



2015 S.L. Gimbel Foundation Fund Grant Application- International

| |
|------------------------|
| Internal Use Only: |
| Grant: <u>20150832</u> |

Organization / Agency Information

| | | |
|---|-------------------------------|--|
| Organization/Agency Name: Project Concern International (PCI) | | |
| Physical Address: 5151 Murphy Canyon Rd., Suite 320 | | City/State/Zip: San Diego, CA 92123 |
| Mailing Address: Same as above. | | City/State/Zip: |
| CEO or Director: George Guimaraes | | Title: President & 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: Education Environmental Protection Health Human Dignity Hunger

| | | | |
|--|---|---|--|
| Program/Project Name: <i>Dignidad (Dignity): Improving the Quality of and Access to MNCH/SRH Services for Women of Reproductive Age, with a Focus on Adolescent Girls in Huehuetenango, Guatemala</i> | | | Amount of Grant Requested: \$50,000 |
| Total Organization Budget: \$50,469,292 FY15 | Per 990, Percentage of Program Service Expenses (Column B/ Column A x 100): 86% | Per 990, Percentage of Management & General Expenses Only (Column C/ Column A x 100): 12% | Per 990, Percentage of Management & General Expenses and Fundraising (Column C+D / Column A x 100): 2% |
| 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, and to strengthen and expand the quality and access to sexual, reproductive and health services and education, particularly among adolescent youth ages 13 – 18 years of age. | | | |
| Gimbel Grants Received: List Year(s) and Award Amount(s) April 2014 – April 2015, \$25,000. | | | |

Signatures

| | | |
|--|-----------------------|--------------------------|
| Board President / Chair: (Print name and Title) Gaddi Vasquez, Chairman of the Board | Signature: | Date: 07/02/15 |
| Executive Director/President: (Print name and Title) George Guimaraes, President & CEO | Signature: | Date: 07/02/15 |

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. PCI's overall approach is to collaborate, partner, and establish deep and long-term relationships with communities to mobilize them to find sustainable solutions to the health, nutrition, and livelihood challenges that they face. PCI currently operates in 16 countries in Asia, Africa, and the Americas. Technical areas of implementation include: health and nutrition; water and sanitation; food and livelihood security; and humanitarian assistance and disaster risk management.

Reproductive, maternal, newborn, and child health (RMNCH) has been at the heart of PCI's work worldwide since the organization's inception. PCI has partnered with communities in the highlands of rural Guatemala since 1975, implementing various programs designed to empower and promote the overall health and nutritional status of vulnerable, indigenous families with a particular focus on the over 250,000 women of reproductive age (WRA), including adolescent young women. In 2000, PCI initiated the *Casa Materna* (Mother's House) Program in the Department of Huehuetenango, where maternal and infant mortality rates remain tragically high and an estimated 25% of births are to female adolescents 10-19 years of age (Huehuetenango Health District, 2012). For 15 years, *Casa Materna's* integrated program has provided high quality and respectful life-saving services through its maternal waiting home, post-partum in-patient facility, out-patient services (e.g. prenatal care, medical evaluations, and family planning counseling), and community outreach. Located next to the Ministry of Health's (MoH) departmental hospital, the program has directly benefited more than 40,000 vulnerable women and their families, increased the survival of low birth weight (LBW) and pre-mature newborns, and contributed directly to a reduction in maternal deaths, including the achievement of zero maternal deaths in the municipality of Todos Santos (2011 and 2013). This is the only program and facility of its kind in the department of over one million inhabitants.

II. Project Information - Most adolescent girls in Huehuetenango lack access to quality sexual and reproductive health (SRH) information and services and safe spaces to discuss SRH barriers such as harmful gender norms. This situation is compounded by early sexual debut/marriage, and high rates of school drop-out, depression, substance abuse, and sexual and physical victimization (WHO, 2014), which places adolescents at heightened risk for early pregnancy, sexually transmitted infections, and violence at home and in relationships. Statistics highlight the vulnerability of this demographic: Guatemala has one of the largest adolescent populations in all of Latin America and the Caribbean, the third highest adolescent fertility rate and one of the lowest rates of contraceptive use in the region (IPPF, 2012). The majority of young people in Guatemala have sex before age 20 (IPPF, 2012) and face heightened risk for complications linked to pregnancy and childbirth (WHO, 2014) because they begin childbearing before their bodies are ready, resulting in health complications, anemia, and the delivery of small and preterm babies. Exacerbated by extremely low institutional delivery rates (Ishida et al., 2012), this demographic contributes significantly to one of the highest infant morbidity and mortality rates in Latin America. Huehuetenango also has a high percentage of girls ages 7-18 who are not in school (IPPF, 2012), reflecting deeply polarized gender norms and inequities (UNDP, 2014). Cultural factors, which influence opinions and values held by girls themselves such as the acceptability of domestic violence (UNICEF 2011), increase their vulnerability and are particularly influential for poor, rural, Mayan adolescents and adults where SRH is a sensitive topic and who have little or no education.

Project Goal – *Dignidad (Dignity): Improving the quality of and access to MNCH/SRH services for women of reproductive age, with a focus on adolescent girls in Huehuetenango, Guatemala* is designed to both expand and improve *Casa Materna's* MNCH and SRH services by promoting the uptake of healthy SRH behaviors and care-seeking practices, and improving access to high quality SRH and MNCH services particularly among adolescents ages 13-18 years in 20 schools in Huehuetenango. To this end, *Dignidad* will also organize and support school-based peer youth groups structured around dialogue on SRH and strategies that empower youth and promote the self-efficacy necessary for utilizing *Casa Materna* services and challenging harmful gender norms. The groups will be linked via two youth coordinators to school parent committees (SPCs), parents in the communities, and *Casa* preventative and clinical services.

