

# **ASOCIACIÓN DEMOGRÁFICA SALVADOREÑA**

**STATUS REPORT  
OF JULY-SEPTEMBER QUARTER, 2000  
SUSTAINABLE PROJECT OF SEXUAL AND REPRODUCTIVE HEALTH  
AGREEMENT No. 519-A-00-99-000-92-00**



**Contribuir a mejorar la calidad de vida  
de la población salvadoreña  
a través de la excelencia  
en la entrega de servicios de salud**



**El Salvador, Centroamérica**

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**STATUS REPORT OF  
JULY-SEPTEMBER QUARTER, 2000  
SUSTAINABLE PROJECT OF SEXUAL AND REPRODUCTIVE HEALTH  
AGREEMENT No. 519-A-00-99-000-92-00**

**EXECUTIVE SUMMARY:**

The purpose of this report is to inform of the programmatic advances reached during the quarter July-September, 2000 in the different components and subcomponents of the "Sustainable Project of Sexual and Reproductive Health". The content of the document is centered on the charts which relate the projected estimates with the accomplishments during the quarter, obtaining in this way their level of compliance based on the estimates presented in the Reprogramming of 1999-2000 Action Plan approved by USAID/EI Salvador, for the period July 1<sup>st</sup>, 1999 to December 31<sup>st</sup>, 2000. In the descriptive sections of each subcomponent, the analysis of the factors are included, which have affected the achievement of the estimates, both positively and negatively; as well as the strategies and institutional measures adopted to face the limitations found and achieve a better effectiveness of the Project.

In the **Rural Services Program** the majority of realizations of the present quarter are to be found within their respective estimate ranges, the exception being the vaccination references for children under five years of age. It is worth mentioning that during the July-September quarter the monthly average-productivity of 3.0 CYPs per promoter, in spite of the increase it means for the user, the application of the value added tax (VAT). It is a clear indicator that the implemented strategies are producing the desired results.

The opposite is the case of **Clinical Services Program**, where the impact of VAT has been evident, especially in the CYPs and reception of family planning users, pediatric visits, ultrasounds, the special procedures for prevention and early treatment of oncological abnormalities (colposcopies, cryotherapies and biopses) and the recent introduction of Bone Density. The exceptions are for the items of pap smears and income.

As for the remodeling of the Santa Ana and San Miguel clinics, it is worth mention that the second phase has advanced 90%, having programmed its conclusion for the middle of next quarter, period in which it is also hoped that pending equipment will be received for the enlargement and diversification of the services oriented toward sustainability.

The realized activities in the subcomponent of **Social Marketing in Reproductive Health** are also considered satisfactory, as evident in the sales of condoms as in those of pills, but it is hoped that they will increase with the aid of an advertising and promotion campaign.

The factors that did not permit complying with estimates are the following: in the case of the Condor brand it is due to the additional demand in the previous quarter, before the incorporation of the VAT; for the Contempo, it was the disloyal competition of other commercial establishments. The sales of the Piel brand have lowered because the competition has raised bonifications in the sales of products. With the launching of an advertising campaign these factors will hopefully be countered.

The **Research Program** realized six results dissemination seminars of the National Family Health Survey of 1998 (FESAL 1998), oriented to the different levels of public and private institutions directly and indirectly related to the Health Sector of the country, including the level of Environmental Protection and Public Health Commission of the Legislative Assembly. Also, initiated was the "Summarized Report" distribution of the survey, which has been received with satisfaction.

As for the feasibility studies excepting the realization of the "distribution checkup in establishments that will expend products SDA will commercialize", the "evaluation for the service promotion pre-campaign", and of the study for evaluating the effectiveness of the adolescent educational strategies, all of the other foreseen activities were met completely. It is hoped that of these three studies: the first two will be finished in the next quarter and from the third one, achieve a significant advance.

As for the new pre and post HIV/pregnancy counseling service for adolescents within the "**Special Projects**", it is important to mention that this service is being offered starting August 23, before local and international training related directly and indirectly to adolescent attention. Actually, its functioning is being monitored to establish goals and realize strategy adjustments.

In the "Documentation Center in Population" subcomponent, with the exception of the items from the Cyber Center and talks for early pregnancy and STIs/HIV/AIDS prevention, the goals for the quarter were exceeded, principally, as an effect of the new promotional strategy of the services and of the availability of new audiovisual material on sexual and reproductive health, recently acquired for the three libraries.

In the "Development of Volunteer Human Resource", the reception of new female volunteers in the groups of San Salvador, San Miguel, and San Francisco Gotera have propitiated the increase in some realizations, as hours of group development, public informed in interviews and talks. The low yield with respect to hours contributed by social service students is due to their training and induction, which has been differed for the month of October 2000.

During the present quarter, the achievements attained by **The Pro-Familia Hospital** are within the expected limits, except for the areas of external visits and radiological studies that did not reach 90% of what was estimated. The non-compliance of the first two estimates is due to the delay of launching the publicity campaign with emphasis in this service, and the second estimation due to private laboratories maintaining competitive prices within their zone of influence. Nonetheless, global income estimates were nearly one-hundred percent achieved, to this contributed the increase in attended deliveries under the agreement with the Salvadoran Social Security Institute (ISSS).

As a part of "**The Technical and Administrative Support**" during the present quarter, four operational seminars were realized with 118 participations and five technical seminars with eight participants. Also, it is important to mention the conclusion of the educational diagnosis for designing the exclusive training plan for the Rural Services Program, being programmed the first training session for the month of November 2000.

## **1. RURAL SERVICES PROGRAM**

Beginning the month of July 1999, with the support of The Sustainable Project of Sexual and Reproductive Health, the Rural Services Program has incremented community participation as a central focus, looking for programmatic sustainability and increasing the productivity to guarantee its continuity.

In the area of family planning, which in this context means the service that promoters focus most of their efforts on, in the July-September quarter, 2000 the service network has contributed 7,571 CYPs that represent 108% of the estimate. This is due to the permanent and opportune availability of contraceptives, facilitating the accessibility of the use of temporary family planning methods.

The report on income from contraceptive sales reveals the achievement of 17% less than projected, which explains why the estimate for the period evaluated was made without discounting the payment of the Value Added Tax (VAT); on the other hand, on what was realized, only net income is included. Nonetheless, the advance to date indicates the accumulated achievement within that anticipated.

With respect to the activities in health education in the rural communities, the realization of talks on family planning, STIs, HIV/SIDA and other reproductive health themes, have exceeded estimates because of the following factors: the strengthening of knowledge that promoters possessed in these areas, the distribution of educational blankets, guiding and counseling manuals; the stimulus plan in kind and the support offered by technical personnel in the realization of these educational centers and in the communities influenced by the program that has also allowed a greater distribution of promotional handouts.

It is important to mention that the majority of promotional activities in the field of infant/maternal health, particularly the references to another level of attention, in their majority have presented achievements superior to the quarter estimates laid out in the reprogramming of activities; which permits expecting for the global estimates of the up-to-date Action Plan, to be exceeded at the end of the next quarter.

