



Primeros
Pasos

2010 Annual Report





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Primeros
Pasos



Access to healthcare and health education is a universal human right. In many countries, children receive preventative health education at home as well as in the school systems. Primary healthcare can be secured through employment or Stat programs. While healthcare is a public y run system in Guatemala, many people living in the rural areas do have access to even basic medical services. Primeros Pasos is dedicated to reaching the underserved people of the Palajunoj Valley by providing them with the comprehensive healthcare and health education they need to live healthy lives and make informed decisions about the health of their families.

Primeros Pasos is a medical clinic located in Tierra Colorada Baja, one of the ten communities of the Palajunoj Valley, a primarily Mayan Quiche community located just outside of Quetzaltenango, Guatemala. The clinic works with the surrounding schools to offer free primary healthcare, dental care, lab work, medicines and health education classes to all students. We offer these same services to everyone in the Valley not enrolled in school for a symbolic fee to foster individual responsibility for improved health. We have developed a three-year health education program targeted at the women and family caretakers of the ten communities, empowering women and encouraging them to become community leaders. Other important projects include the innovation of mobile clinics to reach out to distant public schools and community members with limited access to the clinic; and, the further development of a women's health clinic to provides women with safe access to gynecological and obstetric consults— for many, this is their first time receiving this type of care.

The Primeros Pasos Clinic, served 7,278 Valley residents in 2010. It is also the only service learning site of it's kind in Quetzaltenango, providing a unique environment for patients, staff and volunteers. We host both local and foreign 4th-Year Medical Students in the clinic and numerous other volunteer health and administrative professionals. We rely heavily on volunteers to give their time, energy and hearts to Primeros Pasos each year ~ we could not do it without them!

Primeros Pasos appreciates your support and interest in our mission. Together, we will continue to offer the quality, comprehensive healthcare deserved by the indigenous people living in the Palajunoj Valley and beyond!

*Margarita Tay
Primeros Pasos Clinic Director*



*Lisa Ann Convery, M.A.
Development Director/IAHA Liaison*





Healthy Schools

Through the collaboration of clinic staff, volunteers, school teachers and administrators, this year brought 2,881 students from eleven schools to the clinic for health check-ups, dental check-ups and interactive health education classes. Ten of the schools are located in the Palajunoj Valley, and EDELAC, the eleventh school is located in Las Rosas, one of the poorest areas of Quetzaltenango. The clinic staff also visited and attended to 366 young children from twelve day-care centers in the Palajunoj Valley.



The Healthy Schools Program has been the heart of Primeros Pasos since the opening of its doors, fighting the high levels of malnutrition and preventable sicknesses through free annual check-ups, dental check-ups, lab testing, disbursement of appropriate medicines and health education. Prior to visiting the clinic, each student is given a sample cup and asked to bring in a fecal sample for analysis in the laboratory. During each visit, students are taken one by one to be examined by our physician, local 4th-year medical students or by foreign medical staff. In addition, the students participate in interactive health education classes in the clinic, focusing on basic hygiene and nutrition.



Over the past couple of years, Primeros Pasos has employed the use of Mobile Clinics to reach out to distant public schools and communities that otherwise would not be able to attend the clinic for annual medical check-ups or sick visits. The Clinic continued to perfect the system to effectively realize these week-long clinics.

Children's Health Education Community Outreach

Since 2005, the community outreach program has been providing in-school health education classes to students (K-6) to encourage life-long healthy living and healthy habits. These classes complement the in-clinic education provided through the Healthy Schools Program. Throughout the school year, health educators visit the ten local schools to provide one-hour workshops on various topics related to health and wellbeing. While students learn about basic nutrition and hygiene during clinic visits, in-school workshops present more age appropriate themes such as sexual education, self-esteem, delinquency, domestic violence, drug and alcohol addiction, natural environment, children's rights, and identity.

Over the 2010 School Year, Primeros Pasos provided 487 distinct workshops in the clinic and at the ten public schools in the Palajunoj Valley. Working with teachers and school directors is one of the many ways in which Primeros Pasos effectively develops workshop topics and content. In 2009, the Children's Health Education Program restructured classes into an improved age-specific sequence and expanded to offer new workshop topics including domestic violence, values and identity. This model continued to be successful in 2010.