Innovation: *Dignidad* is a unique and innovative approach to promoting healthy SRH practices because the project: 1) strengthens existing *Casa Materna* services and enhances the integration and comprehensiveness of its RMNCH programming, targeting a highly vulnerable demographic; 2) promotes knowledge, attitudinal, and behavior change among parents and teachers thus enhancing positive interpersonal relationships which are protective factors for positive adolescent SRH (Svenemyr, 2012); 3) utilizes a peer-led behavior change approach, an evidence-based method of delivering SRH messages that draws on the credibility that young people have with their peers and leverages the power of role modeling (Greene et al., 2015); and 4) also engages boys as agents of change in the promotion of adolescent girls' SRH, which aligns with emerging research that highlights the importance of engaging boys in parallel with girls in group education on how to avoid unwanted pregnancies, STIs/HIV, and challenge harmful gender norms (Barker et al. 2012, Greene et al., 2015).

| ACTIVITIES AND TIMELINE | Q1 | Q2 | Q3 | Q4 |
|--|----|-----|-----|-----|
| OBJECTIVE 1: Improved quality of MNCH and SRH services available at <i>Casa Materna</i> to ensure services are age appropriate, respectful, and accessible | | | | |
| Outcome 1.1: Increase the capacity of <i>Casa Materna</i> health care staff to provide improved quality of MNCH and SRH services for women, girls, and boys of reproductive age (13-49 yrs) | | | | |
| Refresher training provided for 6 <i>Casa Materna</i> staff on appropriate and accessible neonatal and postpartum care, including Kangaroo Mother Care (KMC) | 1 | 1 | 1 | 1 |
| Training provided to improve capacity of 6 <i>Casa Materna</i> staff to deliver “youth friendly” SRH counseling and services that are age, sex, and culturally-appropriate and respectful of the needs of youth | 1 | 2 | 2 | 2 |
| Increased referrals for MNCH and SRH services | | 100 | 200 | 200 |
| OBJECTIVE 2: Expanded demand for and utilization of facility and community-based MNCH and SRH services | | | | |
| Outcome 2.1: Build capacity of 20 youth group leaders, 40 teachers, and 20 SPCs to communicate evidence-based SRH information and facilitate discussions that increase healthy SRH practices and demand for SRH and MNCH counseling and services at <i>Casa Materna</i> | | | | |
| Training provided in comprehensive SRH education, utilization of teaching materials (e.g. “Families Talking Together”), facilitation skills, participatory behavior change communication, and leadership mentoring to 20 youth group leaders, 20 school teachers, and 20 SPCs. | 10 | 20 | 20 | 20 |
| Outcome 2.2: Increase knowledge and the practice of healthy SRH behaviors among peer group adolescents ages 13-18, e.g. making informed SRH decisions and appropriately seeking <i>Casa Materna</i> services | | | | |

| ACTIVITIES AND TIMELINE | Q1 | Q2 | Q3 | Q4 |
|---|----|----|----|----|
| 20 primary schools assisted in organizing 20 school-based peer youth groups of 8-19 members each that will choose leaders and time-place for meetings | 10 | 10 | 20 | 20 |
| SRH and MNCH education provided to youth groups in 20 schools on culturally specific early pregnancy and STI prevention methods with emphasis on communication skills, empowerment, self-efficacy, and addressing harmful gender norms. | 10 | 20 | 40 | 40 |
| Community outreach provided to youth groups on SRH preventative, screening, counseling and treatment services and staff to link youth groups with parents, SPCs and <i>Casa Materna</i> services | 10 | 20 | 40 | 40 |

Target Population & Total Beneficiaries: An estimated 5,840 persons will benefit directly, including: 5,400 WRA receiving services through *Casa Materna*, 40 teachers, and 200 parents of students ages 13 and 14 who will receive SRH training, and 200 youth, both boys and girls, 13 and older enrolled in grades 5 and 6. Additionally 19,842 family members will benefit indirectly.

Currently, there is an absence of comprehensive, quality SRH programs in place for adolescent school-based youth ages 13-18 in Huehuetenango. Additionally, the project framework contains the outcomes for each of two objectives along with activities expected to lead to each outcome. Activities and progress toward each objective will be monitored on a quarterly basis and a final evaluation will be conducted including both focus groups and interviews with participants in youth groups, teachers and *Casa* staff. Youth knowledge and behaviors will be measured at baseline and again at endline. The final evaluation report will document changes over the life of the project, along with conclusions, recommendations, and lessons learned.

III. Project Future - In a country with poor health and human and extremely poor economic indicators, the continued operation of *Casa Materna* for 15 years is a significant accomplishment. Government cuts continue to impact the MoH hospital, contributing to additional operating expenses for *Casa*. There has been some progress in that recently the public hospital succeeded in secured funding from the MoH. The *Casa* also continues to raise funds through the collection of modest fees for service and income-generating activities covering nearly 25 percent of the *Casa's* annual expenses and hundreds of traditional birth attendants, former clients and youth volunteers expand the reach of the *Casa*. PCI has a large complementary portfolio of development programs in Guatemala so that many of the women who access *Casa Materna* services further benefit from community-based infant/child growth monitoring, family nutritional enhancement and livelihood interventions. Private foundations and individual donors continue to be a critical component of the overall support for the *Casa Materna*. A \$50,000 grant from the S.L. Gimbel Foundation Fund will make a significant impact on maternal and child health as well as allow the expansion of community services aimed at improving SRH and life decisions of adolescent girls and boys.

IV. Governance, Exec. Leadership & Key Staff Qualifications - PCI's Board of Directors oversees the business affairs and leadership of PCI, and links us to prospective donors and the business community. PCI/Guatemala's Country Director, Pascale Wagner, and the Huehuetenango Regional Director, Balmaria Gutierrez, are responsible for coordinating all project activities and both have extensive experience in community organization and program management. The head nurse at *Casa Materna*, Yenni Merida, has significant MNCH experience and Carolyn Kruger, Sr. Advisor for RMNCH will provide oversight for the project.

2015 S.L. Gimbel Foundation APPLICATION

Organization: Project Concern International (PCI)

V. Project Budget *Revised 09/01/2015*

Provide a detailed line-item budget for your project by completing the table below.

A breakdown of specific line item requests and attendant costs should include:

- 1) Line item requests for materials, supplies, equipment and others:
 - a. Identify and list the type of materials, supplies, equipment, etc.
 - b. Specify the unit cost, number of units, and total cost
 - c. Use a formula/equation as applicable. (i.e. 40 books @ \$100 each = \$4000)
- 2) Line item requests for staff, compensation, benefits: **Do not use FTE percentages.**
 - a. Identify the position; for each position request, **specify the hourly rate and the number of hours**
 - b. (i.e. \$20/hr x 20 hours/week x 20 weeks = \$8,000)
 - c. For benefits, provide the formula and calculation (i.e. \$8,000 x 25% = \$2,000)

Revised Budget for Project *Dignidad (Dignity)* begins on the next page.

