



2014 - 1st Docket

**2013 S.L. Gimbel
Foundation Fund
Grant Application**

Internal Use Only:
Grant: 20140275

\$25,000

Organization / Agency Information

Organization/Agency Name: PCI		
20074		
Physical Address: 5151 MURPHY CANYON ROAD – SUITE 320		City/State/Zip: SAN DIEGO, CA 92123
Mailing Address: 5151 MURPHY CANYON ROAD – SUITE 320		City/State/Zip: SAN DIEGO, CA 92123
CEO or Director: GEORGE GUIMARAES		Title: PRESIDENT AND CEO
Phone: (858) 279-9690	Fax: (858) 694-0294	Email: GGUIMARAES@PCIGLOBAL.ORG
Contact Person: BETTINA HALVORSEN		Title: MANAGER, NEW BUSINESS DEVELOPMENT UNIT
Phone: (858) 279-9690, EXT. 371	Fax: (858) 694-0294	Email: BHALVORSEN@PCIGLOBAL.ORG
Web Site Address: WWW.PCIGLOBAL.ORG		Tax ID: 95-2248462

Program / Grant Information

Interest Area: Health Environment Animal Protection Education Human Dignity

Program / Project Name: BETTER INFANT AND REPRODUCTIVE TOTAL HEALTH (BIRTH) IN GUATEMALA		
Amount of Grant Requested: \$25,000.00	Total Organization Budget: FY 2012: \$44,195,380 FY 2013 (UNAUDITED): \$47,003,273	Percentage of Organization's Total Budget used for Administration: FY 2012: 15% FY 2013 (UNAUDITED): 14%
Purpose of Grant Request (one sentence): PCI requests a grant to support an established, successful program that has, since 2000, been decreasing maternal, infant and young child morbidity and mortality in remote, rural Guatemala by: (1) increasing the utilization of quality, facility-based healthcare, and (2) improving home and community-based healthcare practices.		

Signatures

Board President / Chair: (please print) ANNE OTTERSON	Title: BOARD CHAIRWOMAN
Signature: 	Date: 10/12/13
CEO / Director: (please print) GEORGE GUIMARAES	Title: PRESIDENT AND CEO
Signature: 	Date: 12/10/13

2013 S.L. Gimbel Foundation Fund APPLICATION

Narrative

I. Organization Background; Target Population

Founded in 1961, PCI is a non-profit organization dedicated to creating lasting change in the health and self-sufficiency of people living in poverty worldwide. Technical areas of implementation include: health and nutrition; water and sanitation; food and livelihood security; and humanitarian assistance and disaster risk management. PCI currently operates in 16 countries in Asia, Africa, and the Americas, including the San Diego, California / Mexico border region. PCI reaches over 6 million people annually with program services.

Maternal, newborn, and child health (MNCH) has been at the heart of PCI's work worldwide since the organization's inception. PCI's experience in MNCH includes dozens of child survival programs, sexual and reproductive health programming, pediatric nutrition and growth monitoring promotion, and the prevention of mother-to-child transmission of HIV/AIDS.

PCI has been working in the highlands of rural Guatemala since 1974 to improve the health and education, and promote the empowerment of Mayan communities. PCI's diverse programming seeks to empower the vulnerable, indigenous populations and increase their capacity to advocate for their rights and services. *Casa Materna* (Mother's House) – PCI's maternal and reproductive health services facility and complementary programming in the remote Department of Huehuetenango – is central to this effort.

Since its inception in 2000, *Casa Materna's* integrated program has provided life-saving inpatient and out-patient clinical services – including medical evaluations, delivery services, medicine and support during and between pregnancies – to women and their children, in addition to conducting community outreach and education throughout the region. Through its maternal waiting home and post-partum in-patient facility, which is located next to the Ministry of Health (MoH) departmental hospital, the program has enabled over 13,000 safe deliveries – without a single mother lost – in the past 13 years. Because approximately 85 percent of births take place at home, PCI has also trained over 300 traditional birth attendants (TBAs). *Casa Materna* promotes the use of the Kangaroo Mother Care (KMC) method of warming low birth weight (LBW) infants with skin-to-skin contact. As a result of its efforts, the program has increased the survival of LBW and premature newborns and contributed directly to a reduction in maternal deaths in the region, including the achievement of zero maternal deaths in the department's municipality of Todos Santos (2011 and 2013). To date, *Casa Materna* has directly benefited more than 75,000 indigenous Mayan women with culturally-sensitive reproductive health care, and it has reached thousands more through outreach and educational services. This is the only program and facility of its kind in the department of over one million inhabitants.