The Stairway to Good Health (La Escalera a una Buena Salud)

Thanks to a partnership with Threads Weaving Dreams and the hard work of our program staff, our Stairway to Good Health Program has completed its third year. Over 2010, there were 75 women comprised six different community group dedicated to improving health in the Palajunoy Valley and accomplishing distinct goals. The objective of the Stairway to Good Health Program is to empower women of the Palajunoy Valley through education and communication amongst themselves in order to make conscious, informed decision about their individual health and the health of their families. Participants are incentivized to enroll in the program with the



benefit of a health card, which entitles all members of their family to receive medical and dental services in the clinic, free of charge. The benefits of the program far outreach the cost of health-care provided. Often, for the first time in their lives, the women are engaging in educational workshops focusing on a myriad of health related topics, such as basic hygiene and nutrition, gastritis, parasite infections, menopause, diabetes, self-esteem, natural medicine, first aid, family planning, women's rights, civic participation, leadership, and domestic violence. Staff meets weekly with each community named group: Bella Vista, Chuicavioc, Llano del Pinal, two groups from Tierra Colorada Baja and Xecaracoj.

The success of the program this year has been demonstrated through a variety of group achievements. Bella Vista and Chuicavioc both started mid-2009 and over the course of this year finished the second phase of the first module that covers improving health practices in the home. Xecaracoj, one of the first groups started, has completed the final module of the three year curriculum. They conducted a community diagnostic and will be embarking on a more independent path in the year ahead.

In 2010, the 75 program participants received 99 curriculum-based workshops given covering various women's health themes. The program held 202 meetings over the course of the year and two groups graduated from the program. Success has been continuously shown through the high workshop attendance and participation rates, the change in attitudes and interactions between participants and the confidence they have demonstrated in themselves and in clinic services. Through this education, we hope to alleviate some of the risks associated with rural living conditions by giving the women the power of knowledge and choice.

"In the Program we have learned to value ourselves as women, how to organize a group, and the importance of making our voice heard in the community."

~ Doña Alma from the Tierra Colorada Baja Women's Group



Walk-In Consults

The Walk-In Consult Program is open to all people not enrolled in school from the 10 communities in the Palajunoj Valley. These communities include Bella Vista, Candelaria, Chuicaracoj, Chucavioc, Las Majadas, Llano del Pinal, Tierra Colorada Alta, Tierra Colorado Baja, Xecaracoj, and Xepache. In 2010, the clinic saw 4,441 walk-in patients. The most common reasons for visiting the clinic included respiratory illnesses, intestinal infections, internal parasitic infections, bacterial infections, pneumonia, bacterial tonsillitis, grade II malnutrition, dermatological parasites, Acute Otitis Media, Cutaneous Mycoses, Peptic Disease and Hypertension. Walk-In consult fees are Q30 (\$3.60) for adults and Q5 (60 cents) for children not enrolled in school. Consult fees offer a financial resource for the clinic as well as one of the steps taken to ensure the future financial sustainability of Primeros Pasos. Exams and medicines are provided for free.

"From the time my little girl was in my stomach I have gone to the clinic, I was so scared at times that I would lose her but I could always go there for medicine and consults, and, Thank God, she is a healthy little girl now. At times, I don't know what I would have done if the clinic were not there. I would have to go into Xela each time and pay Q100 for a consult, then sometimes Q100 or Q200 for medicine every time she got sick! I don't wait until I'm very sick to go for a consult, I start to feel sick and my husband says: go to the clinic, get a checkup before you get worse." ~ Doña Vernarda from Llano de Piñal

Volunteerism & Service Learning



Primeros Pasos is committed to creating valuable service-learning opportunities for volunteers. Since 2004, Primeros Pasos has hosted approximately 450 volunteers from sixteen different countries including Guatemala, the United States, Canada, the United Kingdom, England, Spain, Ireland, New Zealand and Australia. In 2010, we hosted 102 foreign volunteers from six different countries.

