



**ANNUAL REPORT 2017** 

All Programs Total Saved Beneficiaries 304,200

**All Programs Total Indirect Beneficiaries** 

5,503,426

# **Impact Statement**

6,133

20,945

7,196

80,505

141,440

43,630

2,405

Children saved with heart surgeries

Pieces of capacity building equipment

Medical professionals trained

Children received free health care through outreach clinics

Children treated with the use of crash carts

Tiny babies saved by neonatal equipment

Hearing aids donated

### Letter from the CEO

The picture on the cover says it all. This child is so happy to have a mended heart, and has a chance to live a normal, happy, productive life. Yen is Heartbeat Vietnam's 6000th heart case and her exuberance is much like the joy that the VCF team feels every time we have saved a child with heart surgeries, emergency response and in neonatal ICU's across the country.



It has been my great privilege to lead VCF for the last 11 years. VCF has grown into an organization that is strong, transparent, and has a record of measurable impact. The team fights hard every day for the rights of poor children in Vietnam to access healthcare and education.

VCF's passion has been to fight for the poor children, and their moms, who have no hope of ever saving their child. VCF programs have allowed over 100,000 moms to breathe in relief, and to be able to take their children home for a happy life.

The stories inside this Annual Report will give you a glimpse of the children we help and the challenges of being poor in Vietnam. We are honored to fight for these children.

The work of VCF is all about hope. The greatest reward is the smiles of hope we see on the faces of parents and scholarship recipients and the knowledge that lives have changed for so many children.

Warmest regards, Robin King Austin, CEO



Innovative data gathering gives VCF real time impact results. A tablet attached to the crash cart enables a local nurse to submit info on every use of the cart in the Emergency Departments and ICU's around the country.







141,440

children treated with crash carts in life-threatening ER and ICU episodes

1175
medical professionals trained in
Advanced Pediatric Life Support
for fast response when seconds count

## PREVENTING NEEDLESS DEATH















In April 2017, a young mother from the H'mong tribe was admitted to Tua Chua Hospital to give birth to twins. In the course of her pregnancy, doctors had become concerned about the size of the fetuses. At birth one twin weighed only 1.8 kilograms.

About ten minutes after birth, that twin, a baby girl, developed severe breathing difficulties and cyanosis. The doctor diagnosed level IV respiratory failure, the most serious category. The hospital staff used the crash cart donated by Critical Response, as well as their skills learned during their APLS training, to apply suction and ventilate the baby. After twenty-four hours, the baby's condition improved significantly and she stabilized with a normal body temperature.

The doctors who treated the infant credited the crash cart, other donated equipment and the specialized training for the successful outcome. In the past, the treatment plan would have called for the baby girl to be transferred to the provincial hospital for further treatment, but thanks to the CR emergency equipment at the district hospital level, this proved unnecessary.

In Lai Chau Provincial Hospital, a woman was admitted 35 weeks pregnant showing symptoms of severe fatigue and weakness. She went into premature labor and delivered her baby boy five weeks early.

Two hours after her son was born. the infant turned very pale and had difficulty breathing. condition quickly worsened and he went into respiratory failure. medical staff The acted immediately, insertina an intubation tube and using an ambu bag to help him breathe. He was taken to the hospital's NICU and placed on a ventilator,



which enabled him to continue to breathe. The newborn remained on the ventilator for one week, during which time doctors repeatedly used a suction pump to remove excess build-up of fluids in his airway. After a week of specialized treatment, the baby's condition stabilized and he was able to breathe on his own.

The infant was discharged on 19 October, but soon after he developed pneumonia with hepatic failure. This led to a new build-up of fluids in his airway, necessitating his readmission to the hospital. Again, the doctors used a suction pump to clear his airway. After being treated for yet another week, he was discharged.

On 16 November, a team from VCF carried out a home visit with the family. The baby boy was nursing well and clearly progressing wonderfully. His parents are very grateful to VCF and its donors for providing the equipment and training to the hospital, doctors and nurses in order to successfully treat their child.



HEART SURGERIES

6,000





for children with congenital heart defects

children's hearts repaired

families' lives changed

Every little heart in these first 6000 cases had a generous donor or donors who cared enough to share their good fortune to help a poor child. HBVN could not have reached this amazing milestone without the help of all of those donors. Every donor shares this great accomplishment.



#### The Heartbeat Vietnam Team Saves its 6000th Child

Bright and happy, VCF's 6000th heart child Yen has had more than her share of difficulty in her young life. Her big eyes and sweet smile captures everyone's heart the moment they meet her.

