

# Dar Smile Music Festival

## FESTIVAL REPORT 2015



### Dar Smile Music Festival 2015

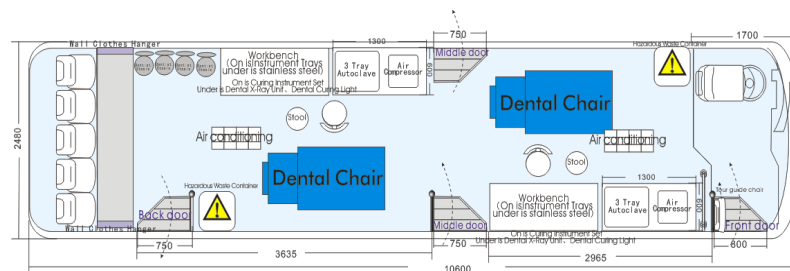
The first annual Dar Smile Music Festival (DSMF) was held from 4 to 7 March 2015 in Dar es Salaam, Tanzania. The DSMF was organised by One World One Smile, a Dar es Salaam based international NGO. One World One Smile is dedicated to increasing accessibility to dental healthcare and awareness of oral hygiene for communities without access to these services across Tanzania. The DSMF 2015 launched One World One Smile's fundraising campaign to fund a Mobile Dental Clinic (MDC). The MDC will be a vehicle fully equipped with the tools necessary to provide dental healthcare to rural and underserved populations. The MDC will provide preventative and restorative care including: exams, x-rays, fillings, emergency examination and, eventually, surgeries and palliative care. It will serve multiple communities across broad geographic areas, many of which have no access whatsoever to dental care.

## The Stimulus for DSMF 2015- The Mobile Dental Clinic

One World One Smile is in the process of designing and constructing a Mobile Dental Clinic (MDC). A mobile clinic will extend the One World One Smile team's reach and allow us to bring oral health care to communities where it is most needed. The necessity for such a service is indeed great in Tanzania. Providing quality oral health care is particularly important in Tanzania where HIV/AIDS, diabetes, and other preventable diseases are leading causes of death. Poor oral health is a major risk factor for individuals with HIV/AIDS and diabetes. When an individual is HIV positive the immune system is totally depleted and any dental infection will drain the remnant reserves of the patient's immune system allowing AIDS to take over. Similarly, untreated diabetic patients have reduced ability to heal wounds and prevent infection. Poor dental health destabilizes diabetes making it worse and therefore allowing it to become more aggressive. These two major health concerns occur every day in Tanzania where information on dental care is lacking.



**One World One Smile  
Dental Camp Attendee**



**Potential Design Layout of the MDC**

The MDC will provide care for individuals suffering from deteriorated oral health as the result of other medical conditions. It will also promote oral hygiene awareness and serve to educate individuals and communities on proper hygiene regimes to prevent decay and infection. The impact that oral health can have on overall lifespan should not be underestimated. The One World One Smile team conceptualised the first annual Dar Smile Music Festival to raise funds to build and equip the MDC and address the pervasive lack of dental care across Tanzania.

## A Festival of Sound and Sensation

The DSMF 2015 sought to provide a premier classical music experience in venues across Dar es Salaam. One World One Smile invited professional musicians from The Katarina Gurska School in Madrid, Spain to perform at the DSMF. The Katarina Gurska School is renowned for its musical instruction, which nurtures and hones the talents of its pupils. The school sent a group of six instrumentalists to Dar es Salaam for the first ever DSMF: Cecilia Bercovich (viola), Vicente Alberola (clarinet), Bruno Vlahek (piano), Lucia Otero (cello), Georgy Vasilenko (violin) and Sergey Teslya (violin)

The festival consisted of four consecutive evenings of performances and opened on 4 March with a French themed night at the Serena Hotel. The evening was hosted by



**German Evening,  
6 March 2015**

master of ceremonies Tanzanian jazz singer, composer, and author Sauda Simba. Audiences were treated to pieces by French composers including Debussy, Fauré, Poulenc, Franck, Ravel and Marais as well as a selection arranged by violist Cecilia Bercovich. The performances were followed by dinner and a raffle in the gardens of the Serena Hotel.



**Lucia Otero,  
cello**

The following two evenings were hosted in the gardens of the Sea Cliff Hotel. The 5<sup>th</sup> of March was a Slavic evening featuring pieces by Rachmaninoff, Stravinsky, and Dvorák among others. March 6<sup>th</sup> was a German themed evening with pieces from Mozart, Schubert and Brahms.