Note: All of the positions listed on the enclosed budget are salaried positions, therefore hourly rates are not applicable.

Celia Cudiamat

From: Bettina Halvorsen <bhalvorsen@pciglobal.org>
Sent: Wednesday, September 02, 2015 12:39 AM
To: Celia Cudiamat
Cc: Bettina Halvorsen
Subject: RE: Gimbel Foundation application - Updated Budget
Attachments: Gimbel Fdn PCI Project Budget Page Revision 9-2-2015 bh.doc

Importance: High

Dear Celia,

Attached, please find our project budget with the additional requested information. Our field staff in Guatemala confirmed that all of the listed positions are salaried, therefore hourly rates are not applicable. As noted in the attached table, all of the staff work an average of 40 hours per week.

If desired, we can present formulas/equations as listed in the guidelines; however, an hourly rate figure would be obtained simply by backing out from the annual salary and would not represent an actual hourly rate that is used by PCI.

Please let me know if you have any question or require additional information.

Sincerely,

Bettina



Bettina B. Halvorsen, M.A.
Manager, New Business Development Unit
PCI
Tel. (858) 279-9690, ext. 371
Cell (619) 251-1975
Email: bhalvorsen@pciglobal.org
www.pciglobal.org

From: Celia Cudiamat [<mailto:ccudiamat@thecommunityfoundation.net>]
Sent: Wednesday, August 26, 2015 3:08 PM
To: Bettina Halvorsen
Subject: Gimbel Foundation application
Importance: High

Thank you for submitting an application for the Gimbel Foundation.

In order to complete your review process, please provide the following on your Project Budget:

- 1) Provide number of hours worked for each of the personnel line items (coordinator, administrator, nurses, youth educators, etc.) Provide hourly rates if appropriate.

Submit the response, as a revised budget, on the attached Budget page by Sept. 2, preferably sooner.

2015 S.L. Gimbel Foundation APPLICATION

| Line Item Description | Line Item Explanation | Support from PCI | Support From Other Donors | Requested Amount From TCF & Gimbel Fdn. Fund | Line Item Total of Project |
|------------------------------------|---|-------------------------|----------------------------------|---|-----------------------------------|
| Salaries and Benefits | | | | | |
| <i>Casa Materna</i> Coordinator | Salary is calculated at \$1,000 per month for 12 months (<i>Works an average of 40 hours per week.</i>) | \$1,800 | \$7,320 | \$2,880 | \$12,000 |
| <i>Casa Materna</i> Administrator | Salary is calculated at \$600 for 12 months (<i>Works an average of 40 hours per week.</i>) | 1,500 | 3,900 | 1,800 | 7,200 |
| Treasurer | Salary is calculated at \$400 for 12 months (<i>Works an average of 40 hours per week.</i>) | - | 4,800 | - | 4,800 |
| Professional Nurse | Salary is calculated at \$550 for 12 months (<i>Works an average of 40 hours per week.</i>) | - | 6,600 | - | 6,600 |
| Auxiliary Nurses | Salary is calculated at \$450 x 3 people per month for 12 months (<i>Each works an average of 40 hrs per week during various shifts.</i>) | 4,050 | 5,670 | 6,480 | 16,200 |
| Security Guard | Salary is calculated at \$400 month for 12 months (<i>Works an average of 40 hours per week.</i>) | - | 4,200 | - | 4,200 |
| Maintenance Staff | Salary is calculated at \$350 month for 12 months (<i>Works an average of 40 hours per week.</i>) | 1,050 | 1,470 | 1,680 | 4,200 |
| Youth Educators | Salary is calculated at \$400 x 2 people per month for 12 months (<i>Each works an average of 40 hours per week.</i>) | - | - | 9,600 | 9,600 |
| Cleaner/ Cook | Salary is calculated at \$350 per month for 12 months (<i>Works an average of 40 hours per week.</i>) | 1,050 | 1,470 | 1,680 | 4,200 |
| Local Benefits | Benefits are calculated at 45% of local salaries as required by Guatemalan law and PCI policy ($\$69,000 \times 45\% = \$31,050$) | 4,253 | 15,944 | 10,854 | 31,050 |
| Total Salaries and Benefits | | \$13,703 | \$51,374 | \$34,974 | \$100,050 |

2015 S.L. Gimbel Foundation APPLICATION

| Line Item Description | Line Item Explanation | Support from PCI | Support From Other Donors | Requested Amount From TCF & Gimbel Fdn. Fund | Line Item Total of Project |
|--|--|-------------------------|----------------------------------|---|-----------------------------------|
| Program Costs | | | | | |
| Food for Patients | Food for 25 patients at approximately \$2.00 per day x 30 days per month. | \$6,000 | \$10,922 | \$1,078 | \$18,000 |
| Medical Supplies | Generic pharmaceuticals as prescribed to patients based on needs. Average cost is \$750 per month for 12 months. | 1,000 | 5,600 | 2,400 | 9,000 |
| <i>Casa Materna</i> Supplies | Cleaning materials for the <i>Casa Materna</i> for washing clothes, bedding, patient rooms, kitchen, and medical offices is estimated \$100 per month for 12 months. | 200 | 400 | 600 | 1,200 |
| Office Supplies | General supplies include folders, notebooks, and other office supplies for doctors and admin. staff. Average cost is estimated at \$100 per mo. for 12 mos. | 200 | 520 | 480 | 1,200 |
| Fuel | Fuel costs at an average of 30 gallons per month x \$4.27 per gallon. | 256 | 359 | 922 | 1,537 |
| Per Diem | Per Diem for field is estimated based on number of visits per month at \$12 per visit x 4 people x 2.5 days each visit. | - | 720 | 720 | 1,440 |
| Telephone at the <i>Casa Materna</i> | \$60 per month for 12 months | 120 | 312 | 288 | 720 |
| Electricity at the <i>Casa Materna</i> | \$120 per month for 12 months | 240 | 624 | 576 | 1,440 |
| Water | \$50 per month for 12 months | 100 | 260 | 240 | 600 |
| Internet at the <i>Casa Materna</i> | \$50 per month for 12 months | 100 | 260 | 240 | 600 |
| Photocopying & Printers | \$100 per month for 12 months | 200 | 520 | 480 | 1,200 |
| Building Repairs & Maintenance | \$100 per month for 12 months | 200 | 520 | 480 | 1,200 |

