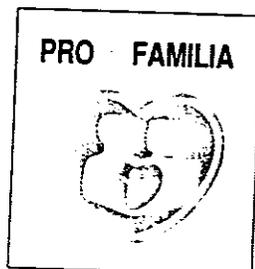


# **ASOCIACIÓN DEMOGRÁFICA SALVADOREÑA**

**STATUS REPORT  
OF JANUARY-MARCH QUARTER, 2001  
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 JANUARY-MARCH QUARTER, 2001  
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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 January-March, 2001 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 that 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 Action Plan approved by USAID/EI Salvador, for the period July 1<sup>st</sup>, 2001 to December 31<sup>st</sup>, 2001. 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.

It is opportune to mention that the goals for January-March, 2001 correspond to the ones included in the Action Plan in reference, with the exception that in the components and subcomponents in which it was foregone to estimate the impact of the earthquake of the past January 13th, were carried out adjustments for the period in reference. In some cases, it is considered that this impact, aggravated by the earthquake of February 13th and its aftershocks, will be affecting the original estimates of April-June/2001 quarter.

In the **Rural Services Program**, the realizations in the area of family planning are satisfactory, including the CYPs that surpassed the quarterly estimate by 14%, incrementing the average productivity of monthly CYPs per promoter from 3.2 in the previous quarter to 3.5 in the presently reported quarter. This is due to the interest and commitment of the technical personnel and program promoters in order to continue making the use of temporary family planning methods accessible. This is a clear indicator that the implemented strategies are producing the desired results. The effect of the earthquake was manifested in the educational, promotional and referral activities with a coverage that varies within a range of 53% for prenatal care references, to 85% in the references for vaccination of children under five years, the exception being acute respiratory infections referrals (ARI). They obtained a coverage of 175%.

In the **Clinical Services Program**, with the exception of achievements gained in the mammography and bone density services that are part of the services newly incorporated into the program, the obtained results were considerably diminished due to the impact of the earthquakes, obtaining gains within a range of 42% for the cryotherapy services, and 70% for the STI visits.

The mammography and bone density services benefited from the signing of agreements with the ISSS to offer services to its claimants. As for bone densities, the help of the Merck Sharp and Dome pharmaceutical company was counted on to execute a session for taking this exam, and aid has been negotiated to realize five more.

It is important to mention that during the presently informed quarter, Miralvalle Pro-Familia clinic was opened and the clinical laboratory services began for San Miguel, Santa Tecla and Miralvalle clinics. In the clinics of San Miguel, Santa Ana, Santa Tecla, and Soyapango ultrasonography services were initiated.

In the **Commercialization** subcomponent of **The Marketing and Communications Program**, the results of the quarter presently being informed are below the estimates for most of the products and brands. This is due primarily to the effects of earthquakes; which was more evident in the higher priced products. On the other hand, the Condor brand has maintained popular prices; besides showing satisfactory results, it shows a 21% increase compared to the January-March quarter from the previous year.

As for the **SDA Pharmacy Network**, the sales results were very satisfactory since they surpassed the proposed goal by 30% even though this goal was increased above the original proposal in the Action Plan, considering its successful opening. The daily sales average at the closing of the January-March quarter rose 56%, passing from ₡23,516 in December 2000 to reach ₡36,589 in March 2001.

As for the **Resource Development Program**, the results of the presently informed quarter are satisfactory since 67% more than what was programmed was achieved within the different income-generating activities. As for the in-kind donations, the programmed goal was surpassed by 70% because of the negotiations realized with the media. A 100% bonification was obtained from the TV and radio spots.

The total income generated by the Marketing and Communications Program in the presently informed quarter was ₡4,380,948. This represents a 123% increase compared to the January-March quarter of the previous year. In great part, this is due to the successful opening of the SDA Pharmacy Network.

The additional demand for the 1998 National Family Health Survey (FESAL-98) results continued to be attended within the **Research Program**, in the **Demographic and Health Surveys** subcomponent, achieving an accumulated distribution of 2,025 copies of the final report, 1,430 of the summarized report, and 1,160 of the departmental health indicators poster.

Under the subcomponent of "**Feasibility Studies**" during the January-March 2001 quarter there was a 60% advance in the data collection from the "Pro-Familia Clinics Female Users Satisfaction Study" that corresponds to 860 interviews in five of the nine evaluated clinics. The revision of the report on the "First Checkup of Contraceptive Product Distribution for the Marketing Program" was also realized. The final reports of both studies will be presented throughout the April-June 2001 quarter.

Within the "**Special Projects**" component, in the "**Teen Integral Care Program**" subcomponent, with the exception of the work with groups of juvenile leaders (male and female) that presents very satisfactory achievements, the realizations for the rest of the activities show a coverage below 80%; in this case, two basic courses were realized for the skill-building of 43 multipliers, this representing an achievement of 67% and 57% respectively. In general, these achievements were determined by the extension of the activities' suspension in educational establishments, as a direct consequence of the earthquakes.

In the "**Population Documentation Centers**" subcomponent, with the exception of the item, participants in early pregnancy and STI/HIV/AIDS prevention talks, which is achieved within the desired limits, the achievements for the rest of the estimates are to be found in a range that varies from 42% for services promotion visits to 86% with respect to the obtained income. That is basically explained by the extension of class suspension in educational establishments, and in the particular case of the San Salvador documentation

center by the temporary closing during facilities repairs. Both situations were a consequence of the earthquakes.

In the "**Volunteer Human Resource Development**" subcomponent the quarter efforts were oriented towards group strengthening through training events and group development for both, the female volunteers as well as the students in social service. Under these items the obtained results were satisfactory. The rest of the items showed achievements that ranged from 40% for the hours of volunteer work of students in social service to 80% for public informed through interviews and talks.

As a part of the "**SDA Cyber Center**" subcomponent, 117 users were attended in Web surfing services, two training courses and three WEB pages. This allowed for total generated income to reach an amount of ₱9,105. The crisis situation brought about by the earthquakes in January and February of this year, considerably affected the flow of users because of the damage to facilities and the irregular initiation of the school year across the nation.

During the present quarter the achievements obtained by the **Pro-Familia Hospital** are within expected limits, with the exception of hospital expenditures (79%) and external visits (89%). They would have been even more greatly affected by the aforementioned events if it were not for the publicity and promotion campaign support. Nonetheless, it is opportune to mention that in spite of the impact of the earthquakes the total income achievement reached 97%.

