

**SPEAR**  
OPEN WIDE  
FOUNDATION



2012 DONOR  
IMPACT REPORT

# SPEAR OPEN WIDE FOUNDATION

TRANSFORMING  
COMMUNITIES...  
ONE MOUTH AT A TIME.

## LETTER TO DONORS

### EXECUTIVE BOARD



**IMTIAZ MANJI**

CEO Spear Education &  
Winter Laboratory  
OWF Co-Chairman/ Founder



**GLEN WYSEL**

Partner Spear Education  
OWF Co-Chairman/ Founder



**LISA WYSEL**

OWF Secretary/ Founder

### HONORARY BOARD



**FRANK SPEAR**

Founder & Director  
Spear Education



**PAUL GUGENHEIM**

President Patterson Dental

### COMMITTEE CHAIRS



**EVELYN PAIZ**

Int'l Relations Specialist  
OWF Co-Chair Development



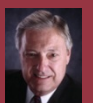
**MATT O'SHEA**

Dentist  
OWF Co-Chair Development



**DR. MIKE JOHNSON**

Dentist  
OWF Chair Dental Clinic



**JOE A. BLAES, DDS**

Chief Editor Dental Economics  
OWF Co-chair Outreach



**MICHAEL AUGINS**

President Sirona Dental Systems  
OWF Chair Industry Equipment



**PAUL ISLER**

Dentist  
OWF Co-chair Outreach

Dear Open Wide Foundation Donor,

On behalf of myself and the Open Wide Foundation Board of Directors I would like to thank you for your commitment to bringing health and hope to communities in need. Your support means a great deal to us; together we're not only providing critically needed dental care, we are creating a new platform for long-term and sustainable change in the oral health of underserved communities worldwide.

Our goal was simple: to provide quality care to people who need it most desperately. In our 2012 inaugural year, over 150 dental volunteers donated their time in our first OWF clinic in Peronia Guatemala. The clinic has served over 3000 patients and performed over 1.7 million dollars in dental services.

In addition to providing patient care, we have partnered with local Guatemalan private and public universities to join us on-site. Guided by the experienced hands of our Open Wide dentist volunteers, we have provided hands-on experience, mentoring and training to many young Guatemalan dental students. OWF has also trained local practicing dentists and our on-site clinic staff in office procedures, clinic management and patient care.

Within a five-year period, our goal is to turn the Peronia Clinic over to the local community while we go on to replicate this model in other underserved areas. What better gift to give than sustained oral health for generations to come?

Thank you for opening your hearts and calendars to make this amazing project get off to a tremendous inaugural year.

Sincerely,

Glen Wysel Co-Chair & Founder



**SPEAR**  
OPEN WIDE  
FOUNDATION

TRANSFORMING  
COMMUNITIES...  
ONE MOUTH AT A TIME.

## DELIVERING ON OUR MISSION

“The mission of Open Wide Foundation is to bring health and hope to communities in need.”

*Imtiaz Manji*

Open Wide Foundation is dedicated to making a significant, measurable and lasting change in the state of oral health in impoverished communities worldwide. Sustainable change is an outcome that can only be realized through a multi-faceted initiative. Open Wide has a comprehensive and unique model that offers a paradigm shift in humanitarian dental care.



# SETTING THE COURSE

**VISION:** To bring lasting change to the state of oral health in underserved communities worldwide; through the development of sustainable clinics built in conjunction with the communities they serve.

**OUR GUIDING PRINCIPALS** dictate these requirements for choosing a location for Open Wide Foundation Clinics:

## NEED

- We work only in communities that have great need, and ask for our help.

## LOCAL SUPPORT

- Government Support
  - Invests in project (capital & staff)
  - Agrees to sustain the clinic

## LASTING

- Local Universities are committed to OWF mentoring local dental students
- Clinic will be independent within 5 years

## OPEN WIDE FOUR PHASE CLINIC TRANSITION PLAN:

**PHASE 1:**  
Mission /  
Outreach

**PHASE 2:**  
Restorative  
Care -  
BASIC

**PHASE 3:**  
Restorative  
Care -  
ADVANCED

**PHASE 4:**  
TRANSITION  
CLINIC TO  
COMMUNITY

# MORE DENTAL HEALTH

## WORKING TOGETHER TO BETTER ORAL HEALTH

Guatemalan dentists from the Municipality of Villa Nueva have been working at the clinic during the weeks when no U.S. Dental team is scheduled. Open Wide Foundation has provided these dentists access to advanced training materials on best clinical practices and access to online clinical assistance through SPEAR Education Online.

