

# Andean Health & Development

Quality, sustainable health care for Latin America's underserved

## Fall 2018 Update



### From the Field

by Dr. David Gaus

Many considered financial self-sustainability for a poor rural hospital an impossibility, but our first hospital in Pedro Vicente Maldonado (PVM) achieved that goal in 2007. It certainly wasn't easy. We experimented with all sorts of revenue generating ideas to keep the hospital running, and most failed. One combination of financing mechanisms finally did work: a public-private partnership with Ecuador's national social security system. Social security pays us for the patients in their system, and we charge other patients who are able to pay very reasonable prices. Although that public relationship has many challenges, it catalyzed our successful journey to 100% financial self-sustainability. To this day, Hospital PVM does not depend on operating funds from AHD.

Why is this important? First, it frees poor communities from dependence on external funding from outside the country. Second, it permits community members to take greater ownership in how health services are delivered; it gives them a voice. They give feedback to both the health providers and the institutions paying for the services. Finally, this model allows AHD (and your donations) to invest in training, research, and exporting our successful model to other parts of rural Ecuador and Latin America.

So it is with great pleasure that I report that our second facility, Hesburgh Hospital in Santo Domingo, now has a public-private partnership with Ecuador's Ministry of Health (MOH) for critical care services. In anticipation of this moment, we added an Intensive Care Unit (ICU) for adults and newborns when we built the hospital in 2014. Now that the moment has arrived, the MOH is referring to us some of the poorest patients we have ever treated. The revenues from our critical care services allow us to subsidize care for other indigent patients. We believe this is how we will achieve financial self-sustainability at Hesburgh Hospital while caring for a desperately vulnerable population, most of whom live on less than \$4/day.

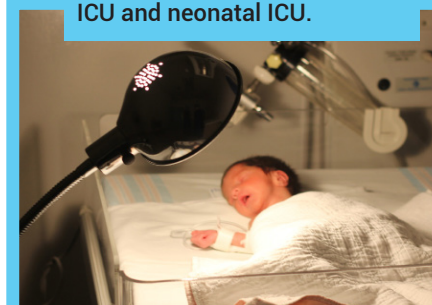
Experience tells us that working with the public health sector will not be easy. We will inevitably face challenges collecting payments from the MOH, but our social security experience at Hospital PVM has taught us how to manage inconsistent cash flows.

2018 is quickly becoming a landmark year for AHD and the communities we serve in rural Ecuador, as we achieve our commitment to them--and you--to provide self-sustainable care. Thank you for helping us reach these ambitious, once almost unimaginable goals.

AHD's meaningful work continues...



AHD reached a milestone by creating a partnership with Ecuador's Ministry of Health (MOH). The MOH refers some of the country's poorest people to Hesburgh Hospital's ICU and neonatal ICU.



David Gaus, MD, MPH/TM is the Founder and CEO of Andean Health & Development.

With your support, we have provided 20 years of quality, sustainable health care for Latin America's underserved.

## Reflection from an AHD Resident Graduate

My name is Dr. Luis Rivera, and I graduated from AHD's Family Medicine Residency Program five years ago. I had the opportunity to learn from two great mentors during my education, Drs. David Gaus and Diego Herrera. They instilled my fellow residents and me with medical and scientific knowledge, but more importantly, with skills on how to be leaders. You achieve leadership and command respect in your work through your knowledge and hard work everyday--not through putting others down. Drs. Gaus and Herrera taught us how to transfer the theories in the books to real life practice, with all the necessary adaptations for our low-resource setting.

Now I work in a public Social Security facility as a Family Physician. I started out as an outpatient doctor and later conducted teaching rounds as I had learned to do in AHD's program. I saw many knowledge gaps and witnessed my colleagues making mistakes while practicing preventive medicine. As a result, I instituted a formal preventive medicine curriculum and plan for patients, including palliative care and home visits for particularly vulnerable patients.



Dr. Luis Rivera works for a Social Security clinic in Cayambe and spends one day a week at AHD's Hospital Pedro Vicente Maldonado. He's a 2013 graduate of AHD's Family Practice Residency Program.

