

INCOME

400	Income	2019 Actuals US\$
401	The Shalom Foundation USA	\$ 794,124.43
402	Patients Donations	\$ 1,004.67
403	Cash Donations	\$ 76,372.91
404	Bank Interest Income	\$ 13.33
405	Inkind Donations	\$ 45,320.74
INCOME TOTALS		\$ 916,836.08

EXPENSES

600	Expense	
600	Business Administrative	
601-01	Salaries	
601-01-01	Executive Director	\$ 44,516.27
601-01-03	Bookkeeper	\$ 16,637.95
601-01-04	Chief Janitor	\$ 7,626.30
601-01-05	Receptionist	\$ 6,878.40
601-01-06	Janitor 1	\$ 7,648.02
601-01-07	Janitor /Handiman	\$ 7,400.52
601-01-08	Inventory Manager	\$ 12,428.99
601-01-09	Maintanence & Biotech Expert	\$ 9,901.28
601-01-10	Development Director	\$ 32,933.33
601-01-11	Administrative Coordinator	\$ 16,933.33
601-01-12	Logistic Coordinator	\$ 16,680.32
601-01-13	Secretary	\$ 1,117.07
601-01-14	Chaplain	\$ 9,920.00
	Secretary (Alma)	\$ 6,820.04
	Administrative Auxiliary	\$ -
601-02	Outsourcing professionals	\$ -
601-02-01	Accounting & Financial	\$ 6,074.81
601-02-02	Legal	\$ 14,356.43
601-02-03	Translation	\$ -
601-02-04	Systems and IT	\$ 1,286.67
601-02-05	Other professional fees	\$ 1,744.97
601-02-05	Various Consulting	\$ -
601-03	Office Supplies	\$ 2,602.05
601-04	Travel Expenses	\$ 9,730.57
601-05	Staff Expenses	\$ 4,048.54
601-06	Board Expenses	\$ 423.40
601-07	Courier	\$ 2,575.81
601-08	IT Expenses	\$ 3,182.80
601-09	Subscriptions / Fees	\$ 452.00
601-10	Events & Thank yous	\$ 8,866.73
601-11	PR / Advertising	\$ 12,387.59
601-14	exchange differential	\$ 9,613.08
601-12	Bank fees	\$ 164.98
601-17	Non Deductible Expenses	\$ 190.48

Total Business Administrative	\$ 275,142.74
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602	Facilities	
602-01	Property Taxes	\$ 3,987.64
602-02	Lease	\$ 30,660.00
602-03	Insurance/Bonds	\$ 5,658.44
602-04	Fees & other	\$ -
602-05	Electricity	\$ 14,042.69
602-06	Water	\$ 9,353.49
602-07	Telephone	\$ -
602-07-01	Land lines	\$ 2,456.31
602-07-02	Cell/Mobile	\$ 7,436.89
602-08	Internet	\$ 3,767.30
602-09	Trash	\$ 166.67
602-10	Propane Gas	\$ 840.00
602-11	Fuel/Lubricants	\$ -
602-12	Repairs & Maintenance	\$ -
602-12-01	Services for building maintenance	\$ 33,130.96
602-12-02	Materials for building maintenance	\$ 3,989.75
602-12-03	Medical Equipment Repairs	\$ 3,183.14
602-12-04	Medical Spare Parts	\$ 314.09
602-12-05	Landscape Gardener	\$ 117.89
602-12-06	Landscape Materials	\$ 104.67
602-13	Contracted Outsourcing	\$ -
602-13-01	Elevator Maintenance	\$ 1,650.18
602-13-02	General & Medical Maintenance	\$ -
602-13-04	Pest Control Monthly	\$ 2,506.67
602-13-05	Sewage treatment plant	\$ 1,216.00
602-13-06	Cystern Maintenance	\$ 113.33
602-13-07	Generator Maintenance	\$ 151.16
602-14	Security	\$ 31,916.66
602-15	Outsourcing Janitors	\$ 8,468.37
602-20	Cleaning Supplies	\$ 5,759.70
602-24	Depretiation	\$ 6,872.45
602-26	Furniture and Equipment Rental	\$ 3,160.67
602-27	Equipment and accessories	\$ 726.12
Total Facilities Expenses		\$ 181,751.24

603	Medical operations	
603-01	Salaries	
603-01-01	Medical Director	\$ 41,395.20
603-01-02	chief Nurse	\$ 17,979.61
603-01-03	Social Worker	\$ 12,947.75
603-01-04	Outreach Coordinator	\$ -
603-01-05	OR Nurse	\$ 8,000.00
603-01-06	Assitant to Medical Director	\$ 8,480.84
603-01-07	Pediatrician	\$ 13,056.00
603-01-08	Social Worker Assistant	\$ 9,691.66