At any given time throughout the year there are between 5-10 volunteers of varying backgrounds working at the clinic. Health education volunteers work at the clinic and in community schools to teach health education classes and improve school facilities. Foreign health professionals work at the clinic under the supervision of a Guatemalan physician. They are provided the opportunity to work side-by-side with Guatemalan professionals and community members and get a full immersion experience.

The Primeros Pasos Medical program is an example of the clinic's continued commitment to sustainable service learning. Since 2004, Primeros Pasos has been a site for clinical rotations in primary care for medical students from the University of San Carlos in their 4th year of medical school. Between 40-50 Guatemalan medical students work at the clinic each year. In addition, Primeros Pasos functions as a teaching clinic for these students as the supervising physician gives weekly workshops to the medical students. In 2008 Primeros Pasos was elected as the #1 primary care rotation for medical students at the University of San Carlos, judged on the basis of the quality of their educational experience.



Primeros Pasos would like to thank our generous supporters and partners:

Inter-American Health Alliance (IAHA)

The Inter-American Health Alliance (IAHA) provides financial, technical, and organizational support for community health groups in Guatemala; its primary partner is Primeros Pasos. Since 2004, IAHA has provided Primeros Pasos with over 80 percent of its annual budget. IAHA works closely with several universities in the United States and Guatemala to create a sustainable network of support for the organization and to develop innovative, equity-promoting service-learning initiatives. For more information about IAHA, visit www.interamericanhealth.org.

Pedal4Pasos & Change For Children

Created by Anne-Marie Jamin, a former clinic volunteer, Pedal4Pasos took four adventurous cyclists on a 5,000 km trip from Edmonton, Alberta to Quetzaltenango, Guatemala this past year. Four Canadian cyclists, Matthew "Gus" Gusul, Cody McNalley, Genevieve Perreault-Murphy, and Anne-Marie Jamin covered over 5,000 km during June - August 2009 arriving at the clinic in September. Pedal 4 Pasos worked with Change for Children, an Edmonton based organization, who partners with communities in developing countries that are struggling against poverty and hardships to improve access to basic human needs, healthcare and education. The courageous cuatro raised over \$12,000 for Primeros Pasos.

Threads Weaving Dreams

"Threads" was formally established in 2006 to empower and provide economic and educational opportunities for the indigenous women of Guatemala. In 2008, Threads partnered with Primeros Pasos to conduct a health care needs assessment in several rural Guatemalan communities. Threads currently funds Primeros Pasos' Stairway to Good Health Program, as well as a Women's Education Scholarship Program, coordinated by Primeros Pasos staff.

Five Times Five Hundred (5X500) Campaign

The sustaining members of our 5x500 campaign give generously every month to Primeros Pasos. These donors ensure the financial sustainability of the clinic and serve as a vital resource during low giving times throughout the year. A listing of current members is available on the Primeros Pasos website at www.primerospasos.org.

Quetzaltrekkers

Quetzaltrekkers, a locally based trekking and guide non-profit organization, hosts a benefit party for Primeros Pasos each month in which 50% of the proceeds was earmarked for the clinic. In return, the trek guides receive First Aid Training and basic health care services at the clinic. The Quetzaltrekkers' main beneficiary is EDELAC – a school and home for street children. Primeros Pasos includes EDELAC in their Healthy Schools Program each year.

Individual Donors

Primeros Pasos relies on the generosity of our individual donors each year. Whether donations are made by check, online or during benefit events, we are grateful for the kindness and support of each person.



University of San Carlos

The University of San Carlos is a public university with campuses in all major cities of Guatemala. Primeros Pasos has had an existing partnership with medical students at the University of San Carlos in Quetzaltenango, Guatemala since January 2005 and dental students at the University of San Carlos in Guatemala City, since January 2008. Each year, six consecutive groups of fourth-year medical students complete two-month rotations at Primeros Pasos; dental students complete eight-month rotations. Medical students are taught classes each week by the on-site supervising doctor as well as participate in the health education classes given to visiting students.

