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UNIDOS DE AMÉRICA

**Alianzas**  
Invirtiendo en Guatemala

# Multi-sector Alliances Program

Annual Report:

January 31–September 30, 2010

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# Multi-sector Alliances Program

Annual Report, January 31–September 30, 2010

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## List of Acronyms

<i>AECAMN</i>	<i>Auxiliar de enfermería comunitaria en atención materno neonatal</i> (Maternal and neonatal community auxiliary nurse)
<i>AGEFinsa</i>	<i>Agencia Farmacéutica Internacional, S.A.</i> (International Pharmaceutical Agency)
<i>AOTR</i>	Agreement Officer's Technical Representative
<i>APROFAM</i>	<i>Asociación Pro-Bienestar de la Familia</i> (Pro-Family Wellness Association )
<i>BANRURAL</i>	<i>Banco de Desarrollo Rural S.A.</i> (Rural Development Bank)
<i>CA</i>	Cooperative Agreement
<i>CAM</i>	Central America and Mexico
<i>CEFI</i>	<i>Consejo de Empresas, Fundaciones e Instituciones Privadas de Guatemala</i> (Guatemalan Council of Private Companies, Foundations and Institutions)
<i>CentraRSE</i>	<i>Centro para la Acción de la Responsabilidad Social Empresarial en Guatemala</i> (Guatemalan Center for Corporate Social Responsibility)
<i>COED</i>	<i>Cooperación para la Educación</i> (Cooperation for Education)
<i>COP</i>	Chief of Party
	<i>Coordinadora Nacional para la Reducción de Desastres</i> (National Coordinator for
<i>CONRED</i>	Disaster Mitigation)
<i>CORP</i>	Culture of Reading program
<i>FANTA</i>	Food and Nutrition Technical Assistance
<i>FP</i>	Family Planning
<i>FUG</i>	<i>Fondo Unido de Guatemala</i> (United Way Guatemala)
<i>FUNCAFÉ</i>	<i>Fundación del Café</i> (Coffee Foundation)
<i>FUNDAZÚCAR</i>	<i>Fundación del Azúcar</i> (Sugar Foundation)
<i>FY</i>	Fiscal Year
<i>GDA</i>	Global Development Alliance
<i>GoG</i>	Government of Guatemala
<i>HCI</i>	Health Care Improvement
<i>HIV/AIDS</i>	Human Immunodeficiency Virus/Acquired Immunodeficiency Syndrome
<i>IEC</i>	Information, Education and Communication
<i>INCAP</i>	<i>Instituto de Nutrición de Centro América y Panamá</i> (Central America and Panama Nutrition Institute)
	<i>Instituto de Capacitación Técnica y Profesional</i> (Professional and Technical Training
<i>INTECAP</i>	Institute)
<i>ISIS</i>	<i>Instituto de Salud Incluyente</i> (Health Inclusive Institute)
<i>IUD</i>	Intrauterine device
<i>IR</i>	Intermediary result
<i>KOICA</i>	Korean Cooperation Agency
<i>LLR</i>	Lower level result
<i>MCH</i>	Maternal and child health
<i>M&amp;E</i>	Monitoring and Evaluation
<i>MDGs</i>	Millennium Development Goals
<i>MIS</i>	<i>Modelo Incluyente de Salud</i> (Health Inclusive Model)

MNC	Maternal neonatal care
MOE	Ministry of Education
MOH	Ministry of Health
NC	North Carolina
NGO	Non governmental organization
OIG	Office of Inspector General
PASMO	Pan American Social Marketing Organization
PATH	Program for Appropriate Technology in Health
PMC	Population Media Center
PMP	Performance Monitoring Plan
<i>PROCAPS</i>	<i>Proyecto de Capacitación de Docentes</i> (Teacher training project)
<i>PROESUR</i>	<i>Proyecto Educativo del Sur</i> (Education Project of the South)
PSAG	Private Sector Advisory Group
Q	Quarter
RRF	Rapid Response Funds
RH	Reproductive Health
RTI	Research Triangle Institute
SC	Save the Children
SESAN	Food security secretariat (Secretaria de Seguridad Alimentaria)
SNL	Saving newborn lives
SPUH	Saint Peter's University Hospital
STI	Sexually transmitted infection
TBA	Traditional birth attendant
TRC	Technical Review Committee
UNDP	United Nations Development Programme
UNICEF	United Nations International Children's Emergency Fund
URC	University Research Corporation
US/USA	United States
USAID	The United States Agency for International Development
<i>URL</i>	<i>Universidad Rafael Landívar</i>
<i>UVG</i>	<i>Universidad del Valle de Guatemala</i>
<i>VIH/SIDA</i>	<i>Virus de Inmunodeficiencia Adquirida y Síndrome de Inmunodeficiencia Humana</i>
VSC	Voluntary Surgical Contraception
WINGS	Women's International Network for Guatemalan Solutions

## Resumen Ejecutivo

Este informe anual presenta las actividades y objetivos logrados durante el periodo del 31 de enero al 30 de septiembre del 2010 e incorpora la Estrategia Regional para Centroamérica y México de la Agencia de los Estados Unidos para el Desarrollo Internacional (USAID) que busca impulsar en los países, mayor estabilidad y democracias representativas, mercados abiertos, empleos y prosperidad. Adicionalmente la estrategia busca incrementar las inversiones sociales en salud y educación y mejorar la contención y mitigación del Virus de Inmunodeficiencia Adquirida y Síndrome de Inmunodeficiencia Humana (VIH/SIDA) y otras infecciones contagiosas, así como mejoras en el manejo de los recursos naturales y la seguridad alimentaria.

Dentro de los objetivos de mayor relevancia alcanzados están:

- Se aprobaron dieciséis propuestas. Cuatro de ellas se aprobaron como parte de las actividades apoyadas con Fondos de Respuesta Rápida y las otras doce fueron aprobadas en reuniones del Comité Técnico Revisor. Las minutas de estas aprobaciones se encuentran en el Anexo B.
- Se entregaron los siguientes requisitos contractuales de acuerdo a lo establecido en el Acuerdo de Cooperación: a) Plan de Monitoreo, b) Plan de Trabajo Anual para año fiscal 2010 y c) Plan Estratégico de cinco años, d) Plan de Trabajo Anual para año fiscal 2011.
- Se sostuvieron dos reuniones del Comité Asesor del Sector Privado en mayo. Las minutas de estas reuniones está en el Anexo C.
- Se sostuvieron reuniones con socios que previamente participaron en *Alianzas I* así como con socios potenciales para fomentar y explorar la creación de nuevas *Alianzas*.
- Se continuaron las reuniones y el establecimiento de relaciones de trabajo con otros programas de USAID/Guatemala. Específicamente se asistió a la capacitación del uso de la Plataforma Integrada de Información Social de Guatemala ofrecida por Diálogo para la Inversión Social. Además, se adjudicaron becas en coordinación con Reforma en el Aula.
- Se completó el proceso de contratación del Gerente de Operaciones quien tendrá a su cargo las áreas: administrativa, financiera y adjudicaciones. Para lograr una mejor coordinación y hacer un uso eficiente de los recursos, los dos proyectos adjudicados a RTI, Prevención del Crimen y *Alianzas*, funcionan ahora en una misma oficina.
- En el tercer trimestre, se desarrolló el Plan de Capacitación a socios, que incluye los temas de adjudicaciones, finanzas, uso de marca, monitoreo y evaluación, y género. Además se realizó la capacitación en las regulaciones del uso de fondos de planificación familiar.
- Isabel Stout, Directora interina de la oficina de Salud y Educación para la Misión de USAID y Tere Ligorria, Directora de *Alianzas* hicieron una presentación ante la Junta Directiva del Centro para la Acción de la Responsabilidad Social Empresarial en Guatemala (CentraRSE) con el

