

PASITOS DE LUZ - CASA CONNOR FINANCIAL REPORT

Income & Expenses, January 1st to December 31, 2017

JAN-DEC 2017		JAN-DEC 2017		JAN-DEC 2017	
CAD	%	MXN	%	USD	%

INCOME (DONATIONS)

Large Foundation	\$ 269,292.66	69.87%	\$ 3,635,450.89	69.87%	\$ 207,740.05	69.87%
Big Donors	\$ 19,977.73	5.18%	\$ 269,699.30	5.18%	\$ 15,411.39	5.18%
Events	\$ 71,257.75	18.49%	\$ 961,979.64	18.49%	\$ 54,970.27	18.49%
Smaller Donations & In Kind	\$ 24,888.61	6.46%	\$ 335,996.26	6.46%	\$ 19,199.79	6.46%
Total Income	\$ 385,416.75	100.00%	\$ 5,203,126.09	100.00%	\$ 297,321.49	100.00%

CAD	%	MXN	%	USD	%
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EXPENSES

Casa Connor	\$ 50,590.88	13.11%	\$ 682,976.89	13.11%	\$ 39,027.25	13.11%
Running Expenses	\$ 64,352.78	16.68%	\$ 868,762.48	16.68%	\$ 49,643.57	16.68%
Utilities	\$ 20,444.86	5.30%	\$ 276,005.60	5.30%	\$ 15,771.75	5.30%
Maintenance	\$ 23,228.96	6.02%	\$ 313,591.01	6.02%	\$ 17,919.49	6.02%
Staff 2017	\$ 219,723.69	56.95%	\$ 2,966,269.80	56.95%	\$ 169,501.13	56.95%
Other expenses	\$ 4,373.74	1.13%	\$ 59,045.48	1.13%	\$ 3,374.03	1.13%
Bank Charges	\$ 3,135.22	0.81%	\$ 42,325.45	0.81%	\$ 2,418.60	0.81%
Total Expenses	\$ 385,850.13	100.00%	\$ 5,208,976.71	100.00%	\$ 297,655.81	100.00%

Difference Income/Outcome 2017	-\$ 433.38	0.00%	-\$ 5,850.62	0.00%	-\$ 334.32	0.00%
Balance on Mexican Bank Jan1st 201	\$ 20,782.95		\$ 280,569.80		\$ 16,032.56	

Exchange Rate:

CAD Dollar = 13.5 Pesos - USA Dollar = 17.5 Pesos

PASITOS DE LUZ - CASA CONNOR FINANCIAL REPORT

Expenses, January 1st to December 31st, 2017

EXPENSES	CAD	MXN	USD
Casa Connor			
Furniture	\$ 17,921.70	\$ 241,942.99	\$ 13,825.31
Repairs and Improvements	\$ 32,669.18	\$ 441,033.90	\$ 25,201.94
Total Casa Connor	\$ 50,590.88	\$ 682,976.89	\$ 39,027.25
Running Expenses			
Food and Drinkable Water	\$ 10,379.06	\$ 140,117.36	\$ 8,006.71
Child Care Products	\$ 2,860.46	\$ 38,616.16	\$ 2,206.64
Cleaning Products	\$ 5,745.39	\$ 77,562.76	\$ 4,432.16
Materials and Equipment	\$ 16,395.30	\$ 221,336.55	\$ 12,647.80
Training	\$ 3,556.64	\$ 48,014.60	\$ 2,743.69
Transportation	\$ 18,553.20	\$ 250,468.25	\$ 14,312.47
Special Activities	\$ 6,862.73	\$ 92,646.80	\$ 5,294.10
Total Running Expenses	\$ 64,352.78	\$ 868,762.48	\$ 49,643.57
Utilities			
Water (seapal)	\$ 383.22	\$ 5,173.52	\$ 295.63
Gas	\$ 2,766.49	\$ 37,347.62	\$ 2,134.15
Electricity	\$ 13,352.28	\$ 180,255.82	\$ 10,300.33
Telephones	\$ 2,619.60	\$ 35,364.64	\$ 2,020.84
Internet	\$ 1,323.26	\$ 17,864.00	\$ 1,020.80
Total Utilities	\$ 20,444.86	\$ 276,005.60	\$ 15,771.75
Maintenance			
Building	\$ 2,910.98	\$ 39,298.18	\$ 2,245.61
Vehicles	\$ 17,670.83	\$ 238,556.25	\$ 13,631.79
Equipment	\$ 2,647.15	\$ 35,736.58	\$ 2,042.09
Total Maintenance	\$ 23,228.96	\$ 313,591.01	\$ 17,919.49
Staff 2017			
Wages	\$ 183,585.29	\$ 2,478,401.40	\$ 141,622.94
Benefits (S.S & laboral taxes)	\$ 36,138.40	\$ 487,868.40	\$ 27,878.19
Total Staff	\$ 219,723.69	\$ 2,966,269.80	\$ 169,501.13
Other Expenses			
Depreciations	\$ 3,386.64	\$ 45,719.64	\$ 2,612.55
Various	\$ 987.10	\$ 13,325.84	\$ 761.48
Total other expenses	\$ 4,373.74	\$ 59,045.48	\$ 3,374.03
Bank Charges			
Total Bank Charges	\$ 3,135.22	\$ 42,325.45	\$ 2,418.60
TOTAL EXPENSES	\$ 385,850.13	\$ 5,208,976.71	\$ 297,655.81