A University of San Carlos 5<sup>th</sup> year dental student Mario Mayen, has interned in the clinic for most of 2012. The program is expected to continue in 2013. OWF is also adding a practicum/mentoring program in partnership with private University Mariano Galvez. The reach and influence of OWF to enhance the education of the next generation of dentists in Guatemala is going tremendously well.



Mario Mayen



## PREVENTIVE CARE

Mario, the fifth year (5<sup>th</sup>) dental student intern from the University of San Carlos, has been giving fluoride washes & oral health talks to as many as 1,700 Peronia school children weekly. Data collection is also being accumulated as part of an ongoing Nationwide Oral Health Study.

## HOME CARE

Every person receiving service at the clinic receives a complimentary toothbrush/paste home care package, thanks to a large donation by Proctor & Gamble Central America.

**SPEAR**  
OPEN WIDE  
FOUNDATION

TRANSFORMING  
COMMUNITIES...  
ONE MOUTH AT A TIME.

# HOPE MADE REAL



## VILLA NUEVA COUNTY

The Municipality of Villa Nueva is ready to start the construction of a Dental Training Center adjacent to the Peronia Clinic. It is set to break ground in early 2013.

“The best journeys answer questions that in the beginning you didn’t even think to ask”



## CITY OF PERONIA

Has started planning four (4) more initiatives:

- Preschool
- Girl’s vocational high school
- Youth Literacy Program
- Respite care facility

**SPEAR**  
OPEN WIDE  
FOUNDATION

TRANSFORMING  
COMMUNITIES...  
ONE MOUTH AT A TIME.

# DENTISTS OPEN WIDE



“...you get back far more than you give,...you are going to feel fulfilled personally.

- Mary Ann Salcetti

“... you know when people appreciate something at that level , you feel it down really deep. ... you feel a thankfulness that goes beyond thank you . You see it in their eyes and I get emotional about it.”

- Jim Merriman

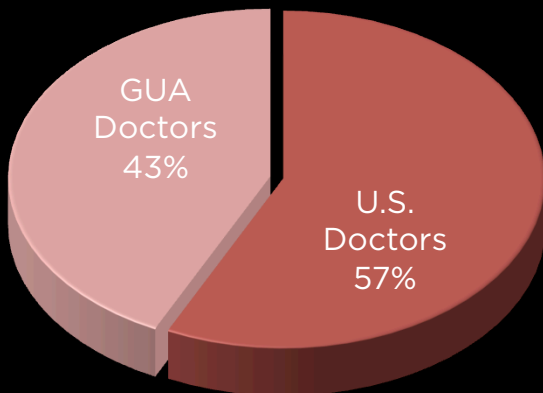


“... there is nothing quite like it when somebody looks up at you with that look and I know you get it every once in a while, it happened every day in Guatemala”

