

ASOCIACIÓN DEMOGRÁFICA SALVADOREÑA

**STATUS REPORT
OF THE QUARTER: OCTOBER-DECEMBER 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 OCTOBER-DECEMBER QUARTER, 2001
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EXECUTIVE SUMMARY:

The purpose of this report is to inform of the programmatic advances reached during the quarter October-December, 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 Reprogramming" approved by USAID/EI Salvador, for the period January 1st, 2001 to December 31st, 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.

In the **Rural Services Program**, the realizations in the area of family planning are satisfactory, with a compliance of the estimates that ranges from 93% to 126%; except for the items referring to new users and references for registration /follow-up due to the application of new adopted criteria. In this quarter, the average productivity of 3.5 monthly CYPs per promoter remained similar to the previous 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. In the remaining activities on maternal and infant health, the achievements are within a range of 61% to 108%; the lowest achievement corresponding to the handout distribution and the highest to ARI (acute respiratory infection) cases. However, it is important to mention that 4 out of 20 informed items, did not reach the inferior limit of the standard, 90%.

In the **Clinical Services Program**, based on that programmed in October-December/2001, results show that in 7 out of 18 informed items, achievements obtained are considered to be within expected standards (between 90% and 110%). The achievements for the remaining items are within a range of 78% to 88%. However, it is important to point out that the accumulated results throughout the Action Plan year can be considered satisfactory because all of them are within expected standards, excepting the ones for VSS (voluntary sterilization surgery) procedures and CYPs.

The results obtained in the sustainability-oriented services such as mammography, ultrasonography, cryotherapy, among others, are considered satisfactory for both, this quarter and the annual accumulated achievement. This is because percentages above 95% were reached, including the ones referring to the detection and early treatment of cervical cancer, and bone density scans are above 100%.

Within the subcomponent of **Commercialization**, in the **Marketing and Communications Program**, most realizations from this quarter are within the expected limits for both, the own condom brands and pills. The achievement behavior of CYPs and income generation is similar to the one of sales in units.

Regarding the **SDA Pharmacy Network**, the sales results of the Pro-familia Pharmacy Network are very satisfactory, since they surpass the annual estimates in ¢1,494,850 (\$170,840) which represents an additional 12% to the proposed goal; still when this one was increased in the Action Plan reprogramming, considering its successful opening.

As for the program of **Resource Development**, the in-kind donations have been strongly increased due to the negotiations carried out with different media, who besides donating us a bonification of 100 % for the TV and radio spots, it has been possible through negotiations to get longer TV spots. As for Christmas cards, it is important to mention that there was a decrease compared to the previous year because the different firms and people have used technology, such as computerized electronic cards. As a consequence, the sales were diminished. In what concerns to raising funds by donations and special events, in spite of surpassing the estimate of this quarter, the accumulated results during the year, are below the proposed goal. This is because the companies that have granted the Association significant contributions in previous years manifest that this year their donations are being dedicated to the national reconstruction. On the other hand, some companies manifest that due to the economic situation of the country, they have diminished this type of contributions.

Within the **Research Program**, in the **Demographic and Health Surveys** subcomponent, during the October-December quarter, 2001 together with USAID and CDC of Atlanta, the planning process for FESAL 2003 Survey began, achieving to elaborate the preliminary proposals about: the execution calendar, objectives and scope, indicators identification, the general content of the questionnaire, the global budget, and identification of the international social organizations and national institutions that will be part of the Inter-institutional Consultative Committee of the Family Health Survey with women.

Under the **Feasibility Studies** subcomponent, during the quarter the results reports of the "Validation Pre-test of Publicity Materials in the Mini-Advertising Campaign to Promote PIEL Condoms" and "Attention quality study to private medics and Pro-Familia Hospital patients" were presented along with a preliminary study, "Study about the factors that affect the demand evolution of the medical services and of Pro-Familia clinic laboratory in Santa Ana". This last study, by an internal agreement, substituted the "Family planning counseling quality study in Pro-Familia clinics" – this study was advanced up to the protocol's preliminary proposal elaboration because the human resource that would be realizing the counseling study is the same who carried out the new required study. As for the "Study about users' payment capacity in Pro-Familia clinics (5)", the data collection phase of the Base Line Study was advanced until the end, achieving to carry out a total of 3048 modules applied to female users of the investigated services and products, whose analysis and presentation will be executed next quarter.

Within the **"Special Projects"** component in the **"Teen Integral Care Program"** subcomponent, all of the quarterly achievements are considered satisfactory with the exception of the juvenile leaders' volunteer work hours, the coordination visits for gestating adolescents training, and the expected number of female participants in the workshops. To the extent of not including these exceptions, all the achievements of the annual estimates of the respective Action Plan, are above the expected standards.

In the **"Population Documentation Centers"** subcomponent the readers and income estimates had a significant decrease in the quarter and in the year, in spite of the promotional efforts developed. The flow of users was expected to normalize after June, but it did not occur probably due to adjustments done in the programs and school schedules, as well as the insecurity generated by earthquakes. For next quarter, the number of readers and income obtained in 2000 plus an increase of about 20% will be taken as reference.

In the **"Development of Volunteer Human Resources"**, the activities of Attention to clinics' users, informed public, and work hours given by female volunteers suffer a decrease, which is associated to the drop of users in clinics during December, but the total goal for the year was accomplished in 90%. Likewise, the ones informed in rural sector sessions were less than that programmed for the year because it was not possible to carry out most programmed activities due to the national conditions of insecurity generated by delinquency and to the earthquake effects. Even more, for the quarter it was programmed the total that was pending to reach under the assumption that more secure zones for the female volunteers were to be found; this was not possible. On the contrary, the number of adolescents informed in courses of sexual and reproductive health, was increased in both, the quarter and the year, due to the development of San Miguel female teachers' special sessions. Also, it was concluded the work of university students in social service, who offered their work to population of night school centers. From this group of students, it was estimated that 10 would inform 35 students; however, 14 students participated actively and informed an average of 45 students.

As for the “SDA Cyber Center” subcomponent, it is important to mention that the factors that affected the population documentation centers compliance of estimates, also affected this subcomponent in relation to activities with users and to obtained revenues; producing a noteworthy decrease in the compliance of both items. Nonetheless, the Cyber Center corporate component continues supporting the achievement of revenue goals through the Web hosting service. As promotional support for this service and services in the center’s room, a SDA Cyber Center Web site was created. In order to take advantage of the installed capacity during this quarter, training services were given to clients in the center. Before the training development, promotional visits of services in the center were carried out.