As a part of "**Technical and Administrative Support**", during the quarter seven operational seminars with 193 participations were realized, and three technical seminars that specialized four participants. The managerial seminar programmed was deferred for the following quarter due to the aforementioned factors. The implementation of Rural Services Program personnel training was also initiated, developing an updating session in the area of sexual and reproductive health. Later on, it is hoped to develop a monthly session in the identified areas using the educational diagnosis realized in the previous year.

## 1. RURAL SERVICES PROGRAM

Beginning in July 1999, with the support of The Sustainable Project of Sexual and Reproductive Health, the Rural Services Program continues to center its focus on incrementing community participation in offering sexual and reproductive health services; seeking to guarantee programmatic sustainability and productivity increase in order to assure the continuity of the program.

In the January-March 2001 quarter, the Pro-Familia health promoters network has continued focusing its greater efforts on offering services in the areas of family planning, giving 7,769 CYPs in the quarter, a number that represents 114.2% of the estimate and corresponds to an average monthly productivity of 3.5 CYPs per program promoter – average that is above the monthly estimated 3.2 CYPs. This was because of the effort of both, technicians and the program's promoters for continuing to make the use of temporary family planning methods available. It may also be an indicator that such services are now becoming part of the rural population's priorities, as a felt need, particularly among women of fertile age.

The low performance observed with respect to health education in rural communities activities (talks on family planning, STI/HIV/AIDS and other reproductive health themes), and in most of the items in the area of maternal and infant health, is explained as a consequence of the earthquakes that occurred in the months of February and January -that affected 321 promoters in the program service network who suffered material losses, personal damages, and in some cases, the death of relatives.

QUARTERLY REPORT  
PERIOD: JANUARY-MARCH 2001

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

CONCEPTS	PLAN 2001	JANUARY-MARCH QUARTER			ACCUMULATED ACTION PLAN		PROGRAMMED APRIL-JUNE 2001
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
CYPs offered	24,360	6,800	7,769	114.2	7,769	31.8	7,800 **
-Injectables	15,115	4,225	4,296	101.6	4,296	28.4	4,300
-Pills	6,735	1,875	2,440	130.1	2,440	35.2	2,450
-Condoms	2,510	700	1033	147.5	1033	41.1	1,050
Family Planning users	21,600	6,050	5,517	91.1	5,517	25.5	5,600 *
References for registration /follow-up in Family Planning	5,900	1,650	1,207	73.1	1,207	20.4	1,475 *
References for PAP smear tests	13,300	3,725	2,843	76.3	2,843	21.3	3,300 *
Talks about STIs/AIDS	2,250	630	422	66.9	422	18.7	560 *
Attendance to talks about STIs/AIDS	22,500	6,300	4,932	78.2	4,932	21.9	5,600 *
References to prenatal care	5,600	1,570	903	57.5	903	16.1	1,050 **
References to postnatal care	4,200	1,175	630	53.6	630	15.0	650 **
References to vaccination for children under 5 years of age	5,600	1,570	1,340	85.3	1,340	23.9	1,400 *
References to pregnant women vaccination	4,900	1,375	980	71.2	980	20.0	1,225 *
References of ADD cases	7,000	1,960	1,157	59.0	1,157	16.5	1,500 **
References of ARI cases	5,050	1,415	2,489	175.0	2,489	49.2	1,260 *
References to growth and development checkups for children under 5 years of age	5,900	1,650	1,031	62.4	1,031	17.4	1,475 *
Generated income by contraceptive sale	€1,543,200	€432,100	€476,224	110.2	€476,224	30.8	€476,300 **
Talks about family planning and reproductive health	2,800	785	449	57.1	449	16.0	650 **
Participants in talks about family planning and reproductive health	28,000	7,850	6,125	78.0	6,125	21.8	6,500 **
Distribution of promotional handouts about Family Planning and Reproductive Health	119,000	33,300	16,230	48.7	16,230	13.6	29,750 *

\* Based on the Action Plan 2001

\*\* Based on the accomplishments of the January-March 2001 quarter.

## **2. CLINICAL SERVICES PROGRAM**

The results obtained in the January-March, 2001 quarter diminished considerably because of the earthquakes that occurred in the country during that period, even though the physical facilities of the clinics did not suffer important infrastructural damage or interrupt services. This effect is observed under practically all of the items, with the exception of bone density and mammography services. This is logically reflected in the income generated during this period.

In the case of bone density services, the obtained results are due to winning the bid in last December, for realizing 149 exams for the ISSS –in a period of four months- and to having developed a bone density session with the support of the Merck Sharp & Dome (MS&D) pharmaceutical company, offering this service with a 20% discount. It is to be noted that five more sessions –one per month- have been programmed with this company, ending in the month of August, 2001. During the sessions, talks on osteoporosis and nutrition related aspects were offered. This same business sponsored a talk on climacteric and osteoporosis directed towards SDA medical personnel.

As for the mammography services, a bid promoted by the ISSS was also won for taking 3,200 mammograms in a four-month period for its claimants; having initiated the ISSS referrals starting in February. It is worth pointing out that the mammography demand has been increasing since the service began, without considering those referred by the ISSS.

During the period being informed, the Pro-Familia Miralvalle clinic was opened as well as the laboratory services in the San Miguel, Miralvalle, and Santa Tecla clinics. As of now, there are six laboratory clinics offering services.

Likewise, Ultrasonography services were initiated in the San Miguel, Santa Ana, Santa Tecla and Soyapango clinics. Currently, services are being offered in five of the ten existing clinics. These new services have been growing gradually, especially the Soyapango clinic.

It is worth mentioning that the April-June, 2001 quarter show a decrease compared to what was estimated in the 2001 Action Plan since the impact of the earthquakes will continue affecting service demand during that period.