propósito de establecer una relación de cooperación inter-institucional entre USAID, sus programas y CentraRSE y sus asociados.

- El Embajador de los Estados Unidos, Stephen G. McFarland, realizó una visita a los proyectos Camino Seguro y Asociación Grupo Ceiba.
- USAID invitó a sus socios para participar en un taller de Global Development Alliance (GDA) el 29 de junio 2010 con la participación de Avery Ouellette, Barbara Felitti y Mónica Aring.
- En el tercer trimestre del año fiscal 2010 la oficina de USAID/OIG (Office of Inspector General) dio una capacitación sobre Prevención del Fraude.
- En el mes de julio, el Vicepresidente Ejecutivo para el Grupo de Desarrollo Internacional de RTI International, Lon E. Maggart, y la Vice Presidenta de la Oficina de Salud Internacional de RTI International, Barbara Kennedy, visitaron proyectos de *Alianzas* en Guatemala.
- USAID y *Alianzas* participaron en un taller de formación de equipos de trabajo y comunicación el 20 de julio de 2010. Durante el primer año de operaciones, el Convenio de Cooperación tuvo tres modificaciones, 1) Obligación de los fondos de Educación, 2) *Alianzas* Nicaragua, 3) Reconstrucción de estructuras dañadas por desastres naturales
- A finales del cuarto trimestre del año fiscal 2010, USAID envió una solicitud de propuesta para el manejo de los fondos denominados como *Small Grants*.

Durante la semana del 20 al 24 de septiembre el equipo de *Alianzas* recibió capacitación en Compras y Adquisiciones. La capacitación fue conducida por Todd Bachman, Gerente Internacional de Adquisiciones de RTI casa matriz.

El cronograma de las actividades completadas o en proceso durante el 2010 se encuentra en el Anexo A.

## Executive Summary

This annual performance report highlights activities and objectives achieved by the *Alianzas* program from January 31 through September 30, 2010, under the United States Agency for International Development (USAID) Cooperative Agreement (CA) No. 520-A-00-10-00031-00 to RTI International (RTI) for the Multi-sector Alliances Program (*Alianzas*) to support development objectives of USAID Missions in the Central America and Mexico region (CAM). This CA is a second-generation alliance building program which follows the Strategic Alliances for Social Investment Project implemented by RTI. USAID's regional strategy seeks to move CAM countries into increasingly stable and representative democracies; open markets and grow employment and prosperity; increase social investments in health and education; and increase containment and mitigation of Human Immunodeficiency Virus/Acquired Immunodeficiency Syndrome (HIV/AIDS) and other contagious diseases, while improving natural resource management and food security.

Among the most important accomplishments the following can be mentioned:

- Sixteen proposals were approved. Four of them are activities supported by Rapid Response Funds (RRF), and the other 12 were approved by the Technical Review Committee (TRC). Minutes of these approvals can be found in Annex B.
- The following contractual deliverables were completed in accordance with the CA: a) Performance Monitoring Plan (PMP), b) FY10 Annual Work Plan and c) Life of Agreement Strategic Plan, d) FY11 Annual Work Plan
- Two Private Sector Advisory Group (PSAG) meetings were held. Minutes can be found in Annex C.
- Meetings were held with partners from *Alianzas I* as well as with potential new partners in order to foster and explore the creation of new alliances.
- The team continued to meet with and establish working relations with several other USAID programs in Guatemala. Specifically, the *Alianzas* team participated in training on the use of the *Plataforma Integrada de Información Social de Guatemala* held by *Diálogo para la Inversión Social*. In addition, the education team coordinated scholarship awards with *Reforma en el Aula*.
- During the second quarter, the hiring process for the Operations Manager was completed; this person is responsible for the administrative and financial areas of the program as well as grants management.
- To achieve better coordination and make efficient use of resources, both USAID projects awarded to RTI (Crime Prevention and *Alianzas*) now share an office.
- During the third trimester, the team completed the training plan for partners, which included the topics of grants and finance, branding and marking, monitoring and evaluation, and gender. In addition, the plan also includes training on regulations for the use of family planning (FP) funds.

- Isabel Stout, Interim Director of USAID's Health and Education Office, and Tere Ligorria, *Alianzas* Chief of Party (COP), met with the Board of Directors of *CentraRSE*.
- The US Ambassador, Stephen G. McFarland, visited *Camino Seguro* and *Asociación Grupo Ceiba*.
- USAID invited its partners to a GDA workshop on June 29, 2010 facilitated by Avery Ouellette, Barbara Felitti and Monika Aring.
- During the third quarter, USAID/Office of the Inspector General (OIG) provided a Fraud Prevention Seminar.
- During the month of July, Executive Vice President for International Development Group of RTI, Lon E. Maggart, and the Vice President of International Health of RTI, Barbara Kennedy, visited three *Alianzas* projects in Guatemala.
- USAID and *Alianzas* participated in a team building and communication workshop to strengthen their work and communication.
- From September 20 to 24, *Alianzas'* team received a procurement training workshop given by Todd Bachman, International Procurement Manager from RTI headquarters.
- During the first year of operations, the CA had three amendments 1) Allocation of Education Funds, 2) Nicaragua Alliances, 3) Post- Disaster Relief Funds.
- At the end of the last quarter of the FY10, an application in response to the RFA for Small Grants management was submitted to USAID by RTI international.
- The 2010 Timeline detailing all activities completed or in progress this year, is included in Annex A.

