

BREAKING THE CYCLE *of* POVERTY



Quechua Benefit's Mission in the Highlands of Peru

The Quechua (KECH-wa) People

Meet them where they are

“We are the poorest of poor provinces in a forgotten corner of Peru. We are at the end of the road and even our own government does not remember we are here. But you have found us year after year. The Peruvians in the highlands thank Quechua Benefit for your kindness.”

—The Mayor of Macusani, 2003

The ancestors of Peru’s mighty Inca civilization are the indigenous people of today’s Peruvian society. They are not greedy or materialistic. They express themselves in shy smiles and rarely complain. Their pride is intact despite the inhuman treatment by the descendants of Conquistadors and the lasting vestiges of Colonial Peru over the past 500 years.

They are often forgotten, abandoned by their government, and left behind by the advances of medicine and the march of modernity. Many live in a perpetual cycle of poverty.

Andean ethnographers often provide colorful, detailed pictures and stories of the Quechua people in their ceremonies, rituals, myths, and celebrations. But they rarely describe a woman in childbirth far from medical help, an ill, malnourished child, or a family living on three dollars a day.

In the highlands, subsistence agriculture sustains life in the small communities, mostly in the form of potatoes and alpacas. The poverty they endure is hard to comprehend. Homes have sod walls, dirt floors, tin roofs, and little else. Many families live hours from a school or medical clinic.

Yet they have the same aspirations that you do: a living wage, education for their children, good health, and control of their future.

Their shy smiles persist.



BREAKING THE CYCLE *of* POVERTY

Breaking the cycle of poverty is no small ambition. Some would argue that this goal is too general, too grand, too ambitious. The Peruvian theologian Gustavo Gutierrez argues, “Latin American misery and injustice go too deep to be responsive to palliatives.”

Quechua Benefit was founded in 1996. Since that time, Quechua Benefit has spent years visiting remote highland communities in Peru. We have listened to the people, created lasting relationships, and served more than 100,000 patients.

Time and experience have taught us that small efforts, delivered sporadically, do not lead to lasting change.

Our reach must be more constant, more ambitious. It must be transformational in nature. Only then can we realize systemic change for the

Quechua people. We are committed to a new overarching goal of breaking the cycle of poverty in the communities we serve, professionalizing our programs, diversifying our Board of Directors, and enhancing our management capacity.



We have created three specific pillars that, with your help, will break the cycle of poverty:

- **ECONOMIC EMPOWERMENT**
- **EDUCATION**
- **PREVENTATIVE MEDICINE**

We planned a three-year budget to implement each of these programs and make them self-sustaining. We developed metrics to assess our progress and a system to define results.

Finally, we have established a comprehensive communication plan that will keep you up to date on how your generosity is working to raise family income, teach children to read, and prevent parasitic anemia.

Time does not stand still. With your help, neither will Quechua Benefit.

Transformational change for hundreds of thousands of tough, deserving people in Peru will help families earn what they deserve from the fine fleece their alpacas produce. It will help women to receive a fair wage, allowing them to provide for their children. Children will have access to quality education. Community healthcare programs will eliminate parasites and anemia in children and pregnant mothers. This is just the start, and here's how we plan to do it.

ECONOMIC EMPOWERMENT

Today, the Quechua people have one major natural resource. They control nearly 100% of the production process for an internationally sought after luxury product: alpaca fiber.

This control exists in isolation from market knowledge, as the modern marketplace is unavailable to the Quechua people. They labor all year, looking forward to the day when they will sell their entire annual production for cash at whatever price is offered.

Wealthy, urban monopolists control the fiber market. Andean farmers cannot conceive of the true value of



Alpaca fiber is the Quechua people's greatest economic resource.

their fiber, let alone imagine the fact that it will soon find its way to the fashion runways of Paris or Rome in the form of luxurious garments.

Economic change will not be easy. The Quechua people primarily make money in two ways:

- 1) Alpaca fiber sales
- 2) Live alpaca sales

The livelihood of the highland Quechua people begins and ends with alpacas.

Quechua Benefit has a plan to increase each of these income sources by 25% over three years. With your help, we can do this in a sustainable way, community by community.

GOAL

To increase the average family income by 25% annually in the communities served by Quechua Benefit.

