

## General Results

<b>Income (Donations)</b>	<b>MXN</b> <b><u>\$5,110,639.92</u></b>	<b>Note:</b> At the end of 2018, Pasitos de Luz obtained additional donations of \$662,375 MXN which are designated for use in 2019
<b>Expenses</b>	<b><u>\$5,111,085.90</u></b>	

	MXN	CAD	USD
<b>LARGE FOUNDATIONS</b>	<b>\$ 2,993,184.24</b>	<b>\$ 213,798.87</b>	<b>\$ 164,460.67</b>
<b>BIG DONORS</b>	<b>\$ 174,901.46</b>	<b>\$ 12,492.96</b>	<b>\$ 9,609.97</b>
<b>DONATIONS FROM EVENTS ORGANIZED BY COMMUNITY</b>	<b>\$ 2,132,219.50</b>	<b>\$ 152,301.39</b>	<b>\$ 117,154.92</b>
1 Restaurante BBQ, 5th Annual Riverfest	\$ 363,140.00	\$ 25,938.57	\$ 19,952.75
2 Fashion Show at River Café	\$ 135,518.00	\$ 9,679.86	\$ 7,446.04
3 PVR Bingo Nacho's Daddy	\$ 61,700.00	\$ 4,407.14	\$ 3,390.11
4 Festival Concierge	\$ 24,000.00	\$ 1,714.29	\$ 1,318.68
5 Alexander Event	\$ 56,739.00	\$ 4,052.79	\$ 3,117.53
6 Dinner By Hotel La Estancia	\$ 99,385.80	\$ 7,098.99	\$ 5,460.76
7 Festival of Altruism	\$ 51,758.78	\$ 3,697.06	\$ 2,843.89
8 Dinner by ACV - Barrio Bistro	\$ 36,630.00	\$ 2,616.43	\$ 2,012.64
9 Raffle of Vegas Stay	\$ 362,353.00	\$ 25,882.36	\$ 19,909.51
10 Calgary Mexican Dinner Night	\$ 500,500.00	\$ 35,750.00	\$ 27,500.00
11 Soriana Roundup	\$ 75,084.92	\$ 5,363.21	\$ 4,125.55
12 Iluminacion	\$ 365,410.00	\$ 26,100.71	\$ 20,077.47
<b>SMALLER AND INDIVIDUALS DONATIONS</b>	<b>\$ 456,686.10</b>	<b>\$ 32,620.44</b>	<b>\$ 25,092.64</b>
<b>TOTAL AT DIC, 2018</b>	<b>\$ 5,773,014.92</b>	<b>\$ 412,358.21</b>	<b>\$ 317,198.62</b>