# 1. Technical Implementation

## 1.1 Increased Social Sector Investments

### 1.1.1 General Activities

During the second quarter, *Alianzas* launched program start-up activities. Strategic planning activities were initiated with a three-day internal planning workshop, held March 2–4, 2010. Program technical teams and representatives from RTI and URC home offices participated in the sessions. During the workshop, participants reviewed the CA, general management issues, and program staff roles and responsibilities. Technical working groups began reviewing the overall strategic approach and developing strategic priorities and themes that will guide alliance building and project implementation with partners. To maintain a consistent work flow and ensure that program funding is expediently utilized and obligated, *Alianzas* met with potential partners to discuss prospective new projects, as well as the continuation or expansion of projects previously supported by *Alianzas I*. Representatives from USAID/Guatemala and organizations either indicated by USAID or under USAID's aegis were consulted to ensure that the initial list of meetings included strategic interests and potentially fruitful alliances.

In the third quarter, Isabel Stout, Interim Director of USAID's Health and Education office, and Tere Ligorria, *Alianzas COP*, met with the Board of Directors of *CentraRSE* to present the program strategy for 2010-2014. The goal was to create a strategic partnership between all USAID programs and the members affiliated with *CentraRSE*, focused not only on single events or activities but also on taking advantage of the resources and contacts that each party brings to the table.

Also during the third quarter, the *Diálogo para la Inversión Social* program invited USAID partners to training sessions for the *Plataforma Integrada de Información Social de Guatemala*. Ideally, the *Plataforma* will incorporate a map of the areas in the country where all *Alianzas'* partners and *CentraRSE* members currently invest.

The US Ambassador, Mr. Stephen G. McFarland, visited *Camino Seguro* and *Asociación Grupo Ceiba* on April 23<sup>rd</sup> and 30<sup>th</sup> respectively, accompanied by representatives from USAID's Health and Education Office as well as the *Alianzas COP*. Participants learned first-hand from the students and teachers how the interventions in both projects have improved their quality of life, providing education, job skills development, daycare, and even small income generating projects for mothers at *Camino Seguro*. Participants were pleased to see that the USAID-funded computer lab at *Camino Seguro* that was installed in 2006 has been maintained in excellent condition and is used daily.

On June 29<sup>th</sup>, USAID/Guatemala invited all partners to attend an Alliance Building Workshop for USAID implementing partners. It was an opportunity to hear from representatives of USAID's Private Sector Alliances office the latest thinking for building effective and strategic alliances within USAID's development programs. The topics covered during the workshop included Next Generation in Alliance Building and Implementing Alliances.

On July 8<sup>th</sup>, the first training session for potential partners was held in *Universidad Rafael Landívar*. The session included the following topics: grants and finance, branding and marketing, monitoring and evaluation. The second training session took place on July 16<sup>th</sup> and included gender and regulations for the use of FP funds.

From July 19 to 22, the Executive Vice President for International Development Group of RTI, Lon E. Maggart, and the Vice President of International Health of RTI, Barbara Kennedy, visited Guatemala. During their trip they visited three *Alianzas* projects *UVG* student scholarships, *Mejores Familias* from *FUNDAZUCAR* and a new library in one of the *Vamos a la Escuela* schools. They also held a cocktail party on July 21, to personally meet partners and potential partners.

On July 20<sup>th</sup>, 2010 USAID and *Alianzas* participated in a Teamwork Integration and Strengthening Workshop with the purpose of understanding the importance of teamwork, promoting the analysis of attitudes and behaviors that favor teamwork, and identifying and developing a plan for the group that could be applied individually and as a team.

### **Post-Disaster Reconstruction modification**

On May 29, 2010, two days after the eruption of Pacaya volcano covered locations in least four departments of Guatemala with as much as three inches of volcanic sand; Guatemala was hit by tropical storm Agatha. These two events affected 21 of the 22 departments of the country. The groups most severely affected were people in urban-marginal and rural areas, with lower incomes and poor quality housing. An estimated 36% of the country's infrastructure was either lost or damaged; health and education infrastructure suffered major damage, accounting for 20% of the country's losses and damages. USAID issued a RFA with the purpose of supporting the government of Guatemala (GoG) in the reconstruction plan. On September 24, 2010, RTI through *Alianzas*, was awarded with Modification No. 3 to implement the Post-Disaster Reconstruction program. This program will be described in Annual Work Plan 2011.

### **Electoral Year Strategy**

During the last quarter of FY10, *Alianzas*, *Diálogo para la Inversión Social* and *Reforma en el Aula* had several meetings to establish a joint strategy in light of the upcoming electoral year. Each program has its own mandate and the objective of this coordination is to join efforts and develop an electoral strategy that includes a proposed working mechanism. The programs will develop a

document that describes an approach shared by the three programs, containing specific actions, references to each project's activities, common messages and a tentative timeline. In order to have the strategy ready by the end of October, additional meetings will take place on October 6, 13 and 21.

### ***1.1.2 New Alliances Established***

TRC meetings were held to approve nine education projects, four rapid response projects, one health and education project and two health projects.

- Education projects
  - Alliances to improve the quality of education:
    - Millennium Schools with *Fundación Tigo* and United Nations Development Program (UNDP);
    - Textbooks for secondary education- *Cooperación para la Educación (COED)*
    - Culture of Reading Program-COED
    - Technology - COED
  - *Universidad Rafael Landívar (URL)* scholarships
  - *Universidad del Valle de Guatemala (UVG)* Scholarships
  - *Fundación del Azúcar- FUNDAZUCAR/ Proyecto de Capacitación de Docentes (teacher training project) – PROCAPS*
  - *Libros y Cuadernos con Corazón (Books and Notebooks with Heart)*
  - *Texaco*
- Health and Education Project:
  - *Fundación de la Caficultura para el Desarrollo Rural -FUNCAFÉ*
- Rapid response health projects:
  - Obstetric emergency transportation with *Helicópteros de Guatemala*
  - Regional obstetric nurses conference held in Kingston, Jamaica with the National Nursing School
  - Nutrition monitoring and evaluation (M&E) training in Mexico with the *Instituto Nacional de Salud Pública de México*, MEASURE Evaluation Project and *Instituto de Nutrición de Centro América y Panamá (INCAP)*
  - *Cuadernos con Corazón (Notebooks with Heart)*
- Health projects
  - WINGS
  - *Puntos de Encuentro*

The minutes from TRC meetings are included in **Annex B**.

## 2. Education

The first year, all activities were directed to ensure that proper procedures were in place and pertinent information was shared with potential partners in order to ensure the accomplishment of *Alianzas'* objectives. After determining the thematic clusters and milestones to be pursued throughout the program, the technical evaluation of proposals followed the guidelines established.

At start-up, the education team held different meetings with other USAID programs and MOE personnel to obtain guidance and establish coordinated activities and specific milestones. *Alianzas* shared new guidelines and formats with partners. At the end of *Alianzas I*, the education team worked in the preparation of the third version of *Cuadernos con Corazón* (Notebooks with Heart). This project was the first proposal presented to the *Alianzas II* TRC in 2010 and approved to be implemented in the first quarter of 2010.