During the present quarter, the achievements made by the **Pro-Familia Hospital** are within the expected limits, except for hospital expenditures (73%), laboratory tests and ultrasounds with 80% in each item, which have diminished in this quarter. However, the Action Plan annual achievements are within the expected standards, to the point that the estimates of the total accumulated economic income to December, reached an achievement of 96%. This reflects that income generation, as a measure oriented towards sustainability, is very close to the proposed goal; even though during this year the natural phenomena and the country’s socio-economic situation greatly affected the hospital market.

As part of the “**Technical and Administrative Support**” during the quarter being informed, under the “**Personnel Strengthening**” subcomponent, three managerial seminars with 38 participants were carried out, and 10 technical seminars with 30 participants that were oriented to security within hospital area. Also, it is important mentioning that during this quarter, the organizational environment diagnosis of the institution ended, orienting the effort of this unit to the results analysis and to the study report elaboration.

Under the “**Education and Training**” subcomponent, during the quarter, training for the Rural Services Program personnel continued, and an additional session on gender and reproductive rights was developed. The intermediate evaluation of the training process’ impact will be reprogrammed in 2002, after concluding the last training module that corresponds to the attention quality. A considerable percentage of time was invested in the STI/HIV/AIDS Prevention project implementation, in the influence population from the borderline El Amatillo. During this time, a poll and data collection of the base study was developed. The handouts were widely promoted during the First National Congress of Teen Integral Health during November 22-24, replacing the visits to programmed institutions.

1. RURAL SERVICES PROGRAM

Beginning from July 1999, with the support of the Sustainable Project of Sexual and Reproductive Health, the Rural Services Program has as central focus to increase the community participation in the sexual and reproductive health services offering, looking for programmatic sustainability and the increase of productivity to guarantee its continuation.

In the family planning area, that in this context is the service in which the promoters focus most of their efforts in October-December 2001 quarter, the service network has given 7,774 CYPs, which represent 105% of the estimation corresponding to an average productivity of 3.5 monthly CYPs per promoter –average that is above the one estimated (3.2 CYPs). This is due to the permanent and opportune availability of the contraceptives, which facilitates the accessibility to the use of family planning temporary methods; availability and accessibility that have also contributed in generating ₡414,070 for the sale of contraceptives.

On the contrary, the estimate noncompliance of new users and references in family planning is due to the application of new adopted criteria in order to classify new female users, which began in force at the moment of collecting quarterly data.

Most of the integrated activities of promotion and references in the area of the maternal health and sexual and reproductive health have stayed very close to the estimates, contrary to the realizations in the area of the infant health, where the numbers of cases that deserved references for preventive health or morbidity, were smaller than those estimated. However, the annual achievements in their majority are within the expected range.

In what refers to the distribution of promotional handouts in family planning and reproductive health, the decrease is because the programmed printing was suspended. Meanwhile, changes as for contents and illustrations of the existent handouts are carried out, since there is a necessity of carrying out an update with new designs that are coherent with the manuals used by the promoters' network.

For next quarter estimates, the factors mentioned and the effort emphasis in the implementation of the new strengthening strategy of the volunteer promoters' network, have been taken into account by means of "workers of community health" incorporation.

QUARTERLY REPORT
PERIOD: OCTOBER - DECEMBER 2001

COMPONENT: RURAL SERVICES PROGRAM
SUBCOMPONENT: RURAL SERVICES PROGRAM
EXECUTOR UNIT: RURAL SERVICES PROGRAM

CONCEPTS	PLAN 2001	OCTOBER - DECEMBER QUARTER			ACCUMULATED ACTION PLAN		PROGRAMMED JANUARY - MARCH 2002
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
CYPs offered	30,595	7,380	7,774	105	30,820	101	7,910
-Injectables	16,900	4,160	3,885	93	16,429	97	4,500
-Pills	9,765	2,220	2,793	126	10,402	105	2,470
-Condoms	3,930	1,000	1,096	109	3,989	102	940
New Family Planning users	21,600	5,295	3,034	57	18,738	87	2,500
References for registration /follow-up in Family Planning	5,400	1,355	822	61	4,793	89	1,370
References for PAP smear tests	13,300	3,365	3,290	98	12,904	97	3,365
Talks about STIs/AIDS	1,955	490	451	92	1,857	95	480
Attendance to talks about STIs/AIDS	23,605	5,900	5,665	96	22,697	96	4,800
References to prenatal care	4,025	1,005	946	94	3,856	96	1,030
References to postnatal care	3,044	765	711	93	2,833	93	760
References to vaccination for children under 5 years of age	5,975	1,495	1,033	69	5,401	90	1,490
References to pregnant women vaccination	4,640	1,160	872	75	4,269	92	1,170
References of ADD cases	7,000	1,760	1,120	64	6,123	87	1,765
References of ARI cases	7,160	1,340	1,445	108	7,540	105	1,810
References to growth and development checkups for children under 5 years of age	4,845	1,325	1,097	83	5,153	106	1,220
Generated income by contraceptive sale	€1,750,275	€440,715	€414,070	94	€1,771,245	101	\$ 53,825
Talks about family planning and reproductive health	2,030	510	460	90	1,931	95	490
Participants in talks about family planning and reproductive health	29,980	7,395	6,617	89	28,950	96	4,900
Distribution of promotional handouts about Family Planning and Reproductive Health	109,400	32,135	19,660	61	85,775	78	21,500

NOTE : In this format, training sessions in F.P. with volunteer promoters are not included. These new activities are considered during 2002.

2. CLINICAL SERVICES PROGRAM

Based on what was programmed for the quarter of 2001, results show that in 7 out of 18 informed items, achievements obtained are considered to be within expected standards (between 90% and 110%). The achievements for the remaining items are within a range of 78% to 88%. However, it is important to point out that the accumulated results throughout the Action Plan year can be considered satisfactory because all of them are within expected standards, excepting the ones for VSS (voluntary sterilization surgery) procedures and CYPs.

In general terms the total CYPs were affected by the decrease in the demand of the sterilization procedures during the year, even when it presented an improvement in this quarter, when expanding from 3 to 5 week days to carry out these procedures in the clinic of San Salvador. It is to be mentioned that all people who requested VSS have been attended, even donating this service.