Note: 34 raffle numbers were paid through PayPal = \$63,920.00MXN

**Exchange Rate:** CAD = 14 Pesos USD = 18.2 Pesos

DONATIONS IN GOODS	DESCRIPTION	
Costco de Mexico sa de CV	Food, Vegetables, Fruits / Alimentos, Frutas, Pan, Vegetales	
Amigos del Magisterio	Rice, Beans, Milk, Cereal, Oat, Oil, Soy, Chesse /Arroz, Frijoles, Avena	
La Huerta	Frozen Vegetables	
CONSSA Souvenirs Stores in	Last pieces on stores: T-shirts, Bags, Pens, sovenirs	
Sarha Elengorn & Tony Ruiz	Cleaning Products, Groceries	
Hard Rock Hotel	Musical Instruments, Freezbes, Candies,	
Manhattan School	Groceries, Cleaning Products	
CUTCO	Kit of Knives	
Salvation Army	Rice, Beans, Lentils, Milk, Coffe	
International Airport	Piñatas, and diverse items not allowed to fligth with; liquids bigger 100ml, sharped instrume	
UNE	Monthly donation of items from our necessity list: Shelves, Kitchen Supplies, Care Child Products	
Grupo Vidanta	Lost and founds Items, Bed Sheets, towells	
Hotel Westin Resort	Diverse Items removed from the Hotel, 23 Pairs of used sport shoes for the staff.	
Hotel Hyatt Ziva	Lost And founds	<b>Special Mentions</b>
Hotel Palladium	Table Clothes, Bed sheets	Casa KARMA
Secrets Vallarta& Now Amber	Bed Sheets, Pillows, Mattress covers, Pantuflas	Vallarta Lifestyles
ETN - Transportation	Discunts on tickets /Descuento en Tickets	Barrio Bistro
Truman University	Books, kids supplies, teaching material	Barcelona Tapas
Church friends- Peter and Tenna	Rice, Lentils, Beans , Milk, Oatmeal, Diverse Groceries	El Rio BBQ
Harkness Institute	Shelves, Suggar, Milk, hoteckaes flour, Detergent	Nacho Daddy
CONALEP	Cleaning supplies	Vallarta Traveler Advisors
Bodegas Vallarta	Different households supplies not claimed	Producciones Estrella
Distribuidora RAAS	Cleaning supplies	Deja New Bazar
Distribuidor Glamouroso	Cleaning supplies	David Fitzgerald Group
Vizcaya Institute	Groceries and Kids Product	Vallarta Tribune
Alas de Aguila	Diverse Items removed from the Hotel	Amigos Puesta del Sol

## DONATIONS IN GOODS

## DESCRIPTION



Mac EVENT  
Home Depot  
Hotel Marriot  
Marweddings  
Condominios La Jolla de Mismaloya  
Bodegas Vallarta -Mezcales  
Eventos Elegantes  
Satizabal Producciones  
General Public

Diverse used furniture  
Production scrap and samples of paint  
5 used desktop computer  
4 Big Mirrors, 1 Professional CAMERA, 2 Printers & Ink,  
1 Kartcher, 2 Filers, 1 Horse  
4 Gym machines; Trendmill, Climber , Bike, Elliptical  
Diferent items from 10 storage room  
100 used Tiffany charis  
700 handmade barro plates  
Different clothing, hosueholds, decoration, paints, photos,  
art, for events

**Special Mentions**  
Richard Reed Foundation  
Load Line MFG Inc Dahl  
Foundation  
Mayan Rental  
Elegorn Realtors  
CCSHF  
CSHF  
Banderas Bay  
Eagle Wings F  
Pasitos de Luz Casa  
Connor Board Members  
Pv Mirror

No	Concept	MXN		CAD		USD	
		Budget 2019	Actual 2018	Budget 2019	Budget 2018	Budget 2019	Budget 2018
1	Groceries	\$ 125.000,00	\$ 128.293,63	8928,57	9163,83	6868,13	7049,10
2	Child Care Products a)	\$ 35.000,00	\$ 23.710,01	2500,00	1693,57	1923,08	1302,75
3	Cleaning Products	\$ 50.000,00	\$ 45.423,96	3571,43	3244,57	2747,25	2495,82
4	Materials & Equipment	\$ 200.000,00	\$ 207.134,16	14285,71	14795,30	10989,01	11381,00
5	Training b)	\$ 40.000,00	\$ 25.964,68	2857,14	1854,62	2197,80	1426,63
6	Transportation	\$ 270.000,00	\$ 270.500,00	19285,71	19321,43	14835,16	14862,64
7	Special Activities	\$ 90.000,00	\$ 78.304,62	6428,57	5593,19	4945,05	4302,45
8	Water (seapal)	\$ 3.000,00	\$ 2.518,08	214,29	179,86	164,84	138,36
9	Gas	\$ 40.000,00	\$ 39.370,73	2857,14	2812,20	2197,80	2163,23
10	Electricity c)	\$ 100.000,00	\$ 53.980,00	7142,86	3855,71	5494,51	2965,93
11	Telephones & Internet	\$ 65.000,00	\$ 74.346,58	4642,86	5310,47	3571,43	4084,98
12	Vehicles	\$ 190.000,00	\$ 187.204,39	13571,43	13371,74	10439,56	10285,96
13	Maintenance	\$ 70.000,00	\$ 66.916,00	5000,00	4779,71	3846,15	3676,70
14	Office Equipment, License	\$ 35.000,00	\$ 36.971,68	2500,00	2640,83	1923,08	2031,41
15	Wages d)	\$ 3.237.891,83	\$ 2.774.402,00	231277,99	198171,57	177906,14	152439,67
16	Benefits (S.S & laboral taxes)	\$ 850.000,00	\$ 760.259,14	60714,29	54304,22	46703,30	41772,48
17	Various	\$ 50.000,00	\$ 54.547,68	3571,43	3896,26	2747,25	2997,13
18	Bank Charges	\$ 45.000,00	\$ 47.246,38	3214,29	3374,74	2472,53	2595,95
		<b>\$ 5.495.891,83</b>	<b>\$ 4.877.093,72</b>	<b>\$ 392.563,70</b>	<b>\$ 348.363,84</b>	<b>\$ 301.972,08</b>	<b>\$ 267.972,18</b>

