



CARE THAT ENDURES

ANNUAL REPORT *FISCAL YEAR 2018*

OUR MISSION:

TO PROVIDE QUALITY, AFFORDABLE HEALTHCARE TO PEOPLE IN NEED.

▲ **CORE VALUES**
SERVICE, HUMILITY, INTEGRITY,
EMPOWERMENT, LOVE & DIGNITY

LETTER FROM OUR DIRECTOR

The reality of healthcare in the developing world is harsh. In the communities where we serve it is not uncommon for there to be 1 physician for every 13,500 people. Simply put, there are many people in the world who desperately need healthcare but have limited or no access to it.

But that is changing, thanks to you!

This past year, OneWorld Health **doubled** the number of facilities serving patients in need with quality, affordable healthcare. We had the honor and privilege of providing care to nearly 70,000 patients. This tremendous expansion of our footprint is a reflection of the salience of the model, in the hands of 170 global staff members serving their own communities, and you. We would not be able to continue the work of changing the healthcare landscape in the developing world without your support and generosity.

At OneWorld Health, we are driven by the conviction that where you are born should not determine whether or not you have access to basic human needs, such as healthcare. We are honored that you have decided to come alongside us as we respond to our conviction and scale our efforts in providing healing and hope in East Africa and Central America.

We are humbled by the opportunity to do this work and we promise to be unwavering in our mission to provide healthcare to the people of East Africa and Central America.



Michael O'Neal
Executive Director, OneWorld Health

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Stewardship Pastor, Seacoast Church

IMPACT CHART	FY '09-14	FY '15	FY '16	FY '17	FY '18	TOTAL
PATIENT VOLUME	76,750	31,253	44,908	57,113	69,712	279,763
NEW FACILITIES OPENED	2	0	2	1	5	10
STAFF EMPLOYED	51	79	95	123	177	-
STAFF DEVELOPMENT HOURS	5,353	6,162	7,410	9,048	12,921	40,894
VOLUNTEERS MOBILIZED	1,220	330	318	321	363	2,189
VOLUNTEER SERVICE HOURS	76,860	20,790	20,034	20,223	25,515	163,442

CARE THAT ENDURES

As we continue to learn and grow as an organization, we are grateful for the opportunity to adjust our model to fit the needs of the communities we serve. This year we opened the doors at our two pilot Clinica Rápida facilities in the urban setting of Managua, Nicaragua. These facilities are based on a storefront service delivery model in high-traffic areas. With 75% less capital investment and half the staff, this high-volume model is designed to see 20% more patients per year. The addition of the Clinica Rápida model will allow us to serve the ever growing and often overlooked urban poor population.

We also opened a Central Lab in Managua which supports several of our facilities, allowing us to achieve both lower costs and quicker turnaround time than a typical lab

in the region. Finally, we opened a new rural facility in Jinotega, Nicaragua, in partnership with NEEDTOBREATHE.

Each of these new facilities translates to one thing—care that endures. We are committed to a model of healthcare that offers high-quality solutions to underserved populations, in both rural and urban contexts. With your support, we will continue to scale these models across Central America and East Africa and continue to innovate and reach more patients.

▲ **WE ARE DRIVEN BY THE CONVICTION THAT WE'RE ALL CREATED EQUAL IN THE IMAGE OF GOD, BUT NOT ALL OF US ARE TREATED EQUALLY. WE BELIEVE THAT WHERE YOU ARE BORN SHOULD NOT DETERMINE WHETHER YOU HAVE THE ABILITY TO MEET BASIC HUMAN NEEDS LIKE HEALTHCARE.**



HIGHLIGHTS FISCAL YEAR 2018

ANTIGUO JUZGADOS NICARAGUA

PATIENTS SERVED: 439

Our second urban facility opened in January. It has seen consistent growth, despite a major construction project rerouting most traffic away from our facility.

EL VIEJO NICARAGUA

PATIENTS SERVED: 7,224

Continued investment in our pharmacy and lab have been well received by the community as we have surpassed previous patient volume records.

TOLA NICARAGUA

PATIENTS SERVED: 4,595

A tropical storm last October ravaged the community. We have cut costs and dropped prices to continue to meet the needs of local patients.

MAYOREO NICARAGUA

PATIENTS SERVED: 4,591

Our first urban facility, located in a busy market in Managua, has served thousands of patients in its first six months.

CENTRAL LAB NICARAGUA

PATIENTS SERVED: 928

Our centralized lab allows our urban facilities to maintain a small footprint, which can fit in high traffic areas. Patient volume continues to climb at this facility.

SÉBACO NICARAGUA

PATIENTS SERVED: 6,911

We added a part-time Gynecologist to meet the demand from the community, growing patient volume significantly.

