



Annual report 2018

Date: March 13 2019

Foundation Tess Unlimited
Fliermatenweg 1
7451 NH Holten
Phone: 0654356806
www.tessunlimited.com

Table of contents

1	Board report	3
1.1	Activities 2018.....	3
1.1.1	Surgeries and Surgery weeks	3
1.1.2	Milk project.....	3
1.1.3	Speech therapy	4
1.1.4	Campamento Sonrisas.....	4
1.2	Activities and results between 2008 en 2018	4
2	Goals 2019	4
2.1	Cleft clinic	4
3	Foundation	5
3.1	Foundation data.....	5
3.1.1	Goals foundation.....	5
3.1.2	The foundation attempts to accomplish the goals by:	5
	Organizing activities to acquire funds and resources and recruiting sponsors.	5
3.2	ANBI status	5
3.3	Chamber of Commerce number (KVK)	5
3.4	Promotion.....	5
3.5	General information Tess Unlimited	6
3.6	Board	6
3.7	Employees.....	6
4.1	Balance sheet	7
4.1	Expenditure in Guatemala	8
4.1.1	Overview of spendings in Guatemala 2018.....	8
4.2	Budgeted expenditure 2019	8

1 Board report

This is the annual report of a special year. In the year 2018 we celebrated the 10th anniversary of the Tess Unlimited foundation. A milestone to be proud of and we have celebrated it by organizing an anniversary party in the Netherlands in October 2018. On the one hand to share our results and to celebrate our successes with our loyal donors. On the other hand to raise funds for the realization of the Tess Unlimited dream: a private cleft clinic. At the start of the year we had set ourselves an ambitious goal: to generate the necessary funds (over 300,000 euros) for the clinic on top of our annual budget for our activities. So far, so good. We will certainly build the clinic in 2019. Over the past ten years, we have given 1794 children a future through surgery during 65 operating weeks. Every year we make progress and try to do it better than the previous year. Every time we learn from the challenges we face in a country like Guatemala and we know by showing perseverance we can do it. I am looking forward to the next ten years. In which we continue to achieve good results, in which we can rely on structural support from involved funds and organizations and grow into a concept, an organization cleft lip teams from all over the world want to work with.

On behalf of the board and the team in Guatemala,

Marianne Karstens, president Tess Unlimited

1.1 Activities 2018

We have achieved great results this year (2018) and we would like to share this with you:

- ✓ 292 children got surgery
- ✓ We have had 8 surgery weeks
- ✓ More than 300 children have been put on weight in our milk project
- ✓ 77 children received speech therapy
- ✓ 36 teenagers joined Campamento Sonrisas

1.1.1 Surgeries and Surgery weeks

Our goal is to perform surgery on all children we encounter with a cleft. In 2018 we operated on 292 children, spread over 8 operating weeks. This includes lip closure, palate closure, lip reconstruction, nose correction and gum closure. We have been working with the same teams and surgeons for years (Free to Smile, Smile Network, HUGS foundation and Faith in Practice)

1.1.2 Milk project

Our goal of the milk project is to bring children to a healthy weight as quickly as possible, so that the children can undergo surgery on their lips and / or palate. A minimum weight is required for both surgeries. In 2018 we brought more than 300 children to weight. Compared to 2016 and 2017 we could help 75 children extra . Because Tess Unlimited is gaining more awareness in Guatemala and families know how to find us faster, we have more children in our project. Every month we carry out our milk project in 12 different places in Guatemala. We monitor the weight and growth of the children. In addition, we provide milk, medication and special feeding bottles to the children who need them.

1.1.3 Speech therapy

Since 2013 we have started giving speech therapy. This year we were able to give 77 children speech therapy for 1 year. The children start speech therapy about 8 weeks after the palate closure. We currently have 5 local speech therapists who provide speech therapy in 5 different provinces in Guatemala (San Marcos, Huehuetenango, Quiche, Sacatepequez and Suchitepequez).

1.1.4 Campamento Sonrisas

Every November from 2014 we have been organizing Campamento Sonrisas in Antigua. A 10-days summer camp for an average of 35 teenagers, who come together from all provinces of Guatemala and receive intensive speech therapy, psychology sessions and workshops. In 2018, 36 teenagers took part in Campamento Sonrisas.