In the third quarter, the Education team received proposals from *Fundazúcar*, *Fundación TIGO*, *UVG*, *URL*, and *FUNCAFÉ*, as well as three proposals from *COED*. Based on criteria such as the objectives pursued by *Alianzas*, the potential partner's objectives, the nature of obligated funds, and thoroughness of applications, the following four proposals were presented to TRC and approved: teacher training with *FUNDAZUCAR*, Millennium Schools with *Fundación TIGO* and UNDP, *UVG* scholarships, and *URL* scholarships.

The projects submitted by *COED* were approved after the Education Team evaluated the technical value of having three different interventions (reading in elementary, textbooks in secondary and computer laboratory in secondary) in the same community. *Alianzas* will closely monitor the intervention and select one or two communities to do an intensive and focused evaluation to draw possible impact indicators.

The project presented by *FUNCAFÉ* was revised and approved once all technical issues were addressed. One of the main values of this project is the integration of three different components (education, reproductive health and nutrition) in one geographical area, increasing impact on the living conditions of the rural population, as well as providing project staff with a comprehensive project for monitoring successes and results.

The approved proposals contribute to the following objectives:

1. Provide opportunities for learning through scholarships
2. Support the creation of an adequate learning environment where infrastructure is linked to indicators of quality
3. Enhance the quality of teaching through training

In the fourth quarter, the education team performed the following activities:

- Began implementation of approved projects
- Revision and negotiation of proposals

- Coordination with other USAID programs
- Open call for proposal for scholarships
- Preparation of Early Reading and Evaluation Conference

## 2.1 Summary of Events and Activities

**Implementation of approved projects:** Although results reported for this quarter in the M&E section are modest, these projects are being implemented according to milestones and expectations.

The projects under implementation are:

**Rapid Response Funds- *Cuadernos con Corazón*:** In February, the use of RRF was authorized to complete the purchase of school kits for preprimary level students. These students attended the same schools that were benefitted from the program at the elementary level. This program will be implemented again next year with the added component of libraries in schools. It is further described below.

***Millennium Schools*.** This comprehensive program, which brings together *Fundación Tigo*, UNDP and *Alianzas*, was evaluated and approved because it complies with the objectives set under Thematic Clusters A, B and C. It offers equal opportunities for learning to children in Totonicapán, includes teacher training for improvement of classroom methodologies, improves school facilities and provides appropriate materials to teachers and students. The program supports the achievement of the Millennium Development Goals (MDGs) in 40 communities in Totonicapán. UNDP, through its agencies, promotes the achievement of the MDGs, particularly eradication of extreme hunger and poverty, promotion of gender equality and empowerment of women, reduction of child mortality, improvement of maternal health and nutrition. *Fundación TIGO* is currently refurbishing 40 schools with the *ABC* strategy: *Aulas*, *Baños* and *Cocinas* (classrooms, bathrooms and kitchens). *Alianzas* will fund a qualitative intervention in the schools which will improve the conditions in the classroom, and provide teachers with tools to assess needs in reading and math and methodologies to develop more comprehensive lesson plans. This intervention will involve children, their parents and the community in the teaching process in order to change the classroom dynamic to a place where the oral traditions and creativity are valued. Students will be motivated to write about their community and its surroundings and also about the outside world.

The specific education goals in this project are to increase access to school for children in elementary, enhance education by providing the appropriate conditions for the learning process, and provide adequate physical and learning conditions to students in 40 schools. The specific health goals are to improve the local economy and family diet through technical assistance provided to members in the communities, and increase the coverage of health services for children under two years and women of reproductive age.

**PROCAPS.** This project is part of the strategy included in Thematic Cluster B: teacher training and classroom methodologies. Its main value is that the project is part of a continued intervention that *Fundazúcar* through *UVG*, has maintained on the South Coast of the country. The project is directed to impact the quality of the learning process in schools in Escuintla, Suchitepéquez, Retalhuleu and Santa Rosa. Its main goal is for 6,500 elementary teachers to participate in training in active methodology and improving reading and mathematics skills in first, second, and third grades. Teachers received training in the use of didactic materials to complement the National Curriculum. The training lasted 20 hours distributed in two workshops of 10 hours each. The methodology used was participatory workshops; the sharing of teachers' experiences combined with the technical assistance of the facilitators promoted a constructive process and discussions that enriched their knowledge. Teachers learned by doing in the workshops and later in their own classrooms. The facilitators visited each teacher in order to monitor, evaluate and support the application of the new knowledge and methodologies. Due to weather conditions, some of the training sessions were delayed and finalized later than expected.

The training sessions were planned for August and September but due to the Agatha and Mathew storms the last sessions were delayed to be completed in October. The expected results at the end of the project are: teachers trained and committed with their role as facilitators of the learning process; teachers empowered with new strategies, methods and improved knowledge of the areas: mathematics and reading; and development of didactic materials to support the learning process. A complete report with the final number of teachers participating will be submitted in the first quarterly report of FY11.

***Libros y Cuadernos con Corazón (Books and Notebooks with Heart)***. In the second quarter, the first project approved and implemented was *Cuadernos con Corazón* in its original version: provision of supplies to students in rural areas. For 2011, *Alianzas* proposed to enrich the program and include the reading component with books and libraries. *Alianzas* and *Reforma en el Aula* developed a proposal and gave a presentation to all partners who agreed to participate. These partners are Church of Jesus Christ of Latter-day Saints, *Emisoras Unidas* (United Radio Broadcasters), *Cámara de Comercio* (Chamber of Commerce), *Cargo Expreso*, Wal-Mart, *BANRURAL*, Kimberly Clark, and *Grupo Almo*. New partners have joined this effort, including the *Asociación de Colegios Privados* (Private Schools Association) and members of the *Gremial de Editores* (Publisher Guild) such as *Editorial y Librerías Piedra Santa*. The purpose of the intervention is to improve reading comprehension, develop reading and critical thinking skills, increase vocabulary, improve writing and use assessment tools to track students' performance. The strategy for this program will include two different campaigns. The campaign to collect books will be aired in October and is coordinated with partners; *Asociación de Colegios Privados* (Private Schools Association) as well as *Banrural* will be in charge of receiving books and classifying the books by grade level. The second campaign will be aired in January 2011 to promote donations of school supplies, which will be accepted at

*Banrural*, Walmart, *Cámara de Comercio* and Rotary Clubs. All materials, school kits and books, will be delivered during February and March 2011.

The project includes a technical intervention that will be coordinated by *Alianzas* and *Reforma en el Aula*. *Alianzas* will request proposals from educational institutions to provide teacher training to improve reading comprehension, develop reading skills, improve writing and use assessment tools to track students' performance. The awarded organization will work in the schools that receive mini-libraries. The results of the teacher training and application in the classrooms will be closely monitored by *Alianzas* and *Reforma en el Aula* in order to document best practices information.