2015 S.L. Gimbel Foundation APPLICATION

| Line Item Description | Line Item Explanation | Support from PCI | Support From Other Donors | Requested Amount From TCF & Gimbel Fdn. Fund | Line Item Total of Project |
|---|---|-------------------------|----------------------------------|---|-----------------------------------|
| Pooled Monitoring and Evaluation 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 project monitoring and data collection/evaluation at 5% of the total project budget. | \$1,116 | \$3,620 | \$2,174 | \$6,909 |
| Pooled Program Management Costs | Per above, this is a pooled program cost for support by technical staff in the field and HQ to ensure program quality; ensure compliance with executed donor agreements; writing, editing and submission of on-time, complete reports, and coordination with partners and donors, and are charged at 10% of the total project budget. | 2,232 | 7,239 | 4,348 | 13,819 |
| Indirect Costs | | 2,172 | 7,044 | - | 13,446 |
| Total Program Cost | | \$27,838 | \$90,293 | \$50,000 | \$172,361 |

2015 S.L. Gimbel Foundation APPLICATION

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, US (PCI is sub-grantee for a major USG-funded development program designed to improve maternal and infant health and nutritional outcomes. This program leverages the <i>Casa Materna</i> program platform and contributes towards the annual expenses.) | \$12,500 |
| Neeley Family Foundation | \$3,000 |
| Program Income – Funds Raised by the <i>Casa Materna</i> program from fees for service (administered on a voluntary basis) and income generating activities | \$25,200 |
| S.L. Gimbel Family Fund Foundation (5/1/2014 – 4/30/2015) | \$25,000 |
| Faraway Foundation | \$3,000 |
| Alternative Gifts International (<i>Fundraising is done through an annual gift catalog and this is the amount raised in the 2014-2015 catalog.</i>) | \$12,000 |
| Various Private donors | \$20,000 |
| In-kind support from Huehuetenango MOH: includes donation of the rent-free facility in which <i>Casa Materna</i> clinic and maternity waiting home is located and contraceptives and other medicines and supplies. In-kind donations <u>are not</u> accounted for in the project budget provided in the LOI application; however, this support is critical and demonstrates the buy-in and commitment of the local departmental government to their partnership with PCI. | \$58,672 (in-kind) |

Pending

| Name of Funder: Foundation, Corporation, Government | Amount | Decision Date |
|---|---------------------------------|---------------|
| Various Private Donors (<i>Private donations come in throughout the year. The amount listed is expected to increase between now and the end of the fiscal year (9/30/15).</i>) | \$26,000 (currently pledged) | 9/30/2015 |
| Izumi Foundation* (2 year grant, 2016 - 2017) | \$150,000 (\$75K per year) | 12/1/2015 |
| Weyerhaeuser Family Foundation | \$25,000 | 12/1/2015 |

*Between 2008 and 2013, the Izumi Foundation generously supported the *Casa Materna* program, specifically to strengthen neonatal care, averaging over \$84,000 annually for 5 years. The Foundation asked PCI to take a “break” in 2014; however, recently Izumi invited PCI to submit an LOI in the summer of 2015 to apply for follow-on support. Funding would be available beginning in 2016.

Please note that the estimated annual budget for the *Casa Materna* Program for FY2015 (\$172,361) cited in this proposal is a base budget. The annual budget is normally greater as the demand for services increases and more resources are available to add additional interventions, especially outreach to the communities in remote rural areas, which involves staff time and travel expenses. PCI 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 \$50,000 from the S.L. Gimbel Foundation Fund will make a real impact in the program and is critically needed in FY2016. Thank you.

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 | \$11,039,957 | 25 | Program Fees | \$0 | 0 |
| Fundraising/Special Events | \$ 572,769 | 1 | Interest Income | \$20,032 | 0 |
| Corp/Foundation Grants | \$ 5,613,727 | 13 | Other: | \$98,958 | 0 |
| Government Grants | \$24,686,512 | 57 | Other: | \$1,582,945 | 4 |

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.

2015 S.L. Gimbel Foundation APPLICATION

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 |
|-------------|------------------------|----------------------|---------------|
| \$4,506,025 | \$3,670,078 | \$8,843,672 | 0.9245* |

*Note: The current liabilities include \$3.4 million in inventory that is not included in the numerator. If excluded from the denominator, the Quick Ratio would be 1.51.

Excess or Deficit for the Year:

| Excess or (Deficit) Most recent fiscal year end (FY14) | Excess or (Deficit) Prior fiscal year end (FY13) |
|--|--|
| (\$1,384,515) | \$1,692,758 |

Notes: These figures exclude unspent temporarily restricted funds that are carried forward and therefore may produce deficits in the years when expended. So, if these funds are included, there would be an excess in FY14 of \$41,594 and an adjusted excess in FY13 of \$470,886.

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). If you completed a 990-EZ, fill out the attached Part IX, Functional Expenses of the 990 form using figures from your 990-EZ | | |
| √ | For past grantees, a copy of your most recent final report. | | |

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).