SERVICE AREA

- Department of Arequipa: Population 1,287,205
- Department of Puno: Population 1,415,608

PROGRAMS

- Alliyma, a public benefit corporation
- Training women to spin yarn for the developed countries hand knitting markets
- Increase the value of alpaca fiber through job training for women to sort and classify fleece
- Alpaca vaccination program to reduce cria death by enterotoxemia
- Dog vaccination program to reduce the incidence of *Sarcocystis* transmission to alpaca

MEASURING RESULTS

- Increased income from the creation of handspun, hand knitting yarn
- Increased price per pound for alpaca fiber in participating communities
- Increased income for women from self-sustaining jobs
- Reduction of death and infection in alpaca herds for enterotoxemia and *Sarcocystis* diseases
- Increased family income

PROJECTED COST

\$430,194 over three years



Highland women shear alpacas near Nuñoa using hand shears, which require considerable strength. Women do most, if not all, of the physical labor associated with managing a family's alpaca herd.



Sylvia is a textile expert hired by Bear Creek Mining to train the women of Chacaconiza to produce handspun yarn for Alliyima. Quechua women have been spinning on drop spindles for centuries, but yarn for the U.S. market must be made to exact specifications.

ECONOMIC EMPOWERMENT: *Alpaca Fiber Sales*

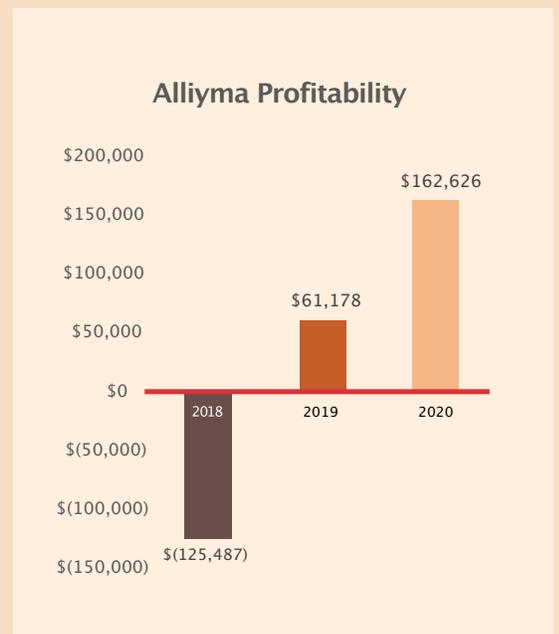
The Quechua people have approached our leadership time after time with one central request: Can you buy our fiber or our handicrafts? For years, our answer was no. We were there to simply provide medical and dental services.

Handspun hand-knitting yarn

In 2014, Quechua Benefit began working with highland communities, encouraging them to focus on making yarn instead of handicrafts. We asked the mining companies, which often support community projects, to help us train craftswomen to create a marketable product. We enlisted Michell & Cía, the largest producer of industrial spun alpaca yarn in the world, to consult and perform quality control trainings.

In 2016, we formed Alliyima – a public benefit corporation wholly owned by Quechua Benefit. This new program will train and employ women to make marketable products as well as increase the value of alpaca fleece through classifying and sorting operations in highland communities.

The sole purpose of Alliyima is to create a lucrative, non-subsidized market for the Quechua people to sell their products. All profits made by Alliyima will be reinvested in community programs that we will discuss next.



This chart details the returns from a \$250,000 investment that, with your help, will make Alliyima a reality and create a self-sustaining cash flow over the next three years and into the future.



These women from the Nuñoa Co-op can hand spin one kilo of yarn per day to the exact specifications required by the international market.

Jobs Break the Cycle of Poverty

The women who have been trained to create high quality, handspun hand-knitting yarn for Alliyma will have steady, year-round work at a fair, living wage. Consider that in the Peruvian highlands:

- Women who work at low-level jobs in agriculture or in small stores earn **15 soles**, or a little less than \$5 a day
- A professional woman who works for the local government makes **25 soles**, or \$7.81 a day
- A professional woman who works for the regional government makes **35 soles**, or \$10.93 a day
- A woman who spins one kilo of yarn per day for Alliyma will make **45 soles**, or \$14.06 a day

The Nunoa Women’s Fiber Co-Op was formed to create handspun yarn and handmade garments. **The co-op has entered into an agreement to sell handspun yarn to Quechua Benefit for export to the USA.** We asked the co-op president how many women were fully trained and qualified to make top-of-the-line hand-knitting yarn, and she replied, “There are 30 women ready to produce, including 12 who spin one kilo of yarn per day. The rest spin three fourths of a kilo a day and are learning fast how to increase their production.”