QUARTERLY REPORT  
PERIOD: JULY - SEPTEMBER 2000

COMPONENT: Rural Services Program  
SUBCOMPONENT: Rural Services Program  
EXECUTOR UNIT: Rural Services Management Office

CONCEPTS	PLAN JULY 99 - DECEMBER 2000	QUARTER: JULY - SEPTEMBER 2000			ACCUMULATED ACTION PLAN		PROGRAMMED QUARTER OCTOBER- DECEMBER, 2000
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
CYPs offered	41,149	6,998	7,571	108	37,057	90	6,260
-Injectables	25,086	4,368	4,609	105	22,415	89	3,950
-Pills	11,789	1,944	2,131	109	10,680	90	1,639
-Condoms	4,274	686	831	121	3,952	92	670
New Family Planning users	34,320	6,300	5,750	91	29,570	86	5,660
References for registration /follow-up in Family Planning	11,321	1,890	1,736	92	9,907	87	1,715
References for PAP smear tests	24,945	2,967	3,290	110	23,290	93	3,205
Talks about STIs/AIDS	4,217	450	506	112	3,973	94	450
Attendance to talks about STIs/AIDS	44,227	4,500	6,578	146	43,305	98	4,500
References to prenatal care	7,518	900	975	108	6,993	93	970
References to postnatal care	6,124	720	793	110	5,717	93	745
References to vaccination for children under 5 years of age	11,874	1,770	1,648	86	10,572	89	1,640
References to pregnant women vaccination	8,403	1,170	1,188	101	7,641	91	1,115
References of ADD cases	10,701	1,453	1,425	98	9,704	90	1,415
References of ARI cases	11,528	1,694	1,536	91	10,240	88	1,490
References to growth and development checkups for children under 5 years of age	8,867	714	778	109	8,455	93	745
Generated income by contraceptive sale	2,348,720	469,233	389,105	83	1,955,770	83	387,020
Talks about family planning and reproductive health	4,807	450	600	133	4,657	95	595
Participants in talks about family planning and reproductive health	59,735	4,500	9,415	209	61,650	103	5,950
Distribution of promotional handouts about Family Planning and Reproductive Health	261,064	27,144	30,000	111	245,824	94	29,800

## 2. CLINICAL SERVICES PROGRAM

The results obtained during the July-September 2000 quarter show the impact generated by the increase in prices of products and services offered to clinics due to the inclusion of the VAT -that began in the month of July 2000- and the decision of the government to include, beginning in that same month, the VAT to medications, which increased their acquisition cost. This added to the economic crisis that the country is going through, has generated less arrival of clients to the clinics.

The programmed estimates that show a greater impact as a product of the above mentioned measures are the following:

1. The total CYPs have been affected by the decrease seen in the new registered users during the period informed and the number of realized sterilization procedures (VSS). In this case, the female Voluntary Sterilization Surgeries diminished 43% with respect to the previous quarter and male 21%.
2. The pediatrics visits diminished 18% and general visits 16% compared to those realized the previous quarter.
3. In the procedures for prevention and early treatment of cytological abnormalities, is observed a decrease in the number of colposcopies (25%), taking of biopsies (26%) and cryotherapies (43%), compared to what was realized.
4. The ultrasounds also show a 24% decrease compared to the previous quarter.

The new bone density services initiated in the month of July, and despite the climacteric visits, there have been indications for women above 35 years of age to take this test; the majority has not been realized, especially because of their economic situation. The realization of bone density special sessions at preferential prices is projected, promoted through newspaper advertisements financed by private laboratories, with the purpose of increasing the number of these procedures. In the same way, the possibility of reducing the price of this service will be evaluated, after obtaining the results of this promotion.

Even when the estimates for different activities have been affected, it is worth mentioning that the generation of income is considered very satisfactory because 94% of what was estimated for the presently informed quarter was obtained.

The acquisition of the laboratory, mammography, and ultrasound equipment, as well as the cryotherapy pistols, has had a delay and it is estimated that they will be acquired during the month of October. It is programmed to begin with these services for November.

It is expected that the publicity campaign for new services, the promotion advertising their opening through the media as well as sending the private doctors order forms for mammography, densitometry, ultrasound and clinical laboratory, will increase the demand of different services of the clinics.

The initiation of the new clinic services and laboratory in Miralvalle was foreseen for the present quarter, but it has not yet been inspected by local sanitation, on behalf of the Ministry of Health, citing the Dengue epidemic. Due to this, the opening has been programmed for the month of November. It is opportune to mention that this establishment is correctly conditioned and the initial equipment and furnishings can be counted on to work, but it is also important to mention that, because of The Surveillance Committee of Clinical Laboratory dispositions, the offering of services cannot initiate without prior authorization for its operation; at the same time, the sanitary inspection cannot be counted on.

With respect to the construction of the Santa Tecla clinic, this work's reception took place on September 23rd, making some additional works necessary for accommodating different areas previous to the opening of services. For this reason, moving from this business establishment is projected, starting October 21st.

As for the second phase of the remodeling of Santa Ana and San Miguel clinics projected for the present quarter, it is expected to conclude and receive these works from October 17 to 24; this is due to some necessary changes that at the same time affects the laboratory opening in San Miguel clinic.

SDA - USAID AGREEMENT  
SUSTAINABLE PROJECT OF SEXUAL AND REPRODUCTIVE HEALTH

QUARTERLY REPORT  
PERIOD: JULY - SEPTEMBER 2000

COMPONENT: Clinical Services Program  
SUBCOMPONENT: Clinical Services Program  
EXECUTOR UNIT: Medical Division

CONCEPTS	PLAN JULY 99 - DECEMBER 2000	QUARTER: JULY - SEPTEMBER 2000			ACCUMULATED ACTION PLAN		PROGRAMMED QUARTER OCTOBER-DECEMBER 2000
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
Norms diffusion workshops	3				3	100	
Total CYPs	47,045	7,620	5,714	75	37,521	80	6,000
V.S.S. Procedures	1,955	309	197	64	1,535	79	260
Family planning visits	21,415	3,275	3,288	100	18,154	85	3,300
New family planning users	7,550	1,250	881	70	5,917	78	930
Gynecological visits	48,015	7,745	7,419	96	39,944	83	7,500
Pediatric visits	11,190	1,875	1,626	87	9,065	81	1,650
General visits	7,440	1,110	979	88	6,201	83	1,000
Other visits	18,900	3,045	2,948	97	15,758	83	2,950
PAP smears	32,850	5,090	5,181	102	27,847	85	5,200
Colposcopy	2,950	470	369	79	2,386	81	375
Cryotherapy	1,855	295	178	60	1,443	78	250
Cervical biopsies	2,560	415	322	78	2,055	80	325
Ultrasonography	6,060	1,045	707	68	4,261	70	1,200 *
Laboratory Tests	115,780	21,000	19,010	91	92,260	80	20,500 **
Mammograms	150					0	150 ***
Densitometry	190	75	32	43	32	17	160
Ambulatory surgery procedures	-						
Income in Colones	13,017,702	2,108,100	1,990,497	94	10,785,313	83	2,000,000
Feasibility study for the sale of new services	1				1	100	
Santa Ana clinic remodeling (first phase)	1				100%	100	
San Miguel clinic remodeling (first phase)	1				100%	100	
Santa Tecla clinic construction	1	40%	40%	100	100%	100	
Santa Ana clinic remodeling (second phase)	1	100%	90%	90	90%	90	10% ****
San Miguel clinic remodeling (second phase)	1	100%	90%	90	90%	90	10% ****
Equipment acquisition	1	100%	80%	80	80%	80	20% *****

The estimates from next quarter have been calculated based on that realized in this quarter, taking into account the VAT impact

\* It is estimated that the ultrasound services in Santa Ana, San Miguel, Soyapango, and Santa Tecla will begin as of November 2000.