When Yen was a baby, her young parents were struggling financially in Ho Chi Minh City. Her father was a welder and her mother worked in a factory. When Yen was diagnosed with a complicated congenital heart defect, t upset the mother so much that she made a terrible decision to abandon her daughter. Yen was only 12 month old. Her father sent Yen back to his hometown so her paternal grandmother could better take care of her. He worked two jobs to support the family: farming during the crop seasons and welding during the other seasons.

Last year, Yen's condition worsened, and she had her first heart surgery. Despite the strained relationship between the parents, the paternal and maternal grandmothers always helped each other to take care of Yen in the hospital. This year, Yen needed a second surgery to complete the correction of the defect. Everyone at the hospital was touched by the grandmothers' and father's love as they shared in Yen's care. They are poor, but Yen is surrounded with love and support.

Thankfully, Yen's family found her the best possible care. The Heartbeat Vietnam has this dream for all children in Vietnam suffering from heart defects, that all have a chance at a healthy life regardless of their economic status.

#### A Brother's Love Saves His Sister

As a toddler, My Linh, now age 13, had a happy family with an older brother who adored her. Everything changed dramatically when Linh was 4 and her parents divorced. Her brother stayed with her father, and Linh and her mother moved elsewhere. Linh hardly saw her father and her brother even though they were all in Ho Chi Minh City. Her mother worked as a laborer but her income was very low and unstable. Linh and her mother lived in a tiny house with a temporary roof

that could barely endure the rainy season. Despite the hardships, as Linh grew, she was content and a very good student. She also showed talent in drawing.

Linh's congenital heart defect was diagnosed while she was still young. There were no critical symptoms and the family was so poor that they couldn't seek further treatment. As time went on, Linh began to suffer from constant fatigue and had difficulty breathing, so she was finally taken to a doctor. His advice shocked the family. Linh had to have heart surgery to fix her atrial septal defect in order to save her life. The surgery cost far beyond the family's capabilities. Linh's mother prayed for a miracle. Fortunately, the brother heard about VCF's Heartbeat Vietnam program that funded heart surgeries for children with disadvantaged backgrounds. He prepared the application immediately and brought it to VCF's office for submission. The staff was so impressed with the way the brother cared for his little sister. Although their

ages are 12 years apart and they have been separated for a very long time, the brother and My Linh are extraordinarily close. He always puts her before himself. Additionally, he is a devoted son who is taking care of his now mentally disabled father. Without Heartbeat Vietnam and the care of her brother, Linh may not have had a chance for a healthy life.

Since the surgery, Linh has had a speedy recovery. The latest check-up shows that her heart is back to functioning normally. Now Linh can pursue her dream to be a middle school teacher. With her good health, and hard work and determination, Linh will certainly achieve it.





Mobile Clinics Provide Free Diagnosses

And Heart Checkups For Children In Rural Areas



Doctors from the following hospitals donate their time to travel on Outreach Clinics:

- Hanoi Heart Hospital
- Cardiovascular Center E Hospital
- Da Nang Hospital
- Hoan My Da Nang Hospital
- University Medical Center Ho Chi Minh City
- Tam Duc Hospital

Since 2007, Outreach Clinics for Cardiac Care have examined 80,505 children in 147 districts in 44 provinces offering free diagnosis including 46,772 cardiac ultrasounds, 2,639 post-operative check-ups and counselling, identifying 8,622 children suffering with congenital heart disease and 6,287 children who require heart surgery; most had never been diagnosed.





#### Since 2010 Survive to Thrive:

Designed and constructed a international standard NICU in Danang that has become a Center of Excellence in Central Region

Danang NICU has become a regional referral hospital for **5** surrounding provinces

Neonatal mortality in the unit reduced **75%** 

Gave **148** pieces of life-saving neonatal equipment to the Danang Unit as well as referral hospitals in the Central region as well as Children's 2 in Ho Chi Minh City and Khanh Hoa General in Nha Trang

**43,000** premature babies treated with donation equipment







A newborn baby boy was referred from Nam Giang District Hospital to Quang Nam Hospital's NICU. He was born premature at 34 weeks, weighing only 1600 grams. Suffering from a neonatal infection, the baby went into respiratory failure. With a quick assessment, he was intubated and put on a ventilator for several days. After his breathing improved, he was placed in a warmer and continued to receive CPAP support. He also had to use 3 infusion pumps and injection pumps for additional support, such as for intravenous feeding. The doctor monitored his condition carefully with a donated monitor. After three weeks of treatment, his condition stabilized and his weight increased to 1900 grams. He was discharged soon after.