Excepting the family planning visits and other visits (climacteric and infertility), the demand observed in the quarter didn't reach at least 90% of the proposed estimates, although there was an hour-service expansion in some clinics to facilitate the access to visits. It is to be noted that in the year accumulated results, all the items related to visits are above 90%.

The results obtained in the services guided towards sustainability, as those of mammography, ultrasonography, cryotherapy, among others, are considered satisfactory for both, the quarter and the annual accumulated achievement since percentages were reached above 95%, even those associated to the detection and early treatment of cervical cancer, and bone density scans are above 100%; for this, contributed 2 sessions for mammograms and 3 for bone density scans in the last quarter.

The estimates for next quarter are based on the trends observed during 2001 and the adaptation of the promotion and publicity campaign, emphasizing the use of local means, including the visits to companies and institutions that allow to expand the knowledge of the services offered in each clinic, their prices, and advantages; as part of the promotion and publicity campaign suggested for the period of January-September 2002.

QUARTERLY REPORT
PERIOD: OCTOBER - DECEMBER 2001

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

CONCEPTS	PLAN 2001	OCTOBER - DECEMBER QUARTER			ACCUMULATED ACTION PLAN		PROGRAMMED JANUARY - MARCH 2002
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
Total CYPs	30,700	7,500	6,490	86.5	26,803	87.3	6,005
V.S.S. Procedures (Sterilization)	1,370	300	288	96.0	1,137	83.0	320
New family planning users	4,830	1,300	1,098	84.5	4,603	95.3	1,080
Family planning visits	13,700	3,300	3,222	97.6	12,837	93.7	3,115
Gynecological visits	36,710	9,700	8,346	86.0	34,467	93.9	8,885
Pediatric visits	7,955	2,189	1,718	78.5	7,484	94.1	1,960
General visits	6,825	1,800	1,493	82.9	6,164	90.3	1,665
STI visits	3,895	1,014	854	84.2	3,604	92.5	938
Other visits	9,650	2,525	2,417	95.7	9,591	99.4	2,350
PAP smears	24,120	5,500	5,159	93.8	22,121	91.7	5,520
Colposcopy	1,910	550	485	88.2	1,937	101.4	575
Cryotherapy	1,075	325	355	109.2	1,171	108.9	325
Cervical biopsies	1,675	525	457	87.0	1,767	105.5	510
Mammograms	2,935	500	462	92.4	2,855	97.3	435
Ultrasounds	6,610	1,850	1,681	90.9	6,543	99.0	1,755
Laboratory Tests	91,395	25,000	21,034	84.1	87,418	95.6	22,975
Bone Density	1,285	400	330	82.5	1,306	101.6	313
Income in Colones	€10,920,000	€2,854,346	€2,511,871	88.0	€10,435,600	95.6	€2,788,888

3. Marketing and Communications Program

a) Commercialization

Most realizations of the presently informed quarter are within the expected limits for both, the own condom brands and pills.

As for the monthly injectable Cyclofémina, an increase in sales compared to previous quarters is noted. This is because activities for its promotion such as medical visits, participation in medical congresses, contraceptive security and technology courses to owners and pharmacy dependents of our network (Pro-Familia Pharmacies) are being done.

The vaginal lubricant is slowly increasing its sales since there is not much knowledge about this type of product, so its promotion is being included in the medical visit and in the contraceptive security and technology courses imparted to owners and pharmacy dependents.

The behavior of the achievements as of income and CYPs generation is similar to the one of sales in units.

b) SDA Pharmacy Network

The sales results of the Pro-Familia Pharmacy Network are very satisfactory, since they surpass the annual estimates in ¢1,494,850 (\$170,840) which represents an additional 12% to the proposed goal; still when this one was increased in the Action Plan reprogramming, considering its successful opening.

The pharmacies have been well received by clients, particularly because of the attractive discount, the ample gamut of medicines offered, the 24-hour service, and the delivery service. Also, an additional promotion was implemented, which increased pharmacy sales and created user flow to Pro-Familia Hospital services through a discount coupon for emergency visits and for the use of radiography services.

c) Resource Development

As for the APC, even though it is not an activity of the Association, it has realized a promotion in schools for renting educational movies related to reproductive sexual health and some filming activities have been realized that have increased the income of the Association.

As for Christmas cards, it is important to mention that there was a decrease compared to the previous year because the different firms and people have used technology, such as computerized electronic cards. As a consequence, the sales were diminished.

In what concerns to raising funds by donations and special events, in spite of surpassing the estimate of this quarter, the accumulated results during the year, are below the proposed goal. This is because the companies that have granted the Association significant contributions in previous years manifest that this year their donations are being dedicated to the national reconstruction. On the other hand, some companies manifest that due to the economic situation of the country, they have diminished this type of contributions. However, activities that have generated income such as movie premiers, theater plays, and different sales, have been carried out.

In-kind donations have increased strongly due to negotiations realized with different media, who besides donating us 100% of the bonification for the TV and radio spots, greater time spaces in which open reproductive sexual health talks on the telephone have been achieved. If it were not for this initiative, they would have a significant cost. In the same way the Salvadoran painters have donated printing rights for the sale of Christmas Cards.

QUARTERLY REPORT
SALES IN UNITS
PERIOD: JULY - SEPTEMBER 2001

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

CONCEPTS	PLAN 2001	OCTOBER-DECEMBER QUARTER			ACCUMULATED ACTION PLAN		PROGRAMMED JANUARY-MARCH 2002
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
Condoms:							
Cóndor	688,600	60,000	81,900	136.5	789,140	114.6	172,374
Panther	208,900	50,520	36,300	71.9	194,680	93.2	52,626
Prime Colors	162,500	31,544	43,638	138.3	174,594	107.4	24,999
Prime Spermicide	157,800	47,022	39,567	84.1	150,345	95.3	39,450
Rough Rider	46,800	5,805	13,671	235.5	54,666	116.8	6,501
Contempo	14,000	4,286	2,916	68.0	12,630	90.2	2,001
Piel	138,800	48,698	62,369	128.1	152,471	109.8	36,501
Piel line extension	50,000	50,000	46,488	93.0	46,488	93.0	33,750
Condoms Total	1,467,400	297,875	326,849	109.7	1,575,014	107.3	368,202
Pills:							
Perla	335,900	110,084	116,760	106.1	342,576	102.0	84,825
Minigynon	34,300	10,326	5,947	57.6	29,921	87.2	8,676
Pills Total	370,200	120,410	122,707	101.9	372,497	100.6	93,501
Injectables:							
Cyclofemina	1,450	199	424	213.1	1,675	115.5	399
Noristerat	100	0	0	0.0	100	100.0	0
Injectables Total	1,550	199	424	213.1	1,775	114.5	399
Vaginal lubricant	1,030	368	210	57.1	872	84.7	258
IUD	0	0	6	0.0	38	0.0	0