\*\* It is estimated that San Miguel, Santa Tecla, and Miralvalle laboratories begin their activities in the middle of November.

\*\*\* Mammograms are expected to be offered beginning in November.

\*\*\*\* Due to some changes in hired works, there was a reception date extension between October 13 and 20, 2000.

\*\*\*\*\* Due to delays in the acquisition process of Ultrasonography and mammography equipment, they are expected to be received in the month of October, 2000.

### 3. THE SOCIAL MARKETING PROGRAM

#### a) Social marketing and reproductive health

The results of the activities realized for The Social Marketing Program during the July-September 2000 quarter are considered satisfactory, but it is hoped that incrementing them with the help of the publicity and promotion campaign will impel sales. This campaign will start October 15th, 2000. As for the units of condoms, there has been 76% of compliance. As anticipated, the decrease in the sales of Condor is due to the additional demand from the previous quarter, in which the clients were over-stocked, prior to the incorporation of the Value Added Tax (VAT). As for the non-compliance reflected in the Contempo brand (44.4% of what was programmed), this is due to the disloyal competition at the "10 and 15" business establishments for example, where products are sold at price far lower than that offered by the Association.

As for the Piel brand, the competition has also incremented their bonification offers at two for one, a situation which has gradually affected our product; because of this, the promotion strategies will be developed in order to raise sales of this brand, along with the launching of the advertising campaign.

The over-sale of the new "Cyclofémina" brand is due to the product launching initiating with the "planting"(first sale) phase that allows clients to take advantage of introduction promotions. With this product the intention is to initiate a series of activities with physicians, with the objective of having them prescribed and achieving projected sales.

As for the realizations of sales in colones, the accumulated compliance is practically according to what was programmed. This situation is similarly shown in the comparative table of CYPs offered by the program.

As a complementary activity and support for the distribution of contraceptives commercialized by SDA, workshop-seminars have been given on "Security and Contraceptive Technology", including dependents on the Pro-Familia Pharmacy Network.

As for the Pro-Familia Network, it is worth mentioning the following opening dates: Pharmacy No. 1, October 9<sup>th</sup>; Pharmacy No. 2, October 16<sup>th</sup> and Pharmacy No. 3, October 18<sup>th</sup>/00.

QUARTERLY REPORT  
SALES IN UNITS  
PERIOD: JULY - SEPTEMBER 2000

COMPONENT: Marketing and Communications Program  
SUBCOMPONENT: Social Marketing and Reproductive Health Program  
EXECUTOR UNIT: Marketing and Communications Division

CONCEPTS	PLAN JULY 99 - DECEMBER 2000	QUARTER: JULY - SEPTEMBER 2000			ACCUMULATED ACTION PLAN		PROGRAMMED QUARTER OCTOBER- DECEMBER, 2000
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
<b>Condoms:</b>							
Cóndor	1,546,515	204,550	134,060	66	1,169,200	76	306,825
Panther	456,512	36,573	41,100	112	406,180	89	54,859
Prime Colors	303,310	39,910	40,866	102	244,401	81	59,865
Prime Spermicide	248,040	29,503	29,070	99	203,352	82	44,255
Rough Rider	98,562	12,000	11,169	93	79,731	81	18,000
Contempo	34,159	6,400	2,844	44	21,003	61	9,600
Piel	342,915	60,000	37,434	62	230,349	67	90,000
<b>Condoms Total</b>	<b>3,030,013</b>	<b>388,936</b>	<b>296,543</b>	<b>76</b>	<b>2,354,216</b>	<b>78</b>	<b>583,404</b>
<b>Pills:</b>							
Pelta	522,864	62,867	57,944	92	423,640	81	94,301
Minigynon	58,038	8,000	7,399	92	45,437	78	12,000
<b>Pills Total</b>	<b>580,902</b>	<b>70,867</b>	<b>65,343</b>	<b>92</b>	<b>469,077</b>	<b>81</b>	<b>106,301</b>
<b>Injectables:</b>							
Other brand	535	0	0	0	535	100	0
Cyclofemina	2,700	1,350	2,452	182	2,452	91	1,350
<b>Injectables Total</b>	<b>3,235</b>	<b>1,350</b>	<b>2,452</b>	<b>182</b>	<b>2,987</b>	<b>92</b>	<b>1,350</b>
Vaginal lubricant	4,500	0	0	0	0	0	4,500

QUARTERLY REPORT  
SALES IN SALVADORIAN COLONES  
PERIOD: JULY - SEPTEMBER 2000

COMPONENT: Marketing and Communications Program  
SUBCOMPONENT: Social Marketing and Reproductive Health Program  
EXECUTOR UNIT: Marketing and Communications Division

CONCEPTS	PLAN JULY 99 - DECEMBER 2000	QUARTER: JULY - SEPTEMBER 2000			ACCUMULATED ACTION PLAN		PROGRAMMED QUARTER OCTOBER- DECEMBER. 2000
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
<b>Condoms:</b>							
Cóndor	¢1,761,061	¢248,870	¢162,523	65	¢1,301,410	74	¢373,304
Panther	¢827,538	¢64,003	¢71,925	112	¢558,565	67	¢96,003
Prime Colors	¢1,036,311	¢136,359	¢139,627	102	¢835,040	81	¢204,539
Prime Spermicide	¢1,099,645	¢130,797	¢128,877	99	¢901,528	82	¢196,197
Rough Rider	¢402,462	¢49,000	¢45,607	93	¢325,569	81	¢73,500
Contempo	¢187,308	¢35,093	¢15,595	44	¢115,170	61	¢52,640
Piel	¢1,520,257	¢266,000	¢165,957	62	¢1,021,214	67	¢399,000
<b>Condoms Total</b>	<b>¢6,834,582</b>	<b>¢930,122</b>	<b>¢730,111</b>	<b>78</b>	<b>¢5,058,496</b>	<b>74</b>	<b>¢1,395,183</b>
<b>Pills:</b>							
Perla	¢2,866,961	¢345,769	¢318,482	92	¢2,321,018	81	¢518,656
Minigynon	¢1,128,839	¢155,600	¢143,911	92	¢883,750	78	¢233,400
<b>Pills Total</b>	<b>¢3,995,800</b>	<b>¢501,369</b>	<b>¢462,393</b>	<b>92</b>	<b>¢3,204,768</b>	<b>80</b>	<b>¢752,056</b>
<b>Injectables:</b>							
Other brand	¢14,875	¢0	¢0	0	¢14,875	100	¢0
Cyclofemina	¢85,050	¢42,525	¢77,238	182	¢77,238	91	¢42,525
<b>Injectables Total</b>	<b>¢99,925</b>	<b>¢42,525</b>	<b>¢77,238</b>	<b>182</b>	<b>¢92,113</b>	<b>92</b>	<b>¢42,525</b>
Vaginal lubricant	¢198,000	¢0	¢0	0	¢0	0	¢198,000
<b>General Total</b>	<b>¢11,128,307</b>	<b>¢1,474,016</b>	<b>¢1,269,742</b>	<b>86</b>	<b>¢8,355,377</b>	<b>75</b>	<b>¢2,387,764</b>