II. Project Information

PCI submits this grant application for the **Better Infant and Reproductive Health (BIRTH) Project**, which is designed to improve health outcomes for vulnerable, indigenous women, infants and children in the Department of Huehuetenango by continuing *Casa Materna's* pre-natal care for women, as well as its prevention and mitigation of LBW and other complications in newborns. Huehuetenango, Guatemala is home to an estimated 250,000 women of reproductive age. The maternal mortality rate is one of the highest in the western hemisphere; for every 1,500 pregnant women, nearly 30 die in childbirth. Each maternal death in this region leaves behind an average of 7 to 10 vulnerable children. The rate of newborn mortality is also high; LBW newborns do not typically receive the extra care required to keep them alive.

The overall goal/purpose of the *Casa Materna program* is: *To reduce maternal, infant and young child morbidity and mortality among vulnerable women with high obstetric risk in the Department of Huehuetenango, Guatemala.* The BIRTH Project will contribute to this

goal in 2014 through two primary objectives focused on facility-based and community-based platforms. This approach bridges the continuum of care during the perinatal period: (1) pre-natal to birth; (2) post-partum, when women are transitioning back to the *Casa* after delivery at the hospital and are then returning home; and (3) postnatal follow-up, in the communities. The project's objectives, activities, timeline, and anticipated outcomes for 2014 are detailed below.

ACTIVITIES	TARGETS			
	Q1	Q2	Q3	Q4
OBJECTIVE 1: Increased utilization among women of reproductive age (typically 15-49) of quality facility-based healthcare				
Outcome 1.1: Increased utilization of appropriate, accessible and low-tech maternal and neonatal services and methods available at <i>Casa Materna</i> and the Guatemala MoH hospital				
Train caregivers (i.e., parents, relatives) of LBW infants in the KMC Method in the MoH Kangaroo Ward and at <i>Casa Materna</i>	30	45	45	45
Conduct events to promote referrals for pre- and postnatal care	3	5	5	6
Conduct pre-, post-, and neo-natal consultations at <i>Casa Materna</i>	1000	1200	1200	1200
Encourage <i>Casa Materna's</i> patients and TBAs to promote utilization of <i>Casa</i> among post-partum mothers in the community	100	200	250	250
Outcome 1.2: Improved coordination between the MoH hospital staff and the <i>Casa Materna</i>				
Hold bi-monthly meetings between PCI-Guatemala's <i>Casa Materna</i> Coordinator and MoH National Hospital Director	1	2	1	2
In coordination with Hospital Director, train hospital staff to sustain and institutionalize Kangaroo Ward at MoH hospital	2	2	1	1
Outcome 1.3: Improved capacity and skills among <i>Casa Materna</i> Staff				
Provide refresher training and ongoing coaching for <i>Casa Materna</i> personnel on appropriate, accessible and low-tech neonatal and postpartum care, including KMC Method	1	1	2	2
OBJECTIVE 2: Improved community-based maternal, infant and young child health care practices				
Outcome 2.1: Improved MNCH knowledge among caretakers and community health workers				
Train midwives, TBAs and established women's groups in the communities on appropriate prenatal, post-natal and essential newborn care and referral alternatives	80	150	200	200
Train caregivers on maternal, infant and young child nutrition; early identification of risks; and when to seek outside assistance	100	150	200	200
Conduct community outreach to educate TBAs about importance of follow-up care for high risk infants and their caregivers	30	50	60	60
Outcome 2.2: Increased formation/strengthening of community-level support groups linked to the <i>Casa Materna</i> .				
Train and support care groups, providing them with specific information on pregnancy, neonatal and infant care.	6	6	6	6

The target population for the BIRTH Project includes infants (0 to 3 mos.), young children (4 to 59 mos.), and their mothers in the municipalities of San Antonio Huista (est. pop. 17,150) and Santa Eulalia (est. pop. 43,710), both of which have high rates of maternal and child mortality. The project expects to benefit at least 5,000 people in 2014, disaggregated as follows: 4,000 women, 200 infants, 550 children, and 250 other community members.

Since its inception, *Casa Materna* has partnered with the public health care system, with a particular focus on strengthening the National MoH Hospital in Huehuetenango, which is

adjacent to *Casa's* facility. In 2009, PCI and the MoH established the Kangaroo Care Ward, which has increased the hospital's capacity to attend to LBW babies. *Casa Materna* has also helped the hospital systematize records for newborns. The program has further strengthened the public health service network at the municipal and community levels through trainings, adequate and timely referrals of women with high obstetric risks, and the promotion of improved care for newborns, with a special emphasis on LBW babies. PCI also partners with local associations of midwives, and various other community-based groups, NGOs and international partners.

PCI utilizes both quantitative and qualitative data to ensure program quality and attainment of targets, as well as to elucidate the need for and approach to program improvements. The *Casa Materna* Coordinator and Pediatrician coordinate the collection of program indicator data on an ongoing basis through: 1) ongoing monitoring activities, 2) outreach site visit reports and qualitative assessments, and 3) analysis of database inputs.