1.2 Activities and results between 2008 en 2018

- ✓ 1794 children got surgery
- ✓ We have had 65 surgery weeks
- ✓ More than 1500 children have been put on weight in our milk project
- ✓ More than 300 children received speech therapy since 2013
- ✓ 134 youngsters joined Campamento Sonrisas since 2014

2 Goals 2019

Our goals for the common year:

- ✓ At least perform surgery on 300 children
- ✓ Start building our own cleft clinic on the 25th of March 2019 (needed permits are ready)
- ✓ A local psychologist, whom we have hired, will guide the teenagers and their parents during the operation weeks.
- ✓ We want to recruit a number of extra volunteers in 2019 who are psychologists and speak Spanish to support our local psychologist during the operation weeks.
- ✓ We want to use less money for promotional purposes. (including banners, which we hang along major roads) In 2018 we had more children in our project and our waiting list is increasing. First we want to focus on the children we already have in our project.

2.1 Cleft clinic

We are busy with the organization for our own cleft clinic to be able to perform the surgeries only in one place. We are assisted in this by experienced experts including Patricia Bortoluzzi (Surgeon and member of the recommendation committee) to ensure that the clinic will meet the standards and quality requirements in accordance with the general medical (surgical) guidelines.

In 2017 we started preparations, designing drawings and setting up the required guidelines. Fundraising has also been started from that moment. At the beginning of January 2018 all plans were submitted to the municipality of Antigua. Wednesday March 13, 2019 we received the permit to start the construction of the clinic. We will start construction on Monday, March 25, 2019 and hope to be ready by September 2019.

3 Foundation

Foundation Tess Unlimited
Fliermatenweg 1
7451 NH Holten

Phonenumber: 0654356806
Email: tessa@tessunlimited.com
Website: www.tessunlimited.com

Bankaccount: ABN Amro: NL95 ABNA 06197176 88
(BIC ABNANL2A)

3.1 Foundation data

Legal person: Foundation
Date of establishment: September 18, 2008

3.1.1 Goals foundation

Bringing together resources, both financial and human resources (volunteers), to support selected charities in developing countries, in particular to support the activities of Tess sin Limites in Guatemala.

3.1.2 The foundation attempts to accomplish the goals by:

Organizing activities to acquire funds and resources and recruiting sponsors.

3.2 ANBI status

Ultimo January 1st, 2009, the Tess Unlimited Foundation has, in accordance with the tax authorities, obtained the "Public Benefit Organization" status (ANBI). Number 819906268 This decision is based on Article 6.33 of the Income Tax Act 2001 and applies as long as they meet the requirements for an indefinite period.

3.3 Chamber of Commerce number (KVK)

08181442

3.4 Promotion

Our website contains a lot of information and videos about our activities in Guatemala:
<http://www.tessunlimited.com>

We are also very active on Facebook and Instagram where you will be kept informed of the various promotions and activities on a daily basis:

Facebook: <https://www.facebook.com/TESSUnlimited>

Instagram: [Tessunlimitedguatemala](https://www.instagram.com/Tessunlimitedguatemala)

We also have an extensive amount of videos on our own YouTube channel:
<https://www.youtube.com/channel/UcswRr9hnyEzqfmSAXqyUxRQ>

3.5 General information Tess Unlimited

Tess Unlimited's team in Guatemala consists of 16 people. We have 5 local speech therapists, 1 pediatrician, 1 nutritionist, 4 promoters, 1 psychologist and 4 full-time employees who work in the office. Of these 16 employees, 2 were born with cleft themselves and 5 are employees who are parents of children born with cleft.

Tess Unlimited has received over 125 Dutch volunteers in Guatemala for the past 10 years.

Tess Unlimited started an investigation in 2016 into the reason of cleft in Guatemala. This investigation is still ongoing and we hope to be able to complete it by the end of 2019.

