

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%
<b>Total Income</b>	<b>\$ 5,520,239.70</b>	<b>100.00%</b>

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%
<b>Subtotal</b>	<b>\$ 6,248,560.77</b>	<b>100.00%</b>

**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
<b>LARGE FOUNDATIONS</b>	<b>\$ 2,522,252.55</b>
<b>BIG DONORS</b>	<b>\$ 382,600.00</b>
<b>DONATIONS FROM EVENTS ORGANIZED BY COMMUNITY</b>	<b>\$ 2,206,201.31</b>
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 Las Vegas Stay	\$ 358,936.00
9 Illumination Event	\$ 586,162.00
10 Soriana's Roundup campaign	\$ 44,367.29
11 Abbraccio fundraising dinner	\$ 197,009.80
12 Floral Art Project	\$ 25,000.00
13 30th Golf Anniversary	\$ 46,250.00
<b>SMALLER AND INDIVIDUAL DONATIONS</b>	<b>\$ 405,986.97</b>
<b>DONATIONS IN KIND</b>	<b>\$ 3,198.87</b>
<b>TOTAL AT DEC, 2019</b>	<b>\$ 5,520,239.70</b>

**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 for Physiotherapists, plus \$138,457 MXN for mechanical repairs of our school bus.
- **Floral Art Project:** Income is included in Events. **Total Nov -Dec 2019 \$197,000.00 MXN**
- 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

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 Kenwood Radios, two doors, coffee maker - George Galaxy
AMIGOS MAGISTERIO	Food for several weeks: beans, rice, lentils, oil, soya, sugar, honey, ham, milk, eggs, seasoning, etc
LA HUERTA	200Kg of Frozen vegetables/fruit every 2 weeks
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	\$1,000 MXN in food: eggs, vegetables, fruit
North American Travel	Color tank top shirts
Reflect Krystal	Donation of bedding, towels, items from lost and found
Raintree	Diaper donation
Bodegas Vallarta	More than 10 containers with various items
Woolworth	Various clothing items and closeout 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 Kenwood Radios, shipping of drums
UNE	1 Big Cooler, onions, tomatoes, eggs, toilet paper, detergent, deodorant spray, mops
RASS	Cleaning Products: 80 Lt LAVANDA floor cleaner, 60 Lt degreaser, 20 Lt chlorine
Leyden	Diapers, T-shirts, Liquid Detergent
CONSSA	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: 20Lt degreaser, 20Lt floor cleaner, 40Lt 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	\$ 3,506,841.00	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%
<b>Operational Total</b>		<b>\$ 5,495,891.83</b>	<b>\$6,248,560.77</b>	<b>113.70%</b>

**Note:**

- 1) Meat and Fish - Consumption of Chicken, Beef, Pork and Fish increased. We started purchasing water in 'garrafones' (large 20 Lt drinking water containers) which was not budgeted. Also, 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	TOTAL MONTHLY SALARIES MXN	TOTAL ANNUAL SALARIES 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 Física	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 Lavandería	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 member of staff with medical incapacity				
<b>Wages</b>		<b>\$9,958.33</b>	<b>\$298,750.00</b>	<b>\$3,506,841.00</b>
<b>Benefits (S.S &amp; labor taxes)</b>		<b>\$2,688.75</b>	<b>\$80,662.50</b>	<b>\$925,929.37</b>
<b>TOTAL</b>		<b>37</b>	<b>\$12,647.08</b>	<b>\$379,412.50</b>
				<b>\$4,432,770.37</b>

**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 when it is less.