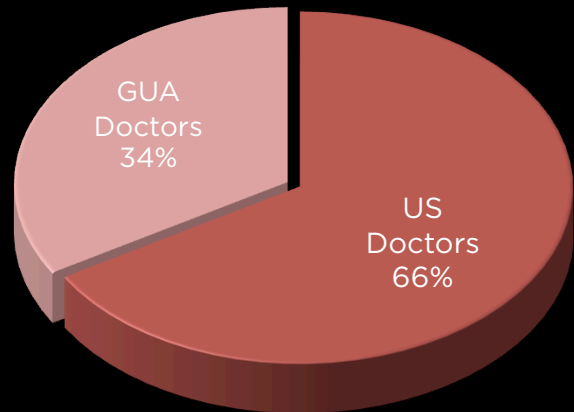
- Gary DeWood

# CLINIC STATISTICS

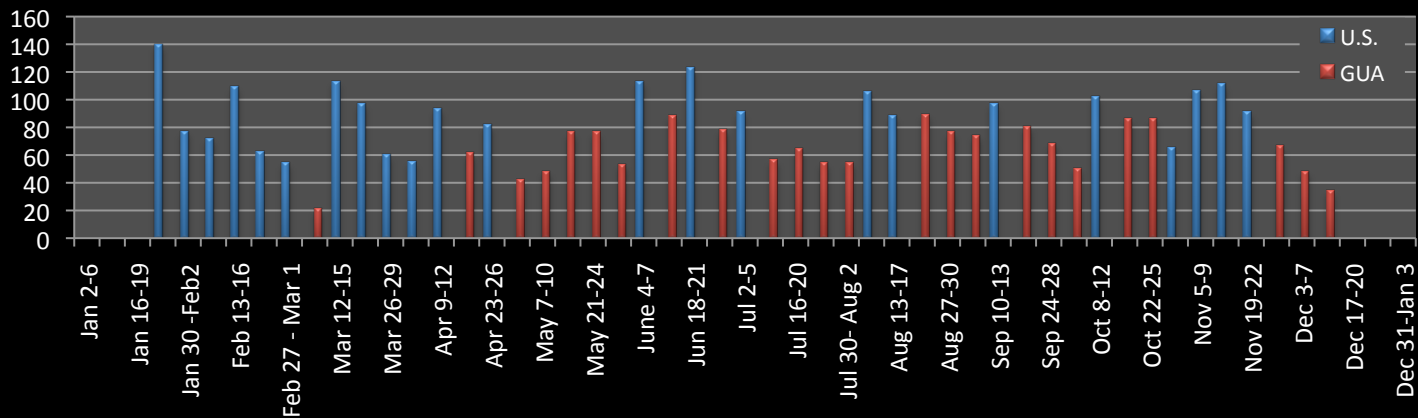
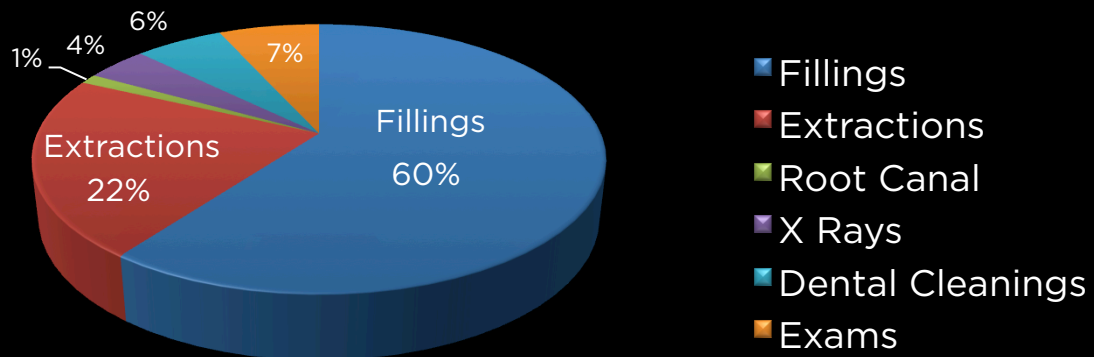
PATIENT #'S BY GROUP



SERVICES RENDERED BY GROUP



TREATMENT PERCENTS BY SERVICE

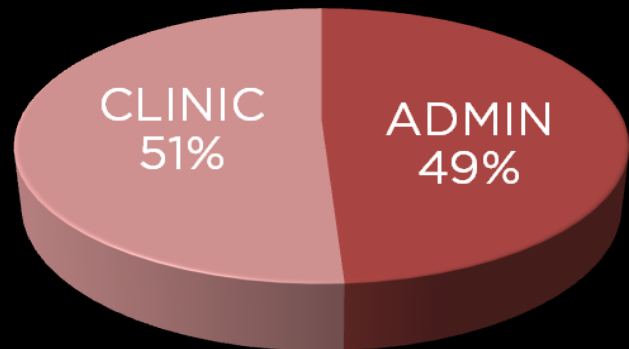


# FINANCIALS

## ADMINISTRATION

REVENUE	\$96,923
EXPENSES	\$54,443

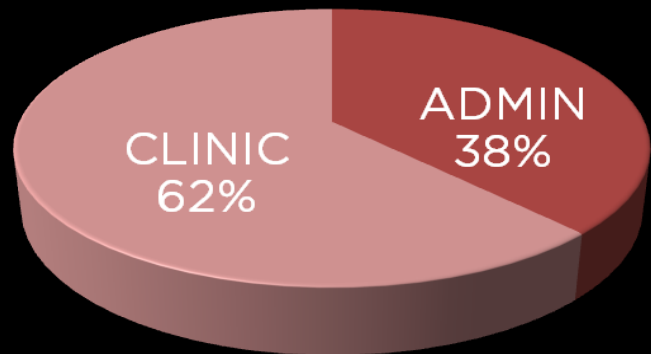
## REVENUE



## CLINIC

REVENUE	\$100,803
EXPENSES	\$89,459

## EXPENSES



100% OF YOUR  
DONATION GOES  
TO PROVIDING  
DENTAL SUPPLIES  
AND UPKEEP OF  
THE CLINIC.