3.6 Board

Data	Description	Name	Date of birth	Position
18-09-2008	Memorandum of association			
18-09-2008	Boardmember	Tessa de Goede de Ordoñez	09-04-1983	Founder and director in Guatemala
09-08-2015	Boardmember	Marianne Jolande Karstens	27-07-1986	President
09-01-2018	Boardmember	Christina Tinselboer	18-11-1979	Fundraising
01-03-2018	Boardmember	Paul de Goede	03-06-1956	Treasurer

None of the board members receive compensation for their administrative duties.

3.7 Employees

The Tess Unlimited Foundation has no employees in the Netherlands. A Smile-makers group has been set up in the Netherlands. This group consists of volunteers who are committed to the foundation in the Netherlands. None of these volunteers receive a salary or reimbursement for this.

4.1 Balance sheet

Foundation T.E.S.S. Unlimited			
Financials at 31 december 2018			
capital at 1 January 2018			€ 237,565.47
ABN Amro checking account	€ 20,052.25		
ABN Amro savingsaccount	€ 6,037.44		
ABNAMRO account for building clinic	€ 97,732.31		
ABNAMRO account for clinic/savings	€ 75,000.00		
ASN Deposito savingsaccount	€ 58,562.05		
	<u>€ 257,384.05</u>		
Cashflow 2018			
Donations and Sponsors from/in the Netherlands			€ 246,583.79
Donations dec 2018 payed in Jan 2019 NL (3 x)			€ 10,929.00
Donations and Sponsors from/in Guatemala			€ 64,687.00
Interest received in the Netherlands			€ 56.06
Costs made in Tess Sinlimites Guatemala	€ 257,351.00		
Bankcharges NL	€ 3,647.54		
Travel and Insurance NL	€ 5,008.53		
Haberman bottles NL	€ 6,535.00		
Accountancy NL	€ 302.50		
Professional for donations NL	€ 19,435.62		
10 years celebration(the complete event sponsored) NL	€ 2,867.26		
various costs NL	€ 7,289.82		
	<u>€ 302,437.27</u>		
			€ 322,255.85
Increase/decrease in Capital			<u>€ 19,818.58</u>
Capital Comparison			
Capital per 31-12-2017			€ 237,565.47
Capital per 31-12-2018			€ 257,384.05
Increase/decrease in Capital in 2018			€ 19,818.58

The above balance sheet only relates to TESS Unlimited in the Netherlands.
This is the foundation that has the ANBI status.
The auditor's report is for TESS Unlimited in the Netherlands.

In addition to a limited number of costs incurred in the Netherlands, the funds are transferred to TESS Sin Limites in Guatemala. This foundation is responsible for the implementation of the activities under the management of Tessa de Goede – de Ordoñez.

4.1 Expenditure in Guatemala

TESS Sin Limites in Guatemala also received direct contributions in 2018 from a number of organizations such as:

- ✓ Smile Train – United States of America
- ✓ Liliane Fonds – The Netherlands
- ✓ Feed the Dream – United States of America
- ✓ Individuals – The Netherlands & United States of America
- ✓ Local sponsors

The following overview gives you a little more insight into the spending in Guatemala on the various projects.

4.1.1 Overview of spendings in Guatemala 2018

Surgeries	€	116.673,00
Milk project	€	65.617,00
Evaluations	€	5.723,00
Promotion	€	10.286,00
Speech therapy	€	12.129,00
Office and employees	€	26.554,00
Campamento Sonrisas	€	9.026,00
Divers costs	€	5.829,00
New clinic to be built	€	5.514,00
Total	€	257.351,00

4.2 Budgeted expenditure 2019

300 surgeries	€	120.000,00
More than 300 children in the milkproject	€	69.000,00
2 evaluations (June and November)	€	6.000,00
Promotion	€	7.000,00
Speech therapy (our aim: 100 children)	€	16.600,00
Office and employees	€	27.000,00
Psychologist during operating weeks	€	4.000,00
Miscellaneous costs	€	6.000,00
Total ongoing projects	€	255.600,00

Clinic: renovation costs, purchase building next door	€	186.204,00
Legal: lawyer, licenses, architect, permits	€	5.540,00
Fitting-out: (medical) equipment, stock	€	149.600,00
Unforeseen 5%	€	17.067,00
Total costs realization of the clinic	€	358.411,00