QUARTERLY REPORT  
PERIOD: JANUARY-MARCH 2001

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

CONCEPTS	PLAN 2001	JANUARY-MARCH QUARTER			ACCUMULATED ACTION PLAN		PROGRAMMED APRIL-JUNE 2001
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
Total CYPs	40,330	12,100	6,253	51.7	6,253	15.5	8,350
V.S.S. Procedures (Sterilization)	1,850	555	252	45.4	252	13.6	340
New family planning users	6,080	1,825	1,082	59.3	1,082	17.8	1,250
Family planning visits	18,625	5,590	3,225	57.7	3,225	17.3	3,450
Gynecological visits	44,000	12,205	8,501	69.7	8,501	19.3	9,450
Pediatric visits	11,950	3,585	1,631	45.5	1,631	13.6	1,865
General visits	6,825	2,045	1,269	62.1	1,269	18.6	1,385
STI visits	4,620	1,385	957	69.1	957	20.7	1,040
Other visits	12,800	3,835	2,114	55.1	2,114	16.5	2,415
PAP smears	30,200	9,065	5,796	63.9	5,796	19.2	5,935
Colposcopy	2,900	875	455	52.0	455	15.7	515
Cryotherapy	1,985	595	248	41.7	248	12.5	280
Cervical biopsies	2,680	805	406	50.4	406	15.1	440
Mammograms	1,150	345	798	231.3	798	69.4	1,535
Ultrasounds	8,175	2,455	1,337	54.5	1,337	16.4	1,770
Laboratory Tests	109,900	32,960	18,511	56.2	18,511	16.8	22,600
Bone Density	800	235	220	93.6	220	27.5	355
Income in Colonos	13,569,800	4,070,300	2,470,563	60.7	2,470,563	18.2	2,818,850

Note: All the estimations for next quarter have been calculated based on the accomplishments in the January-March 2001 quarter.

### **3. MARKETING AND COMMUNICATIONS PROGRAM**

#### **a) Commercialization**

The goals for the presently reported quarter were reprogrammed considering only the effects of the first earthquake suffered by our country during the month of January. Nonetheless, the realizations of the most expensive brands reflect the impact of the national crisis during the last quarter. This situation is similar for the report of sales in colones as in the CYPs offered by the program.

The case of the Condor brand is different. Besides showing satisfactory results, this reflects a 21% increase compared to the same period of last year.

The Piel brand goal was considerably reduced due to the difficulties the provider had supplying the product.

With respect to pills, despite the national crisis, the Perla brand maintained its sales volume, CYPs, and income compared to last year. This was not the case with Minigynon that slightly decreased (2%) in sales and CYPs, but the income incremented 6% due to the price change of this brand.

As for Cyclofémina injectable, even though it shows a poor goal achievement, it is worth mentioning that it has incremented compared to the previous quarter. It is important to mention that in March the medical visit program to gynecologists and physicians was initiated to promote the benefits of the product, such as Soft Lube vaginal lubricant, not offered until February due to legal paperwork by the manufacturer. This situation has caused a delay in the product's market introduction that was programmed for the month of January.

#### **b) SDA Pharmacy Network**

The SDA Pharmacy Network sales results are very satisfactory since they surpassed the proposed goal by 30% even though it was raised above that originally proposed by the Action Plan after considering the opening successful.

The pharmacies have had a good acceptance by clients, particularly by the attractive discount, the ample gamut of offered medications, the 24-hour services, and the implementation of delivery service since mid March -all of

this together with a radial campaign that began in mid December, 2000, which is making known sales promises and their locations.

It is considered opportune to mention that the month of December finished with daily sales average of ₱23,516 and in the month of March this sales average increased to ₱36,589; this represents a 56% increase.

### c) Resource Development

The results of the presently reported quarter are satisfactory since the different income-generating activities achieved an additional 66.8% above what was programmed.

In this quarter cash donations from firms were not programmed since activities such as visits to firms and direct mail, were realized at the beginning of the year, with the objective that some of them realize donations to the institution during the year. Nonetheless, it is important to mention that some of these contacted firms have made known that this year their donations will go towards national reconstruction. For this reason an analysis for reconsidering goals and impelling another type of activities for gathering funds will be carried out. Likewise, audiovisual production sales activities, raffles, theatre plays and art expositions will be continued. They were not realized this quarter due to the situation that the country went through.

As for in-kind donations, the programmed goal was surpassed by 70% because of the negotiations that took place with different media (especially radio stations) that have provided a bonification of 100% of the TV and radio spots with the advertising campaign.

It is important to mention that the total income generation of the Marketing and Communications Program during the first quarter of the year 2000 was ₱1,962,660 and in the year 2001 was ₱4,380,948 showing an increase of ₱2,418,288 representing a 223%. It is to be noticed that this significant increase in the program income generation is due in great part to the successful opening of the SDA Pharmacy Network.

QUARTERLY REPORT  
SALES IN UNITS  
PERIOD: JANUARY - MARCH 2001

COMPONENT: Marketing and Communications Program  
SUBCOMPONENT: Commercialization  
EXECUTOR UNIT: Marketing and Communications Division

CONCEPTS	PLAN 2001	JANUARY-MARCH QUARTER			ACCUMULATED ACTION PLAN		PROGRAMMED APRIL-JUNE 2001
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
<b>Condoms:</b>							
Cóndor	1,074,200	161,708	191,060	118.2	191,060	17.8	161,700
Panther	382,000	54,691	50,040	91.5	50,040	13.1	54,700
Prime Colors	218,200	50,305	44,154	87.8	44,154	20.2	50,300
Prime Spermicide	176,700	49,461	33,825	68.4	33,825	19.1	49,460
Rough Rider	69,300	16,371	13,059	79.8	13,059	18.8	16,340
Contempo	18,500	4,154	1,605	38.6	1,605	8.7	1,500
Piel	204,200	1,500	1,413	94.2	1,413	0.7	30,000
Ok	50,000	0	0	0.0	0	0.0	0
<b>Condoms Total</b>	<b>2,193,100</b>	<b>338,190</b>	<b>335,156</b>	<b>99.1</b>	<b>335,156</b>	<b>15.3</b>	<b>364,000</b>
<b>Pills:</b>							
Perla	417,300	98,835	94,884	96.0	94,884	22.7	98,835
Minigynon	41,250	8,750	9,825	112.3	9,825	23.8	8,750
<b>Pills Total</b>	<b>458,550</b>	<b>107,585</b>	<b>104,709</b>	<b>97.3</b>	<b>104,709</b>	<b>22.8</b>	<b>107,585</b>
<b>Injectables:</b>							
Cyclofemina	10,800	1,000	318	31.8	318	2.9	400
<b>Injectables Total</b>	<b>10,800</b>	<b>1,000</b>	<b>318</b>	<b>31.8</b>	<b>318</b>	<b>2.9</b>	<b>400</b>
Vaginal lubricant	13,500	1,000	260	26.0	260	1.9	300

Note: All the estimations for next quarter have been calculated based on the accomplishments in the January-March 2001 quarter.