We asked, “If you had more orders, could you find more women willing to work?”

“Of course,” she replied. “I have a list with more than 50 names. It takes 90 days to train them to the standards required by the market. If we have more orders, that list will only grow.”

Our Economic Empowerment plan took root as we listened

Quechua Benefit’s team crowded into the mayor’s office, a 15 x 20’ room that doubled as a community center in the town of Aymana, which is located miles above sea level and far from any modern conveniences. The team sat in white plastic chairs along the far wall, across from the local men who came mostly out of curiosity, not quite sure what would unfold.

Women filed in and sat on the cold, grey floor in the back of the room, their wide, vividly colored skirts billowing around them. Children darted in and out. To show our respect, women from our team joined the others on the floor.

Dr. Jose Mosquera, a surgeon and an international public health expert, was

there to lead a focus group to identify what issues were most important to the community. Dr. Mosquera – credited with substantially reducing parasitic

*“If the alpacas die,
our children will not eat.”*

anemia in the entire country of Ecuador – began by inquiring about the general health of the community. He asked,

“What is the most important health issue you face?”

One of the men immediately responded, “The health of our alpacas.”

The team, taken by surprise, asked “but what about your children’s health?”

A young woman cradling a baby wrapped in a crimson blanket, with two small children at her feet whispered,

“If the alpaca die, our children will not eat.”

This simple fact lies at the core of any effort to break the cycle of poverty in the highlands of Peru. Consider that an average family of four owns a small herd of about 150 alpacas. From these animals, they make 85% of all their annual income, which amounts to about \$100 per month.

Increasing the value of alpaca fiber through job training

One of the most important things Quechua Benefit can do to break the cycle of poverty in Peru is to increase the price of a producer's fleece. Alpaca fiber in the highlands is currently sold at one universal price per pound, without regard for quality. But breeders deserve better markets for their fiber.

The middlemen and the ultimate buyers – two or three large industrial companies – classify, sort, micron test, and then resell the fiber for much higher prices based on quality. These specialized jobs are currently performed in Arequipa.

When asked how important the price of fiber is to their families, they replied,

“We make more than 50% of our annual income from the fiber. The difference of one sole (30 cents) per pound means a lot.”

Job Training for Women



Quechua Benefit has budgeted \$116,282 over three years to train women in 30 communities to sort, classify and grade fiber. Once these women are trained, they will sustain the program into the future by training additional women in communities across the highlands.



This alpaca breeder is learning to classify alpaca fleece into various grades and commercial qualities. Once alpaca fiber is sorted by grade, it is worth an average 25% more than ungraded bulk fiber.

Employing women in three local communities to classify the fleece by basic qualities (such as staple length, color, micron count and individual grade) would greatly increase the price per kilo that an alpaca shepherding family would earn.

In partnership with a local mill, Quechua Benefit has begun to facilitate sorting and classification classes in Arequipa for women from the highland communities. We also reached cost sharing agreements with the municipalities and mining companies in the regions where these women live.

Armed with knowledge about the grade of their alpaca fiber, alpaca breeders will gain a foothold in the negotiation of price. In time, they will come to know the true value of their fleece and will not have to settle for less than a fair price.

The existing system of fiber commerce is 200 years old. Simply put, the industrial companies buy in bulk for a fixed price regardless of quality. It will not be easy to alter this longstanding structure, but once the producers know the true value of their product, the market, and their power in it, will certainly change.

ECONOMIC EMPOWERMENT: *Alpaca Health Programs*

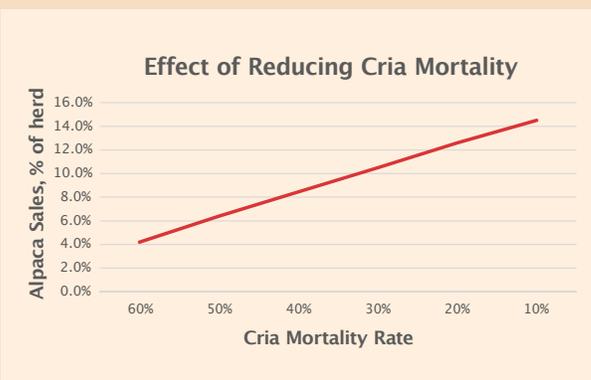
The number one killer of alpacas in Peru is enterotoxemia, a bacteria that hits newborn cria. In a bad year, the breeders can lose as many as 80% of their newborns. In a good year, they lose 30%. In 2016, the community of Picotani lost 65% of its crias to enterotoxemia.