QUARTERLY REPORT  
GENERATION OF CYPs  
PERIOD: JULY - SEPTEMBER 2000

COMPONENT: Marketing and Communications Program  
SUBCOMPONENT: Social Marketing and Reproductive Health Program  
EXECUTOR UNIT: Marketing and Communications Division

CONCEPTS	PLAN JULY 99 - DECEMBER 2000	QUARTER: JULY - SEPTEMBER 2000			ACCUMULATED ACTION PLAN		PROGRAMMED QUARTER OCTOBER- DECEMBER, 2000
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
<b>Condoms:</b>							
Cóndor	15,762	2,085	1,358	65	11,616	74	3,127
Panther	4,558	365	397	109	4,211	92	548
Prime Colors	2,808	370	373	101	2,238	80	554
Prime Spermicide	2,296	273	264	97	1,829	80	410
Rough Rider	913	111	100	90	711	78	167
Contempo	285	53	32	60	243	85	80
Piel	3,175	556	365	66	2,143	67	833
<b>Condoms Total</b>	<b>29,797</b>	<b>3,813</b>	<b>2,889</b>	<b>76</b>	<b>22,991</b>	<b>77</b>	<b>5,719</b>
<b>Pills:</b>							
Perla	42,526	5,113	4,704	92	34,723	82	7,670
Minigynon	4,186	577	530	92	3,269	78	866
<b>Pills Total</b>	<b>46,712</b>	<b>5,690</b>	<b>5,234</b>	<b>92</b>	<b>37,992</b>	<b>81</b>	<b>8,536</b>
<b>Injectables:</b>							
Other brand	0	0	0	0	57	0	0
Cyclofemina	393	113	213	188	213	0	112
<b>Injectables Total</b>	<b>393</b>	<b>113</b>	<b>213</b>	<b>188</b>	<b>270</b>	<b>69</b>	<b>112</b>
Vaginal lubricant	0	0	0	0	0	0	0
<b>General Total</b>	<b>76,902</b>	<b>9,616</b>	<b>8,336</b>	<b>87</b>	<b>61,253</b>	<b>80</b>	<b>14,367</b>

**b) Resource Development Program**

The generation of income from the Audiovisuals Production Center (APC) exceeded the quarter estimate by 26% because some negotiations with private producers were solidified; some edition services were sold to these producers. It is estimated that for the rest of the year these goals will be accomplished.

In the quarter there is an additional 110% to the programmed donations in cash, due to the fact that at the beginning of the year activities such as visits to enterprises, direct mail, among others; with the objective of having these enterprises carry out posterior donations to the institution, in the period they consider to be convenient. Considering the response behavior of the enterprises and the realized work, it is estimated for the following quarter that there will be a collection of around ₡40,000.

In the sales of Christmas Cards no numbers were reported for the quarter of this report because this activity is concentrated in the last quarter of the year.

Fund-raising activities show an additional 70% to what was programmed for the quarter because of obtained success presenting the movie premier "The Patriot". For the next quarter it is expected the presentation of another movie premier and the realization of a raffle, with the objective being to meet the programmed collection goal.

As for the donations in kind, there is an additional 40.5% to what was programmed in the quarter being reported, which is due to the donation of reproduction rights on behalf of painters for issuing Christmas cards and calendars. It is expected that during the rest of the year an important donation from different enterprises will be obtained. With these enterprises work is being realized, mostly with media (Radio); through which bonifications are intended to be obtained in the development of a publicity campaign.

SDA -USAID AGREEMENT  
SUSTAINABLE PROJECT OF SEXUAL AND REPRODUCTIVE HEALTH

QUARTERLY REPORT  
PERIOD: JULY - SEPTEMBER 2000

COMPONENT: Marketing and Communications Program  
SUBCOMPONENT: Resource Development  
EXECUTOR UNIT: Marketing and Communications Division

CONCEPTS	PLAN JULY 99 - DECEMBER 2000	QUARTER: JULY - SEPTEMBER 2000			ACCUMULATED ACTION PLAN		PROGRAMMED QUARTER OCTOBER- DECEMBER, 2000
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
Audiovisuals Production Center							
(APC) and Graphic Design	¢75,405	¢7,500	¢9,461	126	¢69,666	93	¢7,500
Donations from Firms and other Institutions	¢218,450	¢20,000	¢42,000	210	¢200,450	92	¢40,000
Christmas cards	¢294,805	¢0	¢0	0	¢140,055	48	¢154,750
Fund-raising Activities	¢222,164	¢25,000	¢42,398	170	¢152,062	68	¢87,500
<b>Cash Subtotal</b>	<b>¢810,824</b>	<b>¢52,500</b>	<b>¢93,859</b>	<b>179</b>	<b>¢562,433</b>	<b>69</b>	<b>¢289,750</b>
In-kind donations	¢1,033,886	¢100,000	¢140,500	141	¢275,060	27	¢799,326
<b>General Total</b>	<b>¢1,844,710</b>	<b>¢152,500</b>	<b>¢234,359</b>	<b>154</b>	<b>¢837,493</b>	<b>45</b>	<b>¢1,089,076</b>

#### **4. RESEARCH PROGRAMS**

##### **a) Demographic and Health Surveys**

In this report the principal considerations and comments of the analysis corresponding to the July-September quarter of 2000 are included.

The delay in complying the reprogrammed global distribution goal from the final bilingual printed report (Spanish and English), as well as the Web Page publication is due, principally, to the priority that was given to the organization and execution of new programmed sessions along with SDA and USAID. Nonetheless, it is worth noting that until now covering the regular demand from survey results has been achieved, leaving unfinished only the distribution among new recipients that have come about as an effect of the broad data diffusion in the results dissemination seminars.

For reasons expressed above, the printing of 500 copies of the Final Results Report of the survey, in addition to those initially programmed, as well as their national and international distribution, has been differed to the next quarter; period in which the publication of the FESAL Web Page is foreseen along with the distribution of the Summarized Report and the Poster Document of Departmental Indicators.

QUARTERLY REPORT  
PERIOD: JULY - SEPTEMBER 2000

COMPONENT: Research Program  
SUBCOMPONENT: Demographic and Health Surveys  
EXECUTOR UNIT: Evaluation & Research Management Office

