

# Financial Report 2025 – Pasitos de Luz | Casa Connor

## 1. Mission-Driven Stewardship: A 2025 Financial Overview

At Pasitos de Luz, we view our financial results as the direct "cost of care" for children with disabilities who rely on our life-changing services. Pasitos de Luz is the heart of our mission, providing specialized, compassionate care at no cost to families within the state-of-the-art Casa Connor facility.

In 2025, every \$1 MXN donated was translated directly into specialized therapy hours, nutritious meals, and a safe environment for our children. Our mission was sustained by the generosity of our global community and a commitment to rigorous financial discipline.

During the fiscal year, we received a total of **9,844,205 MXN\*\* in donations**. **Total operational expenditures for the period reached \*\*10,812,239 MXN**. While these expenditures exceeded the year's specific donation total, the difference was covered by carryover reserves from 2024. This ability to bridge the gap is a direct result of sound financial planning and the maintenance of strategic reserves to ensure the continuity of care regardless of monthly fluctuations.

Our commitment to efficiency remains a top priority. We achieved an Operational Efficiency of 94.43% against the approved 2025 budget, reflecting disciplined cost management even as we expanded the breadth of our impact.

## 2. Our Greatest Asset: The Heart and Hands of Pasitos de Luz

The core of our mission is not found in buildings or equipment, but in the people who provide specialized care every day.

**78.52%** of our total expenses are dedicated to salaries and social security.

This is a deliberate reflection of our care model. Impact at Pasitos de Luz is delivered through the hands and expertise of our team. In 2025, we made a total staff investment of **\$8,489,577 MXN** (covering both wages and benefits) to maintain a dedicated team of **40 staff positions**.

These professionals ensure that every child receives the holistic support they need. Our 2025 team included:

- **Specialized Care:** 5 Special Health Care/Nursing staff, 6 Special Education teachers, 5 Physical Rehabilitation therapists, 2 Complementary Therapy specialists, and 1 Music Teacher.

- **Essential Services:** 2 Kitchen staff and 5 General Cleanliness & Laundry staff.
- **Infrastructure & Logistics:** 3 Maintenance & Transportation staff and 1 Receptionist.
- **Sustainability & Oversight:** 6 Institutional Development staff, 2 Accounting professionals, and 2 Administration roles.

To ensure our team remains at the forefront of therapeutic excellence, we increased our investment in expertise, with training workshops reaching 106.69% of the budgeted amount. This ensures our staff has the specialized knowledge required to serve children with complex and evolving needs.

### 3. Pillars of Support: Major Foundation Partnerships

Institutional donors provide the stability required to maintain our high standard of care. In 2025, large foundations contributed **\$6,787,186 MXN**, representing **68.95%** of our total income.

### 4. The Community Heartbeat: Events and Local Connection

While institutional grants provide a foundation, community events serve as the lifeblood of our advocacy and local engagement. These events provide 23.80% of our income (\$2,343,303 MXN) and act as the primary bridge between our mission and the Puerto Vallarta international community.

The success of these events is exemplified by our premier annual fundraiser:

The Iluminación VI gala remains our most significant fundraising vehicle, raising **\$1,738,378 MXN** in 2025. This event, along with the Fashion Show, Bingo, and Un Dia Para Dar (Giving Tuesday), allows our donors to become lifelong advocates for the children we serve.

### 5. Looking Ahead: The 2026 Investment Roadmap

The 2026 budget represents a plan for modest, responsible growth. By analyzing the lessons of 2025—such as the success of digital giving and the necessity of staff retention—we have built a roadmap that ensures the long-term sustainability of Casa Connor.

Category	2025 Approved Budget (MXN)	2026 Approved Budget (MXN)	% Change (Budget-to-Budget)
<b>Total Operational Budget</b>	<b>\$11,449,855</b>	<b>\$11,889,520</b>	<b>+3.84%</b>
Staff Wages	\$6,986,196	\$7,285,520	+4.28%
Bank Charges	\$33,000	\$50,000	+51.52%

As we look toward 2026, our priority remains clear: providing life-changing rehabilitation and care at no cost to the families who need it most. We invite our community to continue this journey with us, ensuring that every child at Pasitos de Luz has the opportunity to reach their full potential.

