

# Annual report 2022



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# 1. Management report

In the year 2022, we started surgeries in our own hospital called 'Tulipanes'! Translated into English, it means 'Tulips Hospital'. In March 2022, we celebrated the hospital's opening, with approximately 80 people in attendance, and the very next day, we began performing surgeries. Throughout 2022, we completed 14 weeks of surgeries, with 10 of them taking place at our Tulipanes Hospital.

We then gradually resolved any initial issues, and after a few months, we were running at full capacity. Just two months after the opening, we underwent an inspection by the Ministry of Health, who fortunately had nothing but positive words and compliments.

In addition to the hospital, we were able to run all our other projects at full capacity, and we started a new project: orthodontics. Since April 2022, we have been collaborating with Guatemalan orthodontist Gerson Chinchilla, who visits our hospital for a full day every month to treat over 30 children.

In total, we operated on and provided pre- and post-operative care for 380 children in 2022!



## 1.1 Results from 2022

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- ☺ We performed a total of 380 surgeries on children over the course of 14 weeks. Out of these 14 weeks, we organised 10 of them in our own Tulipanes Hospital, and 4 weeks at the Hermano Pedro Hospital in Antigua.
- ☺ We successfully brought over 400 babies to a healthy weight through our milk project.
- ☺ Our first local surgeon, Bruno Wehncke, started his training in March 2022 and was present for all 10 weeks of surgeries. In October and November, he independently performed 4 cleft palate closure surgeries with success!
- ☺ 335 children received dental care! We collaborated with a total of 6 local dentists this year.
- ☺ 30 children began our new orthodontic project, and the number quickly grew. The orthodontic project is carried out by our local orthodontist, Gerson Chinchilla.
- ☺ 318 children received speech therapy from 6 local speech therapists. Our sixth speech therapist, Yoselin, completed her training, obtained her diploma, and now works as a speech therapist for Tess Unlimited.
- ☺ 380 families received psychological assistance from our local psychologist, Pini. She also provides weekly guidance to an additional 10 families in need of extra support.
- ☺ We were invited by 3 different health institutions: the national hospitals in Mazatenango and Santa Cruz Quiche, and the health posts in Jacaltenango, Huetenango. We provided training to local nurses and pediatricians on how to feed a newborn with cleft lip/palate using a Haberman feeder. Additionally, we conducted a workshop on breastfeeding, and our local psychologist, Pini, provided training on how parents can cope with their emotions when a child with cleft lip/palate is born.
- ☺ We conducted evaluations at 10 different locations.

## 1.2 Collaborating with local agencies within Guatemala

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Tess Unlimited has been working in Guatemala for 14 years, always aiming to collaborate as much as possible with local institutions and local and international foundations. Currently, we are working with 11 different regional and national hospitals.

When a child with cleft lip/palate is born, these hospitals have our Haberman bottles in stock. Unfortunately, these specialized bottles are not available for purchase in Guatemala. Tess Unlimited purchases them directly from Medela at cost price. As soon as a baby with cleft lip/palate is born,



our health promoters are immediately notified by the hospital's social worker. They establish contact and schedule a visit to get to know the family and gather information so that appropriate care can be provided.

Since 2021, we have been working with the national hospital in Santa Rosa. The only thing Tess Unlimited provides is the specialized Haberman bottles. The hospital takes care of monthly free check-ups by a pediatrician for the babies. The hospital also provides monthly milk for the babies. When the surgery is scheduled, they take responsibility for conducting the necessary laboratory tests. Our patients and Tess Unlimited do not have to pay for these services.

In the hospital of Santa Cruz Quiche, we also collaborate with the hospital's pediatrician. She sees all the children before the surgery, and this service is also not charged.

The health center in San Marcos has even provided Tess Unlimited with a free office. In this office, we organize the milk project, and our local speech therapist provides speech therapy every week. Additionally, we are allowed to use their pediatrician's services for free.

By placing the responsibility on the institutions themselves, we can maintain a pleasant and sustainable collaboration.

## 1.3 About the foundation

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### 1.3.1 Introduction

The Tess Unlimited Foundation was created because Tessa de Goede traveled to Guatemala in January 2008 and came into contact with the problem of cleft lip and palate. In Guatemala there was no form of integrated care for children with cleft lip and palate and many children had never had any surgery at the time. In the same year, Tessa started the Tess Unlimited foundation with the aim of creating a professional foundation in which these children will receive help and lead a valuable life.