QUARTERLY REPORT
SALES IN SALVADORIAN COLONES
PERIOD: OCTOBER - DECEMBER 2001

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

CONCEPTS	PLAN 2001	OCTOBER-DECEMBER QUARTER			ACCUMULATED ACTION PLAN		PROGRAMMED JANUARY-MARCH 2002
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
Condoms:							
Cóndor	¢821,300	¢72,975	¢99,173	135.9	¢803,006	97.8	¢209,650
Panther	¢356,900	¢88,410	¢62,895	71.1	¢312,620	87.6	¢92,096
Prime Colors	¢554,400	¢107,643	¢138,591	128.8	¢576,144	103.9	¢85,309
Prime Spermicide	¢699,400	¢208,460	¢165,839	79.6	¢636,528	91.0	¢174,895
Rough Rider	¢191,100	¢23,704	¢52,885	223.1	¢213,221	111.6	¢26,546
Contempo	¢77,000	¢23,503	¢9,275	39.5	¢51,302	66.6	¢10,972
Piel	¢613,900	¢215,898	¢131,688	61.0	¢520,486	84.8	¢161,821
Piel line extension	¢170,600	¢177,914	¢154,901	87.1	¢154,901	90.8	¢149,625
Condoms Total	¢3,484,600	¢918,507	¢815,246	88.8	¢3,268,207	93.8	¢910,914
Pills:							
Perla	¢1,845,900	¢605,631	¢642,364	106.1	¢1,880,472	101.9	¢466,670
Minigynon	¢729,200	¢279,186	¢121,984	43.7	¢628,014	86.1	¢184,473
Pills Total	¢2,575,100	¢884,817	¢764,348	86.4	¢2,508,486	97.4	¢651,143
Injectables:							
Cyclofemina	¢43,200	¢6,265	¢10,649	170.0	¢40,916	94.7	¢12,569
Noristerat	¢5,005	¢0	¢0	0.0	¢5,005	100.0	¢0
Injectables Total	¢48,205	¢6,265	¢10,649	170.0	¢45,921	95.3	¢12,569
Vaginal lubricant	¢23,568	¢8,470	¢4,051	47.8	¢15,908	67.5	¢5,937
IUD	¢0	¢0	¢263	0.0	¢1,672	0.0	¢0
Total Other Products	¢23,568	¢8,470	¢4,314	50.9	¢17,580	74.6	¢5,937
General Total	¢6,131,473	¢1,818,059	¢1,594,556	87.7	¢5,831,933	95.1	¢1,580,563

NOTE: In the accumulated total to date, ¢3,260.00 are discounted corresponding to a return on sales of last quarter.

QUARTERLY REPORT
GENERATION OF CYPs
PERIOD: OCTOBER-DECEMBER 2001

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

CONCEPTS	PLAN 2001	OCTOBER-DECEMBER QUARTER			ACCUMULATED ACTION PLAN		PROGRAMMED JANUARY-MARCH 2002
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
Condoms:							
Cóndor	7,031	612	829	135.5	7,620	108.4	1,757
Panther	2,179	504	362	71.8	1,946	89.3	525
Prime Colors	1,527	292	410	140.4	1,625	106.4	231
Prime Spermicide	1,482	435	366	84.1	1,380	93.1	365
Rough Rider	439	54	128	237.0	500	113.9	60
Contempo	151	36	33	91.7	141	93.4	17
Piel	1,535	451	571	126.6	2,332	151.9	338
Piel line extension	496	463	483	104.3	483	97.4	312
Condoms Total	14,840	2,847	3,182	111.8	16,027	108.0	3,605
Pills:							
Perla	27,643	8,953	10,202	114.0	28,941	104.7	6,899
Minigynon	2,513	745	449	60.3	2,213	88.1	626
Pills Total	30,156	9,698	10,651	109.8	31,154	103.3	7,525
Injectables:							
Cyclofemina	206	18	121	672.2	326	158.3	35
Noristerat	17	0	0	0.0	17	0.0	0
Injectables Total	223	18	121	672.2	343	153.8	35
Vaginal lubricant	0	0	21	0.0	21	0.0	0
IUD	0	0	0	0.0	113	0.0	0
Other Products Total	0	0	21	0.0	134	0.0	0
General Total	45,219	12,563	13,975	111.2	47,658	105.4	11,165

QUARTERLY REPORT
 PERIOD: OCTOBER-DECEMBER 2001

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

CONCEPTS	PLAN 2001	OCTOBER-DECEMBER QUARTER			ACCUMULATED ACTION PLAN		PROGRAMMED JANUARY-MARCH 2002
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
Farmacia ProFamilia # 1	¢4,901,000	¢1,214,254	¢1,589,456	130.9	¢5,641,021	115.1	¢1,395,000
Farmacia ProFamilia # 2	¢4,456,000	¢1,120,866	¢1,150,499	102.6	¢4,517,301	101.4	¢1,125,000
Farmacia ProFamilia # 3	¢3,505,900	¢864,039	¢1,200,072	138.9	¢4,199,426	119.8	¢1,035,000
Total General	¢12,862,900	¢3,199,159	¢3,940,027	123.2	¢14,357,748	111.6	¢3,555,000

QUARTERLY REPORT
 PERIOD: OCTOBER-DECEMBER 2001

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

CONCEPTS	PLAN 2001	OCTOBER-DECEMBER QUARTER			ACCUMULATED ACTION PLAN		PROGRAMMED JANUARY-MARCH 2002
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
Audiovisuals Production Center (APC) and Graphic Design	¢34,200	¢2,482	¢13,586	547.4	¢45,304	132.5	¢6,563
Christmas cards	¢110,501	¢110,390	¢62,334	56.5	¢62,450	56.5	¢0
Donations from Firms and other Institutions and Fund-raising Activities	¢395,540	¢75,500	¢83,254	110.3	¢300,833	76.1	¢31,733
Cash Subtotal	¢540,241	¢188,372	¢159,174	84.5	¢408,587	75.6	¢38,296
In-kind donations	¢1,488,000	¢324,966	¢857,981	264.0	¢2,487,263	167.2	¢366,660
General Total	¢2,028,241	¢513,338	¢1,017,155	198.1	¢2,895,850	142.8	¢404,956