During quarter four the campaign designed to collect reading books was planned and approved, it will be aired in October. The expected results are to provide 100,000 school kits and at least 200 libraries in schools in rural areas. It is also expected to have 400 teachers in the reading training program.

**University Scholarships.** Under lower level result (LLR) 3.2.3 Increase, improved and more equitable educational opportunities for learning, the scholarship projects are part of the education strategy of providing opportunities for learning to students that otherwise would not be able to pursue a career. The ultimate goal is to enhance human resource capacity development needs. As part of this strategy two projects were evaluated, approved and are under implementation:

- *UVG*. The *UVG* scholarship project is implemented in *Proyecto Educativo del Sur (Proesur)* in the south coast, and *UVG-Altiplano* in the Western highlands from 2010 to 2012. *UVG's* scholarship project was determined to fulfill *Alianzas* educational goals; the program contains scholarships with emphasis on teaching and is directed to indigenous women with low income and scarce educational opportunities in rural areas. Students are enrolled in education areas such as: Teaching in Elementary School, Bilingual Education, Teaching Mathematics. Two students are enrolled in a Master's Degree on Education Management and Leadership. *UVG* will provide an integrated education as well as development of leadership skills in young people. The project aims to enhance the human resource capacity available in Sololá and Escuintla. The education provided is of high quality and seeks to contribute to local and national development through the provision of scholarships mainly to teachers and teachers in training. *UVG* implemented a thorough evaluation process in order to award scholarships, giving emphasis to rural and indigenous students and women. Scholarship beneficiaries will be tracked individually and *UVG* will provide support and tutoring whenever necessary. Quarterly reports will highlight student performance as well as community projects and other extra-curricular activities where scholarship recipients would be involved such as English, technology skills development, entrepreneurship, etc.

- *URL*. The *URL* scholarship project is a two-year scholarship project implemented in the Central Campus in Guatemala City and 10 regional centers: La Verapaz, Zacapa, Quetzaltenango, Huehuetenango, Quiché, Antigua Guatemala, Escuintla, Retalhuleu, Jutiapa and Coatepeque. The scholarship project is mainly directed to women and indigenous youth, and it includes enrollment and tuition fees, food, transportation and materials. *URL* selected beneficiaries according to their established criteria and the recipients are enrolled in health and education oriented careers depending on their own interests. Scholarship beneficiaries will be tracked individually and student performance will be reported on a quarterly basis, along with other activities in which students will be involved, such as leadership training, English, technology, community service, and others.

**Revision and negotiation of proposals:** During the fourth quarter, the proposals that received green light for further discussion were returned to potential partners so they could address technical comments given by *Alianzas*. Partners adjusted their proposals and fulfilled all requirements. The projects will start implementation in the second quarter of FY11 with administrative activities and in the third quarter of FY11 the intervention will start at schools along with the beginning of the academic year. These projects are:

**COED.** *COED* has worked in Guatemala since 1996 and their interventions have been successful, as 80% of the communities involved in *COED* projects are still participating. *COED* has accomplished the objective of creating opportunities for youth. The proposed projects are:

Computer Laboratories which is an intervention that delivers high-quality, vocational skills training to secondary school students in rural Guatemala. With marketable computer skills, these youth will have opportunities similar to many of their urban counterparts. This will allow them to compete for higher-wage jobs, and help bridge urban/rural and indigenous/ladino achievement gaps. The strategy used in this project involves commitment from teachers, parents and students: they agree on contributing a symbolic fee for “rent” that will help with maintenance, electricity and other costs associated with the lab. The money collected through the “rent” is devoted to buying new equipment at the end of a five-year period. The project will be implemented in eight high schools. Under this project, *COED* will (a) provide computers and furniture to students in rural areas; (b) train teachers, principals, students and parents in use and care of computers; (d) involve the community in a sustainable plan in order to continue the program beyond the grant period; (e) contribute to increase students’ enrollment in schools by providing learning and technology skills.

Textbooks for secondary is a program that provides vital books (in the core areas of math, science, social studies, and Spanish) to impoverished secondary schools in rural Guatemala, with the goal of improving the quality of teaching and enriching the learning environment; it also creates opportunities for youth, motivates them to stay in school, and improves the effectiveness of teaching

through teacher training. The project will be extended to San Marcos and Sololá and approximately 9,000 books will be provided.

Culture of Reading Program (CORP) is a project that delivers high-quality children's books and training on effective reading instruction to primary school educators. These educators will in turn transform their students into better readers and learners. With increased literacy skills, children benefitting from CORP are expected to achieve more in school, continue their education longer and think more critically and creatively. To date, approximately 265 teachers have been trained and 5,695 indigenous children benefit from the new teaching techniques used in their classrooms. The project will benefit 2,000 students and 75 teachers will be updated in innovative reading methodologies.

**FUNCAFÉ** is committed to working towards human development in rural populations by increasing coverage and quality of health, education and nutrition services. **FUNCAFÉ** requested funding for a comprehensive intervention that includes health, nutrition and education in Chiquimula, Jalapa, Jutiapa and Zacapa. The purpose of intervening in the same geographical areas is to impact the living conditions of rural populations and monitor advancements and results in all three components. Health activities will also be implemented in Chimaltenango, Santa Rosa, Alta Verapaz, Suchitepéquez, Retalhuleu, Baja Verapaz, Huehuetenango, Escuintla, San Marcos and El Quiché. The project will last three years. The education component is based on an active teaching pedagogical and cultural model called Active Rural School, centered on the child and his or her social and natural environment. The model could be implemented in unitary (one teacher school), multigrade or traditional schools and is directed to improve the quality of teaching through teacher training, provision of teaching materials and monitoring and evaluation. The expected results under this project are: 50 schools, 3,346 students and 118 teachers benefitted in nine municipalities.

***¡Vamos a la Escuela!*** was planned under Thematic Cluster C: School facilities and materials in response to the damages caused by the eruption of the Pacaya volcano and Tropical Storm Agatha. The program anticipated the provision of safe and accessible facilities during times of emergency to the poorest and most vulnerable populations. On September 24, 2010 *Alianzas* received Modification No. 3 which awards the program with a new component: Post-Disaster Reconstruction activities. This new component dictates that USAID through *Alianzas* will support GOG's reconstruction efforts through the establishment of a basic infrastructure project. Given this modification, ***¡Vamos a la Escuela!*** became part of the Post-Disaster Reconstruction activities which will be organized in the first quarter of 2011. Partners have already been contacted and start-up activities have begun.

**Coordination with *Reforma en el Aula*:** Several meetings have taken place to establish common goals and activities which will enable the two projects to organize and join efforts for specific projects. *Alianzas* and *Reforma* will work

closely to ensure alignment and avoid duplication of efforts. The areas in which we are coordinating are:

- teacher training and improvement of classroom methodologies through scholarships or specific training interventions;
- implementation of qualitative educational models that could be scaled up which include the use and validation of appropriate materials and methodologies used in the classrooms;
- scholarships for teachers and MOE officials to build capacity within MOE; and
- establishment of guidelines for specific interventions such as “*Libros y Cuadernos con Corazón*” (Books and Notebooks with Heart).