My clinic is in the rural setting of Cayambe, next to a big mountain with many indigenous patients. Ecuador's Social Security Institute offered me a position in Quito, but I chose to stay in the countryside. This is where the problems are and where the health system needs to be strengthened.

My residency with AHD has served me greatly professionally and personally. Now as Medical Director at the Social Security clinic (where I was chosen among many other candidates) I have had the opportunity to carry out new programs, improve the quality of medical care, and influence health policy to really help our patients with their health problems.

In the future, I hope to continue to climb the ranks in Social Security to share my ideas and be part of the solution for healthcare policy reform, which is so desperately needed in my country.



Dr. Luis (right), with Dr. Juan Carlos Perez and Dr. Amanda Tene Rueda during their residency at AHD (2010-2013). All three are now teachers of family medicine in different parts of Ecuador.

## What We Do

### Our Ecuadorian staff...

- provides high quality, comprehensive care to 30,000 patients a year
- trains 15 Ecuadorian family physicians annually to become health leaders for the countryside and train future classes of doctors
- manages two public-private partnerships
- operates two hospitals/clinics in a financially self-sustaining way
- delivers 37 babies a month through an RMHC® grant whose mothers would have likely delivered at home otherwise
- inputs all patient data into an electronic medical record
- publishes a quarterly online medical journal in Spanish, the only such journal in all of Latin America
- conducts research on mosquito-borne illnesses, Human Papillomavirus Virus (HPV), antibiotic resistance patterns, and other epidemiological topics pertinent to global health



## Hesburgh Hospital's Equipment Wish

Ecuador's Ministry of Health recently asked AHD's Hesburgh Hospital to expand its intensive care unit (ICU) to provide critical medical care for the country's poorest of the poor. Previously, these seriously ill patients and families had to travel hundreds of miles to urban medical centers for ICU care, despite living on less than \$4 per day, and the results were often tragic. To fully accommodate this recent influx of patients, Hesburgh Hospital needs an Intra-Operative X-ray Machine for \$55,000. This machine is critical for conducting scans for trauma patients in the new ICU.

Your donation would have an immediate and significant impact, not just for those in most dire need, but for their families and the community as well. Donating this equipment--

- provides 24-hour critical care to Ecuador's poorest people
- strengthens another partnership with the local government
- increases essential learning opportunities for AHD's Ecuadorian physician residents
- moves Hesburgh Hospital toward financial self-sustainability

We hope you will consider a gift of any size toward the purchase of this important machine.



## Thanks & Congrats to the AHD Cycling Team

This past July, 18 intrepid cyclists rode either 4 or 7 days through Zion National Park and Bryce Canyon in Utah (mostly uphill!) to raise funds and awareness for AHD. Thanks to the support of their friends and family, they raised \$277,000! Here is what the riders of the Andean Health Cycling Team have accomplished over the past 8 years:

- ~ 16 states or provinces traversed
- ~ 47,000 miles covered
- ~ \$2.1 million raised in total



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Please donate to train local doctors, provide high quality medical care to Ecuador's underserved, and help outfit the new ICU.

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<input type="checkbox"/>	I would like to make a one-time donation of \$ _____.						
<input type="checkbox"/>	I would like to join the Hesburgh Hospital Society by pledging \$1,000 each year for 3 years. Enclosed is my first gift.						

Checks may be made payable to Andean Health & Development and sent to 1100 Delaplaine Ct., Madison, WI 53715 or made online at [www.andeanhealth.org](http://www.andeanhealth.org).

AHD's financials are audited annually by Lulloff & Taylor, LLC, CPA. AHD is a 501(c)(3) non-profit. Donations are tax-exempt. Tax ID: 39-1809174. Please ask if your company matches donations. Please also consider bequests and planned gifts by beneficiary designation left to AHD, which can ensure long-term impact. Thank you!

fall 2018

With your support, we have provided 20 years of quality, sustainable health care for Latin America's underserved.