4. RESEARCH PROGRAMS

a) Demographic and Health Surveys

During the October-December quarter, 2001 together with USAID and Centers for Disease Control and Prevention (CDC) of Atlanta, the planning process for FESAL 2003 Survey began, achieving to elaborate preliminary proposals about: the execution calendar, objectives and scope, identification of indicators, the general content of the questionnaire, the global budget, and identification of the international social organizations and national institutions that will be part of the Inter-institutional Consultative Committee of the Family Health Survey with women.

Likewise, within the planning process, the feasibility evaluation to carry out a male health survey, parallel to FESAL-2003, has taken place. It is intended to get to know couple relationships, gender role impact in sexual and reproductive health, and the way of family planning decision-making. Three alternative budgets have been presented to USAID for its execution, according to the size of the sample that is defined.

b) Feasibility Studies

During this quarter, the results reports of the "Validation Pre-test of the Mini-Advertising Campaign Publicity Materials to Promote PIEL Condoms" and "Attention quality study to private medics and Pro-Familia Hospital patients" were presented along with a preliminary study called "Study about the factors that affect the demand evolution of the medical services and of Pro-Familia clinic laboratory in Santa Ana". This last study, by an internal agreement, substituted the "Family planning counseling quality study in Pro-Familia clinics", which was advanced up to the protocol's preliminary proposal elaboration because the human resource that would be realizing the counseling study is the same who carried out the new required study.

As for the "Study about users' payment capacity in Pro-Familia clinics (5)", the data collection phase of the Base Line Study was advanced until the end, achieving to carry out a total of 3048 modules applied to female users of the investigated services and products, whose analysis and presentation will be executed next quarter.

It is opportune mentioning that as a result of the preliminary study of "Evaluation of the Marketing and Public Relations Unit of the Pro-Familia Hospital", the scope of the study was decided to be enlarged with the elaboration of an "Organization and operation Proposal of the Institutional Marketing Division", which was presented along with respective profiles and redefined responsibility areas for the Units of Marketing and Public Relations, as well as the main positions within these units.

As for "Evaluation of Service promotion Campaign", it was decided internally to suspend its execution due to high effectivity cost for its realization.

QUARTERLY REPORT
 PERIOD: OCTOBER-DECEMBER 2001

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

GOALS DESCRIPTION	YEAR 2001			
	January-March	April-June	July-September	October - December
A Studies for Marketing and Communications Program				
1 Contraceptive distribution checkup in pharmacies. First distribution checkup report, presented.	[Planned and Executed activity]			
2 Pre-Tests (2) to validate publicity material and advertisements for CONDOR and PIEL condoms Reference terms of Pre-Tests, elaborated Executors consultants of Pre-Tests, Selected Pre-Tests execution, concluded Results report of the Pre-Tests, presented		[Planned and Executed activity]	[Planned activity]	[Planned and Executed activity]
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	[Planned and Executed activity]	[Planned and Executed activity]		
2 Study about users' payment capacity in six Pro-Familia clinics (first phase) Design of the study, elaborated Study execution, concluded Results report of the study, presented*			[Planned and Executed activity]	[Planned and Executed activity]
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				[Planned activity]
4 Feasibility study for the opening of new Pro-Familia clinics and/or clinic laboratories Reference terms of the study, elaborated Executor consultants of the study, Selected Study execution, concluded Results report of the study, presented		[Planned and Executed activity]	[Planned and Executed activity]	
5 Evaluation of Service promotion Campaign *** Reference terms of the evaluation, elaborated Executor consultant of the evaluation, Selected Study execution, concluded Results report of the evaluation, presented			[Planned activity]	[Planned activity]
6 Study about the factors that affect the demand evolution of the medical services and of Pro-Familia clinic laboratory in Santa Ana Protocol and study instruments, elaborated Study data collection, concluded Preliminary Results report of the study, elaborated and presented				[Planned and Executed activity]
C Pro-Familia Hospital Studies				
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		[Planned and Executed activity]	[Planned and Executed activity]	[Planned and Executed activity]
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	[Planned and Executed activity]			

Symbols:

[] Planned activity

[■] Planned and Executed activity

* Postponed activity by agreement between FHI and SDA. In February 2002 results of the Base Line Study will be presented.