**Open call for proposals under Thematic Cluster A: Scholarships.** *Alianzas* published an open call for proposals on September 2 and 6, 2010 with the purpose of finding organizations willing to provide educational opportunities for children and youth. The potential partners were required to submit proposals containing the strategy to be used, their methodology and the value added of their program. *Alianzas* sought organizations that aimed to support the reduction of gender, ethnic and rural/urban gaps. Proposals are being evaluated and will be awarded during the first quarter of FY11.

**Early Reading and Evaluation Conference:** *Alianzas* is organizing the Early Reading and Evaluation conference that will take place in November with support from *Reforma en el Aula*. The timeline, agenda and definition of topics and speakers took place in September. The conference will last one day and a half followed by two days for workshops. The purpose of the Conference is to raise awareness on the importance of reading and its evaluation in order to have feedback and inform parents. It will also include the importance of teacher training and good practices for reading instruction as well as time spent actually teaching to read and reading, and appropriate materials for reading in school and at home.

## 2.2 Key Results

- The negotiations for *Cuadernos con Corazón* resulted in a more comprehensive intervention with the addition of books, teacher training, and monitoring and evaluation. The response on behalf of previous partners as well as new important partners such as the Private Schools Association strengthens the alliance and provides the opportunity to make this intervention a permanent yearly activity.
- The coordination with *Reforma en el Aula* has been beneficial to both programs. It has given the chance to intervene jointly in various activities and plan technical interventions in accordance to USAID mission objectives.
- The joint effort between *Reforma*, *UVG* and *Alianzas* resulted in a group of 19 Master's Degree scholarships where *Reforma* is providing 10, *Alianzas*

two and *UVG* seven. All students will receive a Master's Degree in different areas: Leadership and Education Management, Psychology, and Education.

- The training sessions given to potential partners have resulted in submission of more integrated and comprehensive projects. The inclusion of additionality, gender, impact and sustainability was understood by partners and is reflected in the proposals.

### 2.3 Key Issues Faced

- During this year *Alianzas* had to work further and provide guidance to partners on budgeting, additionality and leverage. All comments were included in proposal re-submissions. Mostly partners have difficulties presenting line item budgets and demonstrating additionality.
- Defining priorities for university scholarship proposals was challenging for the education team, because USAID's guidance on which careers to support was not clear. This delayed the approval of university scholarship proposals due to several changes requested to partners.
- Although MOE is supporting the *Programa Académico de Desarrollo Profesional* (Academic Program for Professional Development) for teacher professionalization, no response has been received from the Teacher's Union to allow private universities to join this effort. *Alianzas* will continue working with MOE and *Reforma en el Aula* to further pursue this initiative.

### 2.4 Activities and Actions Planned for Q1 of FY11

- Analysis, evaluation and approval of scholarship projects submitted by potential partners as a result of the open call for proposals
- Implementation of approved projects
- Definition of a teacher training strategy for reading and any other intervention planned for 2011. For this goal, guidelines and milestones will be determined with USAID programs and MOE personnel.
- Early Grade Reading Conference will be held in November where MOE personnel and potential partners are expected to participate. It will raise awareness of the importance of developing reading and writing skills and obtaining partners' commitment on the issue.

## 3. Health

During FY10, with support and guidance of USAID, the health team defined priority areas and activities, communicated with potential partner institutions, organizations and projects to define their areas of interest and types of interventions, and began negotiations for the establishment of several public-private partnerships which are either in the process of awarding grants or about

to begin implementation. Most of the partnerships under development fall under thematic cluster A, FP/RH, since many previous *Alianzas* partners come from this area and have pursued continuing alliances. Most partnerships under negotiations in the other thematic areas are still incipient, but we hope to foster more alliances and move forward in awarding grants during FY11 once RFAs are issued. The following is a summary of progress made to date under the health component, including activities completed during quarter four of FY10.

### 3.1 Summary of Events and Activities

**Rapid Response Funds - Midwifery Conference in Jamaica.** In response to a request from USAID, RRF were used in May to support two representatives from the nursing schools (the director of the Cobán school and a faculty member from Petén) to attend a regional conference on midwifery held in Jamaica. Nurses attended both the pre-conference for educators in midwifery, as well as the Third Regional Conference of the Americas of the Confederation of Matronas. The events were organized by the University of West Indies and the Nursing School of Mona, Jamaica. The conference provided participants with the opportunity to share the work done by the National Nursing School of Guatemala with midwives around the country, as well as to learn from the experiences of the other schools in the region.

**Rapid Response Funds - Obstetric care in Chimaltenango.** On May 31<sup>st</sup>, *Alianzas* used RRF upon request from USAID to arrange emergency transport for Mrs. Santos Macario, a woman from Paley, Tecpán, who had an obstetric complication requiring a caesarean section that could not be performed locally. The case was brought to the attention of the US Ambassador by a SHARE community health worker. The Embassy then contacted USAID. *Alianzas* quickly organized logistics and was able to obtain timely transport to Chimaltenango Hospital from *Helicopteros de Guatemala* at a discount rate as leverage. Because of the mudslides resulting from the Agatha storm, Mrs. Macario and her family were unable to access the hospital by land. Maternal-neonatal health funds were used to assist this emergency. The successful intervention resulted in the birth of a healthy boy (Fray Wilfredo) at Chimaltenango Hospital.

**Nutrition M&E Training in Mexico.** *Alianzas* funded Dr. Paul Melgar's participation in the three-week long "*Taller sobre evaluación de impacto de programas de población, salud y nutrición*" workshop (July 5-23, 2010) at the *Instituto Nacional de Salud Pública* in Cuernavaca, Mexico as a contribution to capacity building efforts in Guatemala. The USAID-funded MEASURE program designed and conducted the workshop as part of their mission; to provide and promote the use of accurate and timely information on population, health, and nutrition in developing countries. The workshop's objective was to enrich each participant's capacity to apply more sensitive and critical instruments to their research. The most proximate result will be to enhance Dr. Melgar's contribution to his institution, *INCAP*, thus Guatemala and the region.

In turn, Dr. Melgar will present the results of his current research project on the comparative impact of cash transfer and non-cash based nutrition projects in Guatemala to *Alianzas* and all USAID partners during the first quarter, FY2011

### **Thematic Cluster A: FP/RH**

**Approved projects.** Approved projects under this thematic cluster include the following:

**Reproductive Health Alliance.** Since June 2010, *Alianzas* has retaken the lead in bringing together partners that work in FP/RH to expand the RH Alliance established under the first *Alianzas* program. The overall objective of the RH Alliance is to serve as a permanent forum for the exchange of experiences, lessons learned, feedback, and identification of complementary interventions among its members.