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 | 31,790. | 31,790. | | |
| 2 Grants and other assistance to individuals in the United States. See Part IV, line 22 | 184. | 184. | | |
| 3 Grants and other assistance to governments, organizations, and individuals outside the United States. See Part IV, lines 15 and 16 | 5,256,079. | 5,256,079. | | |
| 4 Benefits paid to or for members | | | | |
| 5 Compensation of current officers, directors, trustees, and key employees | 1,117,585. | 145,237. | 875,692. | 96,656. |
| 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 | 10,560,094. | 7,934,364. | 2,010,549. | 615,181. |
| 8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions) | 358,408. | 201,328. | 125,905. | 31,175. |
| 9 Other employee benefits | 2,195,320. | 1,810,864. | 317,187. | 67,269. |
| 10 Payroll taxes | 584,769. | 309,723. | 220,936. | 54,110. |
| 11 Fees for services (non-employees): | | | | |
| a Management | 1,731,762. | 1,509,526. | 181,503. | 40,733. |
| b Legal | 49,705. | 22,487. | 27,218. | |
| c Accounting | 230,809. | 49,260. | 181,549. | |
| d Lobbying | | | | |
| e Professional fundraising services. See Part IV, line 17 | | | | |
| f Investment management fees | | | | |
| g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch O.) | | | | |
| 12 Advertising and promotion | 307,185. | 266,523. | 16,084. | 24,578. |
| 13 Office expenses | 1,233,399. | 1,152,697. | 73,960. | 6,742. |
| 14 Information technology | 405,202. | 227,280. | 164,278. | 13,644. |
| 15 Royalties | | | | |
| 16 Occupancy | 822,689. | 477,327. | 344,323. | 1,039. |
| 17 Travel | 2,489,727. | 2,109,684. | 339,447. | 40,596. |
| 18 Payments of travel or entertainment expenses for any federal, state, or local public officials | | | | |
| 19 Conferences, conventions, and meetings | 72,228. | 35,553. | 27,944. | 8,731. |
| 20 Interest | 11,042. | | 11,042. | |
| 21 Payments to affiliates | | | | |
| 22 Depreciation, depletion, and amortization | 98,606. | | 98,606. | |
| 23 Insurance | 155,753. | 97,730. | 58,023. | |
| 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 | 11,184,786. | 11,184,786. | | |
| b TRAINING | 3,100,405. | 3,091,296. | 8,474. | 635. |
| c PROGRAM SUPPLIES | 2,720,993. | 2,720,671. | 322. | |
| d SUPPLIES | 619,614. | 554,164. | 63,369. | 2,081. |
| e All other expenses | 1,011,645. | 777,611. | 171,619. | 62,415. |
| 25 Total functional expenses. Add lines 1 through 24e | 46,349,779. | 39,966,164. | 5,318,030. | 1,065,585. |
| 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 <input type="checkbox"/> if following SOP 98-2 (ASC 958-720) | | | | |

Celia Cudiamat

From: Celia Cudiamat
Sent: Wednesday, August 26, 2015 3:08 PM
To: bhalvorsen@pciglobal.org
Subject: Gimbel Foundation application
Attachments: Project Budget Page.docx

Importance: High

Thank you for submitting an application for the Gimbel Foundation.

In order to complete your review process, please provide the following on your Project Budget:

- 1) Provide number of hours worked for each of the personnel line items (coordinator, administrator, nurses, youth educators, etc.) Provide hourly rates if appropriate.

Submit the response, as a revised budget, on the attached Budget page by Sept. 2, preferably sooner.

Thanks.

Celia

Celia Cudiamat | Executive Vice President of Programs The Community Foundation

CORPORATE OFFICE: 3700 Sixth Street, Suite 200 | Riverside, CA 92501
OFFICE: 951.241.7777 x 114 | **FAX:** 951.684.1911

COACHELLA VALLEY OFFICE: 777 E. Tahquitz Canyon Way, Suite 200-48 | Palm Springs, CA 92262
OFFICE: 760.969.5027 | **FAX:** 760.969.5028

CONNECT: [Facebook](#) | [Twitter](#) | [You Tube](#) | [Website](#) | [Annual Report](#) | [Email](#)



Strengthening Inland Southern California through philanthropy.



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

2015 S.L. Gimbel Foundation APPLICATION

V. Project Budget

A detailed line-item budget for your project by completing the table below.

| Line Item Description | Line Item Explanation | Annual Cost | Support from PCI | Support From Other donors | Requested Amount From Gimbel | Line Item Total of Project (F+G+H) |
|------------------------------------|---|--------------------|-------------------------|----------------------------------|-------------------------------------|---|
| Salaries and Benefits | | | | | | |
| <i>Casa Materna</i> Coordinator | Salary is calculated at \$1,000 per month for 12 months | 12,000 | 1,800 | 7,320 | 2,880 | 12,000 |
| <i>Casa Materna</i> Administrator | Salary is calculated at \$600 for 12 months | 7,200 | 1,500 | 3,900 | 1,800 | 7,200 |
| Treasurer | Salary is calculated at \$400 for 12 months | 4,800 | - | 4,800 | - | 4,800 |
| Professional Nurse | Salary is calculated at \$550 for 12 months | 6,600 | - | 6,600 | - | 6,600 |
| Auxiliary Nurses | Salary is calculated at \$450 x 3 people per month for 12 months | 16,200 | 4,050 | 5,670 | 6,480 | 16,200 |
| Security Guard | Salary is calculated at \$400 month for 12 months | 4,200 | - | 4,200 | - | 4,200 |
| Maintenance Staff | Salary is calculated at \$350 month for 12 months | 4,200 | 1,050 | 1,470 | 1,680 | 4,200 |
| Youth Educators | Salary is calculated at \$400 x 2 people per month for 12 months | 9,600 | - | - | 9,600 | 9,600 |
| Cleaner/ Cook | Salary is calculated at \$350 per month for 12 months | 4,200 | 1,050 | 1,470 | 1,680 | 4,200 |
| Local Benefits | Benefits are calculated at 45% of local salaries as required by Guatemalan law and PCI policy | 31,050 | 4,253 | 15,944 | 10,854 | 31,050 |
| Total Salaries and Benefits | | 100,050 | 13,703 | 51,374 | 34,974 | 100,050 |

