



## **One World Surgery Frequently Asked Questions October 2020**

### **Operational Questions**

- **Why is now the right time to expand?**

We have a proven model that demonstrates we can play a vital role in addressing global health inequities in under-resourced communities beyond Honduras. Our success in Honduras and the fact that we are nearing capacity for medical missions compel us to look for new opportunities in countries with the greatest needs to provide healing, hope, and transformation.

- **Why did we choose the Dominican Republic over other countries?**

It is a country with demonstrable need among Dominicans and Haitian immigrants and medical conditions similar to those in Honduras. This is a prudent decision, and we are prepared with strong local connections and partners in the medical, government, and NPH communities. Also, the Dominican Republic provides easy access to and from the United States, which will encourage volunteer missions.

- **How will we staff the clinic in the Dominican Republic?**

Staffing for the new site is underway and on track for a timely, efficient ramp up. OWS has hired its first onsite employees who are leading community needs assessment surveys. These surveys will allow us to better understand the needs of the communities and develop and prioritize our surgical patient waitlists. OWS CEO Claire Cunningham relocated with her husband, Darren and two boys to the Dominican Republic this August 2019. Darren is a pediatrician with a global health background and will serve as the interim Medical Director while the team searches for local leadership, similar to the process followed in Honduras. Additionally, our longtime volunteer and Board Director, Dr. Hugh West, will serve as volunteer Chief Medical Officer.

- **Will we be able to recruit enough surgeons and related health professionals to fill the medical missions projected?**

With a growing base of volunteers and a wait list of surgeons who would like to join our 2019 trips, we are confident we will be able to fill the projected mission trips in both Honduras and the Dominican

Republic. Our partnership with SCA and OptumCare has significantly increased our relationships with surgeons, nurses, and related clinical volunteers. Additionally, we continue to build relationships with additional healthcare organizations, including medical groups and hospital systems, which will continue to add to the demand for medical mission trips.

- **How will operations in the Dominican Republic differ from those in Honduras?**

Building on our proven model, OWS Dominican Republic will resemble in many ways our operations in Honduras. We will again partner with a local NPH home in a country with support from government officials. From the beginning, we will offer a primary care clinic delivering essential preventative care to avoid costly illnesses or diseases, and pre- and post-operative care to our surgery center patients. Our permanent center will include full-time local staff. We will provide an array of medical education and training opportunities, a visitor center with a dormitory, conference room, and a chapel for visitors and patients.

- **When will we begin construction, and what is our anticipated completion date?**

We started construction in the summer of 2020. While we began seeing our first primary care patients in 2019, we will start serving patients in our new primary care facility and hosting volunteers in our new visitor center in early 2021. We anticipate treating our first surgical patients in 2022.

- **How will we maintain our commitment to Honduras?**

One World Surgery is strong and growing in Honduras. Medical missions have expanded from a handful each year to more than 25 – and we have a waiting list of surgeons eager to volunteer. We are expanding training, education, and employment to build Honduran capacity, and, through our partnership with OptumCare, we are extending our services to include expanded primary care services to better serve our patients.

- **How will we manage the ongoing financial needs of Honduras with those of the Dominican Republic?**

As we expand our operations in Honduras and lay the foundation for our work in the Dominican Republic, we are reaching out to new audiences eager to volunteer their time and support our mission. Through our growing annual fundraising program as well as the campaign for the new surgery center, we are continuing to expand our donor base of individuals and families, as well as our partnerships with

healthcare providers, vendors and associations of medical professionals. This, coupled with the fact that One World Surgery is investing and expanding a solidly professional fundraising staff and program, gives us the confidence that we can continue to generate the increasing levels of support we will need to support our expanding program.

- **What will be the role of SCA/Optum going forward?**

Our partnership with SCA and OptumCare is strong and growing. The partnership will provide a crucial source of volunteers, best practice counsel, and financial support that will accelerate our impact.