Currently 11 organizations are members of the alliance and we expect that at least four more will join by the end of FY11. Five alliance members currently provide FP services and methods. During FY10, the alliance met four times, once per quarter. Beginning in October 2010, the alliance has agreed to meet more frequently to complete pending tasks explained below.

An important effort of the alliance during this year was to identify strengths and weaknesses of the health system in the provision of FP services and methods, based on experiences of the alliance member's field teams. With this information, the alliance is currently developing a four-year strategic plan which will identify priority areas and present joint efforts to have more effective interventions. These interventions will be an intrinsic part of the work plan and will also become part of the current projects that alliance members are implementing. The plan will be presented to USAID and the MOH to jointly define mechanisms and actions needed to address the gaps identified in order to contribute to reducing unmet need for FP services and methods. This analysis and plan will serve as the basis for the alliance to develop joint project proposals to present to other potential donors (i.e.: Venture Strategies is seeking to fund partners in Guatemala to conduct community-based distribution of FP methods) Although *Alianzas* had proposed to transfer the responsibility of leading the alliance to another organization, we will continue to guide the group until more ownership of the work plan and future activities is ensured. The alliance has provided a platform in which institutions can learn from each other and identify how to collaborate on the ground as to extend the reach of collective efforts. In FY11, *Alianzas* will continue the expansion and strengthening of the Alliance, and work jointly with its members to fulfill the objectives defined by the group, including: sharing IEC strategies and materials, defining common M&E indicators and processes to evidence the results and impact of the group's interventions, strengthening the capacity of other local partners that work in FP/RH to replicate effective interventions identified by the group, and lobbying to ensure access to FP/RH quality services.

**WINGS.** At the end of the fourth quarter of FY11, a grant was signed with WINGS to support the implementation of FP/RH interventions aimed at increasing access to information and services. Target populations are women of reproductive age, youth between the ages of 13 and 19, and adult men age 18 and over, in seven departments in the rural highlands. An important result of this alliance is that WINGS has agreed to provide capacity building to local non-governmental organizations (NGOs) by training them in order to replicate their behavior change strategy and education activities, and provide FP/RH information and services in other geographic areas of the country. An important challenge faced by WINGS and for which *Alianzas* will foster additional alliances, is that as their interventions will increase the demand for FP methods, an increased number of referrals are being done to *Asociación Pro-Bienestar de la Familia* (Pro-Family Wellness Association [APROFAM]) clinics and mobile units for voluntary surgical contraception (VSC), and these services are not meeting the demand being generated. WINGS is seeking to strengthen their community based services in order to be able to directly offer VSC, Jadelle and intrauterine devices (IUDs).

**FUNCAFÉ.** During the fourth quarter, USAID approved a three-year alliance with FUNCAFÉ. The grant document is currently being reviewed by RTI and we expect to have a completed grant by the end of October 2010. This three-year project will provide FP/RH services and information to women of reproductive age and their partners, and to youth between the ages of 10 and 25. The project will also train trainers and peer counselors to provide accurate and appropriate FP/RH information. Activities will be implemented through an already existing network of community based clinics that FUNCAFÉ has in 16 departments throughout the country. Project approval took longer than expected since we identified several gaps and weaknesses in the proposal first presented by FUNCAFÉ, especially in the M&E plan. Several meetings were needed to jointly define a stronger plan and activity proposal.

**Partnerships under negotiation.** During quarters three and four, we also received additional FP/RH proposals from *Tan Ux'il* to implement a three year project with youth in 12 municipalities in the department of Petén, and from PASMO to increase the provision of long term FP methods (IUD and *Jadelle*®) in 17 health areas located in the departments with the highest rate of maternal mortality. These proposals are currently being reviewed and discussed. *Alianzas* is working with PASMO to edit their proposal in order to seek leverage funds from Venture Strategies, a nonprofit organization working to improve the health and well-being of people in low resource countries, which is interested in funding long term FP methods in the country. This additional funding could potentially increase PASMO's response to the demand for these methods, as well as that of other FP/RH partners such as WINGS and APROFAM.

**Population Media Center (PMC).** During the third quarter, PMC presented a proposal to produce a radio drama, aimed at educating youth and the general population of reproductive age in issues related to FP/RH, early marriage and

early onset of sexual activity and prevention of sexually transmitted infections (STIs) and HIV/AIDS. The program will consist of 208 episodes and will be aired on national radio through a network of at least 25 radio stations, reaching approximately 200,000 listeners per year. Approval of this project has been challenging since research was needed to conclude that radio continues to be an effective mass communication channel, especially among the youth population in Guatemala. Since the program can be heard by many audiences, PMC still needs to better define the target audience that the radio drama will be able to reach. The literature review and formative research that PMC will conduct during the first stage of the project will provide important information to clearly define the target audience. The proposal plans to create a Project Advisory Committee, formed by representatives of relevant government ministries, NGOs, and other institutions working in the field of FP/RH. The purpose of this committee is to advise on the technical content of the serial drama as the scripts for the episodes are written and ensure that demand for services generated by the programs can be met by the available services and infrastructure. During the fourth quarter, we began to identify potential members of the Project Advisory Committee, some of which include the RH Alliance members and USAID/HCI project representatives. An important challenge we are facing is to identify relevant government representatives for the advisory committee, given the upcoming election year and the uncertainty of the response these representatives will be able to provide.

All approved and potential projects fulfill priority areas of our annual and strategic plans, including training institutional and community based providers to improve the quality of FP/RH services, and increasing access to information and education for both youth and men, a much needed target group in the country.

### **Thematic Cluster B: Maternal and Child Health**

**Partnerships under negotiation.** Throughout FY10, we held a series of meetings with entities interested in investing in MCH interventions and activities, including among others *FUNCAFÉ*, *FUNDAZUCAR*, PATH, Save the Children, Rotary Clubs and the National Nursing School. As in other quarters, during quarter four of FY10, the health team invested much time and effort in discussing potential projects with some of these partners. Although no grants have yet been issued for MCH projects, highlights of the most important partnerships under negotiation are discussed below. In addition, as planned, *Alianzas* began to develop the technical guidelines for an RFA for MCH projects, which will be issued in the first quarter of FY11.