JINOTEGA NICARAGUA

PATIENTS SERVED: 950

In partnership with our friends from NEEDTOBREATHE, we opened our sixth primary health care facility. The community has responded incredibly well, surpassing patient volume and sustainability projections in our first months of operation.

MASINDI UGANDA

PATIENTS SERVED: 26,840

We have expanded our staff in order to increase capacity and meet the growing patient volume. Patient volume greatly surpassed previous records.

BULIMA UGANDA

PATIENTS SERVED: 7,184

With patient volume growing consistently we increased the capacity of our lab to meet the growing needs of the community.

BWEYALE UGANDA

With construction underway the community's excitement is growing regarding our newest facility in Uganda.

KIJUNJUBWA UGANDA

PATIENTS SERVED: 2,183

Our third facility has seen incredible support from the community over its first nine months.

NICARAGUA LOCAL STAFF: DR. YANETT LACAYO

After having established healthcare facilities in El Viejo, Sébaco and Tola, late last year we found ourselves looking toward the opening of the Mayoreo and Nejapa clinics, the Central Laboratory and Jinotega. We knew that 2018 was going to be a pivotal year for OneWorld Health Nicaragua. While growth is exciting, it presented challenges, and one of the biggest challenges we faced was finding the right person to help us centralize, standardize and grow the scope and quality of our medical programs in Nicaragua.

And then we met Dr. Yanett Lacayo. As a deeply experienced general medicine doctor with rural and urban experience, she has helped us standardize and centralize our six clinics' medical programs, as well as our central lab. Her experience allowed her to effectively navigate Nicaragua's Ministry of Health, achieving long-awaited licensure in Tola, and gaining provisional licensure in record time for our Mayoreo, Nejapa, Central Lab and Jinotega facilities. Even more valuable than her professional experience, though, is the way she lives out her faith through servant leadership, which we've seen in the way she mentors, listens to and cares for the medical staff she leads, professionally and personally.

UGANDA LOCAL STAFF: BERNARD ISINGOMA

In 2012, Bernard Isingoma was working with OneWorld Health as a nurse at Masindi Kitara Medical Center (MKMC). Through Bernard's hard work, technical knowledge and care for patients he was promoted as the nurse in charge. We felt a significant loss when Bernard resigned in 2016 to go back to school to become a Clinical Officer (Physician Assistant) but were thrilled by his motivation to continue serving patients. Fortunately for us, Bernard often got rotational placements at MKMC, allowing him to continue to learn under our Medical Officer, Dr. Godson.



In 2018, Bernard graduated as a Clinical Officer and we were thrilled to hire him back on our staff. As both an employee and a student, Bernard says, "I was inspired by Dr. Godson's work, dedication and leadership skills." He loves working at OneWorld Health, noting that our facilities always have the equipment and supplies required for him and the rest of the staff to do their jobs well. "Our goal as a staff is to provide the best quality health service to our community and OneWorld Health has allowed us to do just that!"

STORIES FISCAL YEAR 2018

CORPORATE PARTNERS + VOLUNTEERS

“The more I learned about OneWorld Health, the more I realized that working with them would be a unique opportunity for us to give back,” said Mike Burkhold, CEO of Equiscript. Equiscript has become a meaningful corporate partner with OneWorld Health through its generous contributions from its pharmacy program, funding of volunteers to participate in outreach trips and by valuing the same mission and vision. Mike continues, “we want to help, and we want to be part of making quality, affordable healthcare accessible to people all over the world. Working with OneWorld Health is a great place for us to start.”

This past December, Stephen Roller was one of ten volunteers funded by Equiscript to go to Nicaragua. His training as a Nurse Practitioner and experience working as the COO of a Federally Qualified Health Center—facilities focused on serving primary care to the underserved—helped him to both physically serve the Nicaraguan community and connect on an emotional level. What excited Stephen the most was seeing what a group of strangers can do when all its members are centered around the mission to provide quality, affordable care to people in need. In four-and-a-half days, the team engaged with almost 1,000 patients. During each interaction, the patients were treated with compassion and dignity, a standard OneWorld Health holds dear. With volunteers like Stephen Roller and partners like Equiscript, communities in Uganda and Nicaragua get not only the care they need—but care that endures.



NEEDTOBREATHE PARTNERSHIP

We remain incredibly humbled by the generosity of NEEDTOBREATHE and their entire fan base. This year they continued to use their platform to advocate for the communities in East Africa and Central America. This year we had the joy and privilege to open the second NEEDTOBREATHE facility in Jinotega, Nicaragua. Their faithfulness directly impacts thousands of families by enabling them to access quality, affordable healthcare.