Supporting Spanish Schools

Primeros Pasos began establishing ties with local Spanish schools based in Quetzaltenango in 2007 in an effort to develop local support for clinic activities and offer foreign volunteers with a solid network of distinguished Spanish school offering a variety of services related to volunteer tourism such as language classes, home-stay and excursion activities. For 2010, the network included the following schools: Celas Maya, I.C.A. Language School, Miguel Angel Asturias, P.L.Q. (Project Linguistic of Quetzaltenango), Ulew Tinimit and La Paz. Links to their websites can be found on the Primeros Pasos Supporters webpage.

Guatemalan Ministry of Health

The Guatemalan Ministry of Health provides vaccines to community members of the Palajunoj Valley, and Primeros Pasos provides the vaccination services. Primeros Pasos also participates in statewide meetings and initiatives organized by Consejo Salud Quetzaltenango (Health Advice Quetzaltenango) and Red de Maternidad y Paternidad Responsable (Responsible Parenting) and monthly “health roundtable” meetings with Ixcanul N’oj.

EntreMundos

For over five years, Primeros Pasos has enjoyed a strong partnership with the professionals at EntreMundos. A non-governmental organization (NGO), EntreMundos works in support of other local NGOs in Guatemala to increase their capacity while respecting their principles and values. EntreMundos is also a dynamic intermediary connecting organizations with volunteers, both national and international.

SOSEP– (Secretaria de Obras de la Esposa del Presidente)

Sosep collaborates with Primeros Pasos to provide medical care and workshops to women and children in the 12 daycares of the Palajunoj Valley.



University Student Chapters

Vanderbilt University

Vanderbilt University has organized a central office for the Inter-American Health Alliance (IAHA). This office coordinates activities between the Inter-American Health Alliance National



Organization, Inter-American Health Alliance Student Chapters, and Primeros Pasos; activities include fundraising, submission of US-based grant and > research applications, supplies collection, accounting, web and media development, and “best practices” research. The IAHA central office receives tremendous support from Vanderbilt University, its Department of Latin American Studies, and a variety of faculty members and students.

University of Virginia

Primeros Pasos serves as an elective site for fourth-year medical students at the University of Virginia (UVA) interested in participating in the Service-Language-Culture (SLC) program. Developed by David Burt, the UVA Department of Emergency Medicine, and staff members at Primeros Pasos, the SLC program emphasizes health-related service, Spanish language acquisition, and cultural immersion and education. University of Virginia also commits to fundraising for Primeros Pasos each year through on-campus benefit events and Associated Student Body alternative spring break project visits.

Boston University

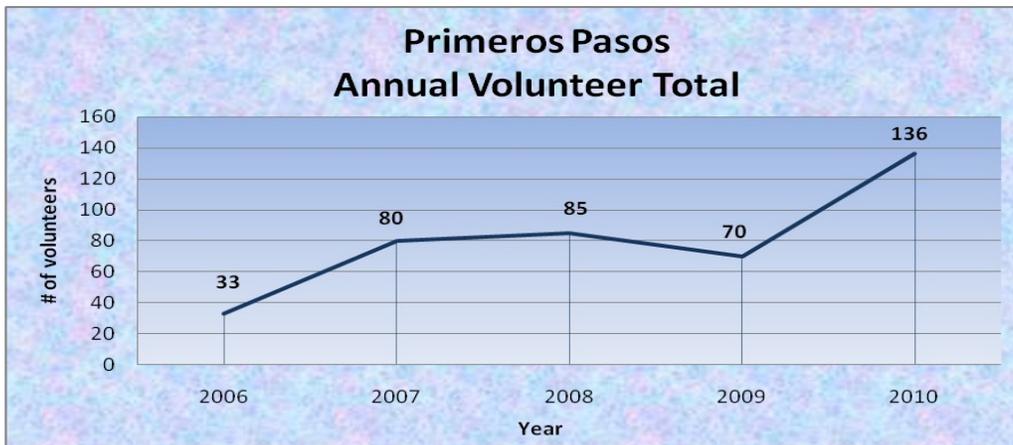
MBAid is our Boston University Student Chapter comprised of students from their Masters of Business Administration program. It was established in 2009 by current IAHA Board Member Robert Segan. Their mission is to give MBA students a chance to learn from and experience the culture of a developing country, and to draw on our professional skills to improve access to health care services to under-served children in rural Guatemala. Their work is done through partnerships with IAHA and the Primeros Pasos Medical Clinic.