PCI requests a total of \$25,000 for one year, which will support *Casa Materna* professional staff, including a neonatologist; training and follow-up activities; promotion of the KMC Method; travel expenses; medical supplies; and educational and training materials.

III. Project Future

In the country with Latin America's lowest health and human indicators and extremely poor economic indicators, the continued operation of *Casa Materna* for 13 years is a significant accomplishment. While PCI hopes there will come a time when the *Casa* is self-sustainable, this is a long-term vision facing several barriers beyond PCI's control. For example, in 2013, the program raised funds through the collection of modest fees for service and income-generating activities that covered nearly 25 percent of the *Casa's* expenses. However, recent government cuts have impacted the MoH hospital, contributing to additional operating expenses for *Casa*.

Fortunately, efforts by PCI to build a large complementary portfolio of development programs in Guatemala in recent years have been successful. Currently PCI implements two major food security programs funded by the US Government (USG) in Huehuetenango, which cover some operational expenses of the *Casa*. Furthermore, many of the women who access *Casa Materna* services further benefit from the complementary community-based infant/child growth monitoring, family nutritional enhancement and livelihood interventions of these USG-funded programs. The USG-funded school feeding project that provides supplemental nutrition to more than 39,000 pre- and primary school children in the region also benefits the children of many families served by the *Casa*. Private foundations and individual donors have always been a critical component of the overall support required to keep the doors of the *Casa Materna* open. The program serves all women and their children, regardless of their ability to pay; beneficiaries depend on PCI and its donors to survive and increase their chances of a healthy life long-term. A grant of \$25,000 from the S.L. Gimbel Foundation will make a real impact in the program and is critically needed this year.

IV. Governance, Executive Leadership and Key Personnel/Staff Qualifications

PCI's Board of Directors oversees the business affairs and leadership of the organization, and provides a vital link to the public, to prospective donors, and to the business community. All members are volunteers who receive no compensation for their services. The 5 standing committees are: Audit, Finance, Program, Development and Board Membership. Decisions are made by vote during meetings attended by a quorum, or at least one-third of the Board of Director. PCI/Guatemala's Country Director, Pascale Wagner, and the Huehuetenango-based Regional Director, Balmaria Gutierrez, are responsible for coordinating all activities under this project. Ms. Wagner has lived in Guatemala and worked with Mayan populations for over 15 years, the last 10 years with PCI. Ms. Gutierrez has worked with *Casa Materna* since its inauguration in 2000 and is an expert in community organization and program management. Dr. Ana Miranda, the chief physician at *Casa Materna*, has significant experience in MNCH.

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V. Project Budget

A) Please provide a detailed line-item budget for your project by completing the table below. Include all sources of funding for the proposed project.

Line Item Description	Line Item Explanation (Formula/equation used as applicable. Example: 40 books @ \$100 each = \$4000)	Support From PCI	Support From Other Funders	Requested Amount From TCF	Line Item Total of Project
<i>Casa Materna</i> Coordinator	12 months @ \$1,000 per month		\$ 9,600.00	\$ 2,400.00	\$ 12,000.00
<i>Casa Materna</i> Administrator	12 months @ \$600 per month		\$ 5,760.00	\$ 1,440.00	\$ 7,200.00
Treasurer	12 months @ \$400 per month		\$ 3,840.00	\$ 960.00	\$ 4,800.00
Professional Nurse	12 months @ \$550 per month	\$ 1,320.00	\$ 3,960.00	\$ 1,320.00	\$ 6,600.00
Auxiliary Nurses	12 months @ \$900 month	\$ 4,320.00	\$ 12,960.00	\$ 4,320.00	\$ 21,600.00
Maintenance Staff	12 months @ \$350 month	\$ 840.00	\$ 2,520.00	\$ 840.00	\$ 4,200.00
Security Staff	12 months @ \$400 per month	\$ 960.00	\$ 3,840.00		\$ 4,800.00
Cleaner / Cook	12 months @ \$350 per month	\$ 840.00	\$ 2,520.00	\$ 840.00	\$ 4,200.00
Local Benefits	Benefits at 45% of local salaries as required by Guatemalan law and PCI policy				
Food for Patients	Food for 25 patients at approx. \$2.00 per day x 30 days per month.	\$ 3,726.00	\$ 20,250.00	\$ 5,454.00	\$ 29,430.00
Medical Supplies	Generic pharmaceuticals as prescribed to patients based on needs. Average cost of \$450 per month for 12 months.	\$ 3,600.00	\$ 10,800.00	\$ 3,600.00	\$ 18,000.00
<i>Casa Materna</i> Supplies	Cleaning materials for the <i>Casa Materna</i> for washing clothes, bedding, patient rooms and medical offices at \$100 per month for 12 months.	\$ 1,080.00	\$ 3,240.00	\$ -	\$ 4,320.00
		\$ 240.00	\$ 905.85	\$ 54.15	\$ 1,200.00