One of the veterinarians on the Quechua Benefit team asked, “Did you know that there is a vaccine for this disease?” Miguel, community leader in Picotani, simply shook his head no and said,

“There hasn’t been a veterinarian in our community for more than eight years.”

Incredulous, the vet said “There is a vaccination for enterotoxemia and it costs about 30 cents per alpaca. Would you be willing to pay for the vaccine?” Miguel thought for a moment and replied, “Yes, of course.”

It is not quite as simple as it sounds. The vaccine is temperature sensitive and must be kept cold. The disease mutates rapidly and a new version of the vaccine must be produced every year. Even so, this is an effective cure for a disease that kills an average of 40% of the alpacas born every year. The cria that survive are immune and will not become infected as adults.



By reducing the cria mortality from 40% to 20% for an average family with 200 alpacas, there will be an additional 14 animals a year available for sale, increasing their income by \$6.60 per day or \$2,412 annually.

Deworming alpaca guard dogs

An enterotoxemia vaccine is just one initiative that Quechua Benefit will undertake to increase the value of the alpaca producers’ herds. **A second initiative will focus on *Sarcocystis* – a parasite that is the second leading cause of income loss in the herds – which makes meat unfit for human consumption.** This disease is well known to the breeders and is transmitted primarily by dogs through their feces. Once infected, the alpaca meat becomes worthless.



Each family owns three to four dogs that protect their alpacas from foxes and help the women herd the animals. The breeders have been futilely deworming the dogs with a common treatment for tapeworms, which has no relationship to or cure for *Sarcocystis*.

The key to reducing *Sarcocystis*, according to veterinarian Dr. Tim Thompson, who recently volunteered with Quechua Benefit in Peru, is a dedicated three year program that treats the dogs four times a year. The cost of the treatment, Fenbendazole, is under \$0.10 per treatment, or about \$1.00 per dog, per year.



With your help, alpaca can be saved through vaccination and will produce additional fiber and meat for sale.

GOAL

To teach children to read, establish libraries and train teachers in 50 highland communities by 2020

SERVICE AREA

- Departments of Arequipa and Puno
- Population of first and second graders

PROGRAMS

- Casa Chapi: Chivay and Arequipa
- Adopt a school
- Reading proficiency program
- Teacher training

MEASURING RESULTS

- Average improvement of words read per minute
- Number of Adopt a Schools
- Average increase in National Proficiency Test scores

PROJECTED COST

\$1,584,263 over three years

EDUCATION: CASA CHAPI

Quechua Benefit set out to build Casa Chapi as a boarding house where the children, who lived in remote areas without access to a school, could live and attend public school in the nearby town of Chivay. After two years of operating the house, we were approached by the Peruvian Ministry of Education and asked if we would be willing to build a private school on the Casa Chapi campus. They were impressed by how well our children were doing in their public school classes. They wanted a private school managed by Quechua Benefit as a model project in the highlands to encourage other nonprofit institutions to follow our example.

The truth is, we knew little about operating a school and we had no money to build the classrooms. But the Ministry of Education persisted and told us we could hold classes in the Snowmass Health Clinic on-site until we raised the money for the school building. **The Ministry agreed to supply and pay for teachers, books, supplies and two meals a day for Casa Chapi's operation.**

The building was the easy part. The new project caused dramatic change in the organization. We added 20 employees. We grew from 40 students to 75 primary students, and in 2017, we added a home in Arequipa for graduates of Casa Chapi where another 25 students can live and attend secondary school.

The hard part was learning about the macro challenges that confront children who are born

in the highlands. Here are some observations drawn from our four years of experience operating the school:

- **Reading Spanish is the most important skill we can teach first and second graders.** Most of the Casa Chapi kids come to school from homes where Quechua is the spoken language. Thus, they are ill equipped to join classes taught exclusively in Spanish. Kids that cannot read are destined to drop out of school.