QUARTERLY REPORT  
SALES IN SALVADORIAN COLONES  
PERIOD: JANUARY - MARCH 2001

COMPONENT: Marketing and Communications Program  
SUBCOMPONENT: Commercialization  
EXECUTOR UNIT: Marketing and Communications Division

CONCEPTS	PLAN 2001	JANUARY-MARCH QUARTER			ACCUMULATED ACTION PLAN		PROGRAMMED APRIL-JUNE 2001
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
<b>Condoms:</b>							
<b>Cóndor</b>	¢1,306,900	¢196,745	¢231,648	117.7	¢231,648	17.7	¢196,750
<b>Panther</b>	¢668,600	¢95,709	¢87,570	91.5	¢87,570	13.1	¢95,700
<b>Prime Colors</b>	¢745,600	¢171,875	¢150,675	87.7	¢150,675	20.2	¢171,875
<b>Prime Spermicide</b>	¢783,300	¢219,277	¢149,958	68.4	¢149,958	19.1	¢219,275
<b>Rough Rider</b>	¢283,100	¢66,848	¢53,323	79.8	¢53,323	18.8	¢66,850
<b>Contempo</b>	¢101,400	¢22,778	¢8,803	38.6	¢8,803	8.7	¢8,825
<b>Piel</b>	¢905,400	¢6,650	¢5,014	75.4	¢5,014	0.6	¢133,000
<b>Ok</b>	¢166,700	¢0	¢0	0.0	¢0	0.0	¢0
<b>Condoms Total</b>	<b>¢4,961,000</b>	<b>¢779,882</b>	<b>¢686,989</b>	<b>88.1</b>	<b>¢686,989</b>	<b>13.8</b>	<b>¢892,275</b>
<b>Pills:</b>							
<b>Perla</b>	¢2,295,200	¢543,593	¢521,675	96.0	¢521,675	22.7	¢543,600
<b>Minigynon</b>	¢802,300	¢185,938	¢208,906	112.4	¢208,906	26.0	¢185,925
<b>Pills Total</b>	<b>¢3,097,500</b>	<b>¢729,531</b>	<b>¢730,581</b>	<b>100.1</b>	<b>¢730,581</b>	<b>23.6</b>	<b>¢729,525</b>
<b>Injectables:</b>							
<b>Cyclofemina</b>	¢340,200	¢31,500	¢10,019	31.8	¢10,019	2.9	¢12,600
<b>Injectables Total</b>	<b>¢340,200</b>	<b>¢31,500</b>	<b>¢10,019</b>	<b>31.8</b>	<b>¢10,019</b>	<b>2.9</b>	<b>¢12,600</b>
<b>Vaginal lubricant</b>	¢405,000	¢23,000	¢5,985	26.0	¢5,985	1.5	¢6,900
<b>General Total</b>	<b>¢8,803,700</b>	<b>¢1,563,913</b>	<b>¢1,433,574</b>	<b>91.7</b>	<b>¢1,433,574</b>	<b>16.3</b>	<b>¢1,641,300</b>

Note: All the estimations for next quarter have been calculated based on the accomplishments in the January-March 2001 quarter.

QUARTERLY REPORT  
GENERATION OF CYPs  
PERIOD: JANUARY - MARCH 2001

COMPONENT: Marketing and Communications Program  
SUBCOMPONENT: Commercialization  
EXECUTOR UNIT: Marketing and Communications Division

CONCEPTS	PLAN 2001	JANUARY-MARCH QUARTER			ACCUMULATED ACTION PLAN		PROGRAMMED APRIL-JUNE 2001
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
<b>Condoms:</b>							
<b>Cóndor</b>	10,950	1,648	1,998	121.2	1,998	18.2	1,650
<b>Panther</b>	3,815	546	498	91.2	498	13.1	545
<b>Prime Colors</b>	2,020	466	421	90.3	421	20.8	465
<b>Prime Spermicide</b>	1,635	458	322	70.3	322	19.7	460
<b>Rough Rider</b>	640	152	126	82.9	126	19.7	150
<b>Contempo</b>	155	35	28	80.0	28	18.1	15
<b>Piel</b>	1,890	14	230	1642.9	230	12.2	280
<b>Ok</b>	465	0	0	0.0	0	0.0	0
<b>Condoms Total</b>	<b>21,570</b>	<b>3,319</b>	<b>3,623</b>	<b>109.2</b>	<b>3,623</b>	<b>16.8</b>	<b>3,565</b>
<b>Pills:</b>							
<b>Perla</b>	33,935	8,039	8,035	100.0	8,035	23.7	8,040
<b>Minigynon</b>	2,975	631	735	116.5	735	24.7	630
<b>Pills Total</b>	<b>36,910</b>	<b>8,670</b>	<b>8,770</b>	<b>101.2</b>	<b>8,770</b>	<b>23.8</b>	<b>8,670</b>
<b>Injectables:</b>							
<b>Cyclofemina</b>	1,020	88	60	68.2	60	5.9	35
<b>Injectables Total</b>	<b>1,020</b>	<b>88</b>	<b>60</b>	<b>68.2</b>	<b>60</b>	<b>5.9</b>	<b>35</b>
<b>Vaginal lubricant</b>	0	0	0	0.0	0	0.0	0
<b>General Total</b>	<b>59,500</b>	<b>12,077</b>	<b>12,453</b>	<b>103.1</b>	<b>12,453</b>	<b>20.9</b>	<b>12,270</b>

Note: All the estimations for next quarter have been calculated based on the accomplishments in the January-March 2001 quarter.

QUARTERLY REPORT  
 PERIOD: JANUARY - MARCH 2001

COMPONENT: Marketing and Communications Program  
 SUBCOMPONENT: SDA Pharmacy Network  
 EXECUTOR UNIT: Marketing and Communications Division

CONCEPTS	PLAN 2001	JANUARY-MARCH QUARTER			ACCUMULATED ACTION PLAN		PROGRAMMED
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	APRIL-JUNE 2001
ProFamilia Pharmacy # 1	¢2,007,500	¢877,500	¢1,099,171	125.3	¢1,099,171	54.8	¢1,068,000
ProFamilia Pharmacy # 2	¢2,007,500	¢787,500	¢1,064,042	135.1	¢1,064,042	53.0	¢1,023,500
ProFamilia Pharmacy # 3	¢2,007,500	¢585,000	¢765,144	130.8	¢765,144	38.1	¢756,500
<b>General Total</b>	<b>¢6,022,500</b>	<b>¢2,250,000</b>	<b>¢2,928,357</b>	<b>130.1</b>	<b>¢2,928,357</b>	<b>48.6</b>	<b>¢2,848,000</b>

Note: All the estimations for next quarter have been calculated based on the accomplishments in the January-March 2001 quarter.