Line Item Description	Line Item Explanation (Formula/equation used as applicable. Example: 40 books @ \$100 each = \$4000)	Support From PCI	Support From Other Funders	Requested Amount From TCF	Line Item Total of Project
Office Supplies	General supplies include folders, notebooks, etc., for doctors and admin staff. Average cost of \$100 per month for 12 months.	\$ 240.00	\$ 720.00	\$ 240.00	\$ 1,200.00
Fuel	Fuel costs at an average of 24 gallons per month x \$4.27 per gallon.		\$ 1,258.56		\$ 1,258.56
Per Diem	Per Diem for field based visitations per month at \$10.25 per visit x 2 people x 2.5 days each visit.		\$ 615.00		\$ 615.00
Training Costs	Monthly trainings for 250 traditional birth attendants at \$1 per person for materials and refreshments.				
Telephone at the Casa Materna	\$50 per month for 12 months	\$ 120.00	\$ 3,000.00	\$ 1,200.00	\$ 4,200.00
Electricity at the Casa Materna	\$50 per month for 12 months	\$ 120.00	\$ 360.00	\$ 120.00	\$ 600.00
Water	\$50 per month for 12 months	\$ 120.00	\$ 360.00	\$ 120.00	\$ 600.00
Internet at the Casa Materna	\$50 per month for 12 months	\$ 120.00	\$ 360.00	\$ 120.00	\$ 600.00
Photocopying	\$50 per month for 12 months	\$ 120.00	\$ 480.00	\$ -	\$ 600.00

Line Item Description	Line Item Explanation (Formula/equation used as applicable. Example: 40 books @ \$100 each = \$4000)	Support From PCI	Support From Other Funders	Requested Amount From TCF	Line Item Total of Project
Pooled Management Costs	PCI uses an accounting system where shared program costs are pooled in order to allow for greater efficiency, which results in lower overall program costs. These include support by technical staff in the field and HQ to ensure program quality and project monitoring and data collection / evaluation; ensure compliance with executed donor agreements; writing, editing and submission of on-time, complete reports, and coordination with partners and donors. \$974 per month for twelve months.	\$ 6,860.28	\$ 7,016.75	\$ 1,851.85	\$ 15,728.88
Indirect Costs		\$ 4,175.01	\$ 20,611.71		\$ 24,786.72
TOTALS:			\$ 28,801.29	\$ 115,337.87	\$ 25,000.00

VI. Sources of Funding: Please list your current sources of funding and amounts.

Secured/Awarded

Name of Funder: Foundation, Corporation, Government	Amount
Save the Children (PCI is sub-grantee for a major USG-funded development program designed to improve maternal and infant health and nutritional outcomes.)	\$14,000
Private donors	\$5,000
Money raised by project itself	\$25,200
In-kind support from MoH: includes donation of the rent-free facility in which <i>Casa Materna</i> is located; in-kind donations <u>are not</u> accounted for in the project budget above and should not be considered as part of the support from other funders.	\$58,672 (in-kind)

Pending

Name of Funder: Foundation, Corporation, Government	Amount	Decision Date
Private donors	\$5,000	12/22/2013
Alternative Gifts International	\$20,000	03/2014
Flora Family Foundation	\$25,000	Spring 2014

Note: Between 2008 and 2013, the Izumi Foundation generously supported the *Casa Materna* program, averaging over \$84,000 annually for 5 years. Recently, the Foundation asked PCI to take a 1-2 year “break”, after which PCI will be eligible to apply for follow-on support again.

VII. Financial Analysis

Agency Name: PCI’s auditor is Moss-Adams LLC

Most Current Fiscal Year (Dates): From: 10/1/2011 To: 9/30/2012

Notes: FY 2012 is the most recent fiscal year that has been audited. The FY 2013 audit will be completed in late January 2014, and updated financials can be forwarded at that time. The FY 2013 990 will be available in April 2014 and can be forwarded at that time.

This section presents an overview of an applicant organization’s financial health and will be reviewed along with the grant proposal. Provide all the information requested on your entire organization. Include any notes that may explain any extraordinary circumstances. Information should be taken from your most recent 990 and audit. Double Check your figures!

Program to Total Expenses Ratio: Percentage of expenses used to support programming versus how much is spent for general management and fundraising. A general rule is that at least 75 percent of total expenses should be used to support programs – the higher the percentage the better.

Program Expenses	/Total Operating Expenses	= Program Expense Ratio
\$37,255,798 (FY 2012)	\$43,403,888 (FY 2012)	85.8%

990: Part IX, Column B, Line 25 990: Part IX, Column A, Line 25

Administrative Expense (100%-Program Expense ratio) per 990 above	Percentage of Organization's Current Total Budget used for Administration (from cover page)	Differential
14.2%	14%	- 0.2%

If the differential is above (+) or below (-) 10%, provide an explanation: N/A

Quick Ratio: Measures the level of liquidity and measures only current assets that can be quickly turned to cash. A generally standard Quick Ratio equals 1 or more.