Exchange Rate:

CAD Dollar = 13.5 Pesos - USA Dollar = 17.5 pesos

MAMAS UNIDAS POR LA REHABILITACION DE SUS HIJOS A.C.

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PASITOS DE LUZ - CASA CONNOR FINANCIAL REPORT

Donations Received January 1st to December 31st, 2017

	CAN	MXN	USA
LARGE FOUNDATIONS	\$ 269,292.66	\$ 3,635,450.89	\$ 207,740.05
BIG DONORS	\$ 19,977.73	\$ 269,699.30	\$ 15,411.39
DONATIONS FROM EVENTS ORGANIZED BY COMMUNITY	\$ 71,257.75	\$ 961,979.64	\$ 54,970.27
1 Illumination -Casa Karma	\$ 24,316.30	\$ 328,270.00	\$ 18,758.29
2 Restaurante BBQ, 5th Annual Riverfest	\$ 23,106.59	\$ 311,939.00	\$ 17,825.09
3 Fashion Show at River Café	\$ 10,264.44	\$ 138,570.00	\$ 7,918.29
4 Soriana Round up	\$ 5,573.45	\$ 75,241.64	\$ 4,299.52
5 PVR Bingo Nacho's Daddy	\$ 4,954.59	\$ 66,887.00	\$ 3,822.11
6 International Festival of Altruism	\$ 3,042.37	\$ 41,072.00	\$ 2,346.97
SMALLER AND INDIVIDUALS DONATIONS	\$ 21,549.37	\$ 290,916.56	\$ 16,623.80
1 PayPal donors	\$ 10,667.89	\$ 144,016.56	\$ 8,229.52
DONATIONS IN KIND	\$ 3,339.24	\$ 45,079.70	\$ 2,575.98
1 La Huerta	\$ 3,062.57	\$ 41,344.70	\$ 2,362.55
2 Costco de Mexico	\$ 276.67	\$ 3,735.00	\$ 213.43
TOTAL AT DECEMBER 31st, 2017	\$ 385,416.75	\$ 5,203,126.09	\$ 297,321.49

Exchange Rate:

