lukas Riha

Director of Development and Partnerships – Elena Siepman van den Berg

Volunteer Coordinator – Billy Rayfield

Medical Program Director – Maria Jose Morfin

Dental Program Director – Francia Angel

Outreach Coordinator – Monica Perez

Primeros Pasos would like to thank our generous supporters and partners:

Vitamin Angels
GoPhilanthropic
YumButter
Vanderbilt University
University of Virginia
Georgetown University
St. John's University
InterAmerican Health Alliance
University of San Carlos
AFID (Accounting for International Development)
Mayan Midwifery International / ACAM
Timmy Global Health
MealFlour
Somos Hermanos
Buena Onda
EntreMundos
Y'abal Handicrafts
Quetzaltrekkers
Bakanos Dance Studio
Celas Maya Spanish School
Sol Latino Spanish School
Proyecto Mundo Latino
Martin Ditto
Individual Donors



We would also like to express our sincere gratitude to all the 60 foreign and in-country volunteers that donated their time, energy, ideas, resources, supplies and hearts to Primeros Pasos during 2018. Through the efforts of each of the 36 individual volunteers and 24 students from 3 student groups (GlobeMed GROW Internship, University of Virginia Alternative Spring Break, and Vanderbilt University) we were able to continue to provide our vital health services to the people of the Palajunoj Valley.

Thank you all!