Cash	+ Accounts Receivables	/Current Liabilities	= Quick Ratio
\$4,372,122	\$6,984,404	\$8,274,280	1.37 (FY 2012)
\$3,634,950	\$6,721,106	\$5,542,615	1.87 (FY 2013)

Excess or Deficit for the Year:

Excess or (Deficit) Most recent fiscal year end	Excess or (Deficit) Prior fiscal year end
\$1,271,758 - FY 2013	(\$1,821,690) - FY 2012

Notes: Deficit is explained by accounting methodology used for temporarily restricted funds.

Diversity of Funding Sources: A financially healthy organization should have a diverse mix of funding sources. Complete those categories that apply to your organization using figures from your most recent fiscal year.

Funding Source	Amount	% of Total Revenue	Funding Source	Amount	% of Total Revenue
Contributions	\$591,234	1.4%	Program Fees	\$0	N/A
Fundraising / Special Events	\$524,337	1.2%	Interest Income	\$0	N/A
Corp / Foundation Grants	\$2,776,738	6.5%	Multilateral Orgs	\$658,375	1.6%
Government Grants	\$16,520,035	39.0%	Commodities	\$5,005,863	11.8%
Non-governmental Orgs	\$12,537,822	29.6%	In-Kind	\$3,686,781	8.7%
Other Revenue	\$72,505	0.2%			

Notes: Government grants include federal, state, local, and foreign governments and are restricted to budget support for specific projects. Non-governmental organizations include sub-grants of federal funds. Multilateral organizations are organizations such as the United Nations and the World Food Program. Commodities (which are monetized to fund programs and/or distributed through programs) are non-cash support provided by the federal government.

VIII. Application submission check list:

	<u>Submit FOUR (4) Copies: 1 ORIGINAL (WITH ORIGINAL SIGNATURES) and 3 copies, collated and stapled together of the following:</u>		<u>Submit ONE (1) Copy:</u>
√	Completed Grant Application Form (cover sheet, narrative (3 pages maximum), budget and sources of funding, financial analysis page	√	A copy of your current 501(c)(3) letter from the IRS
√	A list of your Board members and their affiliations	√	A copy of your most recent year-end financial statements (audited if available; double-sided)
√	Your current operating budget and the previous year's actual expenses	√	A copy of your most recent 990 (double-sided)
√	Part IX only of the 990 form, Statement of Functional Expenses (one page)		
n/a	For past grantees, a copy of your most recent final report.		



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Marshall Whiting, Ph.D.
Clinical Psychologist

David Wicker
CEO
Savigent Software, Inc.

Stefanie Zable

PCI

BUDGET COMPARISON

	FY2012	FY2013	Variance
INCOME			
Individual Contributions	788,725	756,344	(32,381)
Corporate Contributions	230,003	627,027	397,024
Foundation Grants	2,263,658	4,524,824	2,261,166
Government Letter of Credit	8,042,393	7,870,014	(172,379)
Government Direct Pay	8,664,620	8,855,944	191,324
In-Country Grants	14,887,220	12,577,599	(2,309,622)
In-Country In-Kind Donations	8,692,645	11,492,767	2,800,122
Special Events	524,337	570,619	46,282
Endowment Contributions	500	1,500	1,000
Planned Gifts	25,596	100,000	74,404
Contract Profit	-	12,556	12,556
Interest and Dividend Income	40,132	63,965	23,833
TOTAL INCOME	44,159,829	47,453,160	3,293,331
EXPENDITURES			
Personnel			
Salaries & Wages	12,063,153	11,804,164	(258,989)
Employment Benefits	3,335,017	3,143,632	(191,385)
Total Personnel	15,398,170	14,947,796	(450,374)
General Program/Administrative			
Consultants/Outside Services	1,550,902	1,600,206	49,303
Subgrants/Subcontracts	5,197,796	5,175,748	(22,049)
Training	1,992,434	3,099,807	1,107,373
Travel & Lodging	2,367,993	2,490,561	122,568
Program-Specific Costs	3,183,985	2,890,104	(293,881)
Office Supplies	641,189	615,908	(25,281)
Rent	977,142	904,820	(72,322)
Repairs & Maintenance	408,273	492,756	84,483
Communications/Utilities	445,068	406,669	(38,399)
State Registration & Bank Fees	301,624	119,511	(182,113)
Data Processing	337,392	399,633	62,241
Postage/Shipping	372,950	453,896	80,946
Audio/Visual Aids	331,145	293,587	(37,558)
Professional Services	1,074,387	462,259	(612,127)
Public Relations	18	102	83
Depreciation	89,315	98,606	9,292
Other Expenses	683,838	416,681	(267,156)
Exchange Rate Loss/Gain	28,145	202,618	174,473
Organizational Unallowed Expenses	44,170	66,105	21,935
Capital Expenditures	76,798	373,131	296,333
Disbursed Donations (Non-Cash)	8,692,645	11,492,767	2,800,122
Undistributed IDC	(32,371)	-	32,371
Total General Program/Administrative	28,764,840	32,055,476	3,290,637
TOTAL EXPENDITURES	44,163,009	47,003,272	2,840,263
REVENUE LESS EXPENSE	(3,180)	449,888	453,068

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A) but are not required to complete columns (B), (C), and (D).