** By internal agreement, this activity was substituted by the study detailed in B.6.

*** By internal agreement, this activity was suspended due to high effectivity-cost in its implementation.

ACTIVITIES PROGRAMMED FOR THE QUARTER
 JANUARY - MARCH 2002

COMPONENT: RESEARCH PROGRAM
 SUBCOMPONENT: FEASIBILITY STUDIES
 EXECUTOR UNIT: EVALUATION & RESEARCH MANAGEMENT OFFICE

DESCRIPTION OF GOALS	YEAR 2002	
	January-March	
A Studies for Marketing and Communications Program		
1 Contraceptive distribution checkup in pharmacies.		
Reference Terms of Pre-Tests, updated		
Activities for contract renewal with consultant firm, realized.		
Consultant firm hiring, realized.		
Fitting of instruments for data collection, realized		
Data collection, concluded.		
Results report of checkup, elaborated and presented		
2 Satisfaction study of Pro-Familia pharmacy network clients		
Protocol and instruments of the study, designed.		
Recruitment, selection and hiring of interviewers, realized.		
Training to interviewers, realized.		
Data collection, concluded.		
Data processing, concluded.		
Study results report, elaborated and presented		
B Studies for the Clinical Services program.		
1 Pro-Familia clinics female users satisfaction study		
Protocol and questionnaire adjustments for second study, realized.		
Recruitment, selection and hiring of interviewers, realized.		
Training to interviewers, realized.		
Data collection, concluded.		
Data processing, concluded.		
Study results report, elaborated and presented		
2 Study about users' payment capacity in five Pro-Familia clinics		
Results analysis of Payment Willingness Base Line Study, realized.		
Instruments for Follow-up Study to Noristerat and Cyclofem users, designed.		
Recruitment, selection and hiring of interviewers, realized.		
Training to interviewers and typist for follow-up study, realized.		
Data collection of Follow-up Study and clinical services statistics, concluded.		
Data processing, concluded.		
Study results report, elaborated and presented		
C Pro-Familia Hospital Studies		
1 Attention quality studies to external medics and Pro-Familia Hospital patients.		
Protocol and questionnaire adjustments for second study, realized.		
Recruitment, selection and hiring of interviewers, realized.		
Training to interviewers, realized.		
Data collection, concluded.		
Data processing, concluded.		
Study results report, elaborated and presented		
D Study for the Rural Services Program (RSP)		
1 Evaluation of Knowledge Acquired by Pro-Familia promoters in hormonal contraceptive administration training		
Protocol and instruments for Evaluation, designed.		
Training to RSP technicians to apply Knowledge Pretests to Pro-Familia promoters, realized.		
Pretest Application, realized.		
Hiring of interviewers for follow-up survey to Pro-Familia trained promoters, realized.		
Training to interviewers for follow-up survey to Pro-Familia trained promoters.		
Data collection of follow-up survey, concluded.		
Pretest and follow-up survey data processing, concluded.		
Results report of evaluation, elaborated and presented.		

Symbols:

Planned activities to execute in January-March 2002.

5. SPECIAL PROJECTS

a) Teen Integral Care Program

The goal of advising reunions to juvenile multipliers was increased during the quarter, because 8 additional reunions were given by a spontaneous demand of the groups.

The goals of multiplier effect talks carried out by juvenile multipliers and leaders, as well as the respective participations and record of multiplier effect hours, present a significant achievement that reflect youth motivation to realize their informing and orienting work to peers about sexual and reproductive health –motivation that is not always subjected to predictable factors.

The increment in the achievement of the counseling services goal of the quarter is because it was only programmed the pending goal to reach for the year, however the behavior of the strategy stayed similar to the one of the previous quarters. For the next quarter, the goal is hoped to increase to 100 counseling services, without taking into consideration the new strategies that are implemented to attract new users to the service, since their result is hoped to be observed until the second quarter of 2002.

The volunteer work hours of teachers were also surpassed significantly, because the received training allowed them to act in the individual orientation of their students on the thematic, and because a greater number of multiplier effect talks than the one programmed was carried out. Also, in this report the registration of pending hours of July-September is reported.

As for participants in training services and feedback sessions directed to parents, there was a greater quantity than the expected one, due to the support of youth and educational institutions, as well as to the interest in the developed topics.

As for participants in feedback session to teachers, the desertions occurred during the year 2000 had been considered, and it was hoped to count with less participants; the answer to the activity's invitation was very good, though.

The only quarterly goals, where the expected standards were not reached, are those related to the volunteer work hours of juvenile leaders and those related to the training to gestating adolescents. In the case of leaders, considering the increment of hours during the first semester, it was predicted that this one would stay during the second one. However, it did not happen this way, mainly because most leaders were senior students and they had to dedicate time to their graduation work. The other two items depend on the availability and answer capacity of the establishments that coordinate workshops.

QUARTERLY REPORT
PERIOD: OCTOBER - DECEMBER 2001

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

CONCEPTS	PLAN 2001	OCTOBER-DECEMBER QUARTER			ACCUMULATED ACTION PLAN		PROGRAMMED JANUARY-MARCH 2002
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
Training to Multipliers							
Basic courses to Juvenile Multipliers	9				9	100	3
Participants	225				232	103	75
Feedback sessions to juvenile multipliers	9				9	100	0
Participants	190				217	114	0
Maintenance to Leaders and Multipliers.							
Advising / Evaluation reunions to Juvenile Multipliers	150	10	18	180	158	105	10
Basic training session for Juvenile Leaders	1				1	100	1
Participants	46				46	100	40
Feedback sessions to leaders	2	1	1	100	2	100	0
Participants	60	26	27	104	61	102	0
Advising reunions to leaders	12	2	2	100	12	100	3
Registered Hours of volunteer work							
Multiplier effect talks	1,500	0	392		2227	148	100
Participations	45,000	0	12,440		68739	153	3,000
Hours of training to multipliers	8,700				9168	105	2,400
Multiplier effect hours registration	10,200	0	1,719		15201	149	200
Hours of training to leaders	1,200	216	189	88	1173	98	960
Hours of volunteer work -leaders	1,400	385	244	63	1259	90	200
Hours of training to teachers	560				576	103	0
Hours of volunteer work -teachers	200	0	290		626	313	0
Pre and Post HIV and pregnancy test counseling services in adolescents							
Number of counseling services	350	50	97	194	397	113	90
Training to gestating adolescents							
Visits/ Coordination to institutions	12	5	3	60	10	83	3
Educational workshops	4	2	2	100	4	100	1
Participants	40	17	13	76	36	90	15

QUARTERLY REPORT
 PERIOD: OCTOBER - DECEMBER 2001

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

CONCEPTS	PLAN 2001	OCTOBER-DECEMBER QUARTER			ACCUMULATED ACTION PLAN		PROGRAMMED JANUARY-MARCH 2002
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
INTEGRATED TRAINING MODEL(Teens, parents, and teachers)							
Inter-institutional Coordination Reunions							5
Parents training	3				3	100	1
Participants	60				113	188	30
Teachers training	1				1	100	1
Participants	19				19	100	15
Feedback sessions for parents	3	2	2	100	3	100	0
Participants	60	50	64	128	96	160	0
Feedback sessions for teachers	1				1	100	0
Participants	12				15	125	0
Advising reunions	15	3	5	167	17	113	2
Multiplier effect talks	200	74	130	176	256	128	0
Participants	6000	1,500	4,187	279	9,381	156	0

b) Documentation Centers in Population

The goals for mail and informational talks were surpassed in the annual accumulated because in the third quarter an additional promotion effort was done when it was perceived that the number of readers remained low.

The readers and income estimates had a significant decrease in the quarter and in the year, in spite of the promotional efforts developed. The flow of users was expected to normalize after June, but it did not occur probably due to adjustments done in the programs and school schedules, as well as the insecurity generated by earthquakes. For next quarter, the number of readers and income obtained in the year 2000 plus an increase of about 20% will be taken as reference.

