

| 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 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

Special Community Partners

Donation of Food & Supplies

Support for Fundraising Events

Donation of Services

| 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 | \$ 3,506,841.00 | 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.