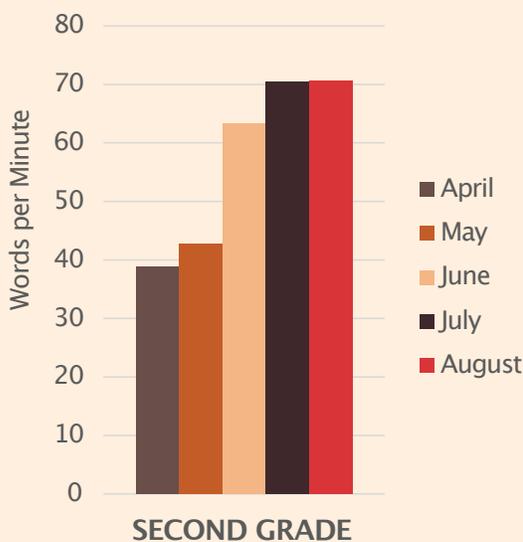
Quechua Benefit believes that a superior education is the surest way to break the cycle of poverty.

- **Children need weekly, timed reading tests to increase their reading and comprehension skills.**

The Ministry of Education has taken a substantial interest in our decision to teach reading as an additional workshop with specialized books and vocabulary aids. They want us to expand our reading program outside of Casa Chapi.

Quechua Benefit believes that a quality education is the foundation from which, together, we will break the cycle of poverty. **Each child who graduates from Casa Chapi will do so because of your generosity.** They will go farther and earn more for their families in the future than anyone might have thought possible.

Casa Chapi Reading Scores



Sixty words per minute is the standard for students in the 2nd grade

The Casa Chapi story is best told in our children's own words

Maria Fernanda Malcoaccha Nina was born in Chonta, a small, very remote town 2.7 miles above sea level. She is 14 years old. Maria began attending Casa Chapi Chivay four years ago and currently attends Casa Chapi Arequipa.



Maria Fernanda at Casa Chapi in Arequipa

In Maria's words

"When I was little I was sad because I only went to school sometimes. My dad did not want me to study because I was a girl. Then my mother took me to Arequipa. She worked as a maid so I could study, but I got sick.

Then my mother brought me to Casa Chapi and everything changed.

At first I was afraid that my dad would come and get me out or make trouble. But he died. When I found out I felt sorry for him but I did not have that fear anymore.

Now my brother Angel is with me so I like that. I like everything about Casa Chapi, the *Tias* (aunts) and *Tios* (uncles) are good to me.

I have learned in life that even if there are difficulties, you have to fight very hard until you reach your goal.

I am very happy and sure, I am already in 8th grade in Casa Chapi Arequipa and I trust the aunts and I want to continue studying. I also want the other children who are with me to study and thank Tio Mike and Alejandro for everything.



Maria's painting of the dancing couple won first place in the third annual Casa Chapi Art Camp, which included children from schools throughout the Colca Valley.



Isaac Huayhuacuri Mamani

Isaac's Story: "Make it bigger"

Richard Miller, a Quechua Benefit volunteer, sat down across from Isaac. Isaac won first place in the Valley writing contest for his tale about an evil whale that lived in a lake near his home many years ago. The whale would prey on the people from the village and one day, out of fear, they all decided to leave their homes and move far away. But one small boy stood up and said "No, we cannot leave this beautiful place. I will kill the whale."

And he did.

Richard decided to ask Isaac some questions about Casa Chapi. Isaac stared at the floor and mumbled one or two-word answers. Thinking Isaac was too shy or intimidated by his presence, Richard thanked Isaac for talking with him but he decided to ask one more question.

"If I were to make you the boss of Casa Chapi would you change anything?" Isaac became animated and immediately replied, "Yes I would. I would change it a lot." Dick was taken aback and asked what he would change.

"I would make Casa Chapi bigger so more kids could come here and go to school."

*“Tell them thank you,
for we are mothers who cannot read.
Tell them to build more
Casa Chapis. I would like that.
I would like that a lot.”*



Santusa is the mother of Christian, a boy who prior to coming to Casa Chapi, lived 70 kilometers from the nearest school. Quechua Benefit asked Santusa what she would like to say to our supporters worldwide. A shy smile appeared on her face, she looked down with her voice low and said, “Tell them thank you, for we are mothers who cannot read. Tell them to build more Casa Chapis. I would like that. I would like that a lot.”