**Vicente Alberola,  
clarinet**

The DSMF concluded with an exclusive invitation only performance on the 7<sup>th</sup> of March hosted in the gardens of the Spanish Ambassador's Residence. Guests were treated to pieces by Falla, Kovács, and Granados.



**Spanish Evening,  
March 7**



## One World One Smile Beyond DSMF 2015

While we continue to raise funds for the MDC we are busy planning upcoming dental camps in Dar es Salaam and surrounding areas. These camps are largely held at schools and orphanages in order to provide dental care to many children in one visit. Earlier in 2015 we partnered with Kidzcare a non-profit dedicated to improving the lives and wellbeing of underprivileged children and orphans and Tanzania. During a camp at a Kidzcare school in Kerege we performed extractions and provided preventative and restorative treatment as necessary. Our team also demonstrated proper brushing techniques and discussed the importance of oral health with children and their caregivers. Going forward, as we lead up to the implementation of the MDC, One World One Smile will continue to hold such camps periodically. Once the MDC is up and running, we can conduct camps more frequently, extend the length of the camps, and widen our area of impact.



**Camp at Kidzcare,  
Kerege February**



**Camp at Kidzcare, Kerege  
February 2015**



## With Great Appreciation

One World One Smile would like to extend our sincere gratitude to everybody who attended the festival. We would like to thank our partners and sponsors who helped make the festival a reality. Without your support and generosity this event would not have been possible. Thank you for your help, monetary and in-kind donations, and efforts toward this event. Your enthusiasm and cooperation helped make the first Dar Smile Music Festival a memorable event that combined the vibrant atmosphere of Dar es Salaam with the talent of the visiting musicians to make a truly unique experience. Thanks to you we are one step closer to our goal of launching the Mobile Dental Clinic by the end of 2015.



We hope you enjoyed this year's festival. We are already beginning to plan next year's DSMF festival, which will be held during the first week of March 2016. We look forward to offering an expanded program of performances and hope you will join us for what promises to be a truly delightful array of classical music during DSMF 2016. To stay up to date with our latest activities and news from follow us on Twitter @owostanzania and like us on on Facebook.

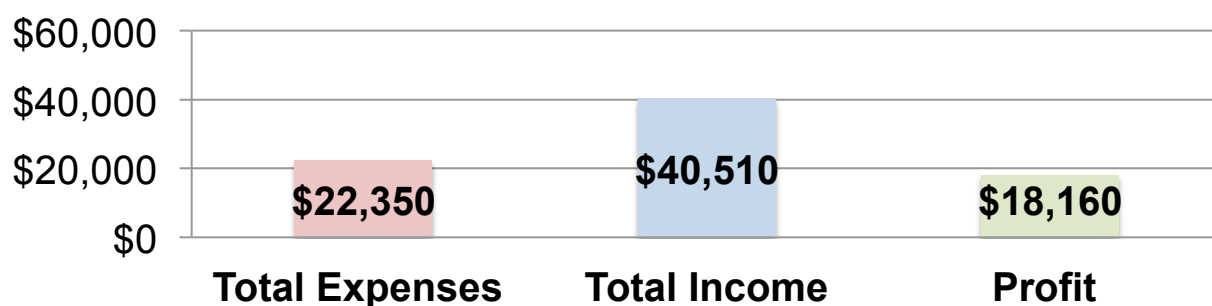
**One World One Smile**  
[www.oneworldonesmile.co.tz](http://www.oneworldonesmile.co.tz)



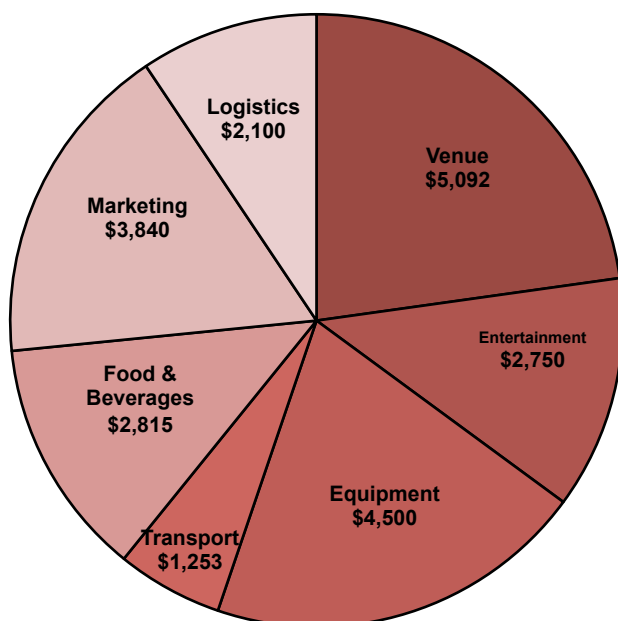
### DSMF 2015 Fundraising Outcome

Through ticket sales and the generous donations of our attendees, partners, and sponsors One World One Smile raised \$18,160 USD toward the cost of a Mobile Dental Clinic.