At the midnight of November 2017, an infant 13 days old was admitted to NICU of Quang Nam Pediatric hospital. He was preterm baby and at 33 weeks, his temper body was 36,50C, rapid breath and SPO2 less than 90%. His weight was only 1350gram weight and very week. Immediately, he was required to use CPAP for spontaneously breathing. In the meantime, he was treated with injection pumps and infusion pumps to transmit medicine during the time of the CPAP usage. When his breathing was better, the doctor indicated he use phototherapy treatment for jaundice in the new-born. After 8 days of treatment, his health was better and he will be discharged in two days more.

100%

of children born into Ethnic Tribes are born into poverty. Many girls stop school and marry in their early teens. There is no hope for bright students to continue their education without substantial assistance.



VCF's Brighter Path
is a program of hope
for these girls and their families.
Scholarships, mentoring, accommodations
and food allowance combine to make
a program that changes lives.

## Smiles of Hope from New Brighter Path Girls

In July 2017, fifty girls were selected for a brighter future as awardees in the Brighter Path Mentoring and Scholarship Program. This program selects exemplary ethnic girls for seven-year scholarships and mentoring and enables them to continue in school from the tenth grade through university.

Each summer prior to the start of school, the girls gather at a "Dreams and Empowerment Meeting" to engage in workshops relevant to their personal and academic growth, including instruction about career planning, good study habits, speaking English, health, nutrition and building self-confidence. This past July was the first year in a new cycle of participants, and the meeting also served as the formal presentation of the scholarships and program launch.

All of the Brighter Path girls come from poor circumstances and are from ethnic groups from all over Vietnam. All fifty awardees have exemplified prior excellent academic achievement, despite their disadvantaged family situation.











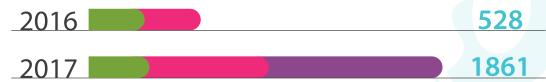
Da Nang

# **Hearing Aid Program**

# **Total number of** 2,405

65% of patients receiving hearing aids are students in 30 deaf and disabled schools in 18 cities and provinces all around Vietnam.

#### **Breakdowns:**



As part of the partnership between VCF and Starkey Hearing Foundation, our locally trained Aftercare Program coordinators served all patients receiving hearing aids and trained teachers how to guide students to develop their voice by using hearing aids.

2162 patients have been served by the Aftercare Program so far through follow-up phone calls, Service Center check-ups and aftercare school service.

#### **Starkey Aftercare Program**

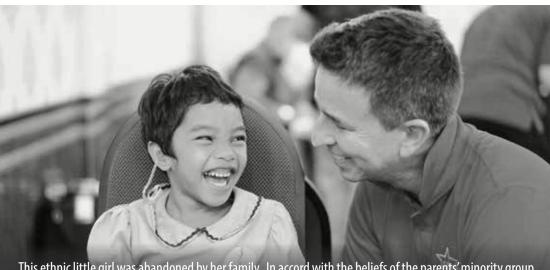
This program provides hearing device recipients aftercare services that include additional counseling, batteries, and repair and replacement of hearing aids and ear molds as needed.

Quoc An is a student who loves learning languages so much that he studies English, Chinese and French, but because of his hearing loss he can only learn grammar and vocabulary in these languages.

Ho Chi Minh

But now with Starkey hearing aids, he has started talking! The last time we saw him at the Service Center, he spoke hello to all the Starkey Team and thanked us for the gift of hearing. It changed his life and empowered him forever. He is studying hard to go to France to visit his grandparents' homeland one day.





This ethnic little girl was abandoned by her family. In accord with the beliefs of the parents' minority group, they thought there were devils inside her that prevented her from hearing and speaking. She was taken in and raised by her teachers. When we fitted her for hearing aids at the Hearing Mission in May, she could not stop smiling. Now her family understands and accepts her with open arms! Hearing not only brings a smile, hearing transforms a family













The 5th Run for the Hearts in Ho Chi Minh City attracted 17,000 runners and raised 176,573 USD to save 147 kids.

https://www.youtube.com/watch?v=4Zr3HkoUNplv



The 3rd Run in Hanoi gathered 11,000 people to raised 48,133 USD which will help 124 kids.

https://www.youtube.com/watch?v=ndKwzBLImGo





## Manulife International Marathon in Danang







For the first time Zumba Community

in Ho Chi Minh City organized

## "Zumba for the Hearts"

to raise funds for Heartbeat Vietnam.