Adopt a School

Inspired by Isaac and Santusa, Quechua Benefit has developed a comprehensive plan to reach beyond the walls of Casa Chapi to teach Quechua children to read and comprehend. This plan is scalable. It is centered on a very simple technology: the stopwatch. The stopwatch, when used together with specialized, inexpensive reading books and flash cards, creates an amazing result. First and second grade children who originally spoke Quechua learn to read Spanish at an amazing rate.

Children need to read a minimum number of words per minute to be able to retain, in their short term memory, sufficient information to enable them to comprehend what they are reading. The teacher times the words per minute read and then tests the child’s comprehension of the material. Reading rate and comprehension are strongly correlated.

Once children can read at grade school

levels, their earning potential and prospects rise. **Funding a reading program for Quechua children is one of the most lasting and impactful ways you can participate in breaking the cycle of poverty.** It is cost effective and scalable. Together, we will change children’s lives by guiding them on the path to becoming lifelong learners, one child at a time.

With your help, Quechua Benefit will take our reading program, with the books necessary to teach reading, to every school in the Colca Valley in 2018 and 2019. We will systematically adopt schools one by one, train teachers, and teach kids reading and comprehension beginning in the first grade.

In 2020, we plan to extend the reading program to the district of Puno, where we will adopt another 10 schools. **Together, we can scale this Adopt a School program to include hundreds of highland schools and thousands of children.**

Adopt-a-School Program



The adopt-a-school budget includes the cost of local community advocates who will provide individualized tutoring and reading tests for each child. In addition, the advocate will serve as a liaison to Quechua Benefit for a range of additional empowerment and health projects in the community they serve.

PREVENTATIVE MEDICINE

Quechua Benefit is Evolving

Quechua Benefit has changed dramatically over the last four years, nowhere more so than in our medical services strategies. The nonprofit began in 1996 by making annual dental missions to Peru. At first, we simply pulled teeth. Next, we added medical missions and brought pediatricians, general practitioners, cataract surgeons and optometrists to Peru on periodic, two week missions.

These missions increased our visibility in the highlands. We came to know many communities and community leaders in remote areas. The relationships we formed built trust and created lasting goodwill.

Two years ago, we realized that to be truly effective, we needed to change our focus from periodic missions to preventative medicine campaigns delivered year round.



Our preventative medicine campaigns focus on those most afflicted with anemia: mothers and their children.

Preventative Medicine Campaigns 2017

One of Quechua Benefit's greatest strengths is the ability to deliver essential services over a vast geographic

area directly to remote communities. The third pillar of our program for breaking the cycle of poverty is the preventative medicine initiative, which focuses on delivering medicine that cures the root cause of the second largest disease in the world: anemia.

Anemia affects more than half of all pregnant Peruvian women and

children under five years of age, and one-third of school children in grades first through twelfth.

Anemia is the world's second leading cause of disability, behind malaria. If this condition is allowed to prevail, then breaking the cycle of poverty is a nonstarter.

Anemia has a proven, simple and cost-effective cure. The first step is to treat the root cause: intestinal parasites. These parasites penetrate the skin through contact with animals, humans or soil. They are often ingested in contaminated food or water.

After a week-long journey through the victim's blood stream, the parasites attach themselves to the intestines, oftentimes growing up to 12 inches in length. The parasites devour 25 percent of the daily nutrition consumed by their host. They cause internal bleeding, fatigue, anemia, and mal

Anemia is primarily a women's and children's issue. It is present in 54.7% of pregnant highland women, and 49% of children under 6 years of age.