The goal of talks given was increased because the participant average was not complying with that programmed. An average of 8 youth per talk was expected, but an average of 5 was obtained. A total of 130 talks with an average of 6 participants per talk are expected to be carried out during next quarter due to the beginning of the school year and the expectancy of a greater flow of readers.

QUARTERLY REPORT
 PERIOD: OCTOBER - DECEMBER 2001

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

CONCEPTS	PLAN 2001	OCTOBER-DECEMBER QUARTER			ACUMMULATED ACTION PLAN		PROGRAMMED JANUARY-MARCH 2002
		PROGRAMMED	ACCOMPLISHMENT	COMPLIANCE (%)	ACCOMPLISHMENT	COMPLIANCE (%)	
1 Promotional Activities:							
- Visits	323	43	25	58	305	94	125
- Mail	720	0	-	0	837	116	425
- Informational talks	130	0	-	0	168	129	80
2 Attention to users:							
- Attended Readers	39,109	18,627	3,899	21	24,381	62	10,000
3 Distribution of handouts:							
- Distributed handouts	60,700	16,129	16,175	100	60,746	100	-
4 Educational Talks:							
- Given talks	400	30	49	163	419	105	130
- Talks Participants	3,779	229	249	109	3,799	101	1,040
5 Revenues:							
- Revenues obtained by library services (€)	€65,000.00	€23,156.00	€11,520.00	50	€53,365.00	82	€19,250.00

c) Development of Volunteer Human Resource

Attention to clinics' users, informed public, and work hours given by female volunteers suffer a decrease, which is associated to the drop of users in clinics during December, but the total goal for the year was accomplished in 90%.

The ones informed in rural sector sessions were less than that programmed for the year because it was not possible to carry out most programmed activities due to the national conditions of insecurity generated by delinquency and to the earthquake effects. Even more, for the quarter it was programmed the total that was pending to reach under the assumption that more secure zones for the female volunteers were to be found; this was not possible.

The number of adolescents informed in courses of sexual and reproductive health, was increased in both, the quarter and the year due to the development of San Miguel teachers special sessions. Also, it was concluded the work of students in social service, who offered their work to population of night school centers. From this group of students, it was estimated that 10 would inform 35 students; however, 14 students participated actively and informed an average of 45 students.

As for volunteer work hours provided by female guiding teachers, it is worth to point out that in Santa Ana they didn't have the expected support in the educational centers, so the programmed training session was decided not to be executed. It has been decided not to continue with the strategy during next year and integrate all possible teachers as female volunteers.

A basic course, additional to that programmed, was carried out as activity for the opening of a new group of female volunteers in La Union, reason for increasing the training sessions.

Two additional supervisions to those planned were carried out, one in the rural area of Ahuachapán's group of volunteers and one in "San Juan de Dios" hospital of Santa Ana, with the purpose of verifying the duration of interviews and talks that female volunteers carry out, and to look for options in order to improve their quality. During the next quarter, four monthly supervisions to the different groups of female volunteers are expected to be developed.

QUARTERLY REPORT
PERIOD: OCTOBER - DECEMBER 2001

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

CONCEPTS	PLAN 2001	OCTOBER-DECEMBER QUARTER			ACCUMULATED ACTION PLAN		PROGRAMMED JANUARY- MARCH 2002
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
a Attention to clinics' users	45,000	13,335	8,952	67	40,617	90	8,500
b Public informed in interviews, talks, courses, and sessions							
- Informed in interviews and talks	52,000	18,731	12,586	67	45,891	88	13,000
- Adolescents informed in courses of sexual education	750	0	70	0	958	128	30
- Informed in rural sector sessions	450	288	36	13	198	44	-
- Informed by students in social service	680	357	625	175	948	139	-
c. Panel forum, round table, others about the Women's Health International Day and Non Violence Day against women	2	2	2	100	2	100	-
d. Hours of volunteer work:							
- Work hours of female volunteers	17,720	6,461	4,020	62	15,279	86	3,600
- Female volunteers -Hours of group development	4,150	678	742	109	4,214	102	970
- Hours of group development -female guiding teachers	450	169	0	0	281	62	-
- Hours of volunteer work - students in social service	4,300	1,713	2,484	145	5,071	118	350
e. Training events. Planning and supervision activities.							
Planning workshops with female volunteers	5				5	100	6
Basic courses for female volunteers	3				4	133	-
Training to Female Guiding teachers	2	1	0	0	1	50	-
Training to Students in social service	4				5	125	-
Training Sessions with Female Volunteers	9		2		15	167	1
Supervision visits to activities of volunteer service	40	2	4	200	43	108	12

d) **SDA Cyber Center**

The factors that affected the population documentation centers compliance of estimates, also affected this subcomponent in relation to activities with users and obtained revenues; producing a noteworthy decrease in the compliance of both items.

In order to take advantage of the installed capacity during this quarter, training services were given to clients in the center's room, with the purpose of increasing revenues. In addition, these training services were included with no cost to personnel from clinics. Before the training development, promotional visits of services in the center's room were carried out.

The Cyber Center corporate component continues supporting the achievement of revenue goals through the Web hosting service. As promotional support for this service and services in the center's room, a SDA Cyber Center Web site was created.

QUARTERLY REPORT
 PERIOD: OCTOBER - DECEMBER 2001

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

CONCEPTS	PLAN 2001	OCTOBER-DECEMBER QUARTER			ACCUMULATED ACTION PLAN		PROGRAMMED JANUARY-MARCH 2002
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
PROGRAMMATIC GOALS							
Promotional visits to educational centers	25	6	7	117	7	28	25
Attended users	430	80	48	60	399	93	350
Computer courses given	7	3	3	100	7	0	2
Designed WEB pages	10	3	-	0	4	40	1
FINANCIAL GOALS							
Income by web surfing services	8,100	1,500	1,254	84	5,401	67	17,050
Income by training services	8,750	630	1,850	294	4,350	50	2,000
Income for Web Pages design and hosting	115,750	1,180	10,340	876	100,753	87	12,504
Income Total	€132,600	€3,310	€13,444	406	€110,504	83	€31,554

6. PROYECTO HOSPITAL PRO-FAMILIA

During this quarter, in general terms, the realizations of Pro-Familia Hospital are within the expected limits, with the exception of hospital expenditures (73%), laboratory tests and ultrasounds, with 80% each; which have decreased in this quarter due to the country's socio-economic situation brought about by September events of the current year. This is also shown in the respective item of economic income. However, Action Plan annual goals are in a range from 90% to 105%, within the expected standards.