Check if Schedule O contains a response to any question in this Part IX

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to governments and organizations in the United States. See Part IV, line 21	44,495.	44,495.		
2 Grants and other assistance to individuals in the United States. See Part IV, line 22	21.	21.		
3 Grants and other assistance to governments, organizations, and individuals outside the United States. See Part IV, lines 15 and 16	5,223,061.	5,223,061.		
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	924,629.	170,124.	754,505.	
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	11,014,270.	8,385,228.	1,920,958.	708,084.
8 Pension plan accruals and contributions (include section 401(k) and section 403(b) employer contributions)	441,188.	328,925.	93,871.	18,392.
9 Other employee benefits	2,223,123.	1,822,799.	329,871.	70,453.
10 Payroll taxes	649,696.	386,247.	206,767.	56,682.
11 Fees for services (non-employees):				
a Management				
b Legal	131,082.	62,608.	68,474.	
c Accounting	311,925.	77,665.	234,260.	
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other	2,093,604.	1,783,206.	272,089.	38,309.
12 Advertising and promotion	576,411.	527,376.	30,902.	18,133.
13 Office expenses	892,505.	812,603.	67,991.	11,911.
14 Information technology	336,160.	221,802.	107,819.	6,539.
15 Royalties				
16 Occupancy	887,792.	586,152.	300,862.	778.
17 Travel	2,366,759.	2,013,499.	304,937.	48,323.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	89,063.	50,207.	28,069.	10,787.
20 Interest	4,354.		4,354.	
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	89,315.		89,315.	
23 Insurance	181,653.	134,372.	47,281.	
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a MEDICAL/AGRICULTURAL SU	8,303,721.	8,303,721.		
b PROGRAM SUPPLIES	3,082,300.	3,079,744.	2,519.	37.
c TRAINING	1,992,434.	1,960,512.	30,893.	1,029.
d SUPPLIES	635,828.	553,172.	81,357.	1,299.
e All other expenses	908,499.	728,259.	145,372.	34,868.
25 Total functional expenses. Add lines 1 through 24e	43,403,888.	37,255,798.	5,122,466.	1,025,624.
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.				

Check here if following SOP 98-2 (ASC 958-720)



Department of the Treasury
Internal Revenue Service

P.O. Box 2508
Cincinnati OH 45201

In reply refer to: 0248562365
May 13, 2009 LTR 4168C E0
95-2248462 000000 00 000
00019241

BODC: TE

PROJECT CONCERN INTERNATIONAL
5151 MURPHY CANYON RD STE 320
SAN DIEGO CA 92123-4339



038517

Employer Identification Number: 95-2248462
Person to Contact: Robert C Voss
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your request of May 04, 2009, regarding your tax-exempt status.

Our records indicate that a determination letter was issued in November 1963, that recognized you as exempt from Federal income tax, and discloses that you are currently exempt under section 501(c)(3) of the Internal Revenue Code.

Our records also indicate you are not a private foundation within the meaning of section 509(a) of the Code because you are described in section(s) 509(a)(1) and 170(b)(1)(A)(vi).

Donors may deduct contributions to you as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for Federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

If you have any questions, please call us at the telephone number shown in the heading of this letter.

Sincerely yours,

Michele M. Sullivan, Oper. Mgr.
Accounts Management Operations I



The
Community
Foundation

Serving the Counties of Riverside and San Bernardino

S. L. Gimbel Foundation Fund

BOARD OF DIRECTORS

James Cuevas
Chair of the Board

Philip Savage IV
Vice Chair of the Board

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Chief Financial Officer

Sean Varner
Secretary of the Board

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Rabbi Hillel Cohn

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Vernon Kozlen

D. Matthew Pim

Patrick O'Reilly

Rose Salgado

Beverly Stephenson

Grover Trask
Immediate Past Board Chair

Dr. Jonathan Lorenzo Yorba
President and CEO

April 17, 2014

Mr. George Guimaraes
President & CEO
Project Concern International (PCI)
5151 Murphy Canyon Rd. Suite 320
San Diego, CA 92123

Dear Mr. Guimaraes:

Congratulations! A grant has been approved for **Project Concern International (PCI)** in the amount of **\$25,000** from the S.L. Gimbel Foundation. The **performance period for this grant is May 1, 2014 to April 30, 2015**. Additional funding beyond the performance period is not guaranteed. It is highly recommended that alternative funding sources be sought accordingly. The grant is to support the following as specified in your proposal:

Better Infant and Reproductive total health in Guatemala: To support established program that decreases maternal, infant and young child morbidity and mortality in remote rural Guatemala.