CAPITAL PROJECTS		Budget 2019	Actual 2018	Budget 2019	Actual 2018	Budget 2019	Actual 2018
19	Improvements	\$ 150.000,00	\$ 105.608,37	10714,29	7543,46	8241,76	5802,66
20	Pool						
21	Solar Panels		\$ 128.383,81		9170,27		7054,06

**Capital Total**                    **\$ 150.000,00**   **\$ 233.992,18**   **\$ 10.714,29**   **\$ 16.713,73**   **\$ 8.241,76**   **\$ 12.856,71**

**\$5.645.891,83      \$5.111.085,90   \$ 403.277,99   \$ 365.077,56   \$ 310.213,84   \$ 280.828,90**

- a) In 2018, various donations of nappies/diapers, wet wipes, talcum powder, were made by businesses and schools  
b) In 2018 we enrolled on a few external courses  
c) By connecting the solar panels, we significantly reduced our electricity bill  
d) At the end of 2018 we hired: An Assistant Accountant, a Marketing & Communications Officer.  
In 2019 we increased some salaries to be in line with local wage levels.

**PERMANENT STAFF**

STAFF POSITIONS	Qty	Daily Salary	Monthly Salary
		MXN	MXN
Receptionist / Recepcionista	1	\$ 261	\$ 7,840.00
Care Givers / Niñeras	3	\$ 200	\$ 18,000.00
Teachers / Maestras	3	\$ 211	\$ 19,000.00
Cleanning / Limpieza	4	\$ 180	\$ 21,600.00
Cook / Cocineras	4	\$ 233	\$ 28,000.00
Dish waher / lavatrastes	1	\$ 180	\$ 5,400.00
			\$
Driver / Chofer	1	\$ 360	\$ 10,800.00
Physical Rehabilitation/Rehab. Fisica	5	\$ 260	\$ 38,618.00
Medical Fees /	1	\$ N/A	\$ 6,000.00
			\$
Maintennance/ Mantenimiento	2	\$ 316	\$ 19,000.00
Gardener / Jardinero	1	\$ 233	\$ 7,000.00
			\$
Design / Diseño media	2	\$ 298	\$ 14,300.00
Accounting & Auxiliar	2	\$ 583	\$ 20,800.00
			\$
Comunication &Hotel Manager	2	\$ 520	\$ 22,500.00
Direction / Dirección General	1	\$ 930	\$ 28,000.00
	33	\$ 9,866	\$ 266,858.00
<b>Wages (Annual)</b>		\$ 2,774,402.00	
<b>Benefits (S.S &amp; laboral taxes)</b>		\$ 760,259.14	
<b>TOTAL (Annual)</b>		\$ 3,534,661.14	