



INCOME (DONATIONS)	MXN		
		JAN- DEC19	%
Large Foundations	\$	2,522,252.55	45.69%
Big Donors	\$	382,600.00	6.93%
Events	\$	2,206,201.31	39.97%
Smaller Donations & In Kind	\$	409,185.84	7.41%
Total Income	\$	5,520,239.70	100.00%

Total Donations 2019 \$ 5,520,239.70
Total Expenses 2019 \$ 6,248,560.77

EXPENSES	MXN			
		JAN- DEC19	%	
Running Expenses	\$	1,023,699.11	16.38%	
Utilities	\$	204,930.75	3.28%	
Vehicles, Maintenance,Office	\$	493,048.62	7.89%	
Staff 2019	\$	4,432,770.37	70.94%	
Other expenses	\$	40,478.64	0.65%	
Bank Charges	\$	53,633.28	0.86%	
Subtotal	\$	6,248,560.77	100.00%	

#### Note

Pasitos de Luz received donations of \$966,914.26 in late December 2018 which were specified to be designated for 2019 and, as such, are carried over.

### **Donations JAN - DEC 2019**

		MXN		
	LARGE FOUNDATIONS	\$	2,522,252.55	
	BIG DONORS	\$	382,600.00	
	DONATIONS FROM EVENTS ORGANIZED BY COMMUNITY	\$	2,206,201.31	
1	Restaurante BBQ, 8th Riverfest	\$	522,532.00	
2	Fashion Show at River Café	\$	199,551.00	
3	PVR Bingo Nacho Daddy	\$	90,895.00	
4	Alexander Event	\$	98,435.00	
5	Festival of Altruism	\$	37,063.22	
7	Raffle of Vegas Stay	\$	358,936.00	
9	Illumination Event	\$	586,162.00	
10	Soriana's Roundup	\$	44,367.29	
11	Abbraccio	\$	197,009.80	
12	Floral Painting Art	\$	25,000.00	
13	30th Golf Anniversary	\$	46,250.00	
	SMALLER AND INDIVIDUAL DONATIONS	\$	405,986.97	
	DONATIONS IN KIND	\$	3,198.87	
	TOTAL AT DEC, 2019	\$	5,520,239.70	

# Notes:

- Mobility works made a donation of \$ 132,300 MXN for transportation expenses (Gas)
- doTERRA Healing Hands Foundation made a donation of \$ 250,652 MXN to cover a year expenses of Physiotherapists. Plus \$138,457 MXN for mechanical repairs of our school bus.
- Floral Painting Art: Income is included in Events. Total Nov -Dec 2019 \$197,000.00MXN
- Donations in  $\bar{\text{kind}}$  represent only donations where a tax deductible receipt is requested.
- Kathleen Carrillo Galleries: renowned artist Kathleen Carrillo donated 11 wonderful works, valued at \$ 50,000 USD

# Financial Report Pasitos de Luz - Casa Connor Donations in kind 2019 JAN - DEC 2019





Company/Family Reference

doTERRA HHF \$15,709.90 USD in product: Essential oils, books, diffusers COSTCO Vegetables, fruit, milk,cheese, yoghurt, sour cream, ham, eggs,

Karelpv.com 2 desktop computers, 2 printers, a Nikon digital camera, 10 Radios Kenwood, two doors, coffee

maker - George Galaxy

AMIGOS MAGISTERIO Food for several weeks: beans, rice, lentils, oil, soy, sugar, honey, ham, milk, eggs seasoning, etc

LA HUERTA 200Kg of Frozen vegatables/fruits every 15 days

Hyatt Ziva \$13,000 MXN in goods: Cleaning products, office material, food and lost and founds from the hotel

Isa mundo Education 1 Vitamix blender.

Grupo Crecento \$1000 in food: eggs, vegetables, fruit

North American Travel Color tank top shirts

Reflect Krystal Donation of beddings, towels, lost and founds

Raintree Bodegas Diaper Donation

Vallarta More than 10 containers with various items

Woolworth Various clothing items and closeouts items from the store: Stuffed animals, soccer balls, lotions

WESTIN Diaper Donation

VIDANTA 1 computer, blender glasses, water jugs, dishes, silverware, lemon squeezer, chopping boards

Marweddings 3 Belts/ back brace, 3 Radios Kenwood, Shipping of drums

UNE 1 Big Cooler, Onions, Tomatoes, eggs, toilet paper, detergent, deodorant spray, mops Cleaning