- **Do we have plans for further expansion?**

Just as we are building in the Dominican Republic based on knowledge gained through our work in Honduras, we will continue to refine our building and operating model in our new surgery center. That experience—and the success of the new center—will inform our future plans. While we do not have specific plans for expansion at the current time, our mission compels us to continue to explore opportunities to provide safe and timely surgical care to underserved populations. So, stay tuned!

### **Financial Questions**

- **You are seeking to raise \$6million for the “One Patient. One Family. One World: Campaign for the Dominican Republic.” What are the projected construction costs and annual operating costs?**

The project budget for the 25,000 square foot surgery center, clinic, chapel, visitor center and leadership home is \$6.9M. This includes the design, construction, outfitting, permitting, and capital campaign costs. We are seeking to raise \$6 million from the capital campaign to fund the majority of these costs, and the remainder will be funded from cash reserves.

- Construction, permitting, infrastructure and landscaping costs: estimated at \$4.2 million
  - Equipment and furnishing costs: estimated at \$1.7 million
  - Operating expenses, pre-opening expenses, including all preparatory work by staff and partners: estimated at \$1 million
- **How will the surgery center’s operations be funded over time?**
    - Currently, the annual operating budget for OWS is \$3 million. The estimated total yearly operating budget is estimated to grow to about \$4.2 million by 2021. Annual revenue is projected to be covered from these sources:

- Medical mission participant fees
- Gifts-in-kind of supplies and equipment
- Expanded annual fundraising and cash reserves: during the period of the campaign, we will be working to expand our base of loyal supporters, including individuals, families, foundations and corporations.

### **Campaign-related Questions**

- **May I designate my gift to a particular aspect of the surgery center's construction or operation?**

While unrestricted gifts offer the most flexibility, donors who make gifts of \$15,000 and above may choose to designate their gift to a space within the new facility. (See Naming Opportunities)

- **I would like to make a sizeable contribution, but I am unable to make full payment this year. May I pledge my gift over a multi-year period?**

Yes, gifts may be pledged over a three-year period. Donors who wish to extend their pledge over a period beyond three years in order to make a maximum gift should discuss this in advance with OWS' CEO or the Campaign Chair, Nicole Hayek.

- **In addition to gifts by check, what are other options for making a gift to the campaign?**

Donors may make gifts by credit card, by transferring securities, or—for donors who are 70 ½ or more—by making a distribution from their IRA. Alternatively, it is often advantageous for donors to make gifts with appreciated securities, as by doing so they may save taxes by not having to pay any capital gains tax and, if itemizing, they will receive a deduction for the full fair market value of the stock donated. Please note that donors wishing to make payments by credit card for amounts greater than \$5,000 will be asked to include the 3% processing fee in their payment; alternatively, the processing fee will be subtracted from the gift total.

- **Does One World Surgery accept in-kind donations?**

Yes. OWS welcomes gifts of materials, furnishings and equipment that will be needed in the construction and operation. Such gifts should be discussed with OWS leadership in advance to ensure that the proposed gifts-in-kind are appropriate.

- **How will my gift be recognized?**

All donors will be recognized on the OWS website, once the campaign has entered the “public phase” and in the final report of the campaign upon its conclusion. Donors of \$10,000 and above in support of the capital campaign will be recognized on a centrally located plaque in the new surgery center. Donors who make a naming gift will be recognized on an appropriately sized plaque on the building or space named. The wording of the naming and size of the plaque will be determined in advance in discussions with OWS leadership. Donors whose gifts support programmatic activities will have their names associated with the program(s) they are funding during the period of that funding. They will be recognized on the website, in annual reports and other publications during the period commensurate with their support of the program.

- **What naming opportunities are available?**

Please see the separate listing of naming opportunities. Note that naming is a form of recognition for donors who make a gift at a designated gift level; it does not imply ownership of that space, nor does it necessarily coincide with the actual cost of constructing that space.

- **What happens if we exceed our goal?**

Exceeding our goal will enable us to allocate more funds to initial operations, likely enabling a more rapid ramp up while also giving us more time to continue to build out our donor base.