GOAL

To treat 50 communities for parasites 2 times a year and cure 70% of all pregnant mothers and children diagnosed with anemia through the 12th grade

SERVICE AREA

- The communities of the Colca Valley (40), Picotani (3), Corani (8), and the entire district of Nunua population 8,000
- Pregnant mothers, pre-school and school age children

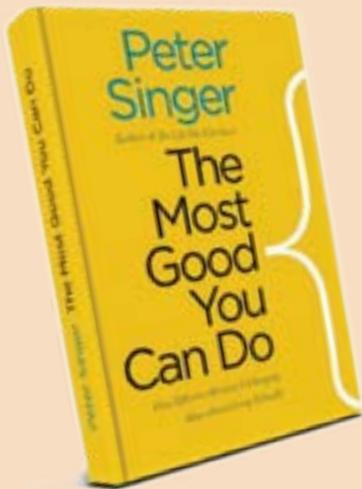
MEASURING RESULTS

- Number treated as % of population by community
- Cure rate for pregnant mothers and children diagnosed with parasitic anemia

PROJECTED COST

\$983,094 over three years

continued



Preventative Medicine *continued*

nutrition. A mature parasitic worm lays two hundred and fifty thousand eggs a day.

Here's what the experts say:

- According to the World Health Organization, deworming is the number one most cost-effective method to improve children's learning. It restores cognitive function and increases school attendance.
- In Peter Singer's new book, *The Most Good You Can Do*, he cites randomized controlled studies of 500 children that determined for every \$100 spent on treating parasites, they will collectively attend a total of 13.9 additional years of school.

In partnership with the Peruvian Ministry of Education, Quechua Benefit distributes the worm medicine to every child at local schools in each community we visit.

In 2016, Quechua Benefit's first preventative medicine campaign treated 1,000 children for parasites and cured 70% of the children who were diagnosed with anemia. With your help, we can do more.

A Transformational Technology

In our quest to cure parasitic anemia, Quechua Benefit has partnered with the Peruvian Ministry of Health, who has agreed to supply free medicine to eradicate the parasites and treat anemia. We have also partnered with **Vitamin Angels**, an international nonprofit, to obtain a free unlimited supply of prenatal vitamins to treat anemia in pregnant mothers and supply a special formula of iron supplement to treat children ages one to five.

The most expensive part of the treatment remains: It is the testing equipment and supplies necessary to determine the severity of anemia. This requires blood draws using hemoglobin testing strips that cost a total of \$2 per patient. These must be administered by an expensive medical professional, and the blood draws scare the children.

How can we be so optimistic, why might we be on the cusp of transformational change? Some would argue that this goal is too general, too grand, and too ambitious. The answer literally rests in the palm of one's hand in the form of a non-invasive hemoglobin test instrument, recently approved by the United States Food & Drug Administration. The instrument does not require a blood draw. It is battery operated, and the results are uploaded to the Quechua Benefit database. This innovation is practical and perfect for use in remote areas of the highlands.

Hopefully you can see that with your support, some old-fashioned ingenuity, and some new-fangled technology, we might truly become an agent of transformative change.



This meter, with a finger cuff, tests a person's hemoglobin level using light. It takes only 60 seconds and is noninvasive. This new medical device has the potential to significantly reduce the cost of diagnosing anemia in underdeveloped countries like Peru.

Quechua Benefit is Unique

Our unique strength is the ability to efficiently deliver essential services over a vast geographic area directly to remote communities.

Few, if any, non profits serve the Quechua people. Not including the largest cities (where we are not active), the indigenous population in our service area is 1,308,665.

Dr. Paul Farmer of the Harvard School of Public Health and founder of Partners in Health, a global health powerhouse, had this to say about the value of local knowledge and the ability to deliver health care to the poor:

“The biggest obstacle facing global health is a failure of delivery. The gritty business of actually delivering health care in developing countries has not attracted much academic interest, even though improving capacity to deliver care in these settings will save lives, [and] leverage substantial and growing philanthropic support of global health...” (May 20, 2013, the World Bank Group).

Quechua Benefit is uniquely prepared to deliver services directly to thousands or even millions of people. With your support, we will.

From the beginning

In the early 1990s, Mike Safley went to Peru to purchase and export alpacas to the United States. While working in the most remote regions of Peru, he recognized that the Quechua people are among the poorest on earth. They seemed forgotten in time.

As Mike got to know the indigenous people living in the highlands, he realized they are a tough, resilient people eager to lift themselves out of poverty.

Mike soon met Don Julio Barreda and observed the passion he had for his community. The two became great friends and together, decided to make a difference. This was the birth of Quechua Benefit, an organization started in 1996 to challenge Don Julio’s favorite metaphor:

“In Peru the need is like a dripping faucet: It never stops.”