**Financial Report Pasitos de Luz - Casa Connor  
General Results JAN - DEC 2025**



INCOME (DONATIONS)	MXN	
	JAN - DEC 25	%
Large Foundation	\$ 6,787,186.17	68.95%
Big Donors	\$ 248,435.80	2.52%
Events	\$ 2,343,303.10	23.80%
Smaller Donations	\$ 465,279.94	4.73%
<b>Total Income</b>	<b>\$ 9,844,205.01</b>	<b>100.00%</b>
<b>Total in kind donations</b>	<b>\$ 77,099.34</b>	

EXPENSES	MXN	
	JAN - DEC 25	%
Running Expenses	\$ 1,193,687.86	11.04%
Utilities	\$ 311,802.15	2.88%
Vehicles, Maintenance, Office	\$ 704,911.06	6.52%
Staff 2024	\$ 8,489,577.46	78.52%
Other expenses	\$ 64,119.49	0.59%
Bank Charges	\$ 48,140.72	0.45%
<b>Subtotal</b>	<b>\$ 10,812,238.74</b>	<b>100.00%</b>

Notes:

Operations this year were made possible thanks to the carryover of funds from 2024.

**Legacy Acts & Project Support**

Additionally, in 2025, **Levi's Group** provided two major grants totaling \$10,000 USD, designated for sensory materials and the installation of a video security system.

**Eagle's Wings Foundation** contributed \$31,000 USD to security infrastructure and therapeutic programs.

We appreciate major donations made through **MCA, CSHF, and OMAHA F**. We invite our community to consider leaving a **Legacy Gift** that will continue to impact lives throughout the years.

**DETAIL DONATIONS**

	MXN
<b>LARGE FOUNDATIONS</b>	<b>\$ 6,787,186.17</b>
<b>BIG DONORS</b>	<b>\$ 248,435.80</b>
<b>DONATIONS FROM EVENTS ORGANIZED BY COMMUNITY</b>	<b>\$ 2,343,303.10</b>
Fashion Show 2025	\$ 253,532.27
Iluminacion 2025	\$ 1,738,378.32
Bingo	\$ 185,050.00
Un dia Para Dar	\$ 26,465.66
Soriana Redondeo	\$ 65,516.15
Fashion Show 2026	\$ 51,505.62
Ilumination 2026	\$ 22,855.08
<b>SMALLER AND INDIVIDUAL DONATIONS</b>	<b>\$ 465,279.94</b>
<b>DONATIONS IN KIND d)</b>	<b>\$ 77,099.34</b>
<b>TOTAL AT JAN - DEC, 2025</b>	<b>\$ 9,844,205.01</b>

OPERATIONAL COSTS		MXN	MXN	Budget 25
No	Description	Budget 2025	Actual 2025	Vs Actual 25
1	Groceries	\$260,000.00	\$ 268,005.12	103.08%
2	Child Care Products	\$100,000.00	\$ 44,928.68	44.93%
3	Cleaning Products	\$65,000.00	\$ 62,892.33	96.76%
4	Materials & Equipment	\$265,000.00	\$ 265,171.66	100.06%
5	Training	\$43,000.00	\$ 45,876.00	106.69%
6	Medical Fees	\$45,000.00	\$ 29,508.12	65.57%
7	Transportation	\$380,000.00	\$ 396,500.00	104.34%
8	Special Activities	\$80,000.00	\$ 80,805.95	101.01%
9	Gas	\$70,000.00	\$ 75,016.74	107.17%
10	Electricity	\$150,000.00	\$ 171,832.00	114.55%
11	Communication	\$75,000.00	\$ 64,953.41	86.60%
12	Vehicles	\$280,000.00	\$ 300,519.99	107.33%
13	Bulding Maintenance	\$400,000.00	\$ 317,617.71	79.40%
14	Office Equipment, License	\$85,000.00	\$ 86,773.36	102.09%
15	Wages	\$6,986,196.00	\$ 6,733,822.12	96.39%
16	Benefits (S.S & laboral taxes)	\$2,052,658.80	\$ 1,755,755.34	85.54%
17	Various	\$80,000.00	\$ 64,119.49	80.15%
18	Bank Charges	\$33,000.00	\$ 48,140.72	145.88%
<b>Operational Total</b>		<b>\$ 11,449,854.80</b>	<b>\$10,812,238.74</b>	<b>94.43%</b>

**Notes:**

- 5) Additional workshops and training courses were added for administrative staff and teachers.
- 9) Consumption remained the same as in 2024; however, gas prices increased by 8%.
- 10) The solar panels were out of service for 2 months, leading to increased [electricity/utility] costs.
- 12) Vehicles with higher mileage require more costly maintenance and services.
- 18) A higher volume of online donations (PayPal, Stripe) resulted in increased processing commissions.