### 1.3.2 Mission

Tess Unlimited Foundation is a non-profit organization and has set itself the goal of providing underprivileged children, young people and adults born in Guatemala with medical help in the field of cleft lip and palate.

### 1.3.3 Vision

The Tess Unlimited Foundation annually offers more than 400 vulnerable children, young people and adults with cleft lip and palate access to medical care and all necessary pre- and aftercare. We want them to have the opportunity to fully participate in Guatemalan society and to prevent these people from ending up in a life of isolation and neglect because of their cleft.

### 1.3.4 Strategy

Our strategy is an integrated approach, in which we identify patients as early as possible in their lives, then provide medical support and follow-up during all phases of their recovery. Our approach includes the following projects:

**Promotion:** In order to find children born with cleft lip/palate early on, all our local promoters spread throughout the country serve as the first point of contact in their respective areas. Additionally, through the promoters, we occasionally reach out to young people and adults with cleft lip/palate who require medical care. We have various alliances with both government agencies and local hospitals and health centers, which refer children directly to us. We also collaborate with several local and foreign foundations in Guatemala. Currently, we collaborate with over 150 institutions in Guatemala.

**Milk project:** Malnutrition is a significant challenge for children born with cleft lip/palate. They are included in the milk project to ensure they reach a healthy weight before undergoing surgery. We work with a local dietitian. As we increasingly admit newborn babies, we also promote breastfeeding and use manual breast pumps and special Haberman bottles to allow these children to consume breast milk.

**Surgeries:** Since 2022, we have been performing most cleft lip/palate surgeries in our own cleft hospital. The majority of the surgeries are performed by international surgeons, but in 2022, we also started training our first local surgeon, Bruno Wenhcke. Our goal is for him to perform surgeries on a regular basis in the future, enabling us to collaborate with both local and foreign surgeons.



**Speech therapy:** Throughout the country, our six speech therapists are working to assist children with their speech abilities. All the speech therapists are local individuals who have been trained by Tess Unlimited in collaboration with the international organization Smile Train.

**Dental care:** Before and after the surgical repair of the lip and/or palate, children require dental care. In 2022, we collaborated with six local dentists across the country.

**Psychology:** We provide psychology sessions to guide both the children and parents, aiming to enhance their confidence in participating in society. We work with a local psychologist who offers individual and group therapy to our patients. She is also present during each week of surgeries to support all the mothers.

### 1.3.5 Ambition

Our ambition in the Netherlands is to give the Tess Unlimited Foundation more name recognition and thereby draw attention to the cleft lip and palate problem in Guatemala. Through this attention we hope to be able to raise more money to make our mission a success. Our ambition in Guatemala is to do as much as possible to be able to help children born with cleft lip and palate and to offer them all a medical and integral process so that they can live a valuable life after their recovery.

**Focus group:** Our target audience in Guatemala are children, young people and adults regardless of age, background and religion. All children born with cleft lip and palate have the right to timely access to appropriate healthcare. Together we stand up for the right to receive good healthcare!





### 1.3.6 Milk project

In 2022, we had a total of 430 babies/children in our milk project. Compared to the previous year, there were 232 newborn babies added. 197 babies carried over from 2021 as they were born towards the end of the year and had not yet received their surgery. We re-enrolled 3 children in the milk project due to malnutrition, who had previously participated in the project.

Out of the 430 children, 8 were able to receive exclusive breastfeeding because only their lip was affected at birth, not their palate. 14 children received both breastfeeding and powdered milk. In 2022, 61% of the babies were already over one month old when we first saw them. By that time, their mother's milk had already dried up, so they could no longer receive breastfeeding. The remaining 39% entered our project between 1 and 28 days old. Most mothers had little to no milk production, which is why our breastfeeding percentage remains very low.

Typically, our babies stay in the milk project for an average of 5 to 6 months.



### 1.3.7 Building patient accommodation

Because we now have our own cleft palate hospital, we want families and children coming from afar to be able to stay close to the hospital. Since we were booking hostels and hotels throughout the year in Antigua, we found it more sustainable to build our own accommodation. In 2021, we purchased a piece of land just 5 minutes away from the hospital, and in 2022, we began construction. The entire project is funded by the AFAS Foundation in the Netherlands. The accommodation will have 16 bedrooms, a common area, a large kitchen, a laundry room, bathrooms, and a rooftop terrace with solar panels. We will be able to welcome around 35 mothers with their children, and we expect the patient residence to be ready by October 2023.