We would like to send a huge thank you to all the foreign and in-country volunteers that donated their time, energy, ideas, money, supplies and hearts to Primeros Pasos during 2010. Through the efforts of each volunteer, we are better able to provide and continue to expand our vital health services to the people of the Palajunoj Valley. Thank you!

- | | | |
|---|----------------------------------|--------------------------------|
| Aaron McGowan | Itzamma Mathamba Fuentes | Luis Ulin |
| Adam Markovitz | Jeanne Carroll | Maria Elena Ramos Yax |
| Adriana Condarco-Quesada | Jenna Harper | Marianne Chevrette |
| Allison Brooke Gordon | Jennifer Mogollon De Leon | Matthew Cody Bowers |
| Ana Karen Alva | Jenny Fu | Mishell Alfonso Diaz Castillo |
| Ana Lucía Soto Alvarado | Jessica Sandelson | Natalie Toulme |
| Andrew Blunsum | Johan Lopez | Nidian Patricia Velasquez Paz |
| Ann Lockard | Jorge Orlando Citalan Lopez | Noelle Battle |
| Anna Howells | Jose Alfonso Bixculcuc | Olga Anabela Diaz Molina |
| Atuhani Burnett | Jose Carlos Ramirez de Leon | Oliver Tzul |
| Banner Alfonso Diaz Cifuentes | Jose Roberto Cabrera Monzon | Olivia Kenney |
| Byron Perez Sanchez | Julia den Hartog | Pablo Ivan Gonzales Tuch |
| Carlos Giovanni Alvarez Christian Muñoz de Leon | Julio Herol de León Natareno | Rachelle Barina |
| Claire Simmonds | Katharine Phelps Miller | Raul Ordoñez |
| Daniëlle Stage | Katie Krone | Rebecca Daubert |
| Diana Jennings | Katie Stump | Robyn Levine |
| Donald L Buzzingham "Buzz" | Ken Marriner | Rodner Emanuel Ruiz Cano |
| Eleanor Roscoe | Lester Mendez Martinez | Rowena Mills |
| Elizabeth Hays | Kristen Mueller | Samy Juarez |
| Emily Webster | Kristin Demosthenes | Scott Nimmons |
| Emily Welton | Laura Rosenbaum | Sean Mc Clellan |
| Erick de Leon Castillo | Laura Willing | Sergio Moisés Elias Pérez |
| Favio Javier Estrada Quiñonez | Lauren Eppinger | Sergio Omar Ajpacaja |
| Glenna Knape | Lee Eschenroeder | Stacy Whittlef |
| Haley West | Lester Alejandro Navarro Escobar | Theresa Hamer |
| Hector Antulio estrada Giron | Leyla Kaseka | Uttara (Sony)Nag |
| Heydy Inés Bautista Arango | Lindsey Rasmussen | Wendy Paola Cano Villatoro |
| Irene Garcia Lopez | Lisa Herrmann | Zachary Wood |
| | | Zuleyca Alejandra Arana Zavala |



If you volunteered at Primeros Pasos in 2010 and do not see your name on this list, please contact us at development@primerospasos.org and let us know! We apologize to any of our hardworking volunteers that didn't make it on this list.



Board of Directors

Iris Tucux
President/ Legal Representative

Zoraida Violeta Zacarías Martínez
Vice-President

Juan Pablo Echeverría Pereira
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General Member

Claudia Lili Guillen Barrios
General Member

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Margarita Tay
General Director

Dr. Orlando Racancoj
Medical Director & Supervising Physician

Lisa Ann Convery
Development Director/ IAHA Liaison

Gabrielle bij de Vaate
Assistant to the General Director

Miriam Yaneth López
Adult Education Program Director

Elizabeth Murphy
*Adult Education Program Assistant and
Education Scholarship Coordinator*