| Line Item Description | Line Item Explanation | Annual Cost | Support from PCI | Support From Other donors | Requested Amount From Gimbel | Line Item Total of Project (F+G+H) |
|--|--|-------------|------------------|---------------------------|------------------------------|------------------------------------|
| Program Cost | | | | | | |
| Food for Patients | Food for 25 patients at approximately \$2.00 per day x 30 days per month. | 18,000 | 6,000 | 10,922 | 1,078 | 18,000 |
| Medical Supplies | Generic pharmaceuticals as prescribed to patients based on needs. Average cost is \$750 per month for 12 months. | 9,000 | 1,000 | 5,600 | 2,400 | 9,000 |
| <i>Casa Materna</i> Supplies | Cleaning materials for the <i>Casa Materna</i> for washing clothes, bedding, patient rooms and medical offices is estimated \$100 per month for 12 months. | 1,200 | 200 | 400 | 600 | 1,200 |
| Office Supplies | General supplies include folders, notebooks, and other office supplies for doctors and administrative staff. Average cost is estimated at \$100 per month for 12 months. | 1,200 | 200 | 520 | 480 | 1,200 |
| Fuel | Fuel costs at an average of 30 gallons per month x \$4.27 per gallon. | 1,537 | 256 | 359 | 922 | 1,537 |
| Per Diem | Per Diem for field is estimated based on number of visits per month at \$12 per visit x 4 people x 2.5 days each visit. | 1,440 | - | 720 | 720 | 1,440 |
| Telephone at the <i>Casa Materna</i> | \$60 per month for 12 months | 720 | 120 | 312 | 288 | 720 |
| Electricity at the <i>Casa Materna</i> | \$120 per month for 12 months | 1,440 | 240 | 624 | 576 | 1,440 |
| Water | \$50 per month for 12 months | 600 | 100 | 260 | 240 | 600 |
| Internet at the <i>Casa Materna</i> | \$50 per month for 12 months | 600 | 100 | 260 | 240 | 600 |
| Photocopying & Printers | \$100 per month for 12 months | 1,200 | 200 | 520 | 480 | 1,200 |

Ambassador Gaddi Vasquez
Chairman of the Board
U.S. Ambassador (retired)
Senior Vice President, Government Affairs
Edison International
626-302-4401
gaddi.vasquez@edisonintl.com

Nancy Plaxico
Managing Director
Retired Vice President
Healthways, Inc
301-278-1719
nancy.plaxico@gmail.com

Anne Otterson
Chair Emerita
Community Connector
858-459-9344
anne@otterson.net

Judith A. Ettinger
Past Managing Director
248-673-0175 home
248-909-8191 cell
ettingerJA@comcast.net

Joseph Abbate
Director, Financial Planning & Analysis
ResMed
760-520-5240
joseph.abbate@resmed.com
jabbate@roadrunner.com

Vikrant Batra
Vice President
Hewlett Packard
812-322-2888
vikrant.batra@hp.com

William Bold
Senior Vice President, Government Affairs
Qualcomm Incorporated
858-651-2086
wbold@qualcomm.com

Alejandro Bustamante
Senior Vice President of Operations
Plantronics, Inc.
619-341-1349
afbustamante@cox.net

Jeffrey Church
CEO and Co-Founder
Suja Juice
858-472-2064
jeff@suja juice.com

John D. Collins, Esq.
Partner
Sheppard, Mullin, Richter & Hampton, LLP
858-720-8923
icollins@sheppardmullin.com

Ruth M. Covell, M.D.
Associate Dean Emeritus
Emeritus Director of AGRC
UCSD School of Medicine
858-204-7024
rcovell@ucsd.edu

Sandra Hadley, CRS
Realtor
Real Living Lifestyles Real Estate
760-703-1619
sandihadley@yahoo.com

Karen Hoehn
619-997-6989
mamamardel@aol.com

Peter Huffman
Senior Vice President
Merrill Lynch
858-525-3166
peter_huffman@ml.com

William C. McQuinn, M.D.
Chairman
McQuinn Realty, Inc.
601-982-0860
wmcquinn@comcast.net

Neil Otto
Managing Director
Otto Family Foundation
858-485-6694
neiott@aol.com

Royce Pepin, AM, MBE, GCSJ, PhC
Pepin Pharmacies
61-3-9370-3717
rpepin@netspace.net.au

Cheryl Pia
CEO
Pia Communications, Inc.
760-930-9244
cheryl.pia@piacomm.com

John H. N. Potter II
Vice President & Managing Partner
Strategy& UK
+44-790-0163736
john.potter@strategyand.pwc.com

Ambassador Pierre-Richard Prosper
U.S. Ambassador (retired)
Partner, Arent Fox LLP, Attorneys at Law
213-443-7511
prosper.pierre@arentfox.com

Bhasker Shetty, Ph.D.
Vice President, Pfizer Worldwide R&D,
La Jolla Laboratories
858-622-3131
bhasker.shetty@pfizer.com

Robert S. Sullivan
Dean
Stanley & Pauline Foster Endowed Chair
Rady School of Management, UCSD
858-822-0830
robertstrongsullivan@gmail.com

Christopher J. Twomey
Retired CFO
Biosite Incorporated
858-794-9235
chris@sdtwomeys.com

Alan Wheat
Chairman of Public Policy
Polsinelli PC
202-494-4977
awheat@polsinelli.com

Marshall Whiting, Ph.D.
Clinical Psychologist
970-729-0031
marshallwhiting@gmail.com

Stefanie Zable
858-481-3044
stefaniezable@yahoo.com

International Office Leadership Team (IOLT):

George Guimaraes, President & CEO
858-576-9223 | gguimaraes@pciglobal.org

Mark O'Donnell, COO
858-279-9690, ext. 310 | modonell@pciglobal.org

Nikolos Oakley, CFO
858-279-9690, ext. 304 | noakley@pciglobal.org

Janine Schooley, M.P.H., Sr. VP Programs
858-279-9690, ext. 311 | jschooley@pciglobal.org

Peg Ross, VP Global HR & Operational Dev.
858-279-9690, ext. 302 | pross@pciglobal.org

Tim Ogborn, VP & Managing Director, DC
202-662-8932 | togborn@pciglobal.org

Richard Parker, VP Marketing & Communication
202-223-0088 | rparker@pciglobal.org

Board Contacts:

Carol Davis, Controller & Board Secretary
858-279-9690, ext. 328 | cdavis@pciglobal.org