**SPEAR**  
OPEN WIDE  
FOUNDATION

TRANSFORMING  
COMMUNITIES...  
ONE MOUTH AT A TIME.

# SEEING IS BELIEVING 2012 CORPORATE SPONSORS



**a|dec**  
reliablecreative**solutions**

**PATTERSON**  
DENTAL

**SPEAR**

**sirona**  
The Dental Company



**Kerr**

Your practice is our inspiration...

**Hu-Friedy**

# 2012 INDIVIDUAL SPONSORS

The incredible generosity of our individual sponsors covers the administrative cost of the foundation. Because of them, we are able to allocate 100% of your donation directly to the clinic.



Left to Right: Frank & Charlene Spear, Jake Chalmers, Glen Wysel, Imtiaz Manji, Kaleim Manji, Rezwan Manji, Carl Choscano,

**\$25,000 DONATIONS**

**IMTIAZ MANJI**

**FRANK &**

**CHARLENE SPEAR**

**SPEAR EDUCATION**

**GLEN &**

**LISA WYSEL**

# SPEAR OPEN WIDE FOUNDATION

TRANSFORMING  
COMMUNITIES...  
ONE MOUTH AT A TIME.

## SEEING IS BELIEVING 2012 VOLUNTEER DENTISTS

Each of the following dentists contributed clinic service, and the following monetary donations:

\$15,000 DR. MATT O'SHEA  
\$10,000 DR. DUKE HERRERO  
\$5,000 DR. JAMES SLAMAN  
\$2,500 DR. STEVE RATCLIFF  
\$2,000 DR. GINO BRINO, AND  
\$1,000 DR. ALEXANDRA GERMAIN



Dr. Joe Alan	Dr. Peter Gardell	Dr. Phil Mamolito	Dr. Jay Reznick
Dr. Uzma Ansari	Dr. Steven Goguen	Dr. Kevin Mansell	Dr. Ray Ricci
Dr. Andrew Arnouk	Dr. Karen Gordon	Dr. Rex Menke	Dr. Steve Rogers
Dr. Will Baker	Dr. Nikki Green	Dr. Jim Merriman	Dr. Mary Anne Salcetti
Dr. Paul Barton	Dr. Miles Guyton	Dr. Rick Miller	Dr. James Say
Dr. Richard Boehme	Dr. Karen Harris	Dr. Thomas R Miller	Dr. Larry Saylor
Dr. Ileana Carreno	Dr. Brett Helton	Dr. Melissa Minger	Dr. Daryl Shinkewski
Dr. Tim Christian	Dr. Everett Heringer	Dr. Armen Mirzayan	Dr. Jason Shook
Dr. Scott Clinton	Dr. Joseph/Janice	Dr. Jim Moran	Dr. David Stevens
Dr. Jarrod Cornehl	Holliday	Dr. Scott Morse	Dr. Edwin Stewart
Dr. Dan Custis	Dr. Gary Jacky	Dr. Mitch Mortimer	Dr. Sheldon Sullivan
Dr. Anna Dalavurak	Dr. Michael Johnson	Dr. Melissa Musolf	Dr. Patrick Sweeney
Dr. Russell Danner	Dr. Chad Johnson	Dr. Jon B Musser	Dr. Thomas M Taylor
Dr. Jeffrey Danner	Dr. Jason Juarez	Dr. Vannah Nantz Craft	Dr. Johanna Tesoniero
Dr. Amparo David	Dr. Marc Kaplan	Dr. Darin O'Bryan	Dr. Rick Timm
Dr. Claudia Denes	Dr. Gary Kaye	Dr. James Ott	Dr. Bernie Villadiego
Dr. Walter Denham	Dr. Ron Kent	Dr. W. Lee Payne	Dr. Peter Virga
Ms. Teri Dervenis	Dr. David R Kerr	Dr. Rob Pearce	Dr. Kent Wagner
Dr. Gary DeWood	Dr. David Konikoff	Dr. Rose Perpich	Dr. Andrew & Anita Wells
Dr. Anna Douglas	Dr. Roger M. Kriete	Dr. David Poelman	
Dr. Jason Ehtessabian	Dr. Walter J Leckowicz	Dr. Larry Puccini	Dr. Susan Whiteneck
Dr. Alex Fay	Dr. Brian LeSage	Dr. Melman Rastegar-Lari	Dr. Alicia J Willette
Dr. Jim Fay	Dr. Christie Leedy		Dr. Chris Wilson
Dr. T.Gary Forester	Dr. Robert Leedy	Dr. Murali Ravel	Dr. Melissa Zettler
Dr. Tom Froning	Dr. Cheryl Lindgren	Dr. Polly Reese	
Dr. Marc Gainor	Dr. Val Ludlow	Dr. Jeffrey Rempell	