CAD Dollar = 13.5 Pesos - USA Dollar = 17.5 Pesos

PASITOS DE LUZ - CASA CONNOR FINANCIAL REPORT

Donations Received January 1st to December 31st, 2017



DONATIONS IN GOODS	Description
DIF NAYARIT	Van Toyota 2017.
Verhoeff Family	Van Urvan 2017.
Eagle Wings Foundation	Yellow bus for 72 passengers.
Costco de Mexico sa de CV	Food, vegetables, fruits / Alimentos, frutas, pan, vegetales
Amigos del Magisterio	Rice, beans, milk, cereal, oat, oil, more than 1 Ton /Arroz, frijoles, avena
Tortilleria "La favorita"	Tortillas for the year / Tortillas mañana y tarde, todo el año.
Servigazo	\$3000 pesos monthly in Gas / \$3,000 pesos mensuales en Gas
Sarah Elengorn & Tony Ruiz	Wheelchair, baby seats, clothing
Hard Rock Hotel	Play area for kids, trash cans, 10 wood furniture
Hoteles Villa del Palmar	Toys, bingos with proceeds to Casa Connor / Juguetes, bingos a favor de Casa Connor
Hotel Secrets & Now Amber	Towels and flip-flops
Hotel Hilton	7 mattresses king size, 20 duvets
Grupo Vidanta	Lost and founds Items, bed sheets, towels, regular donations / Articulos olvidados
Hotel Westin Resort	Uniforms from the hotel. Groceries
Hotel Hyatt Ziva	Lost and founds, cleaning supplies, food /Articulos olvidados, articulos de limpieza, comida
Hotel Palladium	1 rounded sofa, 50 bed tables, bed sheets
Secrets Vallarta& Now Amber	Bed sheets, pillows, mattress covers / Blancos - sabanas, almohadas pantuflas
ETN - Transportation	Discounts on tickets /Descuento en tickets
Truman University	Books, kids supplies,partial payment on electricity contract/Libros , material didactico
Tropical Incentive	Office articles and supplies / Articulos de oficina y consumibles
Christian Church by the Sea	Stuffed animals, kids supplies, clothing/ Animales de peluche, articulos para niños, ropa
Church friends- Peter and Tenna	Rice, lentils, beans , oatmeal, diverse groceries
Harkness Institute	Shelves, wall clock, sugar, milk, hot cakes flour, detergent
UNE	Monthly donation of groceries
CONALEP	Cleaning supplies
Bodegas Vallarta	Different households supplies not claimed
Starbucks	Hot chocolate
Tania Santos y Amigos	Posada of the Children
Sheraton	Groceries and cleaning supplies
W Punta de Mita	Groceries and cleaning supplies

PASITOS DE LUZ - CASA CONNOR FINANCIAL REPORT

Budget 2017 in MXN



Note: 2017 was the first operational year at Casa Connor

OPERATIONAL COST						
No	Concept	MXN PESOS			% of Budget	Comments
		Budget 2018	Budget 2017	Actual 2017		
1	Groceries	\$ 145,000.00	\$ 130,000.00	\$ 140,117.36	7.78	
2	Child care products	\$ 44,000.00	\$ 48,500.00	\$ 38,616.16	-20.38	We ran campaigns to get some of these items donated, includes diapers, baby wipes, baby powder, toilet paper, ointment for rash, etc.
3	Cleaning products	\$ 80,000.00	\$ 50,000.00	\$ 77,562.76	55.13	Keeping the building clean and disinfected higher than anticipated.
4	Materials, equipment, marketing	\$ 200,000.00	\$ 160,000.00	\$ 221,336.55	38.34	It includes brochures, pins, displays, etc. that we handle in hotels, campaigns of collection with schools.
5	Training	\$ 50,000.00	\$ 20,000.00	\$ 48,014.60	140.07	More was invested in this concept, as part of the growth in facilities, volunteers and staff
6	Transportation	\$ 260,000.00	\$ 290,000.00	\$ 250,468.25	-13.63	We currently have 2 VAN (14 px ea), 1 large capacity Bus, 1 Small Bus and 3 small vehicles at the service of the Center. This concept corresponds exclusively to Gasoline / Oil
7	Special activities	\$ 90,000.00	\$ 90,000.00	\$ 92,646.80	2.94	Expenses generated in the investment of events to our benefit: rent of furnishing, impressions, publications, ads on media, materials.
8	Water (seapal)	\$ 6,000.00	\$ 10,000.00	\$ 5,173.52	-48.26	Water service payments in seapal
9	Gas	\$ 40,000.00	\$ 55,000.00	\$ 37,347.62	-32.10	The water heater was not in this year, so the expense was less than budgeted. Includes laundry, kitchen and jacuzzies areas.
10	Electricity	\$ 180,000.00	\$ 140,000.00	\$ 180,255.82	28.75	Solar panel operation delay.
11	Telephones & Internet	\$ 65,000.00	\$ 56,000.00	\$ 53,228.64	-4.95	
12	Vehicles	\$ 200,000.00	\$ 150,000.00	\$ 238,556.25	59.04	Includes maintenance, insurance, repairs. A large capacity bus was donated which needed general repairs that increased the budget.
13	Office Equipment, License	\$ 40,000.00	\$ 60,000.00	\$ 35,736.58	-40.44	Includes supplies, office equipment, and computer licenses.
14	Wages	\$ 3,237,891.83	\$ 2,338,629.00	\$ 2,478,401.40	5.98	Salaries to permanent staff and temporary staff.
15	Benefits (S.S & laboral taxes)	\$ 856,972.96	\$ 701,588.70	\$ 487,868.40	-30.46	Social Security payments, Infonavit.
16	Various	\$ 18,000.00	\$ 25,000.00	\$ 13,325.84	-46.70	
17	Bank Charges	\$ 45,000.00	\$ 40,000.00	\$ 42,325.45	5.81	Commissions owed from receiving donations, use of checks, account management, use of banking terminals.
Operational Total		\$ 5,557,864.78	\$ 4,364,717.70	\$ 4,440,982.00	1.75	