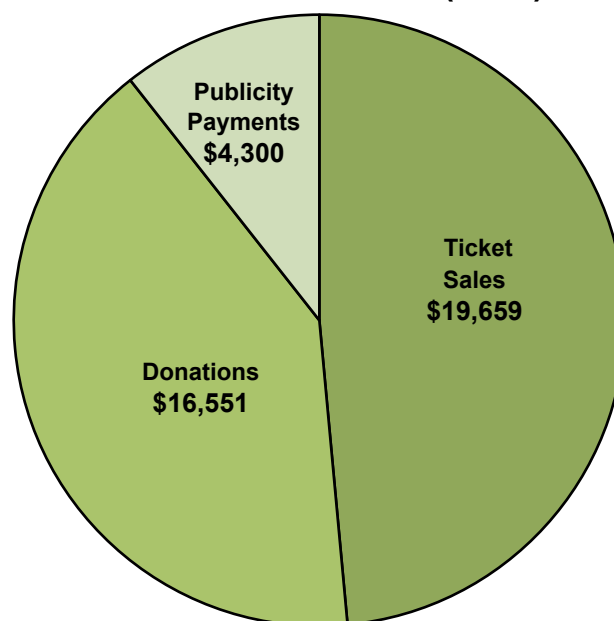
### DSMF 2015 Financial Overview (USD)



### DSMF 2015 Expenses (USD)



### DSMF 2015 Income (USD)



## Notes on Figures

Among the donations made at the festival one donation of \$5,000 was made specifically toward the building and assembly cost of the MDC. In addition to income recorded in these figures a pledge of 2,000,000TZS was made during the festival that has yet to be collected. Further, a grant for 3,000 Euros has been applied for. Once these expected funds (\$4,368 in total) are received, the income from the DSMF will amount to \$22,528 (USD).

## Mobile Dental Clinic Costs

Currently, the total estimated cost of the MDC is \$255,562 USD. This estimate is the compilation of a \$160,000 estimate for vehicle manufacturing and assembly, plus a \$95,562 estimate for dental equipment cost. The table on the following page details these figures further as well as the running costs of the MDC. At the time of the DSMF the estimate of the MDC was approximately \$120,000. This amount was based on a quote from Anjue Medical Equipment. Since March, we have discussed the MDC project with other manufactures and sourced further quotes. At the time of writing this report the highest quote we have for vehicle and assembly costs is \$160,000. We have opted to use this as our working estimate in order ensure all potential costs are included in the overall MDC estimate.



## Estimated MDC Costs (USD)\*

CATEGORY	ITEM	DESCRIPTION	COST	CATEGORY COST
MDC Assembly	Vehicle Cost	Estimated based on cost of Scania** chassis plus assembly of body and cab.	\$160,000	Vehicle Cost
				\$160,000
Dental Equipment	Dental Equipment	<ul style="list-style-type: none"><li>Autoclave (\$5,000)</li><li>Dental Chair with Accessories: chair, footswitch, viewer, bitewing, syringe, air perf, water perf, moisture sep, dental light, stools (x2 at \$17,300)</li><li>Compressor and dryer (\$2,855)</li><li>Carestream wall mount CS 2100 (x2 at \$2,855)</li><li>Duerr VS 300 (x2 at \$1,600 each)</li><li>Air motor and hand piece (x2 at \$1,150)</li><li>Kavo 646 Turbinelux (x2 at \$1,000)</li><li>Carestream panoramic x-ray (\$32,000)</li></ul>	\$87,665	Dental Equipment
				Dental Equipment Shipping
	Airfreight and Insurance (based on 2013 cost of importing like dental equipment).	\$7,735		
	Customs Price (based on 2013 cost of importing like dental equipment) 323,671 TZS.	\$162		
Running Costs	Dental Consumables	Est. annual cost for consumables such as needles, blades, sutures, anesthetic ect.	\$10,000	Running Costs
	Vehicle Insurance	Vehicle insurance annual premium: \$4,760. Contents insurance annual premium: \$2,630. Estimated quote based on vehicle specifications quoted from Anjue Medical Equipment \$120,000.	\$7,390	\$40,960
	Estimated Fuel Consumption	<ul style="list-style-type: none"><li>Annual cost estimated based on 8 trips per year. 4 'Regional Camps' (e.g. Kerege, Bagamoyo) and 4 'Distance Camps' (e.g. Kyela).</li><li>Regional Camps (est. 160km return) 640km per year. Distance Camps (est. 2000km return) 8000km per year. Total estimated distance per year is 8,640km.</li><li>Fuel consumption is estimated at 35 liters per 100km based on Scania vehicle specifications.</li><li>Cost of fuel assumed at 1,700 TZS per liter.</li><li>8,640km/100km= 86.4x35l= 3,024l x 1,700TZS= 5,140,800TZS</li></ul>	\$2,570	
	Security	Estimated per year	\$10,000	
	Lodging Allowance	20,000 TZS per volunteer per day for 5 volunteers for 40 days per year.	\$2,000	
	Food Allowance	20,000 TZS per volunteer per day for 5 volunteers for 40 days per year.	\$2,000	
	Total Estimated Cost including Running Costs			