# SEEING IS BELIEVING

## 2012 FINANCIAL CONTRIBUTORS

\$5,000 DR. TERE NELSON  
DR. NANCY ROTROFF

\$2,000 DR. JULIA McGARY  
DR. AMY SCRIVEN  
DR. JOHN SWEENEY



\$1,000

Dr. Daniel J Armstrong  
Dr. Scott Barrix  
Dr. Jerald Bates  
Dr. Barbro Beckett  
Dr. Susan D Bernstein  
Dr. Chad Biggerstaff  
Dr. Anthony Benassi  
Dr. Kirk Bond  
Dr. Scott Branyon  
Dr. Bridget Burris  
Dr. Marilyn Calvo  
Dr. Christine Campbell  
Dr. Paul Cannariato  
Dr. Catherine Cech  
Dr. Peter Chung  
Dr. Audry (W) Crawford  
Dr. Stanley (H) Crawford  
Dr. David Curry  
Dr. Jeffrey D Day  
Dr. Randall Deaton  
Dr. James Definnis  
Dr. Brian Dennis  
Dr. Mike Doty

Dr. Lisa Ference  
Dr. Mark Fleming  
Dr. William Frasersmith  
Dr. Troy Gombert  
Dr. Darren Greenhalgh  
Dr. Scott Hicks  
Dr. Jeff Holmberg  
Dr. Mark Hyman  
Dr. Mary Isaacs  
Dr. Mira Iskandar  
Dr. Timothy Jacobson  
Dr. Thomas W Kauffman  
Dr. Sylvia Kowalewski  
Dr. John Luker  
Dr. Costin Marinescu  
Dr. Julia McGary  
Dr. Shairoz Meghji  
Dr. Martin Mendleson  
Dr. Orlando Morantes  
Dr. Tere Nelson  
Dr. Ryan Nelson  
Dr. Christopher Nelson  
Dr. Thuan-anh Nguyen

Dr. Nick Nguyen  
Dr. Glenda Owen  
Dr. Gregory Phillips  
Dr. Barbara Preussner  
Dr. Sam Puri  
Dr. Richard Roccanova  
Dr. Richard Rosenblatt  
Dr. Nancy Rotroff  
Dr. Donna Sahutske  
Dr. Daniel Sahutske  
Dr. Doug Sandquist  
Dr. Dave Sandquist  
Dr. Parisa Seperi  
Dr. Susan Spoto  
Dr. John Sweeney  
Dr. Beverly Taylor  
Dr. Rodney Thornell  
Dr. Daniel Vasquez  
Dr. Michael Velling  
Dr. Calvin Yang  
Dr. Duke Yang

**SPEAR**  
OPEN WIDE  
FOUNDATION

TRANSFORMING  
COMMUNITIES...  
ONE MOUTH AT A TIME.

## OUR MISSION

“The mission of Open Wide Foundation is to bring health and hope to communities in need.”

*Imtiaz Manji*

**SPEAR**  
OPEN WIDE  
FOUNDATION

[WWW.OPENWIDEFOUNDATION.ORG](http://WWW.OPENWIDEFOUNDATION.ORG)

7201 EAST PRINCESS BOULEVARD  
SCOTTSDALE, ARIZONA 85255  
855-843-8444