STAFF POSITIONS	QTY	AVG DAILY GROSS SALARY MXN	AVG MONTHLY SALARY MXN	AVG ANNUAL SALARY MXN
Receptionist / Recepcionista	1	\$450.00	\$13,500.00	\$159,705.00
Special Health Cares/ Cuidados especiales de Salud	5	\$400.00	\$60,000.00	\$709,800.00
Special Education /Educación Especial	6	\$424.00	\$76,320.00	\$902,865.00
Physical Rehabilitation/Rehabilitación Fisica	5	\$475.00	\$71,250.00	\$842,887.00
Complementary Therapies/ Terapias Complementarias	2	\$480.00	\$28,800.00	\$340,704.00
Kitchen / Cocina	2	\$400.00	\$24,000.00	\$283,920.00
General Cleanliness & Laundry / Limpieza General y Lavanderia	5	\$400.00	\$60,000.00	\$709,800.00
Maintennance & Transportation/ Mantenimiento & Transportación	3	\$477.00	\$42,930.00	\$507,841.00
Institutional Development / Desarrollo Institucional	6	\$463.00	\$83,340.00	\$985,912.00
Accounting/ Contabilidad	2	\$666.00	\$39,960.00	\$472,646.00
Administration / Administración	2	\$950.00	\$57,000.00	\$673,740.00
<b>Wages</b>		<b>\$18,570.00</b>	<b>\$557,100.00</b>	<b>\$6,589,822.00</b>
<b>Benefits (S.S &amp; laboral taxes)</b>		<b>\$5,571.00</b>	<b>\$239,553.00</b>	<b>\$1,755,755.00</b>
<b>TOTAL</b>		<b>39</b>	<b>\$24,141.00</b>	<b>\$796,653.00</b>
Music Teacher	1	\$400.00	\$12,000.00	\$144,000.00
<b>TOTAL</b>		<b>40</b>	<b>\$24,541.00</b>	<b>\$808,653.00</b>

**Financial Report Pasitos de Luz - Casa Connor**  
**Budget 2025 VS Budget 2026**



OPERATIONAL COSTS		MXN	MXN	MXN	Budget 25
No	Description	Budget 2025	Actual 2025	Budget 2026	Vs Budget 26
1	Groceries	\$260,000.00	\$ 268,005.12	\$273,000.00	5.00%
2	Child Care Products	\$100,000.00	\$ 44,928.68	\$80,000.00	-20.00%
3	Cleaning Products	\$65,000.00	\$ 62,892.33	\$72,000.00	10.77%
4	Materials & Equipment	\$265,000.00	\$ 265,171.66	\$265,000.00	0.00%
5	Training	\$43,000.00	\$ 45,876.00	\$45,000.00	4.65%
6	Medical Fees	\$45,000.00	\$ 29,508.12	\$47,000.00	4.44%
7	Transportation	\$380,000.00	\$ 396,500.00	\$400,000.00	5.26%
8	Special Activities	\$80,000.00	\$ 80,805.95	\$60,000.00	-25.00%
9	Gas	\$70,000.00	\$ 75,016.74	\$77,000.00	10.00%
10	Electricity	\$150,000.00	\$ 171,832.00	\$150,000.00	0.00%
11	Communication	\$75,000.00	\$ 64,953.41	\$75,000.00	0.00%
12	Vehicles	\$280,000.00	\$ 300,519.99	\$300,000.00	7.14%
13	Bulding Maintenance	\$400,000.00	\$ 317,617.71	\$400,000.00	0.00%
14	Office Equipment, License	\$85,000.00	\$ 86,773.36	\$90,000.00	5.88%
15	Wages	\$6,986,196.00	\$ 6,733,822.12	\$7,285,520.00	4.28%
16	Benefits (S.S & laboral taxes)	\$2,052,658.80	\$ 1,755,755.34	\$2,140,000.00	4.26%
17	Various	\$80,000.00	\$ 64,119.49	\$80,000.00	0.00%
18	Bank Charges	\$33,000.00	\$ 48,140.72	\$50,000.00	51.52%
<b>Operational Total</b>		<b>\$ 11,449,854.80</b>	<b>\$10,812,238.74</b>	<b>\$11,889,520.00</b>	<b>3.84%</b>