RASS Products: 80 Lt Floor cleaner LAVANDA, 60LT degreaser. 20Lt chlorine

Leyden CONSSA Diapers, T-shirts, Liquid Detergent

Souvenirs Stores in Malecon. Last items in stores: T-shirts, Bags, Pens, souvenirs

Secrets Vallarta Hotel Slippers Latin Percussion 6 drums

ZAAR Simón Ramirez \$1,972 MXN in product: 20L degreaser, 20L floor cleaner, 40L Chlorine









	OPERATIONAL COSTS MXN			DEC MXN	Actual 2019	
No	Description	Budget 2019		Actual 2019		% of Budget
1	Groceries	\$	125,000.00	\$	179,467.66	143.57%
2	Child Care Products	\$	35,000.00	\$	19,177.16	54.79%
3	Cleaning Products	\$	50,000.00	\$	50,532.59	101.07%
4	Materials & Equipment	\$	200,000.00	\$	166,741.18	83.37%
5	Training	\$	40,000.00	\$	206,947.51	517.37%
6	Transportation	\$	270,000.00	\$	289,000.00	107.04%
7	Special Activities	\$	90,000.00	\$	111,833.01	124.26%
8	Water (Seapal)	\$	3,000.00	\$	-	0.00%
9	Gas	\$	40,000.00	\$	45,309.87	113.27%
10	Electricity	\$	100,000.00	\$	93,478.00	93.48%
11	Telephones & Internet	\$	65,000.00	\$	66,142.88	101.76%
12	Vehicles	\$	190,000.00	\$	311,068.84	163.72%
13	Maintenance	\$	70,000.00	\$	162,093.70	231.56%
14	Office Equipment, Licenses	\$	35,000.00	\$	19,886.08	56.82%
15	Wages	\$	3,237,891.83	\$ 3	3,506,841.00	108.31%
16	Benefits (S.S & labor taxes)	\$	850,000.00	\$	925,929.37	108.93%
17	Various	\$	50,000.00	\$	40,478.64	80.96%
18	Bank Charges	\$	45,000.00	\$	53,633.28	119.19%
	Operational Total \$ 5,495,891.83				6,248,560.77	113.70%

### Note:

- 1) Meat and Fish Consumption of Chicken, Beef, Pork and Fish increased. Water purchase service started in garrafones, not budgeted and the number of volunteers increased.
- 5) Training includes room and board expenses for 5 recent graduate physiotherapists who provide a year of service. This was not included in the original budget. Costs have been covered by a generous donation from doTERRA Healing Hands Foundation.
- 13) Maintenance includes unbudgeted septic tank maintenance and mechanical work on the school bus.

## **Total Wages & Benefits - MXN**

STAFF POSITIONS	QTY	AVG DAILY SALARY MXN	AVG MONTHLY SALARY MXN	AVG ANNUAL SALARY MXN
Receptionist / Recepcionista	1	\$191.00	\$5,730.00	\$68,187.00
Special Health Cares/ Cuidados especiales de Salud	4	\$207.50	\$24,900.00	\$296,310.00
Special Education /Educación Especial	6	\$236.50	\$42,570.00	\$502,326.00
Physical Rehabilitation/Rehabilitación Fisica	2	\$239.00	\$14,340.00	\$169,212.00
Complementary Therapies/ Terapias Complementarias	3	\$280.67	\$25,260.00	\$296,299.80
Kitchen / Cocina	4*	\$257.00	\$30,840.00	\$362,986.80
General Cleaning & Laundry / Limpieza General y Lavanderia	6	\$199.83	\$35,970.00	\$425,915.40
Maintenance & Transportation/ Mantenimiento & Transportación	3	\$286.00	\$25,740.00	\$301,158.00
Institutional Development / Desarrollo Institucional	4	\$305.50	\$36,660.00	\$425,256.00
Accounting/ Contabilidad	2	\$389.00	\$23,340.00	\$268,410.00
Administration / Administración	2	\$557.07	\$33,400.00	\$390,780.00
*One with medical incapacity				
. , Wages		\$9,958.33	\$298,750.00	\$3,506,841.00
Benefits (S.S & labor taxes)		\$2,688.75	\$80,662.50	\$925,929.37
TOTAL	37	\$12,647.08	\$379,412.50	\$4,432,770.37

Note: The salary table shows the approximate 12 months of full time work. During the year there are months when the number of workers is greater and other months that it is less.