603-01-09	Secretary	\$ -
603-02	Contract / External Personnel	\$ -
603-02-01	Auxiliary nurses	\$ 20,688.78
603-02-02	Residents	\$ 9,901.11
603-02-03	Pharmacy	\$ 1,600.00
603-02-04	Specialist - MDs	\$ -
603-02-04-01	Pediatrician	\$ -
603-02-04-02	Anesthesiologist	\$ 7,266.67
603-02-04-03	Follow-up Surgeon	\$ 18,666.67
603-03	Contract/External Services	\$ -
603-04	Laundry	\$ 7,496.80
603-06	Hospital Meals	\$ 2,592.35
603-07	Hospital Waste	\$ 722.00
603-08	Medical Gases	\$ -
603-08-01	Oxygen	\$ 3,928.37
603-08-02	Nitros Oxide	\$ 806.51
603-08-03	Medical Air	\$ 239.36
603-08-04	Tank Rental	\$ 507.03
603-08-05	Nitrogene	\$ 92.08
603-08-06	Carbon dioxide	\$ -
603-09	Meds	\$ 13,035.18
603-10	disposable Materials	\$ 17,675.33
603-11	Medical Equipment	\$ 242.60
603-12	Clinical Lab	\$ 912.00
603-13	Diagnostic Imagining	\$ 280.11
603-14	Volunteers Expenses	\$ -
603-15	Licenses	\$ -
603-16	Ambulance	\$ 93.33
603-17	Help to patients	\$ 620.17
603-19	continegncy	\$ 6,816.44
603-20	Linnens	\$ -
603-21	Human Sterilization Supplies	\$ -
603-22	Instruments Sterilizations	\$ 869.33
603-23	Antiseptics	\$ 66.67
603-24	Medical Equipment Rental	\$ -
Total Medical Operations Expenses		\$ 226,669.94

604	Group Expenses	
604-01	Meals	\$ 20,365.07
604-02	airfare	\$ -
604-03	Lodging	\$ 17,651.51
604-04	Communications	\$ 41.33
604-05	Ground transportation	\$ 26,034.86
604-06	parking	\$ 29.07
604-07	taxes & fees	\$ -
604-08	Gas and lubricants	\$ -
604-09	miscellaneous	\$ 1,361.14
604-10	Customs Agent	\$ 50.00

604-11	Licenses for doctors	\$ 2,177.33
Total Group Expenses		\$ 67,710.30

605-05	Other Activities	
605-05-04	Individual Support-Education	\$ 1,723.04
605-06-01	Moore Center	\$ 20,443.63
605-07-02	Community / School Initiatives	\$ 7,559.00
605-09	Donations (Received Species)	\$ 44,211.09
Total Other Activities		\$ 73,936.77

EXPENSES TOTAL - Guatemala	\$ 825,210.99
AVERAGE 2020 EXPENSE TOTAL - USA	

Exchange Rate 7.50

Original Budget 2020 US\$	New Proposal 2020 US\$
\$ -	\$ -
\$ 3,200.00	\$ 3,200.00
\$ -	\$ -
\$ 52.78	\$ 52.78
\$ 47,469.31	\$ 47,469.31
\$ 50,722.10	\$ 50,722.10

\$ 44,800.00	\$ 44,800.00
\$ 16,268.85	\$ 16,268.85
\$ 7,426.56	\$ 7,426.56
\$ 6,874.40	\$ 6,874.40
\$ 7,892.19	\$ 7,892.19
\$ 7,332.19	\$ 7,332.19
\$ 12,428.99	\$ 12,428.99
\$ 10,549.23	\$ 10,549.23
\$ 33,600.00	\$ 33,600.00
\$ 17,600.00	\$ 17,600.00
\$ 16,680.32	\$ 16,680.32
\$ -	\$ -
\$ 13,031.94	\$ 13,031.94
\$ 9,233.75	\$ 9,233.75
\$ 6,532.05	\$ 6,532.05
\$ -	\$ -
\$ 6,440.00	\$ 3,640.00
\$ 14,336.00	\$ 9,557.33
\$ -	\$ -
\$ 1,120.00	\$ 853.33
\$ -	\$ -
\$ 2,000.00	\$ -
\$ 4,874.00	\$ 3,540.67
\$ 3,730.67	\$ 3,730.67
\$ 2,160.00	\$ 1,546.67
\$ 400.00	\$ 400.00
\$ 2,000.00	\$ 2,000.00
\$ 1,008.00	\$ 1,008.00
\$ 423.47	\$ 423.47
\$ 3,360.00	\$ 2,560.00
\$ 4,800.00	\$ 3,200.00
\$ -	\$ -
\$ -	\$ -
\$ -	\$ -

Working twice at year instead of monthly
Temporarily suspending the contract until July.

Working with our staff instead of outsourcing
Optimizing office resources
suspendiendo capacitaciones este año.