This grant is subject to the terms outlined in the enclosed Grant Agreement. After you have reviewed the terms and conditions of the Grant Agreement, please sign and date the enclosed copy and return the original copy to The Community Foundation within the next two weeks. Please retain a copy of the signed agreement for your records. Funds will be released upon receipt of the signed Grant Agreement.

A condition of this grant is that you agree to submit the Grant Evaluation Form which includes a narrative report and fiscal report. The **Grant Evaluation is due on May 15, 2015** and a copy will be available online at The Community Foundation website.

We wish you great success and look forward to working with you during the grant performance period.

If you have any questions, please call me at 951-684-4192 ext. 114 or email me at ccudiamat@thecommunityfoundation.net.

Sincerely,

Celia Cudiamat
Executive Vice President

20674 Project Concern International (PCI)

20140275

GIMB1



Confirmed in Compliance
with National Standards for
U.S. Community Foundations

3700 Sixth Street, Suite 200 ~ Riverside, California 92501
P: 951.241.7777 ~ F: 951.684.1911 ~ www.thecommunityfoundation.net

2014 S.L. Gimbel Foundation Fund

Grant Agreement

Organization: Project Concern International (PCI)
Grant Amount: \$ 25,000 **Grant Number:** 20140275
Grant Period: May 1, 2014 through April 30, 2015
Purpose: Better Infant and Reproductive total health in Guatemala: To support established program that decreases maternal, infant and young child morbidity and mortality in remote rural Guatemala.

1. Use of Grant Funds

Grant funds must be expended within the grant period, for the purpose and objectives described in your grant proposal. Grant funds may not be expended for any other purpose without prior written approval by The Community Foundation. If there are significant difficulties in making use of the funds as specified in your proposal, or if the grant funds cannot be spent within the grant period, notify us in writing promptly.

Formal requests for extensions or variances must be submitted to the Foundation's Board of Directors for approval a minimum of 60 days before the end of the grant period.

Requests for variances or extensions are reviewed on a case-by-case basis and approved by the Board of Directors. If a request is denied, unused funds must be immediately refunded to the Foundation.

2. Payment of Grant Funds

The grant funds will be paid in full by the Foundation upon receipt of the signed Grant Agreement. Challenge grant funds will be paid in full upon receipt of the signed Grant Agreement and upon receipt of documentation providing evidence that condition(s) of the challenge grant has/have been met.

3. Certification and Maintenance of Exempt Organization Status

This grant is specifically conditioned upon Grantee's status as an eligible grantee of The Community Foundation. The Foundation has obtained a copy of the Grantee's IRS determination letter. Grantee confirms that it has not had any change in its tax-exempt status, and shall notify the Foundation immediately of any such change.

4. Final Report and Records

The Grantee will submit the Grant Evaluation report per the deadline set forth in the award letter. This report includes a narrative on outcomes based on goals and objectives set forth in the grant proposal and an expenditure report documenting use of grant funds. If equipment was purchased, copies of receipts need to be included.

5. Grantee's Financial Responsibilities

Grantee will keep records of receipts and expenditures of grant funds and other supporting documentation related to the grant at least four (4) years after completion of the grant and will make such records of receipts, expenditures and supporting documentation available to the Foundation upon request.

6. Publicity

The Community Foundation recommends publicity for the grant and acknowledging The Community Foundation in internal correspondence, brochures as appropriate; newsletters, annual reports and email blasts or e-newsletters.

The credit line of "Made possible in part by a grant from the **"S.L. Gimbel Foundation Advised Fund at The Community Foundation – Inland Southern California"** is suggested. When your donors are listed in printed materials, include the S.L.

Gimbel Foundation Advised Fund at The Community Foundation in the appropriate contribution size category. When publishing our name, please note the "The" at the beginning of our name is a legal part of our name. It should always be used and capitalized. Attaching our logo is also appreciated. Our logo can be downloaded from our website at www.thecommunityfoundation.net.

7. Indemnification

In the event that a claim of any kind is asserted against the Grantee or the Foundation related to or arising from the project funded by the Grant and a proceeding is brought against the Foundation by reason of such claim, the Grantee, upon written notice from the Foundation, shall, at the Grantee's expense, resist or defend such action or proceeding, at no cost to the Foundation, by counsel approved by the Foundation in writing.