### 1.3.8 Conferences and training

Tess Unlimited has been partnering with Smile Train for 10 years. Smile Train is the largest cleft palate organization in the world and supports cleft care in nearly all developing countries. We share the same vision, which is that it is better to train and educate local people rather than continuing to rely on foreign organizations.

In October 2022, a part of Tess Unlimited was invited to the International Cleft Congress in Cancun, Mexico. Our surgical trainee Bruno, orthodontist Gerson, speech therapist Carmen, logistics manager Erick, and founder Tessa attended three days of courses and workshops.

In November, we also had orthodontist Dr. Alvaro Figueroa visit Guatemala. He is originally from Guatemala but has been living in Chicago for 30 years. He conducted a workshop for all our promoters and speech therapists on pre-surgical lip taping.

In 2023, we have more conferences, workshops, and courses planned on our agenda.



## 1.4 Results between 2008 and 2022

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- Ü 2.939 children operated on
- Ü 102 surgery weeks organised
- Ü 3.147 children brought to weight in our milk project
- Ü More than 20.000 speech therapy session given
- Ü More than 3.000 psychology sessions given
- Ü 546 children visited the dentis
- Ü 28 children are being treated by an orthodontist

## 2. Set goal for 2023

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Our goals for the coming year are as follows:

- Ü Perform surgery on 450 children.
- Ü Opening the patient accomodation.
- Ü Training two new speech therapists in areas where we do not currently provide speech therapy.
- Ü Publish more about our research project.
- Ü Our local surgeon, Bruno Wehncke, will start performing surgeries on more children.
- Ü Initiating the training of a second local surgeon.
- Ü Commencing velopharyngeal insufficiency surgeries, which are speech improvement surgeries. To perform these surgeries, we will acquire a flexible camera (endoscope) from next year. A specialist from America will come to train our speech therapists on nasoendoscopy, which involves assessing the functioning of the palate and pharynx during speech through the nose.
- Ü Initiating jaw cleft surgeries. In our orthodontic project, our orthodontist will prepare the children for this jaw surgery. During the operation, the missing bone in the jaw arch will be replaced with artificial bone or bone from the patient's own body.
- Ü Starting hearing assessments. Children born with cleft palate have a higher risk of developing ear and hearing problems. To determine the necessary interventions, a specialist will visit our hospital once a month to conduct these examinations.
- Ü We have been invited by Smile Train to attend the international cleft congress in Santiago de Chile in June 2023 and speak about our foundation. They want us to become an example for other (cleft) organizations in development.

## 3. Foundation

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Name: Tess Unlimited  
Street: Fliermatenweg 1  
Postal code: 7451 NH  
City: Holten  
Country: The Netherlands



Phonenumber: +502 4990 5021  
Email: tessa@tessunlimited.nl /  
tom@tessunlimited.nl  
Website: www.tessunlimited.com

Account information: NL95ABNA0619717688 | BIC/Swift code: ABNANI2A | Bank name: ABN Amro

### 3.1 Foundation data

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Legal Form: Foundation  
Date of establishment: 11-18-2008

### 3.2 Foundation goals

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Raising funds resources and volunteers to support a selection of charities in underdeveloped countries especially Association Tess Sin Limites and Associatiónn Tulipanes.

### 3.3 The foundation means to achieve these goals through

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Organizing activities to raise funds and resources and recruiting sponsors.

### 3.4 ANBI status/tax exemption

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On the 1st of January 2009 the tax department of the Netherlands designated Tess Unlimited as a society for public welfare and all beneficial tax exemption are applied.

### 3.5 Chamber of commerce number

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08181442

## 3.6 Promotion



Our website contains a lot of information and videos about our activities in Guatemala: [www.tessunlimited.com](http://www.tessunlimited.com)



We are also active on Facebook and Instagram, where, through daily updates and posts, you will be kept informed of our various activities and events:



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

Instagram: <https://www.instagram.com/tessunlimitedguatemala/>



We also have a wide variety of videos on our own YouTube channel:

<https://www.youtube.com/channel/UcswRr9hnyEzqfmSAXqyUxRO>

## 3.7 General information Tess Unlimited

Team Tess Unlimited in Guatemala consists of 16 people. We have 6 local speech therapists, 1 pediatrician, 1 nutritionist, 7 promoters, 1 psychologist and 4 full-time employees who work in the office. Of these 16 employees, 2 were born with a cleft lip and 5 had a child born with cleft lip and palate. In the past 14 years, the foundation has already received more than 150 Dutch volunteers in Guatemala. In 2016 we started collecting data for research into the cause of cleft lip and palate in Guatemala. The first results have now been achieved here and have been published on the website and we will continue this process.