\$ 256,902.61	\$ 242,710.61
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\$ 3,987.64	\$ 3,987.64	
\$ 30,660.00	\$ 26,573.33	Negociation the Q7662.5 month reduction
\$ 5,885.45	\$ 5,885.45	
\$ -	\$ -	
\$ 15,200.00	\$ 13,274.67	Saving 38% from lack of missions and home office
\$ 8,480.00	\$ 7,405.87	Saving 38% from lack of missions and home office
\$ -	\$ -	
\$ 2,480.00	\$ 2,480.00	
\$ 6,992.00	\$ 6,992.00	
\$ 3,646.40	\$ 3,646.40	
\$ 224.00	\$ 160.00	
\$ 1,360.00	\$ 800.00	Saving from lack of missions
\$ 40.00	\$ 40.00	
\$ -	\$ -	
\$ 4,160.00	\$ 2,826.67	Reduction of A/C maintenance
\$ 3,520.00	\$ 2,853.33	Optimizing maintenance resources
\$ 2,500.00	\$ 2,500.00	
\$ 1,000.00	\$ 1,000.00	
\$ -	\$ -	
\$ 160.00	\$ 160.00	
\$ -	\$ -	
\$ 1,662.34	\$ 1,662.34	
\$ -	\$ -	
\$ 3,368.00	\$ 3,008.00	Fee negociation
\$ 1,880.00	\$ 1,216.00	Reduction of general maintenance and working with Alan all
\$ 1,600.00	\$ -	We wont do maintenance this year
\$ 1,444.00	\$ -	Request free support to TOCSA
\$ 31,957.28	\$ 31,957.28	
\$ 7,500.00	\$ 5,000.00	Temporarily suspending the contract intul July.
\$ 6,560.00	\$ 5,173.33	
\$ -	\$ -	
\$ 3,120.00	\$ 3,120.00	
\$ 700.00	\$ 700.00	
\$ 150,087.11	\$ 132,422.31	

\$ 41,395.20	\$ 41,395.20
\$ 17,975.33	\$ 17,975.33
\$ 15,709.12	\$ 15,709.12
\$ -	\$ -
\$ 8,000.00	\$ 8,000.00
\$ 8,431.47	\$ 8,431.47
\$ 12,800.00	\$ 12,800.00
\$ 10,167.52	\$ 10,167.52

\$ -	\$ -	
\$ -	\$ -	
\$ 24,000.00	\$ 15,919.58	Temporarily suspending the contract intul July.
\$ 11,040.00	\$ 7,440.00	4 mission cancelated
\$ 1,600.00	\$ 1,066.67	Temporarily suspending the contract intul July.
\$ -	\$ -	
\$ -	\$ -	
\$ 6,666.66	\$ 1,333.33	Due cancelation of Finn and Deliyannis
\$ 19,200.00	\$ 14,844.44	Mission cancelation
\$ -	\$ -	
\$ 6,264.00	\$ 4,176.00	Temporarily suspending the contract intul July.
\$ 3,000.00	\$ 2,466.67	Mission cancelation
\$ 700.00	\$ 433.33	Temporarily suspending the contract intul July.
\$ -	\$ -	
\$ 3,500.00	\$ 3,000.00	
\$ 968.69	\$ 968.69	
\$ 128.00	\$ 128.00	
\$ 712.00	\$ 712.00	
\$ -	\$ -	
\$ 86.67	\$ 86.67	
\$ 9,930.66	\$ 8,364.12	
\$ 17,516.02	\$ 7,760.80	
\$ -	\$ -	
\$ 736.00	\$ 736.00	
\$ 625.60	\$ 625.60	
\$ 5,920.00	\$ 80.00	
\$ 2,008.00	\$ 2,008.00	
\$ 466.67	\$ 466.67	
\$ 700.00	\$ 700.00	
\$ 9,880.72	\$ 9,880.72	
\$ 666.67	\$ 266.67	
\$ -	\$ -	
\$ 800.00	\$ 800.00	
\$ 160.00	\$ 160.00	
\$ 701.33	\$ 400.00	
\$ 242,456.32	\$ 199,302.61	

\$ 21,866.67	\$ 16,400.00	4 mission cancelation
\$ -	\$ -	
\$ -	\$ -	
\$ 160.00	\$ 160.00	4 mission cancelation
\$ 27,066.67	\$ 22,422.27	
\$ -	\$ -	
\$ -	\$ -	
\$ -	\$ -	
\$ 224.00	\$ 224.00	
\$ -	\$ -	

\$	2,600.00	\$	2,400.00
\$	51,917.34	\$	41,606.27

\$	-	\$	-
\$	-	\$	-
\$	-	\$	-
\$	-	\$	-
\$	-	\$	-

\$	701,363.39	\$	616,041.80
		\$	100,000.00
Total Operational Cost		\$	716,041.80

for 12 months

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