Jenni Truhan, Board Liaison
541-639-8493 | jtruhan@pciglobal.org

**Project Concern International
Fiscal Year 2015 -Organizational Budget
Excluding In-Kind Contributions**

| | Total |
|--|----------------------|
| Projected Revenue by Type of Funding | |
| HIV/AIDS | \$ 7,382,248 |
| Food and Nutrition Security | \$ 17,397,445 |
| Maternal and Child Health | \$ 8,074,886 |
| Disease Prevention & Other | \$ 1,597,798 |
| Gender Sensitive Programming | \$ 2,296,917 |
| HA/DRR | \$ 7,354,671 |
| Other | \$ 6,365,328 |
| Total Projected Revenue | \$ 50,469,292 |
| | |
| Projected Program Activities by Country | |
| Bangladesh | \$ 643,369 |
| Botswana | \$ 3,439,235 |
| Ethiopia | \$ 930,597 |
| Guatemala | \$ 3,826,011 |
| IO Managed | \$ 4,711,690 |
| India | \$ 5,122,781 |
| Indonesia | \$ 240,996 |
| Liberia | \$ 5,455,043 |
| Malawi | \$ 5,711,523 |
| Mexico | \$ 103,910 |
| Nicaragua | \$ 2,423,933 |
| Tanzania | \$ 3,482,391 |
| USBP | \$ 1,824,919 |
| WE | \$ 1,778,635 |
| Zambia | \$ 836,346 |
| Total Program Activities | 40,531,380 |
| | |
| Supporting Services | |
| Fundraising | 1,044,873 |
| Management and General | 8,761,293 |
| Total Supporting Services | 9,806,166 |
| | |
| Total Projected Expenses | \$ 50,337,546 |
| | |
| Projected Net Income | \$ 131,746 |

TABLE 4
Project Concern International
 STATEMENT OF CONSOLIDATED REVENUES AND EXPENSES
 For The Period Ending 9/30/2014

| | CURRENT MONTH ACTUAL | FY2014 Y-T-D ACTUAL | FY2013 Y-T-D ACTUAL | Change FY 13 to FY 14 |
|--|----------------------------|---------------------------|---------------------------|-----------------------------|
| UNRESTRICTED REVENUES: | | | | |
| Foundations | 30,450 | 206,039 | 68,710 | 137,329 |
| Corporations | 577 | 33,273 | 30,784 | 2,489 |
| Individuals | 117,238 | 287,974 | 257,205 | 10,768 |
| In-Country Funds | - | - | - | - |
| Special Events | (12,933) | 572,769 | 570,619 | 2,150 |
| Planned Gifts | 100,000 | 100,000 | 100,000 | - |
| Contract Profit | - | 5,397 | 12,556 | (7,159) |
| Interest and Other Income | (82,358) | 104,210 | 651,211 | (447,001) |
| Subtotal Unrestricted Revenue | 152,973 | 1,289,663 | 1,591,086 | (301,423) |
| PERMANENTLY RESTRICTED REVENUES: | | | | |
| Endowment Contributions | 20,700 | 20,700 | 1,500 | 19,200 |
| Subtotal Permanently Restricted Revenue | 20,700 | 20,700 | 1,500 | 19,200 |
| RESTRICTED REVENUES: | | | | |
| Government Letter of Credit | 1,170,351 | 9,164,088 | 7,870,014 | 1,294,074 |
| Government Direct Pay | 1,760,176 | 12,753,815 | 8,855,944 | 3,897,871 |
| Foundations | 379,523 | 5,026,826 | 4,456,114 | 570,712 |
| Corporations | 41,663 | 511,582 | 596,243 | (84,661) |
| Individuals | 96,106 | 1,215,319 | 520,139 | 695,179 |
| In-Country Grants | 1,152,935 | 10,802,555 | 12,577,599 | (1,775,043) |
| Interest & Other Income | 47,491 | 10,238 | (487,246) | 497,484 |
| Subtotal Restricted Revenues | 4,648,245 | 39,484,422 | 34,388,807 | 5,095,615 |
| DONATED ("IN KIND") REVENUES: | | | | |
| Local Inputs | 444,831 | 4,246,223 | 11,492,767 | (7,246,543) |
| Subtotal Donated Revenues | 444,831 | 4,246,223 | 11,492,767 | (7,246,543) |
| TOTAL REVENUES | 5,266,749 | 45,041,009 | 47,474,160 | (2,433,151) |
| CONSOLIDATED EXPENSES: | | | | |
| Salaries & Wages | 1,360,501 | 13,819,820 | 11,765,723 | 2,054,097 |
| Employment Benefits | 308,509 | 4,089,948 | 3,156,272 | 933,675 |
| Consultants/Outside Services | 173,857 | 1,971,143 | 1,600,671 | 370,472 |
| Subgrants/Subcontracts | 507,659 | 6,266,553 | 5,175,748 | 1,090,806 |
| Training | 294,062 | 3,704,967 | 3,100,404 | 604,563 |
| Travel & Lodging | 468,006 | 3,037,553 | 2,492,712 | 544,841 |
| Program-Specific Costs | 878,964 | 2,375,103 | 2,890,104 | (515,001) |
| Office Supplies | 85,212 | 669,431 | 620,586 | 48,846 |
| Rent | 28,470 | 1,045,357 | 907,914 | 137,442 |
| Repairs & Maintenance | 53,671 | 469,529 | 492,933 | (23,403) |
| Communications/Utilities | 45,934 | 391,998 | 408,382 | (16,384) |
| State Registration & Bank Fees | 8,833 | 111,024 | 119,522 | (8,498) |
| Data Processing | 74,637 | 552,883 | 411,087 | 141,796 |
| Postage/Shipping | 9,700 | 187,205 | 453,896 | (266,692) |
| Audio/Visual Aids | 109,000 | 389,664 | 293,766 | 95,897 |
| Professional Services | 124,997 | 483,445 | 462,380 | 21,065 |
| Public Relations | - | - | 102 | (102) |
| Depreciation | 7,669 | 86,421 | 98,606 | (12,185) |
| Other Expenses | 15,330 | 441,631 | 417,693 | 23,938 |
| Exchange Rate Loss/Gain | 2,309 | 111,540 | 202,768 | (91,228) |
| Organizational Unallowed Expenses | 21,682 | 55,366 | 66,105 | (10,739) |
| Capital Expenditures | (2,268) | 492,527 | 373,131 | 119,396 |
| Grant Close Out Account | - | 84 | - | 84 |
| Disbursed Donations (Non-Cash) | 444,831 | 4,246,223 | 11,492,767 | (7,246,543) |
| Undistributed IDC | - | - | - | - |
| Pass Through Cash | - | - | - | - |
| TOTAL EXPENSES | 5,021,662 | 44,999,415 | 47,003,272 | (2,003,857) |
| UNRESTRICTED AND PERMANENTLY RESTRICTED SURPLUS/(DEFICIT) | 245,187 | 41,594 | 470,888 | (429,294) |
| MINUS PERMANENTLY RESTRICTED REVENUES | (20,700) | (20,700) | | |
| UNRESTRICTED SURPLUS/(DEFICIT) | 224,487 | 20,894 | | |



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

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



November 12, 2015

Celia Cudiamat
Executive Vice President of Programs
The Community Foundation – Inland Southern California
3700 Sixth Street, Suite 200
Riverside, CA 92501

RE: 2015 Grant Award from the S.L. Gimbel Foundation Fund, No. 20150832

Dear Celia,

On behalf of the families Project Concern International (PCI) serves in the rural highlands of Guatemala, thank you for the award of the grant in the amount of \$50,000 from the S.L. Gimbel Foundation Fund. We are humbled and grateful for both the financial support as well as the continued confidence the Fund and The Community Foundation have in PCI and the integrated *Casa Materna* Program. Attached is the original version of the signed grant agreement.

