

## General Results 2021

INCOME (DONATIONS)	MXN	
	JAN - DEC21	%
Large Foundation	\$ 4,116,540.11	69.66%
Big Donors	\$ 938,600.00	15.88%
Events	\$ 289,801.73	4.90%
Smaller Donations	\$ 564,180.82	9.55%
<b>Total Income</b>	<b>\$ 5,909,122.66</b>	<b>100.00%</b>

<b>Total in kind donations</b>	<b>\$ 92,373.49</b>
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EXPENSES	MXN	
	JAN - DEC21	%
Running Expenses	\$ 1,336,193.67	22.44%
Utilities	\$ 254,859.88	4.28%
Vehicles, Maintenance, Office	\$ 595,977.21	10.01%
Staff 2021	\$ 3,719,248.45	62.45%
Other expenses	\$ 27,129.88	0.46%
Bank Charges	\$ 21,908.93	0.37%
<b>Subtotal</b>	<b>\$ 5,955,318.02</b>	<b>100.00%</b>

Total Donations 2021 \$ 5,909,122.66 MXN

Total Expenses 2021 \$ 5,955,318.02 MXN

Assets 2021 (A/C Units, Pump Kitchen Equipment)	\$373,055.75	
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Note: \$500,000 MXN were used from the reserve fund.

	MXN
<b>LARGE FOUNDATIONS</b>	<b>\$ 4,116,540.11</b>
2 Children's Shelter of Hope Foundation USA	\$ 1,486,965.20
<b>BIG DONORS</b>	<b>\$ 938,600.00</b>
<b>DONATIONS FROM EVENTS ORGANIZED BY COMMUNITY</b>	<b>\$ 289,801.73</b>
1 Restaurante BBQ, Riverfest	\$ -
2 Fashion Show at River Café	\$ -
3 PVR Bingo Nacho Daddy	\$ -
4 Festival Concierge	\$ -
5 Festival of Altruism	\$ -
6 Pasitos Under Stars	\$127,350.00
7 Raffle of Vegas Stay	\$ -
8 Soriana	\$ 37,658.87
9 Illumination	\$ -
	\$ 106,309.86
	\$ 18,483.00
<b>SMALLER AND INDIVIDUAL DONATIONS</b>	<b>\$ 564,180.82</b>
<b>TOTAL AT Jan-Dec, 2021</b>	<b>\$ 5,909,122.66</b>

Exchange Rate: Canadian Dollar = 15.50 MXN US Dollar = 19.50 MXN

OPERATIONAL COSTS		MXN	DEC MXN	Actual 2021
No	Description	Budget 2021	Actual 2021	% of Budget
1	Groceries	\$ 732,000.00	\$ 429,501.12	58.68%
2	Child Care Products	\$ 120,000.00	\$ 129,025.54	107.52%
3	Cleaning Products	\$ 54,000.00	\$ 45,713.61	84.65%
4	Materials & Equipment	\$ 151,600.00	\$ 350,639.37	231.29%
5	Training	\$ 52,800.00	\$ 26,057.00	49.35%
6	Transportation	\$ 231,000.00	\$ 256,500.00	111.04%
7	Special Activites	\$ 40,000.00	\$ 98,757.03	246.89%
8	Gas	\$ 42,000.00	\$ 56,823.46	135.29%
9	Electricity	\$ 72,000.00	\$ 127,255.00	176.74%
10	Telephones & Internet	\$ 62,400.00	\$ 70,781.42	113.43%
11	Vehicles	\$ 174,000.00	\$ 214,816.00	123.46%
12	Maintenance	\$ 150,000.00	\$ 287,963.12	191.98%
13	Office Equipment, License	\$ 27,600.00	\$ 93,198.09	337.67%
14	Wages	\$ 3,058,000.00	\$ 2,973,837.44	97.25%
15	Benefits (S.S & laboral taxes)	\$ 1,035,000.00	\$ 745,411.01	72.02%
16	Various	\$ 120,000.00	\$ 27,129.88	22.61%
17	Bank Charges	\$ 36,000.00	\$ 21,908.93	60.86%
<b>Operational Total</b>		<b>\$ 6,158,400.00</b>	<b>\$5,955,318.02</b>	<b>96.70%</b>

Note:

- 4) Extra expenses covered by extra specific donations from donors: Uniforms (Children and Staff), Import of wheelchairs, Floor Polishing Machine, Pressure Washer, Ramp with Stairs, Stove for kitchen
- 7) 82% of this expense represents event operating costs at Hyatt. An event of this size was not considered in the budget
- 8) The price of Gas has increased
- 9) 7 more Air Conditioning Units were installed.
- 10) Access Point Installation, modem and switch box upgrade
- 12) Added expenses- Beekeeper service, Boiler repair, Pool Chemicals, solution to damage caused by long rainy season.
- 13) Change of 3 Electronic Cards in A / C, Replacement Valves in Washing Machines, Dryer contactor change, Garden equipment repair, Upholstery Service

## Salaries JAN-DEC 2021

STAFF POSITIONS	QTY	AVG DAILY SALARY	AVG MONTHLY SALARY	AVG ANNUAL SALARY JAN-DEC
		MXN	MXN	MXN
Receptionist / Recepcionista	1	\$309.00	\$8,034.00	\$96,408.00
Special Health Cares/ Cuidados especiales de Salud	2	\$275.00	\$14,300.00	\$171,600.00
Special Education /Educación Especial	4	\$294.00	\$30,576.00	\$366,912.00
Physical Rehbilitation/Rehabilitación Fisica	4	\$332.00	\$34,528.00	\$414,336.00
Complementary Therapies/ Terapias Complementarias	2	\$350.00	\$18,200.00	\$218,400.00
Kitchen / Cocina	3	\$298.67	\$23,296.00	\$279,552.00
General Cleanliness & Laundry / Limpieza General y Lavanderia	4	\$277.00	\$28,808.00	\$345,696.00
Maintennance & Transportation/ Mantenimiento & Transportación	3	\$350.00	\$27,300.00	\$327,600.00
Institutional Development / Desarrollo Institucional	1	\$340.00	\$8,840.00	\$106,080.00
Accounting/ Contabilidad	2	\$485.00	\$25,220.00	\$302,640.00
Administration / Administración	2	\$754.00	\$39,800.00	\$477,600.00

<b>Wages</b>		\$8,630.07	\$258,902.00	\$ 2,973,837.44
<b>Benefits (S.S &amp; laboral taxes)</b>		\$2,502.72	\$75,081.58	\$ 745,411.01
<b>TOTAL</b>	<b>28</b>	<b>\$11,132.79</b>	<b>\$333,983.58</b>	<b>\$ 3,719,248.45</b>