Magda Yolanda Otzoy
Childrens Education Program Director

Rene Alejandro Alburez Rivas
Dentist

Marta Istazuy
Dental Assistant

Flori Istazuy
Cleaning Personnel





CATEGORY	BUDGET (\$)	BUDGET (Q)	1st Quarter	2nd Quarter	3rd Quarter	4th Qtr	Year-End Total (Q)	Year-End Total (\$)	% of Total
INCOME									
External Sources:									
Pedal4Pasos/Change For Children	\$ 12,266.47	Q 98,131.76	Q 61,328.70	Q 26,036.89	Q -	Q -	Q 87,365.59	\$ 10,920.70	16.8%
Inter-American Health Alliance	\$ 44,950.00	Q 359,600.00	Q 79,899.75	Q -	Q 78,902.25	Q 79,326.00	Q 238,128.00	\$ 29,766.00	44.7%
Threads Weaving Dreams*	\$ 4,128.75	Q 33,030.00	Q 42,169.90	Q -	Q -	Q 7,560.00	Q 49,729.90	\$ 6,216.24	9.3%
Threads 2009 Reimbursement	\$ 1,300.00	Q 10,400.00	Q 20,508.90	Q -	Q -	Q -	Q 20,508.90	\$ 2,563.61	3.9%
External Subtotal	\$ 62,645.22	Q 501,161.76	Q 203,907.25	Q 26,036.89	Q 78,902.25	Q 86,886.00	Q 395,732.39	\$ 49,466.55	74.3%
In-Country Sources:									
Volunteer Donations	\$ 1,500.00	Q 12,000.00	Q 400.00	Q 9,443.89	Q 13,340.00	Q 3,570.00	Q 26,753.89	\$ 3,344.24	5.0%
Quetzal Trekkers Benefit Events	\$ 1,500.00	Q 12,000.00	Q 1,340.00	Q 3,952.50	Q 2,439.63	Q 2,465.50	Q 10,197.63	\$ 1,274.70	1.9%
Local Spanish Schools Donations**	\$ 750.00	Q 6,000.00	Q 1,000.00	Q 3,850.00	Q 1,700.00	Q 1,400.00	Q 7,950.00	\$ 993.75	1.5%
ASB/Hosted Groups	\$ 4,850.00	Q 38,800.00	Q 4,000.00	Q 40,838.35	Q -	Q -	Q 44,838.35	\$ 5,604.79	8.4%
Walk-in Consultations	\$ 5,225.00	Q 41,800.00	Q 8,855.08	Q 9,270.00	Q 7,978.00	Q 4,600.00	Q 30,703.08	\$ 3,837.89	5.8%
Transfer from Old Bank Account	\$ -	Q -	Q 15,213.71	Q -	Q -	Q -	Q 15,213.71	\$ 1,901.71	2.9%
Merchandise Sales (PP T-shirts)	\$ 150.00	Q 1,200.00	Q -	Q 400.00	Q 240.00	Q 30.00	Q 670.00	\$ 83.75	0.1%
In-country Donations	\$ -	Q -	Q -	Q -	Q 608.00	Q -	Q 608.00	\$ 76.00	0.1%
In-Country Subtotal	\$ 13,975.00	Q 111,800.00	Q 30,808.79	Q 67,754.74	Q 26,305.63	Q 12,065.50	Q 136,934.66	\$ 17,116.83	25.7%
Loss to Revenue:									
Women's Program: Medical & Dental Consultations***	Undetermined	Undetermined	Q 3,810.00	Q 4,030.00	Q 1,950.00	Q 2,170.00	Q 11,960.00	\$ 1,495.00	
Loss to Revenue Subtotal	\$ -	Q -	Q 3,810.00	Q 4,030.00	Q 1,950.00	Q 2,170.00	Q 11,960.00	\$ 1,495.00	
INCOME GRAND TOTAL	\$ 76,620.22	Q 612,961.76	Q 230,906.04	Q 89,761.63	Q 103,257.88	Q 96,781.50	Q 520,707.05	\$ 65,088.38	
EXPENSE PROGRAMS									
Healthy Schools General	\$ 16,012.50	Q 128,100.00	Q 22,383.79	Q 30,339.86	Q 33,012.24	Q 20,372.54	Q 106,108.43	\$ 13,263.55	28.4%