Please also extend our deepest appreciation to the board members of the S.L. Gimbel Foundation and additional Community Foundation personnel involved in the review of applications and decision-making process. We know that there are many worthy organizations and programs that apply for grants and the decision-making process can be challenging.

Additionally, I wish to add that the same day that we received the S.L. Gimbel Foundation Fund award notification letter, we also received a notification from the Izumi Foundation that we have been invited to the proposal round for their next grant review. This funding would directly complement and leverage the \$50,000 grant. The Izumi Foundation will make their decisions in April 2016 and the award is potentially worth up to \$150,000 for two years. We will continue to keep you up-to-date on our progress in raising support to meet the needs of mothers and infants in the target communities.

In 2015, PCI-Guatemala is also celebrating 15 years of serving women, children and infants specifically through the *Casa Materna* Program. Thank you for helping to make this anniversary even more special and allowing PCI to continue to bring life-saving health and educational interventions to families in the rural western highlands of Guatemala.

Sincerely,

A handwritten signature in blue ink that reads "Bettina Halvorsen".

Bettina B. Halvorsen, M.A.
Director, Foundation & Institutional Relations

Enclosure: Signed original grant agreement.

Celia - if you or members of the S.L. Gimbel Foundation board wish to visit the program in Guatemala, we would be happy to organize a trip. Best - Bettina

2015 S.L. Gimbel Foundation Fund

Grant Agreement

Organization: Project Concern International (PCI)
Grant Amount: \$ 50,000 **Grant Number:** 20150832
Grant Period: November 15, 2015 through October 15, 2016
Purpose: Decreasing maternal, infant and young child morbidity and mortality in remote, rural Guatemala. To strengthen and expand health services and education.

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

Mark A. O'Donnell

Printed Name

Nov 10, 2015

Date

COO

Title

Organization: 20674 Project Concern International
Grant Number: 20150832

2015 S.L. Gimbel Foundation Fund

Grant Agreement

Organization: Project Concern International (PCI)
Grant Amount: \$ 50,000 **Grant Number:** 20150832
Grant Period: November 15, 2015 through October 15, 2016
Purpose: Decreasing maternal, infant and young child morbidity and mortality in remote, rural Guatemala. To strengthen and expand health services and education.

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.

M. A. O'Donnell

Signature

Mark A. O'Donnell

Printed Name

Nov 10, 2015

Date

COO

Title

Organization: 20674 Project Concern International
Grant Number: 20150832

2015 S.L. Gimbel Foundation Fund

Grant Agreement

Organization: Project Concern International (PCI)
Grant Amount: \$ 50,000 **Grant Number:** 20150832
Grant Period: November 15, 2015 through October 15, 2016
Purpose: Decreasing maternal, infant and young child morbidity and mortality in remote, rural Guatemala. To strengthen and expand health services and education.

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

Mark A. O'Donnell

Printed Name

Nov 10, 2015

Date

COO

Title

Organization: 20674 Project Concern International
Grant Number: 20150832





Strengthening Inland Southern California through Philanthropy

S. L. Gimbel Foundation Fund

BOARD OF DIRECTORS November 20, 2015

Philip Savage IV
Chair of the Board

Sean Varner
Vice Chair of the Board

Pat Spafford, CPA
Chief Financial Officer

Sergio Bohon
Secretary of the Board

Glenda Bayless

Dr. Paulette Brown-Hinds

Rabbi Hillel Cohn

James Cuevas
Immediate Past Board Chair

Paul Granillo

Stanley Grube

Kirk Harns

Dr. Fred Jandt

Andrew Jaramillo

Dr. Albert Karnig

D. Matthew Pim

Teresa Rhyne

Dr. Henry Shannon

Tamara Sipos

Beverly Stephenson

Randall Tagami

Diane Valenzuela

Dr. Jonathan Lorenzo Yorba
President and CEO

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

Dear Mr. Guimaraes:

The Community Foundation is pleased to enclose a grant check for **\$50,000** 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 **October 31, 2016** 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 951-241-7777.

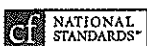
Sincerely,

Celia Cudiamat
Executive Vice President of Programs

20150832

40058

GIMB5



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

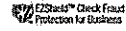
3700 Sixth Street, Suite 200 ~ Riverside, California 92501
P: 951.241.7777 ~ F: 951.684.1911 ~ www.thecommunityfoundation.net



Strengthening Inland Southern California through Philanthropy
 3700 SIXTH STREET, SUITE 200
 RIVERSIDE, CA 92501
 951-241-7777 / FAX 951-684-1911



A Financial Services Company
 1695 Main Street, Riverside, CA 92501
 90-3414/1222



40058

PAY * Fifty Thousand and no/100 *

TO THE ORDER OF

DATE

AMOUNT

11/06/2015

\$****50,000.00

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



Julia Andriamats
Jonathan Lorenzo Galva
 AUTHORIZED SIGNATURE

Security features. Details on back.

⑈040058⑈ ⑆122234149⑆ 244124437⑈

The Community Foundation

40058

20674 Project Concern International (PCI) 11/06/2015 040058

20150832 10/28/2015 Support reproductive and health services at Casa 50,000.00
 GIMB S.L. Gimbel Foundation Advised Fund 50,000.00

CHECK TOTAL: \$****50,000.00

The Community Foundation

40058

20674 Project Concern International (PCI) 11/06/2015 040058

20150832 10/28/2015 Support reproductive and health services at Casa 50,000.00
 GIMB S.L. Gimbel Foundation Advised Fund 50,000.00

CHECK TOTAL: \$****50,000.00