CONCEPTS	PLAN JULY 99 - DECEMBER 2000	QUARTER: JULY - SEPTEMBER 2000			ACCUMULATED ACTION PLAN		PROGRAMMED QUARTER OCTOBER- DECEMBER, 2000
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
Final Report of results from FESAL-98 elaborated to September/99 (Spanish version)	1				Concluded report		
Final Report of results from FESAL-98 printed to December/99 (Spanish and English version)	1	Additional Printing of 500 copies of the report	Hiring of a company to print 500 copies of the report		2000 copies of the report printed		Additional printout of 500 copies of the report
Final Report of results from FESAL-98 distributed to December/99 (Spanish and English version)	1	Report Distribution of 950 copies.	Distribution of 100 copies of the report		1600 copies of the report distributed		Distribution of 850 copies of the report
FESAL-98 Results Dissemination Seminars and Workshops sessions executed to June/2000	6	Carry out the second workshop session for ISSS and sessions for political levels.	6 sessions (1 for the ISSS, 1 for deputies, 1 combined for a health unit of MSPAS and one of ISSS, 1 for International Cooperation Organizations, 1 for the Social Media, 1 for medical faculties).		1 seminar for central level officials and 14 workshop sessions, accomplished.		
Report of FESAL-98 Results Dissemination Seminars and Workshop sessions elaborated to September/2000	1	Seminars and workshop sessions report editing.	Codification of the 369 evaluation forms from workshop sessions.		Codification of evaluation forms from workshop sessions.		Seminar and workshop sessions report editing.
FESAL-98 Final Report of Results published in internet to March/2000	1	Format definition and publishing of the FESAL-98 Web Page	Preliminary version of the FESAL-98 web page format, produced and checked.		Preliminary version of the FESAL-98 web page format, produced and checked.		Final editing of FESAL-98 format and Web Page publication.
Fascicles production demand of secondary analyses attended starting from July/2000	Production according to demand	New analyses production according to demand.	Production of 17 tables requested by BASICS about information regarding infant/maternal health from the Cabañas, Cuscatlan, Morazán and Sonsonate departments.		Concluded Analysis: a) Results for 4 sustainable municipalities, b) ISSS exclusive use results, c) Production of 17 tables requested by BASICS about information regarding infant/maternal health from the Cabañas, Cuscatlan, Morazán and Sonsonate departments.		Production according to demand
Summarized report of FESAL-98, distributed*		Printout of 2000 copies of the summarized report	Printout of 1500 copies of the summarized report and distribution of 230 copies		Printout of 1500 copies of the summarized report and distribution of 230 copies		Distribution of 1070 copies of the summarized report
Poster document of the Department indicators from FESAL.98, distributed *		Editing and printing of 1500 copies of the document	Document editing		Document editing		Printout of 1500 copies of the document and distribution of 1300 copies.

\* Incorporated activities in agreement with USAID, after the approval of the Action Plan in reference.

**b) Feasibility Studies**

The considerations and comments of the analysis corresponding to the report of April-June quarter, 2000 are detailed below:

As is noted in the programmatic execution table, with the only exception of the carrying out of "First biannual distribution checkup in establishments that will expend products that SDA will commercialize starting from 1999", the "Pre-campaign Evaluation of Services Promotion", and the "Foreseen study to evaluate the teen program"; all activities planned in the quarter of reference were met totally.

As for the evaluation of the Pre-campaign, there has been an advance of 75% in the data collection phase, estimating that the reports are presented by the middle of October-December quarter of 2000; quarter in which it is foreseen to conclude the data collection phase in both, the distribution checkup in pharmacies and in the teens study.

Among the positive achievements of this project, it is opportune to comment that with the purpose of reducing costs and time, it was decided to merge in a single activity the market feasibility studies to impel the commercialization of new products that have been foreseen to be introduced in the Marketing Program, the one about the establishment of a pharmacy network owned by SDA, and the one of a new brand distribution of injectable contraceptive. This study has been denominated "Feasibility Study to Establish a Pharmacy Network and to Commercialize New Lines of SDA Own Products". Likewise, this study was taken as an advantage to gather data about the commercialization of products that SDA distributes in 539 existent pharmacies in the cities of San Salvador, Soyapango, Santa Ana, San Miguel, and Nueva San Salvador, which is still not made as an exclusive study. It basically consists in a distribution checkup, reasoning that it sustains SDA's decision of moving to the last quarter of 2000 the "Distribution Checkup". Also, in the reported period The Payment Willingness Survey was carried out (among SDA clinics' users in San Salvador and Soyapango). The survey was not programmed in the original Action Plan and its results support the decision-making on the increase of prices of the researched services.

QUARTERLY REPORT  
PERIOD: JULY - SEPTEMBER 2000

COMPONENT: Research Program  
SUBCOMPONENT: Feasibility Studies  
EXECUTOR UNIT: Evaluation & Research Management Office

CONCEPTS	PLAN	QUARTER: JULY - SEPTEMBER 2000			ACCUMULATED ACTION PLAN		PROGRAMMED QUARTER
	JULY 99 - DECEMBER 2000	PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	OCTOBER- DECEMBER 2000
<b>A. Studies for the Marketing and Communications Program</b>							
<b>1 Distribution checkup in establishments that will expend products that SDA will commercialize since 1999.</b>							
Realized biannual distribution checkups	3	Reference terms elaboration	Reference terms elaboration and selection of the consultant to carry out the checkup.		Reference terms elaboration and selection of the consultant to carry out the checkup.		Data collection in 250 pharmacies, concluded
Presented biannual distribution checkups reports	3				None		Report of results presentation from 1 checkup.
<b>2 Feasibility studies to impel the commercialization of new products that SDA will distribute through the drugstore that it plans to open.</b>							
Elaborated Reference Terms of the studies	1				Concluded		
Selected executor consultant of the studies	1				Concluded		
Study's Execution	1				Concluded		
Presented results report of the studies	1				Concluded		
<b>3 Market feasibility study for the establishment of a pharmacy network in SDA spaces and in others to rent.*</b>							
Elaborated Reference Terms of the study	1				Concluded		
Selected executor consultant of the study	1				Concluded		
Study's Execution	1				Concluded		
Presented results report of the study	1				Concluded		
<b>4 Feasibility study for a new brand distribution of an injectable contraceptive and of disposable speculums **</b>							Define the methodology of disposable speculum study
Elaborated Reference Terms of the study	1	Define the methodology of disposable speculum study and the reference terms elaboration	Posponed			50.0	Define the methodology of disposable speculum study and the reference terms elaboration
Selected executor consultant of the study	1					50.0	
Study's Execution	1					50.0	
Presented results report of the study	1					50.0	

\* As effect of reducing costs and time, this activity was merged with the one numbered as A.2  
\*\* As effect of reducing costs and time, the "feasibility study for the distribution of a new brand of injectable contraceptive" was merged with the activity numbered as A.2 and the "Disposable speculums study" is going to be merged with the one numbered as A.5.

QUARTERLY REPORT  
PERIOD: JULY - SEPTEMBER 2000

COMPONENT: Research Program  
SUBCOMPONENT: Feasibility Studies  
EXECUTOR UNIT: Evaluation & Research Management Office

CONCEPTS	PLAN	QUARTER: JULY - SEPTEMBER 2000			ACCUMULATED ACTION PLAN		PROGRAMMED QUARTER
	JULY 99 - DECEMBER 2000	PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	OCTOBER- DECEMBER 2000
<b>5 Feasibility study for the pregnancy test commercialization.</b>							
Reference Terms of the study, elaborated	1	1	POSTPONED				Define the methodology of the study and elaboration of reference terms.
Executor consultant of the study, Selected	1	1	POSTPONED				1
Study execution	1						1
Study Report, presented	1						1
<b>B. Studies for the Medical Services Program</b>							
<b>1 Feasibility study for the sale of ultrasonography, mammography, and densitometry services, and rent of spaces for ambulatory surgery****</b>							
Reference Terms of the study, elaborated	1				Concluded		
Executor consultant of the study, Selected	1				Concluded		
Study execution	1				Concluded		
Results report of the study, presented	1				Concluded		
<b>2 Market study about the new clinical services demand****</b>							
Reference Terms of the study, elaborated	1				Concluded		
Executor consultant of the study, Selected	1				Concluded		
Study execution	1				Concluded		
Results report of the study, presented	1				Concluded		
<b>3 Service Promotion Pre-campaign Evaluation</b>							
Reference Terms of the evaluation, elaborated	1	1	Concluded		Concluded		
Executor consultant of the evaluation, Selected	1	1	Concluded		Concluded		
Study execution	1	1	Postponed because of a delay in the campaign launching.				1
Results report of the evaluation, presented	1	1	Postponed because of a delay in the campaign launching.				1

\*\*\* This study will merge with the "Disposable speculums" study detailed in the A.4 numeral.