Admin & Dev Program % Burden	\$ 9,480.83	Q 75,846.60	Q 14,654.29	Q 16,906.41	Q 17,235.02	Q 16,953.22	Q 65,748.95	\$ 8,218.62	17.6%
Health Schools Subtotal	\$ 25,493.33	Q 203,946.60	Q 37,038.08	Q 47,246.27	Q 50,247.26	Q 37,325.76	Q 171,857.37	\$ 21,482.17	46.0%
Children's Education General	\$ 5,900.00	Q 47,200.00	Q 6,186.35	Q 8,081.25	Q 7,909.70	Q 7,698.65	Q 29,875.95	\$ 3,734.49	8.0%
Admin & Dev Program % Burden	\$ 5,267.13	Q 42,137.00	Q 8,141.27	Q 9,392.45	Q 9,575.01	Q 9,418.46	Q 36,527.19	\$ 4,565.90	9.8%
Children's Health Education Subtotal	\$ 11,167.13	Q 89,337.00	Q 14,327.62	Q 17,473.70	Q 17,484.71	Q 17,117.11	Q 66,403.14	\$ 8,300.39	17.8%
Women's Education General	\$ 10,380.14	Q 83,041.10	Q 17,158.45	Q 12,863.95	Q 11,642.05	Q 14,625.15	Q 56,289.60	\$ 7,036.20	15.1%
Admin & Dev Program % Burden	\$ 5,267.13	Q 42,137.00	Q 8,141.27	Q 9,392.45	Q 9,575.01	Q 9,418.46	Q 36,527.19	\$ 4,565.90	9.8%
Women's Health Education Subtotal	\$ 15,647.26	Q 125,178.10	Q 25,299.72	Q 22,256.40	Q 21,217.06	Q 24,043.61	Q 92,816.79	\$ 11,602.10	24.8%
Scholarship Program General	\$ 4,128.75	Q 33,030.00	Q 12,660.00	Q 11,220.00	Q 3,569.00	Q 7,780.00	Q 35,229.00	\$ 4,403.63	9.4%
Admin & Dev Program % Burden	\$ 1,053.43	Q 8,427.40	Q 1,628.25	Q 1,878.49	Q 1,915.00	Q 1,883.69	Q 7,305.44	\$ 913.18	2.0%
Scholarship Program Subtotal	\$ 5,182.18	Q 41,457.40	Q 14,288.25	Q 13,098.49	Q 5,484.00	Q 9,663.69	Q 42,534.44	\$ 5,316.80	11.4%
EXPENSE TOTAL	\$ 57,489.89	Q 459,919.10	Q 90,953.68	Q 100,074.87	Q 94,433.04	Q 88,150.16	Q 373,611.75	\$ 46,701.47	100.0%
LOSS/GAIN	\$ 19,130.33	Q 153,042.66	Q 139,952.36	Q (10,313.24)	Q 8,824.84	Q 8,631.34	Q 147,095.30	\$ 18,386.91	
(LOSS/GAIN US\$)			\$ 17,494.05	\$ (1,289.15)	\$ 1,103.11	\$ 1,078.92	\$ 18,386.91		
INCOME TOTAL (US\$)			\$ 28,863.26	\$ 11,220.20	\$ 12,907.24	\$ 12,097.69	\$ 65,088.38		
EXPENSE TOTAL (US\$)			\$ 11,369.21	\$ 12,509.36	\$ 11,804.13	\$ 11,018.77	\$ 46,701.47		

* Directly funds Scholarship Program.

** December contributions of Q600 not included here as they were not collected until January 2011.

*** There is no charge for the medical and dental consultations for Women's Program participants nor their families as a program participation incentive.

Note, Exchange Rate at US\$1:Q8



Primeros Pasos

Providing comprehensive healthcare and health education to the rural, under-served communities of the Palajunoj Valley, Quetzaltenango.



www.primerospasos.org