The realizations of the ISSS service program of birth deliveries are always above the estimates (106%), due to the daily average of attended deliveries, which is maintained in 10.3 per day.

It is worth mentioning that the Action Plan annual achievements are within the expected standards. They reached an achievement of 96%, which reflects that income generation as a measure oriented towards sustainability, is very close to the proposed goal; even though during this year the natural phenomena and the country's socio-economic situation greatly affected the hospital market.

QUARTERLY REPORT
PERIOD: OCTOBER - DECEMBER 2001

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

CONCEPTS	PLAN 2001	OCTOBER-DECEMBER QUARTER			ACCUMULATED ACTION PLAN		PROGRAMMED JANUARY-MARCH 2002
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
SERVICES (QUANTITIES)							
Hospital expenditures	2,520	693	504	72.7	2,276	90.3	660
External visits	4,500	1,183	1,169	98.8	4,709	104.6	1180
Laboratory tests	27,360	7,021	5,612	79.9	27,422	100.2	7180
Radiological Studies	4,540	1,054	985	93.5	4,654	102.5	1225
Ultrasounds	1,580	375	300	80.0	1,465	92.7	410
ISSS deliveries	3,680	800	846	105.8	3,789	103.0	910
SERVICES INCOME							
Hospital expenditures	¢ 17,246,900	¢ 4,739,452	¢ 3,558,958	75.1	¢ 16,023,254	92.9	¢ 4,423,650
External visits	¢ 1,587,700	¢ 428,161	¢ 407,601	95.2	¢ 1,627,920	102.5	¢ 382,025
Radiological Studies	¢ 814,800	¢ 189,155	¢ 175,201	92.6	¢ 833,849	102.3	¢ 224,786
Ultrasounds	¢ 320,400	¢ 76,038	¢ 61,329	80.7	¢ 298,051	93.0	¢ 82,514
ISSS deliveries	¢ 6,009,400	¢ 1,306,415	¢ 1,376,235	105.3	¢ 6,170,062	102.7	¢ 1,449,175
TOTAL INCOME	¢ 25,979,200	¢ 6,739,221	¢ 5,579,324	82.8	¢ 24,953,136	96.1	¢ 6,562,150

7. **TECHNICAL AND ADMINISTRATIVE SUPPORT**

TECHNICAL SUPPORT

a) SDA PERSONNEL STRENGTHENING

During October-December quarter, 2001 the subcomponent of Personnel Strengthening carried out the following activities:

- In the training area were carried out three managerial seminars with 38 participations, 10 operational seminars with 30 participations, which were oriented towards the security within the hospital area.
- Three recruiting, selection and hiring processes were carried out to substitute the same number of positions.
- During this quarter, the diagnosis of the institution's organizational environment ended, guiding the effort of this unit towards the development and elaboration of the study.

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 385 people that work in SDA to December/2001, 262 are women and they represent 68%, and 123 are men representing 32% of the total employees. Likewise, it is observed that USAID pays the wages of 29% of the personnel and SDA 71%.

QUARTERLY REPORT
 PERIOD: OCTOBER - DECEMBER 2001

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

CONCEPTS	PLAN 2001	OCTOBER-DECEMBER QUARTER			ACCUMULATED ACTION PLAN	
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)
Managerial Seminars	7	2	3	150	10	143
Participations	102	19	38	200	141	138
Operational Seminars	15				15	100
Participations	380				386	102
Technical Seminars	20	4	10	250	26	130
Participations	30	5	30	600	63	210

**SDA PERSONNEL DISTRIBUTION BY SEX, OCCUPATIONAL LEVEL,
AND SOURCE OF FUNDS IN THE
QUARTER OCTOBER-DECEMBER 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	6	10	16	43	64	107	49	74	123	32%
FEMALE	2	5	7	60	195	255	62	200	262	68%
TOTAL	8	15	23	103	259	362	111	274	385	
							<i>DISTRIBUTION%</i>	29%	71%	100%

b) Education and Training

It was developed an additional session to the one programmed for the year, because during the plan design it was considered necessary to execute the session on gender and reproductive rights and not leave it only as a transversal axis. Thereby, the evaluation corresponding to that session was increased. The impact intermediate evaluation of the training process will be reprogrammed in 2002, after concluding the last training module that corresponds to attention quality.

The follow-up to special projects has been developed through meetings with women in charge and not through specific monitoring as it was programmed, except for the counseling strategy of the teen program.

A considerable percentage of time was invested in the STI/HIV/AIDS Prevention project implementation, in the influence population from the borderline El Amatillo. During this time, a poll and data collection of the base study was developed. Also, activities related to 2002 work planning, were carried out through the managerial operative plan and the respective operative plans of each project.

The unmet follow-up and planning reunions of special projects were substituted by supporting activities to report elaboration, and other informational products institutionally required.

The Education and Training Management Office contributed to the achievement and surpassing of goals from the Volunteer Human Resource Development Program in hours and public informed by students in social service.

The handouts were widely promoted during the First National Congress of Teen Integral Health for November 22-24, replacing the visits to programmed institutions.

For the first quarter of next year, most activities of this management office are expected to be oriented towards educational work of the Rural Services Program and El Amatillo project execution.

QUARTERLY REPORT
 PERIOD: OCTOBER-DECEMBER 2001

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

CONCEPTS	PLAN 2001	OCTOBER-DECEMBER QUARTER			ACCUMULATED ACTION PLAN		PROGRAMMED JANUARY- MARCH 2002
		PROGRAMMED	ACCOMPLISHED	COMPLIANCE (%)	ACCOMPLISHED	COMPLIANCE (%)	
Training sessions to the Rural Services Program personnel.	6	1	1	100	7	117	2
Evaluation of training sessions	6	1	1	100	7	117	2
Follow-up of training visits on field	6	2	2	100	6	100	0
Intermediate evaluation of the impact and permanence of knowledge from the training process of the RSP personnel.	1	1	-	0		0	1
Planning reunions and follow-up to special projects	12	3	2	67	10	83	2
Supervision and monitoring of special projects	2	2	1	50	1	50	2
Creation of student groups in social hours.	20				16	80	10
Visits to institutions to promote handout sale	24	6	-	0	15	63	0