QUARTERLY REPORT  
PERIOD: JANUARY - MARCH 2001

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

CONCEPTS	PLAN 2001	JANUARY-MARCH QUARTER			ACCUMULATED ACTION PLAN		PROGRAMMED APRIL-JUNE 2001
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
Audiovisuals Production Center (APC) and Graphic Design	¢45,300	¢11,400	¢8,401	73.7	¢8,401	18.5	¢8,500 *
Christmas cards	¢170,200	¢0	¢116		¢116	0.1	¢0
Donations from Firms and other Institutions and Raising-Fund Activities	¢344,000	¢0	¢10,500		¢10,500	3.1	¢65,450 **
<b>Cash Subtotal</b>	<b>¢559,500</b>	<b>¢11,400</b>	<b>¢19,017</b>	<b>166.8</b>	<b>¢19,017</b>	<b>3.4</b>	<b>¢73,950</b>
In-kind donations	¢640,500	¢150,000	¢255,350	170.2	¢255,350	39.9	¢150,000 ***
<b>General Total</b>	<b>¢1,200,000</b>	<b>¢161,400</b>	<b>¢274,367</b>	<b>170.0</b>	<b>¢274,367</b>	<b>22.9</b>	<b>¢223,950</b>

\* Based on January - March 2001 quarter accomplishments.

\*\* Considering new activities planned for the quarter.

\*\*\* Based on the Action Plan 2001.

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

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

During the January-March, 2001 quarter, the additional demand of bilingual and summarized final reports was continued to be attended, as well as the distribution of the poster copies with health departmental indicators of the National Family Health Survey of 1998 (FESAL-98), achieving an accumulated distribution of 2,025 copies of the final report, 1,430 of the summarized report, and 1,160 copies of the poster.

##### b) **Feasibility Studies**

During this quarter, under this subcomponent, the data collection phase of "Pro-familia Clinics Female User Satisfaction Study" advanced 60%, concluding the realization of 860 interviews in 5 out of 9 clinics. Likewise, the report presented by the consultant that carried out the "First Checkup of Contraceptive Distribution" was revised. Observations were made so that they are included in the final version, which is expected to be presented in the next quarter. It was also presented to the Pro-Familia Hospital Director's Office, the proposal for the "Evaluation of the Marketing and Public Relations Unit" of the same Hospital, being pending for the quarter of April-June, the presentation of the results report of this evaluation.

The investigation to identify the strategies with greater potential warranty of effectiveness in the approaching of sexual and reproductive health thematic with adolescents is in its design phase, and depending on the conditions of the country, its continuity will be defined.

As it is observed in the programmatic execution table, the activities corresponding to the 2001 Action Plan -not executed in the period by the consequences of the earthquakes- have been moved for the next quarter.

QUARTERLY REPORT  
PERIOD: JANUARY - MARCH 2001

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

CONCEPTS	PLAN	JANUARY-MARCH QUARTER			ACCUMULATED ACTION PLAN		PROGRAMMED APRIL-JUNE 2001
	2001	PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
<b>A</b> Studies for the Marketing and Communications Program 1 Technical and financial feasibility study conclusion for the introduction of new lines of products *  2 Products demand study in Pro-Familia Pharmacies.**  3 Second contraceptive distribution checkup in pharmacies. Reference terms regarding the scope of the checkups, updated. Distribution checkup, accomplished Distribution Checkup report, presented.	1						
	1		Revision of the first report version of the first checkup realized in October-December 2000		Revision of the first report version of the first checkup realized in October-December 2000		Revision and approval of the final report version of the first checkup and presentation to decision-making levels of SDA and USAID
<b>B</b> Studies for the Clinical Services program. 1 Pro-Familia clinics' female users satisfaction study Design of the study, elaborated Study execution, concluded  Results report of the study, presented	1 2	1 1	Concluded 60 percent of advance in the data collection.		Concluded 60 percent of advance in the data collection.		Conclude the 40 percent remaining in the data collection
2 Study about users' payment capacity in the 6 Pro-Familia clinics. Design of the study, elaborated Study execution, concluded Results report of the study, presented	2 1 1 1	1 1 1	Postponed				1 1 1
3 Family planning counseling quality study in the Pro-Familia clinics Design of the study, elaborated Study execution, concluded Results report of the study, presented	1 1 1	1 1					1
4 Feasibility study for the opening of new Pro-Familia clinics*** Design of the study, elaborated Study execution, concluded Results report of the study, presented	1 1 1	1 1					1 1
5 Service promotion Post-campaign evaluation Reference terms of the evaluation, elaborated Executor consultant of the evaluation, Selected Study execution, concluded Results report of the evaluation, presented	1 1 1 1	1 1					
<b>C</b> Study for the Training and Education Program 1 Projects' evaluation: Documentation centers and Teen Integral Care.****							
<b>D</b> Studies for the Pro-Familia Hospital 1 Attention quality studies to private medics and Pro-Familia Hospital patients. Design of the studies, elaborated Studies' execution, concluded Results reports of the studies, presented	1 1 1	1 1	Postponed				1 1
2 Evaluation of the Marketing and Public Relations Unit of the Pro-Familia Hospital.  Design of the study, elaborated  Study execution, concluded Results report of the study, presented	1 1 1 1	1 1	Evaluation proposal presentation to the Pro-Familia Hospital Director  Postponed				Conclude the evaluation design  1 1

\* By an internal agreement was decided to suspend the execution of this study, because the marketing approach is going to be focused on tracking the recommendations of the distribution checkup of existent products.

\*\* By an internal agreement was decided to eliminate this study, because the software used in the pharmacies allows to gather the required information.

\*\*\* As a consequence of the low production of the Cojutepeque clinic, it is going to be analyzed the feasibility to relocate it in other city of more potential demand.

\*\*\*\* The documentation centers study will be substituted by a systematic supervision plan. The study related with the Teen Integral Care, will be integrated to the investigation to identify strategies with more potential warranty of effectiveness in the boarding of sexual health and reproductive topics in adolescents.