CAPITAL PROJECTS						
No	Concept	Budget 2018	Budget 2017	Actual 2017	% of Budget	Comments
18	Maintenance	\$ 40,000.00	\$ 90,000.00	\$ 39,298.18	-56.34	It refers to expenses in the building and Equipment, repairs, application of security measures, improvements in areas
19	Improvements	\$ 150,000.00	\$ 330,000.00	\$ 441,033.90	33.65	It refers to adjustments on the building that had to be made during the transition from
20	Depreciations	\$ 46,000.00	\$ 47,000.00	\$ 45,719.64	-2.72	Depreciation on the values of the organization
21	Furniture	\$ -	\$ 250,000.00	\$ 241,942.99	-3.22	It refers to Tables, Chairs, Desk, Beds, Cribs, shelves, Gardener Equipment, Kitchen
Capital Total		\$ 236,000.00	\$ 717,000.00	\$ 767,994.71	7.11	

Operational + Capital \$ 5,081,717.70 \$ 5,208,976.71

PASITOS DE LUZ - CASA CONNOR FINANCIAL REPORT



Total Wages & Benefits - MXN

PERMANENT STAFF

STAFF POSITIONS	Qty	Daily Salary MXN	Monthly
Receptionist / Recepcionista	1	\$ 300	\$ 6,000.00
Care Givers / niñeras	3	\$ 240	\$ 14,400.00
Techers / Maestras	3	\$ 260	\$ 15,600.00
Cleanning / Limpieza	2	\$ 210	\$ 8,400.00
Cook / Cocineras	2	\$ 275	\$ 11,000.00
Dish waher / lavatrastes	2	\$ 225	\$ 9,000.00
Laundry / Lavanderia	2	\$ 230	\$ 9,200.00
Drivers / Chofer	2	\$ 375	\$ 15,000.00
Physiotherapist / Fisioterapeutas	3	\$ 270	\$ 16,200.00
Medical Fees /	1	\$ 500	\$ 10,000.00
General Coordinator	1	\$ 230	\$ 4,600.00
Maintennance/ Mantenimiento	2	\$ 325	\$ 13,000.00
Security / Seguridad Casa Connor	1	\$ 300	\$ 6,000.00
			\$ -
Design / Diseño media	2	\$ 250	\$ 10,000.00
Accounting & Auxiliar	2	\$ 400	\$ 16,000.00
Public Relations & Translator	2	\$ 225	\$ 9,000.00
Hotel Manager	1	\$ 250	\$ 5,000.00
Direction / Dirección General	1	\$ 960	\$ 19,200.00
	33	\$ 5,825	\$ 197,600.00
Wages (Annual)		\$	2,478,401.40
Benefits (S.S & laboral taxes)		\$	487,868.40
TOTAL (Annual)		\$	2,966,269.80