\*Exchange rate used: 2,000 TZS to 1 USD

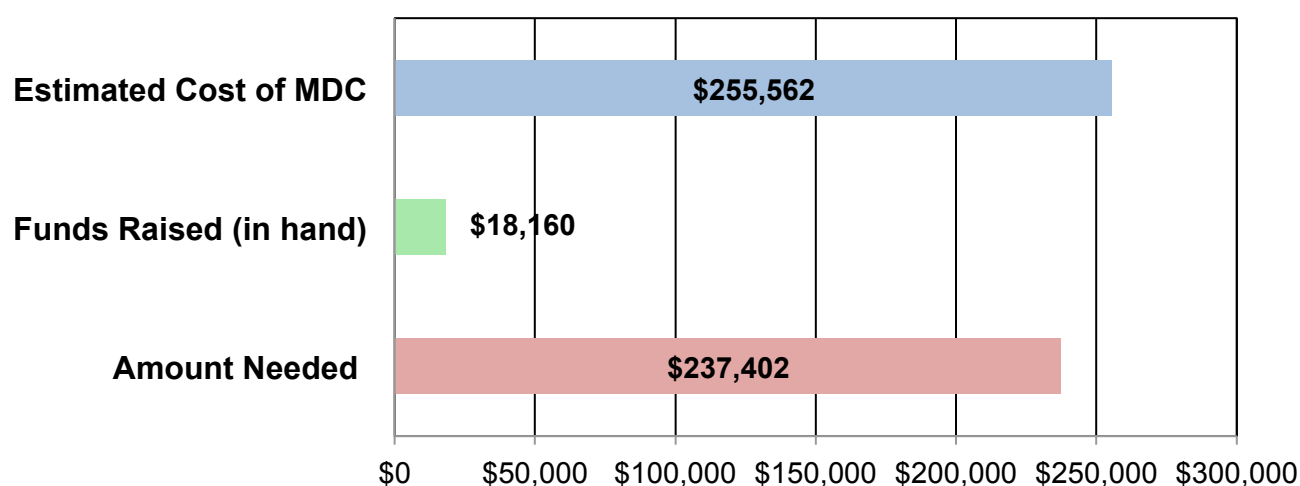
\*\*Brand used for estimation purposes only



## Progress Toward the MDC

The funds raised during the DSMF 2015 have been placed in an account dedicated to the MDC whilst the remainder of the funds are being raised. Those funds allocated for specific components of the MDC (such as construction and assembly) have been earmarked as such and will be used toward these purposes. We hope to place an order for the vehicle components of the MDC by August 2015 to allow time for the MDC to be constructed and implemented before the close of the year.

### Progress Toward Mobile Dental Clinic (USD)



In order to reach this goal, we are currently planning another large-scale fundraiser that will be held in mid-September 2015. Beyond additional fundraisers we are also actively exploring other funding and grant making opportunities to accelerate our progress toward achieving the MDC.

## Ways to Improve DSMF Earnings in 2016

Although we are busy planning other fundraising activities in the near future we are also planning the next DSMF in March 2016. In doing so, we are looking for methods to enhance not only the experience for festival attendees but to increase the profitability of the event. After the inaugural DSMF in March we received positive feedback from both attendees and those who would be likely to attend in the future. We will strive to increase our publicity and accessibility to ticket sales in order to maximize our outreach. Any suggestions or comments toward making the DSMF as successful and enjoyable as possible are always welcome.