## 5. SPECIAL PROJECTS

### a) Teen Integral Care Program

By reasons of the February 13th earthquake, the Ministry of Education extended the suspension of educational activities in the country, and in spite of the efforts carried out in the coordination with educational centers, the dates that had been set to train juvenile multipliers, were differed. For the months of February and March, it was planned to carry out 3 basic courses. It was possible to carry out only 2, which affected the achievement of the related goals: Participants in basic courses, multiplier effect talks, and training hours to juvenile multipliers. The pending course is reprogrammed for the second quarter.

For the realization of the Basic Training to Juvenile Leaders (male and female), multipliers -who were distinguished when carrying out the multiplier effect during the year 2000- were invited from different educational institutions. Their response was very good, so the group was strengthened with more members than the ones expected.

The goal: Leaders' hours of volunteer work, had a significant increment due to the motivation of the group that carried out multiplier effect talks, and it supported the training for a new group of juvenile multipliers.

During this quarter, the Pre and Post HIV and Pregnancy Test counseling service for adolescents has not been offered with the expected regularity, because the repairs of the building forced the service to be relocated and to be offered part-time. Due to this, the quantitative goal is still not defined.

It is important to mention that after analyzing the behavior of this initiative, still in the testing period; modifications to the initial proposal have been carried out in order to benefit more people: The pregnancy and STI test counseling service, is offered to people less than 25 years of age, and the counseling service for HIV test is offered without age limit. In order to make these services affordable, the SDA personnel and volunteer personnel has available a 20% discount ticket for people less than 20 years of age that have difficulty paying the cost of any of the two tests.

The parents' training was postponed for the month of April, since it was more convenient for the ones asked. We attended the "Young in Defense of the Access to Sexual and Reproductive Health Services" Annual Assembly, of Family Welfare Puerto Rican Association, March 14-16. In this event, a female member of the Group of Juvenile Leaders (male and female) participated as speaker who presented information related with the teen situation of sexual and reproductive health in El Salvador and on the Teen Program that SDA implements.

QUARTERLY REPORT  
 PERIOD: JANUARY - MARCH 2001

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

CONCEPTS	PLAN 2001	JANUARY-MARCH QUARTER			ACCUMULATED ACTION PLAN		PROGRAMMED APRIL-JUNE 2001
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
<b>Multipliers training</b>							
Basic Courses to Juvenile Multipliers	9	3	2	67	2	22	5 *
Participants	225	75	43	57	43	19	132 *
Feedback sessions for Juvenile Multipliers	9						5 *
Participants	190						105 *
<b>Maintenance to leaders and multipliers</b>							
Advising reunions / Juvenile Multipliers Evaluation	150	10	0	0	0	0	55 *
Basic training session for Juvenile Leaders	1	1	1	100	1	100	0 *
Participants	30	30	46	153	46	153	0 *
Feedback sessions to leaders	2						1 *
Participants	60						30 *
Advising reunions to leaders	12	3	3	100	3	25	3 *
<b>Hours of volunteer work registered</b>							
Multiplier effect talks	1,500	50	34	68	34	2	266 **
Participations	45,000	1,500	1,166	78	1166	3	7834 **
Hours of training to multipliers	8,700	2,400	1,376	57	1376	16	5064 **
Multiplier effect hours registration	10,200	200	0	0	0	0	1500 *
Hours of training to leaders	1,200	720	712	99	712	59	248 **
Hours of volunteer work of leaders	600	100	316	316	316	53	200 **
<b>Pre and Post HIV and pregnancy test counseling services in adolescents <sup>1/</sup></b>							
<b>Gestating Adolescents Training</b>			78		78		
Visits/ Coordination to institutions	12	3	0	0	0	0	6 **
Educational workshops	4						1 **
Participants	40						10 **

<sup>1/</sup> The quantitative goal is in definition process because it is a new initiative

\* Based on the accomplishments of January-March 2001 quarter.

\*\* Based on the Action Plan 2001

QUARTERLY REPORT  
PERIOD: JANUARY - MARCH 2001

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

CONCEPTS	PLAN 2001	JANUARY-MARCH QUARTER			ACCUMULATED ACTION PLAN		PROGRAMMED APRIL-JUNE 2001
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
INTEGRATED TRAINING MODEL(Teens, parents and teachers)							
Parents' training	3	1	0	0	0	0	2 **
Participants	60	20	0	0	0	0	40 **
Teachers' training	1						1 **
Participants	15						15 **
Feedback sessions for parents	3						1 **
Participants	60						20 **
Feedback sessions for teachers	1						0 **
Participants	12						0 **
Advising reunions	15						6 **
Multiplier effect talks	300						75 **
Sales of educational material specialized in sexual and reproductive health for adolescents			-				**
Sold handouts	120,000	0	80	-	80	0	50,000 **
Income of handout sales	€150,000	0	€ 94	-	94	0	€62,500 **
Income from the workshops sales to gestating Adolescents	€5,000						€1,250 **
Income Total	€155,000						€63,750

\* Based on the accomplishments of the January-March 2001 quarter

\*\* Based on Action Plan 2001

**b) Documentation Centers in Population**

The achievements of all the documentation centers' goals, excepting the number of participants in talks, were reduced because the classes' suspension continued after the earthquake of February 13th. In Santa Ana and San Miguel libraries, the situation of users' attention was normalized during February's second week and in San Salvador's library, until the last week of March.

It is necessary taking into consideration that San Salvador's library is where most contribution is generated for the goals' achievement. It was most affected because during the period that is informed, repair works of the establishment were also developed, so it was necessary to close the facilities. Consequently, the estimates for next quarter have been projected under the scenario that the situation returns to its normality, especially in the educational system where most users' demand comes from.

QUARTERLY REPORT  
 PERIOD: JANUARY - MARCH 2001

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

CONCEPTS	PLAN 2001	JANUARY-MARCH QUARTER			ACCUMULATED ACTION PLAN		PROGRAMMED APRIL-JUNE 2001
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
<b>1 Promotional Activities:</b>							
Visits	380	95	40	42	40	11	95
Mail	720	260	151	58	151	21	200
Informational talks	130	30	18	60	18	14	35
<b>2 Attention to users:</b>							
Readers attended	55,625	6,900	3,569	52	3,569	6	14,200
<b>3 Distribution of handouts:</b>							
Distributed handouts	76,600	18,700	10,660	57	10,660	14	20,200
<b>4 Educational Talks</b>							
Talks given	400	100	59	59	59	15	110
Talks' Participants	2,000	500	542	108	542	27	550
<b>5 Revenues:</b>							
Revenues obtained by library services	¢ 101,550	¢ 11,500	¢ 9,898	86	¢ 9,898	10	¢ 30,000

NOTE: All the estimations for next quarter correspond to the Action Plan 2001

**c) Development of Volunteer Human Resource**

In January and February, the telluric phenomena that have affected our country, have had marked incidence in the work of San Salvador's female volunteers. Starting from March, a significant increment of work has been observed. For the quarter that is informed however, in spite of the effort, it was not possible to reach the estimated goals in reference to users' attention, public informed in interviews and talks, and work hours of female volunteer.