\*\*\*\* The name of the study was modified by the one of "Market feasibility study to commercialize new services in SDA clinics", adding the investigation about clinic laboratory services.

QUARTERLY REPORT  
 PERIOD: JULY - SEPTEMBER 2000

COMPONENT: Research Program  
 SUBCOMPONENT: Feasibility Studies  
 EXECUTOR UNIT: Evaluation & Research Management Office

CONCEPTS	PLAN JULY 99 - DECEMBER 2000	QUARTER: JULY - SEPTEMBER 2000			ACCUMULATED ACTION PLAN		PROGRAMMED QUARTER
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	OCTOBER- DECEMBER, 2000
<b>C. Study for the Teen Integral Care Program</b>							
1 Investigation to identify the strategies with greater potential warranty of effectiveness approaching the sexual and reproductive health thematic in teens.			POSTPONED				
Reference Terms of the investigation, elaborated	1	1	POSTPONED				1
Executor consultant of the investigation, Selected	1	1	POSTPONED				1
Investigation execution	1	1	POSTPONED				1
Results report of the investigation, presented	1						1
<b>D. Payment willingness survey to SDA female clinic users in San Salvador and Soyapango</b>							
- Negotiation and design of the survey					Concluded		
- Survey execution					Concluded		
- Result presentation					Concluded		

## **SPECIAL PROJECTS**

### **a) Teen Integral Care Program**

The goals related to juvenile leaders were incremented due to the training on "Reducing the Risk" developed by personnel of Planned Parenthood of Southern Arizona.

Starting on August 23<sup>rd</sup>, it began the counseling service for adolescents that take HIV or pregnancy tests. Their functionality is presently being monitored for the establishment of goals and adjustment strategies.

The educational workshop for gestating adolescents that was programmed for the month of September, has been differed to October, because of visits realized to educational centers and it ended up being the most convenient date for the majority of young people.

Two feedback sessions directed to parents that were programmed for the quarter being informed, will be realized in the month of October, as requested by educational institutions.

The apparent reduction in the compliance of goals related to hours of volunteer work and multiplier effect talks is due to the fact that in the month of September, the registration papers were not picked up because the personnel oriented its effort to the training and the tasks of institutional planning. This information is being collected and will be reported in the next quarter.

The goal of trained adolescents and parents was completed in the quarter being informed, because the training events were moved ahead of schedule to avoid interference with scholastic evaluation activities programmed for the month of October; which, at the same time, demanded realizing four not programmed advising sessions.

The handouts on the HIV/AIDS themes will be distributed in their entirety on October 13<sup>th</sup>. Meanwhile, 50% of the handouts on: dating, sexuality, teen pregnancy, and gender will be given on October 20<sup>th</sup>, in order to start their commercialization. The STI handout will be technically revised in its entirety during the month of October and the contraceptive methods during the month of November of 2000, the month in which they will be sent to the printing press for production. These last two handouts are being re-elaborated because of national controversy over their focus on adolescent sexual education.

The strategy for commercializing handouts is to offer the institutions with purchasing potential to buy the set of handouts -reason to differ the sale for the year 2001.

QUARTERLY REPORT  
PERIOD: JULY - SEPTEMBER 2000

COMPONENT: Special Projects  
SUBCOMPONENT: Teen Integral Care Program  
EXECUTOR UNIT: Education and Training Management Office

CONCEPTS	PLAN JULY 99 - DECEMBER 2000	QUARTER: JULY - SEPTEMBER 2000			ACCUMULATED ACTION PLAN		PROGRAMMED QUARTER OCTOBER- DECEMBER 2000
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
Basic courses	8	2	2	100	8	0	0
Participants	225	57	43	75	211	94	0
Feedback sessions for Juvenile Multipliers	16	5	4	80	15	94	1
Participants	390	118	95	81	367	94	23
Sessions for Juvenile leaders	1	0	1		2	200	0
Feedback sessions for leaders	2	0			2	100	0
Participants	81	0	22		98	121	0
Advising/Supervision reunions	225	40	43	108	218	97	7
Multiplier effect talks	2,800	450	371	82	2,322	83	478
Participants	92,250	13,500	11,320	84	78,100	85	14,150
Hours of volunteer work	26,640	6,800	3,772	55	21,916	82	4,724
Qualitative research							
Selection of the executor consultant of the investigation	1	1	0	0	0	-	1
Presentation of Results Report of the investigation	1	1	0	0	0	0	1
Pre and Post HIV test and pregnancy test counseling services in adolescents*							

\* All the programmed activities for the implementation of the service have been carried out.

QUARTERLY REPORT  
PERIOD: JULY - SEPTEMBER 2000

COMPONENT: Special Projects  
SUBCOMPONENT: Teen Integral Care Program  
EXECUTOR UNIT: Education and Training Management Office

CONCEPTS	PLAN JULY 99 - DECEMBER 2000	QUARTER: JULY - SEPTEMBER 2000			ACCUMULATED ACTION PLAN		PROGRAMMED QUARTER OCTOBER- DECEMBER 2000
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
<b>Gestating Adolescents training</b>							
Training design	1	concluded	-	0	concluded	100	concluded
Educational workshops	5	1	0	0	3	60	2
Participants	40	12	0	0	16	40	24
<b>INTEGRATED TRAINING MODEL</b>							
<b>(Teens, parents and teachers)</b>							
Adolescent Training	3	0	-	0	3	100	0
Participants	69	35	54	154	69	100	0
Parents training	3	1	1	100	3	100	0
Participants	50	22	30	136	58	116	0
Teachers training	1	0	0	0	1	100	concluded
Participants	11	0	0	0	11	100	concluded
Feedback sessions for adolescents	3	2	2	100	3	100	0
Participants	62	47	44	94	59	95	0
Feedback sessions for parents	3	2	0	0	0	0	3
Participants	50	34	0	0	0	0	50
Feedback sessions for teachers	1	0	0	0	1	100	0
Participants	11	0	0	0	10	91	0
Advising reunions	15	9	13	144	19	127	0
Multiplier effect talks	500	250	153	61	257	51	243
Hours of volunteer work	7000	3000	1.086	36	4516	65	2484
<b>PRODUCTION AND SALE OF EDUCATIONAL MATERIAL</b>							
Printed handouts	120.000	120.000	0	0	0	0	120.000
Handout sales(¢)	120.000	40.000	0	0	0	0	**
Produced quantity from the handout sales (¢)	150.000	50.000	0	0	0	0	**
Income from the workshops sales(¢)	5.100	1.500	0	0	2.100	41	3.000
Income Total (¢)	155.100	51.500	0	0	0	0	**

\* Activities without estimations in the original Action plan

\*\* In the next quarter it is going to be formulated the commercialization plan and the goal definition detailed for the handout sales.