Quechua Benefit’s Capacity for Change

Our goal is to bring about social justice for the Quechua people by disrupting the cycle of poverty in the highland communities we serve. **Together, we can accomplish this goal by developing transformative solutions.** We have empowered new leadership, added executive strength, hired staff and instituted policies and procedures that will allow Quechua Benefit to steer itself independently into the future. Mike Safley recently said:

“With the transformation of Quechua Benefit, I see a future that will endure far beyond my lifetime and achieve far beyond my original vision. We are becoming a world class nonprofit.”



Don Julio Barreda and Quechua Benefit founder Mike Safley in 1993

Since 1996, we have returned time and again, with hundreds of volunteers, to the Peruvian highlands to empower the Quechua people. **With your support, we have delivered free healthcare to more than 100,000 patients, provided disaster relief, built a primary school called Casa Chapi, built community infrastructure, and have established life-long relationships with the people in Peru. But, there is still more to do.**

With your help, we intend to deliberately and strategically narrow our focus to address issues afflicting women and children. Now, more than ever, women need fair wages. Children need better education. We cannot wait, we cannot linger.

Today, our board is made up of eight highly effective and unique individuals. Ideally, we would like to add at least three more. The staff in the United States totals five people.

Our aim is to continue to add organizational capacity. With your help, we hope to raise \$3,000,000 over three years and meet the goals and accomplish the results discussed herein.

Please join our community to empower the Quechua people, strengthen their families, and help them meet difficult challenges. Together, we will break the cycle of poverty for people living in the Peruvian highlands.

Meet our Board of Directors

Bill Beranek - Treasurer



Bill joined the Board with years of experience working in Latin America. Since translating on his first QB medical mission in 2011, he has returned many times to bridge communications between doctors, nurses and patients.

Lynn Edens



Lynn is a New York alpaca breeder and partner in a yarn, knitwear and textile business. She has a long history working with NGOs focused on human rights, community health, and education.

Dale Cantwell – Co-Executive Director



Dale, a lifelong engineer, served on the Board of a nonprofit school for 10 years and was Chairman for three years. He led a capital campaign for the school, which raised over \$10 million.

Dr. Chuck Gulotta – Secretary



Dr. Gulotta is an alpaca breeder and psychologist who holds a PhD in clinical child psychology. He has worked closely with the John Hopkins School of Medicine and traveled to Peru on multiple occasions.

Chad Colton



Chad is a trial lawyer in Portland, OR. He lived for several years in Peru and is adept at helping clients navigate legal and cultural issues that arise in disputes between U.S. and Latin American parties.

Mike Safley – Founder and Co-Executive Director



Mike founded QB in 1996 and has dedicated more than 20 years to growing the organization. Alpacas are what first brought Mike to the Andes, but the people of Peru keep him coming back.

Dr. Rhonda Deschner



Dr. Deschner, a pediatrician of over 20 years, became involved with QB when she went on her first medical mission with the organization in 2009. She quickly fell in love with the Peruvian highland children and families.

Amanda VandenBosch – Chairman of the Board



Amanda VandenBosch is an Alpaca Owners Association senior alpaca judge and trainer. She works internationally for social justice, and has traveled extensively for QB in Peru.

Peru Managers

Gina Laguna – Program Manager



Gina's background is in child psychology, domestic abuse prevention, and human resources. She joined QB in 2017 and manages administration, finances, and programs at our Arequipa office.

Alejandro Tejeda – Country Director



Alejandro joined the QB team in 2009 with a great deal of experience working on governmental projects in Southern Peru. As country director, he oversees all aspects of QB programs in Peru.

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Quechua Benefit

FOUNDED 1996

The Board of Directors pledged to fund 100% of Quechua Benefit's overhead in 2017.

All the following will be paid for by the BOD:

- Office expenses
- Fundraising costs
- Board travel
- Administrative salaries

Also, no board member receives any compensation for their service.

Your generous donations are being used efficiently. 100% of your contributions directly impact the lives of families, women and children in Peru.

CONTACT US

For more information visit our website at www.quechuabenefit.org



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Peru Unplugged:
PeruUnplugged.org

Email: info@quechuabenefit.org

Breaking the cycle of poverty

is no small ambition.

Some would argue

that this goal is too general,

too grand, too ambitious.

Quechua Benefit cannot wait;

we cannot linger.