The hours of planning and group development were surpassed due to the timely financial and technical support that SDA has provided to develop these activities. This has been very decisive for the achievements that impel and motivate the volunteer work.

Because the infrastructure of the school centers where the volunteers work has suffered damages, the school calendar and the thematic priorities have been modified. In this way, the goals have been affected referring to adolescents informed in courses, guiding teachers' work hours and students' work hours in social service.

QUARTERLY REPORT  
PERIOD: JANUARY - MARCH 2001

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

CONCEPTS	PLAN 2001	JANUARY-MARCH QUARTER			ACCUMULATED ACTION PLAN		PROGRAMMED APRIL-JUNE 2001
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
a Attention to clinics' users	45,000	11,000	7,080	64	7,080	16	12,000
b Public informed in interviews, talks, courses, and sessions							
Informed in interviews and talks	52,000	13,000	10,363	80	10,363	20	13,000
Adolescents informed in courses of sexual education	330	30	0	0	0	0	120
Informed in rural sector sessions	450	0	31	-	31	7	225
Informed by students in social service	680						290
c. Panel forum, round table, others about the Women's Health International Day and Non Violence Day against women	2						1
d. Hours of volunteer work:							
Work hours of female volunteers	17,720	4,380	2,938	67	2,938	17	4,785
Female volunteers -Hours of group development	4,150	970	1,086	112	1,086	26	1,110
Hours of group development -female guiding teachers	450	150	86	57	86	19	150
Hours of volunteer work from students in social service	4,300	700	283	40	283	7	1,200
e.							
Training events. Planning and supervision activities. Planning workshops with female volunteers	4	4	5	125	5	125	0
Basic courses for female volunteers	2						1
Training to female guiding teachers	2						1
Training to students in social service	4	1	1	100	1	25	1
Training Sessions with Female Volunteers	9	1	0	0	0	0	4
Supervision visits to activities of volunteer service	40	8	6	75	6	15	12

NOTE: All the estimations for next quarter correspond to the Action Plan 2001.

**d) SDA Cyber Center**

The crisis situation generated by the earthquakes of January and February of this year, affected considerably the flow of users to the SDA Cyber Center. Its physical facilities were damaged, and this required the temporary closing until complete repair.

On the other hand, the irregularity of the school year's start nationwide also influenced in the goal of attended users and consequently in the amount of revenues from web surfing for the quarter informed.

With regard to the training events, 2 training courses were offered to SDA and Hospital personnel. The costs have been absorbed by the Cyber Center.

As for the WEB Pages design, 3 pages were given (the first two completed and the last one about to be finished): Organizing Committee of the 19th Central American and Caribbean Sport Games, San Salvador 2002 (COSSAL, [www.elsalvador2002.org.sv](http://www.elsalvador2002.org.sv)), Central American and Caribbean Tennis Confederation (COTECC, [www.cotecc.org.sv](http://www.cotecc.org.sv)), and FESAL-98 ([www.fesal.org.sv](http://www.fesal.org.sv)).

The last one is part of the service that the Cyber Center offers internally to the Association units.

For the April-June quarter of the current year, the goals have been reprogrammed considering the situations mentioned at the beginning.

QUARTERLY REPORT  
 PERIOD: JANUARY - MARCH 2001

COMPONENT: Special Projects  
 SUBCOMPONENT: SDA Cyber Center  
 EXECUTOR UNIT: Systems Management Office

CONCEPTS	PLAN 2001	JANUARY-MARCH QUARTER			ACCUMULATED ACTION PLAN		PROGRAMMED APRIL-JUNE 2001
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
<b>PROGRAMMATIC GOALS</b>							
Promotional visits to educational centers	105	60	-	0	-	0	20 *
Attended users	2,500	750	117	16	117	5	300 **
Computer courses given	30	10	2	20	2	7	5 *
Designed WEB pages	10		2		2	20	3 *
<b>FINANCIAL GOALS</b>							
Income by web surfing services	50,000	5,400	2,034	38	2,034	4	3,500 **
Income by training services	12,000	4,000	2,500	63	2,500	21	2,500 **
Income for Web Pages design	125,000		4,571		4,571	4	10,000 **
Income Total	187,000	9,400	9,105	97	9,105	5	16,000

\* Based on Action Plan 2001

\*\* Based on the accomplishments of the January-March 2001 quarter

## 6. PRO-FAMILIA HOSPITAL PROJECT

In the quarter informed, in spite of being in national emergency by the earthquakes of January and February, in general terms, the realizations of the Pro-Familia Hospital are within the expected limits, except for the hospital expenditures (79.1%) and the external visits (88.9%); items that had probably been more affected before, if it were not by the support of the promotion and publicity campaign.

In what concerns to the radiological studies, it is observed that the realizations are above what was programmed. This can be associated to an additional demand in the area of Traumatology and also to the influence of the advertising campaign that has been developing since December of last year.

The realizations under the ISSS agreement of childbirths attention are above that estimated due to the increment of references by the limitations that ISSS has had in order to meet the normal demand in its hospital facilities -by the damages caused by the earthquakes. This circumstance has increased the daily average of childbirths attention, passing from 10 to 13. The difference of the achievement between the number of childbirths and the respective economic revenues is due to the proportion of Caesarean operations assisted in the quarter, which was also greater than the one expected.

It is opportune to mention that in spite of the negative impact that the earthquakes had in the two above-mentioned items, the estimates of the total revenues reached 97.2% of what was programmed.