**b) Documentation Centers in Population**

The unmet goal of visits to educational centers (51%) is because the efforts were oriented to administrative work of institutional planning, which has also influenced in the low coverage of the programmed talks (69%). The pending visits will be carried out during the month of October.

The users and revenues of the Cyber Center have been reduced (55% and 14%, respectively) due to the impact that the application of the VAT in prices has had and to the opening of two Cyber Cafes in the SDA proximities with slightly smaller prices. The opposite happens to the revenues by other services that libraries offer, which surpassed the goal in 44% -mainly for the rent of the new acquired videos about sexual and reproductive health.

Among other activities, the active participation in the National Network of Documentary Information in Health has continued. Also, there has been an advance of 75% in the reorganization of the bibliographical material of San Salvador's library, hoping to complete 25% remaining in the next quarter.

QUARTERLY REPORT  
PERIOD: JULY - SEPTEMBER 2000

COMPONENT: Special Projects  
SUBCOMPONENT: Documentation Centers in Population  
EXECUTOR UNIT: Education and Training Management Office

CONCEPTS	PLAN JULY 99 - DECEMBER 2000	QUARTER: JULY - SEPTEMBER 2000			ACCUMULATED ACTION PLAN		PROGRAMMED QUARTER OCTOBER- DECEMBER, 2000
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
Promotional Visits and mail to Educational Centers, and Health Organizations							
- Visits	331	86	44	51	275	83	56
- Mail	627	60	65	108	617	98	50
Provide users with information through internet and bibliographical material							
-attended library users	44,501	9,300	9,944	107	40,295	91	4,206
-attended Cyber Center users	4,263	685	373	54	3,236	76	1,027
Distribution of informational handouts :							
- Distributed handouts	66,512	8,400	9,189	109	62,451	94	6,000
Talks about early pregnancy prevention, STIs, and HIV/AIDS (individual and/or group talks)							
- Number of given talks	516	132	91	69	457	89	59
Revenues by sale of educational material and internet services							
- Revenues by library services	88,301	15,200	21,877	144	85,178	96	9,000
- Revenues by Cyber Center services	176,345	45,000	6,101	14	92,435	52	83,910
Income Total	264,646	60,200	27,978	46	177,603	67	92,910

**c) Development of Volunteer Human Resources**

The goals of attentions to users have not been accomplished as it was expected, due to the numerous permits (19) requested by female volunteers, especially from Santa Ana and San Salvador (19), and for the implementation of a new computerized system in San Salvador's clinic starting from September, which eliminates processes in those that volunteers had more participation with. However, effort has been guided to the information tasks where an increase of 26% is shown for this quarter. This is also product of achieving assigned goals to the volunteer teachers of Santa Ana and San Miguel.

The hours of group development were increased due to the necessity of preparing new applicants for female volunteers in Santa Ana and to the training events offered to update San Miguel's volunteer personnel.

The hours contributed by students were reduced since the new training project programmed for September, will begin in October, 2000.

The number of female volunteers' training sessions is reduced by the reprogramming of an event for the month of October.

SDA -USAID AGREEMENT  
SUSTAINABLE PROJECT OF SEXUAL AND REPRODUCTIVE HEALTH

QUARTERLY REPORT  
PERIOD: JULY - SEPTEMBER 2000

COMPONENT: Special Projects  
SUBCOMPONENT: Development of Volunteer Human Resource  
EXECUTOR UNIT: Education and Training Management Office

CONCEPTS	PLAN JULY 99 - DECEMBER 2000	QUARTER: JULY - SEPTEMBER 2000			ACCUMULATED ACTION PLAN		PROGRAMMED QUARTER
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	OCTOBER- DECEMBER, 2000
Attention to clinics' users	69,820	11,250	8,888	79	56,208	81	13,612
Public informed in interviews, talks and courses	76,781	10,412	13,071	126	69,852	91	6,929
Informed in sessions of men's participation in reproductive health	1,223	-	-	0	1,223	100	-
Panel Forum	4	1	1	0	4	100	-
Work hours of female volunteers	25,265	4,250	4,276	101	21,041	83	4,224
Hours of group development	5,920	582	832	143	5,588	94	332
Reception of Professionals and High School students in social service	60	15	14	93	45	75	15
Hours contributed by students in social service	9,880	1,800	956	53	7,935	80	1,945
Training events addressed to female volunteers	26	4	3	75	23	88	3

## 6. PRO-FAMILIA HOSPITAL PROJECT

In general, the realizations of the Pro-Familia Hospital in this quarter are within the expected limits, being the exception external visits (emergencies).

In the reported quarter, the daily demand of ISSS attention to deliveries has been increased, which is reflected positively in the achievement of 120% of that programmed as for offered services, and 128% as for economic revenues. This difference of achievements obeys to that the average stay in days has been greater than the one projected and a greater number have been assisted of Caesareans.

On the contrary, the external visit shows an achievement of 76% regarding that programmed, which is because the estimate was done under the supposition that we would have the support of the promotion company and publicity with emphasis in this item, which still has not been launched. This delay in the launching of the campaign also explains the nonfulfillment of the estimate of economic revenues, although the effect has been slightly smaller (82% against 78%); because the emergency visits have generated greater income average by the use of more medications or expendable material.

It is opportune to point out that the global estimates of the component are in target, since the accumulated achievements of the Action Plan are in the expected average of 83%, which allows waiting that in absence of non controllable factors by the Association, the realizations guarantee the compliance of the goals reprogrammed in the previous quarter.

QUARTERLY REPORT  
PERIOD: JULY - SEPTEMBER 2000

COMPONENT: Pro-Familia Hospital  
SUBCOMPONENT: Pro-Familia Hospital  
EXECUTOR UNIT: Pro-Familia Hospital

CONCEPTS	PLAN JULY 99 - DECEMBER 2000	QUARTER: JULY - SEPTEMBER 2000			ACCUMULATED ACTION PLAN		PROGRAMMED QUARTER OCTOBER-DECEMBER 2000
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
<b>SERVICES (QUANTITIES)</b>							
Hospital expenditures	3780	628	587	93	3,110	82	629
External visits	7930	1,193	916	77	6,460	81	1193
Laboratory exams	36700	6,107	6,341	104	30,828	84	6107
Radiological Studies	5900	980	874	89	4,814	82	980
Ultrasonds	2158	319	304	95	1,824	85	319
ISSS deliveries	5200	865	1,043	121	4513	87	865
<b>SERVICES INCOME</b>							
Hospital expenditures	€24,480,410	€3,997,260	€3,572,506	89	€20,058,396	82	€3,997,260
External visits	€2,302,923	€357,900	€293,922	82	€1,881,045	82	€357,900
Radiological Studies	€974,024	€161,700	€170,012	105	€820,636	84	€161,700
Ultrasonds	€418,182	€60,610	€62,738	104	€359,690	86	€60,610
ISSS deliveries	€7,931,567	€1,297,500	€1,660,447	128	€6,997,014	88	€1,297,500
<b>TOTAL INCOME</b>	<b>€36,107,106</b>	<b>5,874,970</b>	<b>€5,759,625</b>	<b>98</b>	<b>€30,116,781</b>	<b>83</b>	<b>€5,874,970</b>

## **7. TECNICAL AND ADMINISTRATIVE SUPPORT**

### **TECNICAL SUPPORT**

#### **a) SDA Personnel Strengthening**

During the July-September quarter, 2000 the subcomponent of Personnel Strengthening, carried out the following activities:

In the training area were carried out 4 Operational Seminars, with 118 participations and 5 Technical Seminars that specialized 8 participants; also, the participation was negotiated in 3 training events abroad, one financed by USAID and 2 by other donating agencies. The programmed number of technical seminars differs from those carried out because they are negotiated according to what is offered by the national market.