## 3.8 Board structure

<b>Starting date</b>	<b>Description</b>	<b>Name</b>	<b>Date of birth</b>	<b>Function</b>
9-18-2008	Board member	Tessa de Goede de Ordoñez	09-04-1983	Founder
1-9-2018	Board member	Christina Tinselboer	18-11-1979	Chairmen
3-1-2018	Board member	Paul de Goede	03-06-1956	Treasurer
11-4-2019	Board member	Paula van de Kamp	06-08-1996	PR/Design

*None of the board members receive compensation for their activities.*

## 3.9 Employees

Tess Unlimited does not have any paid employees. In the Netherlands there is a 'Smile-Maker' group active for Tess Unlimited. This group only contains volunteers.



## 4. Balance sheet

Foundation T.E.S.S. Unlimited (NL) - Tess Sinlimites (GUA) - Tulipanes (clinic GUA) - Patient accomodation

Balance per 31-12-2022		
Start capital per 31st of December 2021		€ 454.716
ABN Amro Checking account NL	€ 16.479	NL95ABNA0619717688
ABN Amro Saving account NL	€ 250	NL82ABNA0573404011
ABN Amro Checking account hospital/patient home	€ 152.881	NL93ABNA0811235688
ASN Deposito savings account for crisis NL	€ 73.567	NL19ASNB0635348977
Checking account BAM Tess Sinlited in Guatemala	€ 4.314	Q 30-2008727-3
Checking account Bam Tess Sinlited in Guatemala in \$	€ 91	
Checking account BAM Tullipanes (clinic)	€ 16.128	Q 30-4024447-7
Checking account BAM Tullipanes (clinic) in \$	€ 20.573	
	€ 284.285	
Income and expenses 2022		
Donations and Sponsors from/in the Netherlands		€ 461.900
Donations via PayPal		€ 6.943
Donations and Sponsors from/in Guatemala		€ 265.966
Interest received in the Netherlands		€ 30
Costs in Tess Sinlimites Guatemala	€ 655.587	
Costs in Tulipanes Guatemala	€ 68.095	
Bank costs NL	€ 912	
Travelling costs & insurance NL	€ 6.254	
Habermann bottles Milk project NL	€ 8.268	
Interest paid in the Netherlands	€ 777	
Maintenance and development site and IT	€ 4.792	
Miscellaneous costs	€ 16.439	
Costs patients accomodation	€ 143.600	
Valuta differencies NL/GUA/CA/USA	€ 546	
	905.270	
		€ 734.839
Total decrease in capital		€ -170.431
Capital comparison		
Capital per 31-12-2021		€ 454.716
Capital per 31-12-2022		€ 284.285
Total decrease capital in 2022		€ -170.431

The balance sheet above 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. There are a limited number of expenses in the Netherlands. The bulk of 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.

## 5. Expenses in Guatemala

The following overview gives more insight into the expenses of the various projects in Guatemala.

<b>Melk project</b>		
Nutrilisto	GTQ	3.725
Cans milk powder	GTQ	941.836
Travel expenses for staff distribution Milk 8 persons	GTQ	170.663
<b>Psychology</b>	GTQ	52.507
<b>Promotion</b>	GTQ	38.463
<b>Speech therapy</b>	GTQ	117.923
<b>Evaluations</b>	GTQ	85.558
<b>Miscellaneous</b>	GTQ	14.361
<b>Dentist</b>	GTQ	83.637
<b>Surgeries</b>	GTQ	2.179.334
<b>Employee expenses</b>	GTQ	466.400
<b>Transport costs</b>	GTQ	36.222
<b>Accountant/insurances/legal costs</b>	GTQ	66.152
<b>Office utilities and administrative expenses</b>	GTQ	155.434
<b>Maintenance, one time repair roof office TSL</b>	GTQ	114.862
<b>Training and conference costs</b>	GTQ	5.312
<b>Orthodontics</b>	GTQ	48.750
Total costs Tess Sin Limites in Quetzales	GTQ	4.581.138
Total costs Tess Sin Limites in Euros	€	657.164

<b>Cleft clinic Tulipanes</b>		
Interior clinic	GTQ	362.358
Maintenance and service costs	GTQ	25.318
Administration/legal/office/licenses/insurance	GTQ	87.018
Total costs Tulipanes in Quetzales	GTQ	474.694
Total costos Tulipanes in Euro's	€	68.095

<b>Building patient accomodation</b>	€	143.600,00
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