QUARTERLY REPORT  
PERIOD: JANUARY - MARCH 2001

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

CONCEPTS	PLAN 2001	JANUARY-MARCH QUARTER			ACCUMULATED ACTION PLAN		PROGRAMMED APRIL-JUNE 2001
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
<b>SERVICES (QUANTITIES)</b>							
Hospital expenditures	2,780	650	514	79.1	514	18.5	600 *
External visits	4,750	1,030	916	88.9	916	19.3	1000 *
Laboratory tests	27,350	6,560	6,318	96.3	6,318	23.1	6830 **
Radiological Studies	4,500	1,080	1,238	114.6	1,238	27.5	1130 **
Ultrasounds	1,560	390	406	104.1	406	26.0	390 **
ISSS deliveries	3,600	1,000	1,111	111.1	1,111	30.9	900 **
<b>SERVICES INCOME</b>							
Hospital expenditures	¢ 17,945,900	¢ 4,199,000	¢ 3,670,145	87.4	¢ 3,670,145	20.5	¢ 3,876,000 *
External visits	¢ 1,520,000	¢ 329,600	¢ 361,926	109.8	¢ 361,926	23.8	¢ 320,000 *
Radiological Studies	¢ 806,400	¢ 194,400	¢ 222,355	114.4	¢ 222,355	27.6	¢ 201,600 **
Ultrasounds	¢ 312,000	¢ 78,000	¢ 82,408	105.7	¢ 82,408	26.4	¢ 78,000 **
ISSS deliveries	¢ 5,723,900	¢ 1,550,000	¢ 1,838,245	118.6	¢ 1,838,245	32.1	¢ 1,430,975 **
<b>TOTAL INCOME</b>	¢ 26,308,200	¢ 6,351,000	¢ 6,175,079	97.2	¢ 6,175,079	23.5	¢ 5,906,575

\* Based on the accomplishments of the January-March 2001 quarter  
\*\* Based on Action Plan 2001

## **7. TECHNICAL AND ADMINISTRATIVE SUPPORT**

### **TECHNICAL SUPPORT**

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

In the quarter of January-March, 2001, the subcomponent of Personnel Strengthening carried out the following activities:

In the training area were carried out the following events: 7 operational seminars with 193 participations, and 3 technical seminars that specialized 4 participants. The managerial seminar programmed to be carried out in the SDA auditorium, was differed for the following quarter; because this space was used transitorily for the installation of administrative offices after the January earthquake. In relation to the technical seminars, these ones depend on that offered by the national market.

In the area of personnel's administration 32 recruitment, selection, and hiring processes were carried out, distributed in the following way:

- Hiring of 14 new positions (Miralvalle Clinic, San Miguel and Santa Tecla laboratories, Hospital Unit of Image testing, and dependents of the Pharmacy Network).
- Hiring of 18 positions to substitute personnel of the areas of clinics, hospital, library, Rural Program, and the Pharmacy Network.

In the annexed table, the personnel distribution of the Association is presented by sex, occupational level and funding source, where it is observed that out of 376 people that work in SDA, 250 are women and they represent 66%, and 126 are men representing 34% of the total employees. Likewise, it is observed that USAID pays the wages of 30% of the personnel and SDA 70%.

QUARTERLY REPORT  
 PERIOD: JANUARY - MARCH 2001

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

CONCEPTS	PLAN 2001	JANUARY-MARCH QUARTER			ACCUMULATED ACTION PLAN		PROGRAMMED APRIL-JUNE 2001
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
Managerial Seminars	2	1	0	0	0	0	1
Participations	40	20	0	0	0	0	20
Operational Seminars	21	7	7	100	7	33	6
Participations	552	186	193	104	193	35	180
Technical Seminars	20	5	3	60	3	15	5
Participations	30	8	4	50	4	13	7

NOTE: All the estimations for the next quarter correspond to the Action Plan 2001

*SDA -USAID AGREEMENT*  
*SUSTAINABLE PROJECT OF SEXUAL AND REPRODUCTIVE HEALTH*

**SDA PERSONNEL DISTRIBUTION BY SEX, OCCUPATIONAL LEVEL,  
 AND SOURCE OF FUNDS  
 QUARTER: JANUARY - MARCH 2001**

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	7	9	16	44	66	110	51	75	126	34%
FEMALE	1	5	6	61	183	244	62	188	250	66%
TOTAL	8	14	22	105	249	354	113	263	376	
							<i>DISTRIBUTION %</i>	30%	70%	100%

**b) Education and Training**

In the quarter that is informed, the training actions for the Rural Services Program personnel began; however the goal of 3 evaluated sessions was not achieved because an adjustment in the programming was carried out that only considered a session for the period, and one will continue to be carried out every month during the rest of the year 2001.

The reception of the students in social hours and their training has been reduced due to the delay in the beginning of the school year. It is opportune mentioning that it was expected to receive students from the University of El Salvador, who, to date, have not begun their classes formally.

The project of: Information, Education and Communication for the STI/HIV/AIDS Prevention, in the influence Population of the Education and Information Center of El Amatillo should have begun in the month of December, 2000. It suffered delays in the approval on the part of the Canadian Agency for International Development (CIDA); however it was already approved definitively, and will begin its actions starting from April.

QUARTERLY REPORT  
 PERIOD: JANUARY - MARCH 2001

COMPONENT: TECHNICAL AND ADMINISTRATIVE SUPPORT  
 SUBCOMPONENT: TRAINING AND EDUCATION  
 EXECUTOR UNIT: EDUCATION AND TRAINING MANAGEMENT OFFICE

CONCEPTS	PLAN 2001	JANUARY-MARCH QUARTER			ACCUMULATED ACTION PLAN		PROGRAMMED APRIL-JUNE 2001
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
Training sessions to the Rural Services Program (RSP) personnel.	6	3	1	33	1	17	3
Evaluation of training events	6	3	1	33	1	17	3
Final Evaluation of the impact and knowledge permanence from the training process of the RSP personnel.	1			0		0	
Evaluation of Special Projects	3			0		0	3
Planning and follow-up reunions	12	3	3	100	3	25	3
Creation of student groups in social hours (Gathered and trained students)	20	10	7	70	7	35	
Printout of copies of the adolescents' study	100	100	-	0	-	0	
Adolescents' study results reporting event	1	1	-	0	-	0	
Visits to institutions to promote handouts sale	24	6	6	100	6	25	6
Support and follow-up to the project : " Information, Education and Communication for the STI/HIV/AIDS prevention, in the influence population of the Educational center in information El Amatillo, La Unión (CIDA-IPPF)"							
Support and follow-up to the project: "South North" (IPPF)**							
Support and follow-up to other initiatives of education and training							

\* The project was approved in March and its operations will begin in April.

\*\* The interchange is expected to initiate during the month of April.

NOTE: All the estimations for the next quarter correspond to the Action Plan 2001