It is relevant to mention that the local training events in their majority have been channeled through the Salvadoran Institute of Professional Formation (INSAFORP), which has allowed carrying out a bigger number of training events at a smaller cost.

As part of the activities of the subcomponent 18 recruitment ,selection, and hiring processes were also carried out, distributed in the following way:

- Hiring of 12 new positions (pharmacy dependents, secretaries, messengers, receptionists, operator, and purchases assistant)
- Hiring of 6 positions to substitute personnel of the clinics and hospital areas.

In the annexed table, the personnel distribution of the Association is presented by sex, occupational level and funding source, where it is observed that of 344 people that work in SDA, 225 are women and they represent 65% and 119 are men, representing 35% of the total employees. Likewise, it is observed that USAID pays the wages of 30% of the personnel and SDA 70%.

QUARTERLY REPORT  
PERIOD: JULY - SEPTEMBER 2000

COMPONENT: Technical and Administrative Support  
SUBCOMPONENT: SDA Personnel Strengthening  
EXECUTOR UNIT: Human Resources Management Office

CONCEPTS	PLAN JULY 99 - DECEMBER 2000	QUARTER: JULY - SEPTEMBER 2000			ACCUMULATED ACTION PLAN		PROGRAMMED QUARTER OCTOBER- DECEMBER, 2000
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
Managerial Seminars	5				4	80	1
Participations	81				61	75	20
Operational Seminars	23	4	4	100	21	91	2
Participations	561	97	118	122	539	96	40
Technical Seminars*	29	1	5	500	32	110	1
Participations	45	1	8	800	51	113	1
Training events abroad**	5	2	3	150	5	100	1
Participations	5	2	3	150	5	100	1

NOTE: \* These seminars depend on what is offered by the National Market

\*\* From the trainings abroad, 1 was funded by USAID and the rest, by other agencies.

SDA -USAID AGREEMENT  
 SUSTAINABLE PROJECT OF SEXUAL AND REPRODUCTIVE HEALTH

SDA PERSONNEL DISTRIBUTION BY SEX, OCCUPATIONAL LEVEL,  
 AND SOURCE OF FUNDS IN THE YEAR 2000  
 JULY - SEPTEMBER QUARTER, 2000

OCCUPATIONAL LEVEL  SEX	MANAGERIAL LEVEL			OPERATIONAL LEVEL			TOTAL		GENERAL TOTAL	DISTRIBUTION %
	SOURCE OF FUNDS		TOTAL MANAGERIAL LEVEL	SOURCE OF FUNDS		TOTAL OPERATIONAL LEVEL	USAID	SDA		
	USAID	SDA		USAID	SDA					
MALE	6	9	15	40	64	104	46	73	119	35%
FEMALE	0	5	5	57	163	220	57	168	225	65%
TOTAL	6	14	20	97	227	324	103	241	344	
							<i>DISTRIBUTION %</i>	30%	70%	100%

## **b) Education and Training**

During the period that is informed, it was concluded the diagnosis of educational necessities for the Rural Services Program personnel; being pending only form adjustments, which implies that during next quarter special attention will be focused to the development of the educational programs based on the referred diagnosis.

Within the framework of South-North Interchange Program, the visit of Planned Parenthood of Southern Arizona technical and administration personnel was received, where the interchange was centered in the Juvenile Educational Program implementation of "Reducing the Risk" with the group of juvenile leaders and in the strategy design to continue the interchange.

In the following-up and support of special projects, efforts have been carried out in the implementation of the counseling program, support to the student coordination in social hours, the restructuring of the library in function of the new catalog system and in the formulation of programmatic and financial planning of the year 2001 -of the subcomponents denominated "Special Projects".

For the next quarter the beginning of the Information, Education and Communications for the STIs/HIV/AIDS Prevention project is expected be guaranteed, in the population of influence of the Information and Educational Center, El Amatillo, La Unión that would be carried out with Canadian Cooperation resources and in coordination with the Ministry of Public Health and Social Assistance.

QUARTERLY REPORT  
PERIOD: JULY - SEPTEMBER 2000

COMPONENT: TECHNICAL AND ADMINISTRATIVE SUPPORT

SUBCOMPONENT: EDUCATION AND TRAINING

EXECUTOR UNIT: EDUCATION AND TRAINING MANAGEMENT OFFICE

DESCRIPTION OF GOALS	YEAR 2000						YEAR 2001											
	Jul	Aug	Sept	Oct	Nov.	Dec.	Jan	Feb.	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov.	Dec
<b>TRAINING FOR THE RURAL SERVICES PROGRAM</b>																		
Reference Terms Formulation for the hiring of consultant firms. Elaborated Documents.																		
Supervisor's Profile definition that contains main elements of the consulting firm's expected results: Elaborated Documents.																		
Public convocatory to participate in the bidding in order to choose a Consultant Firm that will develop the process. Realized Convocatories.																		
Diagnosis elaboration that identifies necessities and necessary skill-building levels. Elaborated Documents.																		
Formulation and design of the skill-building programs for each level. Elaborated Programs.																		
Training events for regional technicians and coordinators.(*) Trained.																		
Work evaluation sessions of the C. F. by Ed.& T. and RSP Management Office Realized Reunions (3 sessions)																		
<b>OTHER ACTIVITIES:</b>																		
Realized evaluations for other special projects.																		
- Teen Integral Care Program																		
- Documentation Centers in Population																		
- Development of Volunteer Human Resource																		
Elaboration of reports and plannings. Quarterly Reports.																		
Semestral Reports.																		
Annual Reports																		
Elaboration of Action Plan 2001.																		
Support and follow-up reunions																		
Supervision visits																		
Activities of South North Interchange project **																		
Adolescence and Technology Study**																		
Support to adolescent study(IBD)																		

\* THE NUMBER OF SESSIONS WILL BE DETERMINED BY THE DIAGNOSIS AND SHALL STAY IN A RANGE FROM 6 TO 12 FOR EACH LEVEL.  
\*\* FINANCED BY IPPF.

■ Programmed Activity  
--- Programmed and Realized Activity

**c) Planning, Evaluation and Development Office**

During the reported quarter, the activities of the Planning, Evaluation and Development Office were guided to support the Education and Training Management Office in directing and supervising the activities within the denominated "Special Projects", as well as in Evaluation and Research Management Office in the activities related with the Results Dissemination of the National Family Health Survey of 1998 (FESAL-98), especially in the elaboration and editing of the "Summarized Report", the organization and execution of the new results dissemination sessions and the poster design in order to make known the health indicators of departmental levels. Also, this unit coordinated the Action Plan reprogramming process for the period July/99- December/2000 and the respective quarterly reports presented to USAID/ El Salvador.