Grantee hereby agrees, to the fullest extent permitted by law, to defend, indemnify, and hold harmless the Foundation, its offices, directors, employees, and agents, from and against any and all claims, liabilities, losses, and expenses (including reasonable attorneys' fees) directly, indirectly, wholly, or partially arising from or in connection with any act or omission by Grantee, its employees, or agents in applying for or accepting the Grant, in expending or applying the Grant funds or in carrying out any project or program supported by the Grant, except to the extent that such claims, liabilities, losses, and expenses arise from or in connection with any bad faith act or omission by the Foundation, its officers, directors, employees, or agent.


8. Termination

The Community Foundation may terminate this agreement, withhold payments, or both at any time, if, in the Community Foundation's judgment: a) The Community Foundation is not satisfied with the quality of the Grantee's progress toward achieving the project goals and objectives; b) the Grantee dissolves or fails to operate; c) the Grantee fails to comply with the terms and conditions of this agreement.

9. Limitation of Support

This Agreement contains the entire agreement between the parties with respect to the Grant and supersedes any previous oral or written understandings or agreements.

I have read and agree to the terms and conditions of the Grant Agreement.



Signature

4/23/14

Date

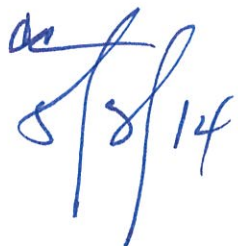
Mark A. O'Donnell

Printed Name

COO

Title

Organization: 20674 Project Concern International (PCI)
Grant Number: 20140275


5/8/14



The
Community
Foundation

Serving the Counties of Riverside and San Bernardino

S. L. Gimbel Foundation Fund

BOARD OF DIRECTORS May 8, 2014

James Cuevas
Chair of the Board

Mr. George Guimaraes

Philip Savage IV
Vice Chair of the Board

President & CEO

Pat Spafford, CPA
Chief Financial Officer

Project Concern International (PCI)
5151 Murphy Canyon Rd. Suite 320
San Diego, CA 92123

Sean Varner
Secretary of the Board

Dear Mr. Guimaraes:

Glenda Bayless

Sergio Bohon

Rabbi Hillel Cohn

Andrea Dutton

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Paul Granillo

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Dr. Albert Karnig

D. Matthew Pim

Patrick O'Reilly

Rose Salgado

Beverly Stephenson

Grover Trask
Immediate Past Board Chair

Dr. Jonathan Lorenzo Yorba
President and CEO

The Community Foundation is pleased to enclose a grant check for **\$25,000** from the S. L. Gimbel Foundation, a component fund at The Community Foundation. By cashing the grant check, you are agreeing to the conditions stated under the *Terms of Grant* which you have signed and returned. The completed Grant Evaluation form is due by May 15, 2015 and will be available online on The Community Foundations website under Grants/Forms. Please note that any grant variances or extensions must be requested in writing and in advance. Any remaining grant funds must be returned to The Community Foundation at the end of the grant period.

We greatly appreciate any help you can give us in publicizing the grant. **Please use the following credit in any grant announcements or materials funded by the grant: "The (name of project/program) is supported by a grant from The S. L. Gimbel Foundation."** You may send copies of articles printed in local papers, stories in your agency newsletter, annual report, press releases, and other publications for our files.

If you have any questions, please contact me at 951-684-4194.

Sincerely,

Celia Cudiamat
Executive Vice President

20140275

37322

GIMB1



Confirmed in Compliance
with National Standards for
U.S. Community Foundations

3700 Sixth Street, Suite 200 ~ Riverside, California 92501
P: 951.241.7777 ~ F: 951.684.1911 ~ www.thecommunityfoundation.net

The Community Foundation
 Serving the Counties of Riverside and San Bernardino

3700 SIXTH STREET, SUITE 200
 RIVERSIDE, CA 92501
 951-241-7777 / FAX 951-684-1911

CITIZENS BUSINESS BANK
 A Financial Services Company
 3695 Main Street, Riverside, CA 92501
 90-3414-1222

Check Fraud
 Protection for Business

PAY * Twenty-Five Thousand and no/100 *

TO THE ORDER OF

DATE 05/01/2014 AMOUNT \$****25,000.00

Project Concern International (PCI)
 5151 Murphy Canyon Rd. Suite 320
 San Diego, CA 92123



Jonathan Lanza
Julia Andramat
 AUTHORIZED SIGNATURE

Security features. Details on back.

⑈037322⑈ ⑆122234149⑆ 244124437⑈

The Community Foundation

37322

20674	Project Concern International (PCI)	05/01/2014	037322	
20140275	04/17/2014 Better Infant and Reproductive total health in			25,000.00
GIMB	S.L. Gimbel Foundation Advised Fund		25,000.00	

CHECK TOTAL: \$****25,000.00

The Community Foundation

37322

20674	Project Concern International (PCI)	05/01/2014	037322	
20140275	04/17/2014 Better Infant and Reproductive total health in			25,000.00
GIMB	S.L. Gimbel Foundation Advised Fund		25,000.00	

CHECK TOTAL: \$****25,000.00