It was organized at ISHCMC campus and raised 74 million VND

Through World Heart Federation, Manulife connected to VCF partner in the Danang International Marathon 2017. The day before the marathon, various activities were conducted at the Bien Dong Park during an event known as "Family Fun Day." Manulife used this occasion to raise funds for Heartbeat Vietnam through



interactive and interesting activities such as the treadmill game and blood pressure examinations.





All of us at VCF sincerely appreciate our donors' trust in us and their generous help to save children. Without our wonderful donors, none of our work is possible.

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White Palace Donation Box

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Maureen Browne BST Fan Club (Korean Music Band)

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Cam Cam

Cam Van Singer

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Catherine and Jan Walter

Matt Warn Time Warner Jim Watt Robert Weber Barry Weisblatt Lonnie Wercholuk Kristopher Werner

Steve and Anya Burghes-White

Deborah Whybrow Brett Andrew Williams Diana Williams Linda Williams Willie

Donna Wilson Karen Wilson

Winner (Fan club of Winner Band)

Ben Winspear
Jay Wong
Paul Wong
Raymond Wong
Winfield W.K. Wong
Kingsley Wood
Amy Wu
Eugene Wu
Xav

Duong Xay

Luong Thi Hong Xuan

Ly My Xuan

Nguyen Thi Truong Xuan

Nguyen Thi Xuan Nguyen Van Xuan Tran Thi Mai Xuan Duong Thi Kim Xuyen

Forrest Yan Khin C Yap Qian Ci Yap Danh Yen Nguyen Ngoc Yen Tang Thi Yen Tran Thi Hoang Yen Vu Hai Yen Yen & friends Yen Yen Grace Yeung Jim Yip Katherine Yip Michael Yong Heather Young Kevin Yu Janes C Yuen Christopher Yuk Elise Zachert Ralf Zepter

Sven Zimmermann

Susan and Tim Zwick



All of us at VCF sincerely appreciate our donor's trust in us and their generous help to save children. Without our wonderful donors, none of our work is possible.



Year-ending	Program Expense		Year-ending
31/12/2016 USD		Notes	31/12/2017 USD
2,141,346	Total revenue from donations	5	2,148,130
	Program Expense		
563,567	Improving healthcare access and outcomes for poor children	6	676,518
319,706	Increasing capacity for pediatric and cardiac care	10	270,001
83,010	Education costs for disadvantaged children and youth	14	62,083
187,900	General program costs	15	227,927
1,154,183	Total program costs		1,236,529
159,916	Fundraising costs	16	155,711
123,789	Administration costs	17	159,581
1,437,888	Total expenses		1,551,821
703,458	Gross profit		596,309
904	Other (losses)/gains		(174)
(1,504)	Foreign exchange losses		(1,390)
702,858	PROFIT FOR THE YEAR		594,745
	Other comprehensive income		
(11,609)	Foreign currency translation difference		4,253
(11,609)	TOTAL OTHER COMPREHENSIVE INCOME/(LOSS) FOR THE YEAR		4,253
691,249	TOTAL COMPREHENSIVE INCOME FOR THE YEAR		598,998



# By The Numbers



# THE TEAM THAT MAKES THE MAGIC HAPPEN





Nguyen Thi Khanh Huyen
Brighter Path Coordinator
& Development Coordinator



Nguyen Anh Tuan Capacity Program Manager



Hoang Tuan Cuong M&E Program Manager



Nguyen Thi Huyen Thuong

Country Coordinator 
VCF/Starkey Hearing Program





Danh Thi Quynh Anh Capacity Programs Coordinator



Hoang Van Bao
Accountant



Program Staff

Nguyen Dieu Huong PR & Event Coordinator



**Development and Accounting Staff** 

Tran Quang Minh Thu PR & Event Manager



Rah Lan H'Blien PR & Event Assistant



Lo Thi Phuong Lien
Capacity Programs Coordinator

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Pham Phu Ngoc Trai
Chairman & CEO,
Global Integration Business Consultants



**Brook Taylor**COO, VinaCapital Group &
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Founder & Managing Director, NQT Education Centres, Group CIO Apollo English



**Le Nhan Phuong**Md, PhD, CEO, Resource Health Equity



Jocelyn Tran

Regional Senior Director,

South East Asia - Walmart Global Sourcing



**My Nguyen** CEO, MM soft



Help us to prevent needless death of children in Vietnam.

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