ASHLEY HOMESTORES PARTNERSHIP

This year we officially rolled out a partnership with Ashley HomeStores. The leadership team at Dufresne Spencer Group, led by Chad Spencer, pledged to help create sustainable healthcare solutions through a program that directs a portion of sales to OneWorld Health. Their corporate culture is rooted deeply in community and they have a strong desire to give back in everything they do.

NICARAGUA

WILFREDO: BACK IN ACTION



Little Wilfredo's parents were pretty worried. The three-year-old had complained of stomach pain, wasn't running around like usual, and he hadn't gone to the restroom in a while. When he turned down his beloved gallo pinto (mixed rice and beans), his parents knew that something was seriously wrong! On the recommendation of a neighbor, Wilfredo's parents brought him to Clínica Nejapa, OneWorld Health's newest clinic in Managua, just a few blocks from their home. Dra. Maria Carmen listened to Wilfredo's parents, did a thorough physical examination and then performed an abdominal ultrasound to verify her suspicions. Wilfredo had a small bowel obstruction, which if not treated quickly, can turn serious and require surgical intervention, especially in children. Thankfully, after three days of fluids, oral medication and close monitoring, “Wilfredito” was back to doing everything healthy little boys ought to be doing, including gobbling up his mama's gallo pinto!

UGANDA

BABY AMBROSE: A QUICK INTERVENTION



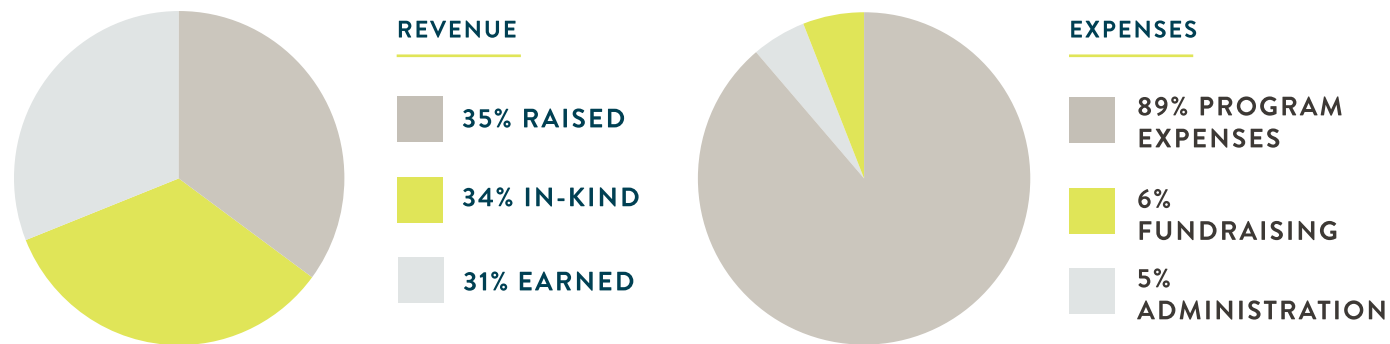
Tereza brought her 11-month-old son, Ambrose, in for what she described as “minor concerns.” When our Clinical Officer, Alex, heard the symptoms he flagged the issues and ordered a CBC, abdominal ultrasound and a malaria test. The ultrasound showed a mass in his abdomen and he was quickly transferred to Masindi Kitara for further investigations. There he was diagnosed with intussusception, a relatively rare life-threatening condition in which the intestine collapses on itself. Dr. Denis and our surgical staff performed emergency surgery, repairing Ambrose's intestine. Tereza has brought Ambrose back to Kijunjubwa for regular check-ups, and he has been healing well. Tereza was so thankful for quick intervention and the collaboration between the two facilities!

STEWARDSHIP FISCAL YEAR 2018

REVENUE	FY '17 AUDITED	FY '18 UNAUDITED
EARNED*	\$1,558,938	\$1,749,355
RAISED**	\$1,813,763	\$1,980,156
IN-KIND	\$886,681	\$1,891,428
TOTAL REVENUE	\$4,259,382	\$5,620,939

*Includes patient revenues, volunteer fundraising and rental income

**Includes grants, events and contributions



FUNCTIONAL EXPENSES	FY '17 AUDITED	FY '18 UNAUDITED
PROGRAM EXPENSES	\$3,029,253	\$4,473,847
ADMINISTRATION	\$595,545	\$253,607
FUNDRAISING	\$189,865	\$306,288
TOTAL EXPENSES	\$3,814,663	\$5,033,742

OneWorld Health is a platinum-level GuideStar participant, demonstrating the highest level of financial transparency.

Please contact us for a copy of our full audited financial statements.



▲ **ONORLD HEALTH IS COMMITTED**
TO MODELING AND MAINTAINING THE HIGHEST
STANDARDS IN ALL WE DO, INCLUDING OUR
COMMITMENT TO FINANCIAL INTEGRITY.





ONEWORLD
HEALTH