**Mejores Familias.** *Alianzas* has worked closely with both *FUNDAZUCAR* and *Consejo de Empresas, Fundaciones e Instituciones Privadas de Guatemala* (Guatemalan Council of Private Companies, Foundations and Institutions [*CEFI*]) representatives to determine the best way to expand the *Mejores Familias* Program with other partner industries. *FUNDAZUCAR* has assumed responsibility to train foundations and institutions interested in replicating *Mejores Familias* and will help them develop a proposal for *Alianzas*, based on a standard budget and implementation plan that is currently being developed. During quarter

four, an informative meeting was held with investors interested in replicating *Mejores Familias* in their intervention areas, including the cement, coffee, and banana and fruit industry. Although much interest was shown by these investors to implement *Mejores Familias*, no proposals have yet been received due in part to the fact that *FUNDAZUCAR* has not yet completed the standard project description that partners need to develop their proposals. Additionally, these partners are still identifying funding to leverage the project, discussing the plans with their boards and investors and identifying management and technical staff to implement such projects. An important success during this FY is the fact that partly based on USAID and *Alianzas*' suggestions; *FUNDAZUCAR* completed a technical review of its implementation plan during the first quarter of FY10 and has introduced new and revised elements to the *Mejores Familias* model. An important element is that *FUNDAZUCAR* has agreed to strengthen the content of the FP/RH trainings for both project staff and participant women and will include as part of these activities, the need to coordinate with *APROFAM* or other specialized entity. In addition, *FUNDAZUCAR* has accepted that *Alianzas* will conduct a behavior change evaluation to demonstrate the *Mejores Familias* outcome and results on health related knowledge, beliefs and attitudes of participants and determine areas for improving the strategies. *Alianzas* will hire an independent consulting firm to conduct this evaluation with technical input from the URC Senior Advisor for behavior change communication. Costs of the evaluation will be covered by URC as an important contribution to *Alianzas*; the health team will develop terms of reference and oversee the development and implementation of this evaluation, with technical assistance from the USAID/HCI project and URC headquarters.

#### **Maternal–neonatal care (MNC) and obstetric training of MCH providers.**

With the interest of improving access to quality maternal and neonatal care services in the rural areas and reducing mortality rates, *Alianzas* in close collaboration with USAID/HCI, identified a group of implementing partners to conduct a multi-level six month training specialization program on MNC, based on the maternal and neonatal community auxiliary nurse (*Auxiliar de enfermería comunitaria en atención materno neonatal [AECAMN]*) project implemented by URC through the USAID/HCI project in Guatemala. Initial partners included the MOH, National Nursing School, *Instituto de Capacitación Técnica y Profesional* (Professional and Technical Training Institute [*INTECAP*]), the Korean Cooperation Agency (KOICA), Save the Children (SC) and Saint Peter's University Hospital (SPUH). During the fourth quarter of FY10, *Alianzas* completed four meetings and many additional communications with these partners to develop the project framework, description and budget. As a result of these meetings, *Alianzas* learned that *INTECAP* does not have the capacity or the interest in offering future technical programs in health and has instead offered to help with leading the certification process of students that complete the training. KOICA has offered to share its training curriculum currently being used to train health area nurses on MNC. The National Nursing School and the MOH had been tasked with implementing the trainings, for which a project description

and budget needed to be completed. However, to date, no documentation has been received and we sense a lack of interest and commitment in this project from the MOH and the National Nursing School. *Alianzas* will seek other potential implementers for this project.

**Saving Newborn Lives (SNL) model.** As part of the training project mentioned above, *Alianzas* has also contacted Save the Children who is currently implementing the SNL model in the country through which volunteer mothers are trained in basic newborn care, with the objective of strengthening the work done by traditional birth attendants (TBAs). In quarter four, SC presented a project proposal to implement the SNL model, which if funded, will become one of the components of the MNC multi-level training program. The proposal is currently being reviewed by *Alianzas*.

**Traditional Birth Attendants.** In addition to nurses, TBAs are also an important target group for the multi-level training program. TBAs contribute to improving MNC in all areas of the country. During the last quarter of FY11, *Alianzas* made initial contact with SPUH to assess their interest in expanding their successful training program for TBAs and community health facilitators done in the municipality of Chiquimulilla in Santa Rosa during the previous *Alianzas* project. SPUH has agreed to serve as a mentor partner for other organizations interested in adopting the model and has sent a project proposal for this purpose. The proposal is being reviewed by *Alianzas*.

**Modelo Incluyente de Salud (MIS) –Health Inclusive Model.** During quarter three, the *Instituto Incluyente de Salud (ISIS - Health Inclusive Institute)* contacted *Alianzas* to present a proposal to expand the MIS in three municipalities of Baja Verapaz and one in Zacapa. This model has been proven effective and adequate for primary care. It has been technically validated in rural, indigenous and hard-to-reach populations, achieving a performance above national standards and showing favorable tendencies towards impact indicators such as the reduction of maternal, child and neonatal mortality. The model is focused on bringing individuals health benefits according to their age and sex, as well as to family and community groups by developing promotional, preventive and curative actions with cultural pertinence, gender equity, and an environmental perspective. A challenge that this project might encounter is the support from the MOH needed for the development and implementation of the activities at the central, municipal, and district levels, and the weaknesses that the MOH has. Many people have the perceived opinion that the cost per beneficiary of the project is too high, as compared to the extension of coverage program (\$34.00 vs. \$8.00 annually) although these two programs have completely different components/activities and cannot be compared.

**Mobile telephones for health care.** To fulfill one of the priority areas defined under this thematic cluster, *Alianzas* expects to establish during this FY alliances to increase access to IEC on MCH. One of our most important objectives has been to harness the technology offered by mobile telephone networks for use in providing such information. During the first three quarters of the year, *Alianzas*

explored the option of working with Voxiva to replicate the text4baby mobile health project in Guatemala, currently implemented in the USA and directed to pregnant mothers. Unfortunately Voxiva's involvement was not possible, since the company is currently under funded and therefore could not commit to the project. During the end of quarter four, *Alianzas* began negotiations with *Fundación TIGO* to identify the best way to work with their corporate counterpart to provide the necessary technology to send text messages to both health care providers and the general population (particularly women) to communicate MCH messages. *Alianzas* has identified that an important challenge is to find a way to include other cell phone carriers in this project, as *Fundación TIGO* has asked for exclusivity in carrying out the project but *Alianzas* has determined that we need to foster alliances with other cell phone companies as well to reach a broader audience. The project has the potential of reaching at least 2,000 pregnant mothers and their partners. With support from the RTI home office, *Alianzas* will now explore working with the "What to Expect Foundation" in the USA, as an important technical and funding partner.

**Prevention of postpartum hemorrhage.** Throughout FY10, *Alianzas*, with support and assistance from URC, USAID|HCI project in Guatemala and the RTI home office held several communications with PATH to explore the creation of an alliance to increase access to uterotonic drugs through both public and private health providers, especially at the community level. The potential alliance would be held with *Agencia Farmacéutica Internacional, S.A. (AGEFINSA*, International Pharmaceutical Agency), to use Uniject®, a single-dose oxytocin delivery method, in community settings to reduce postpartum hemorrhage and the concomitant maternal mortality. PATH carried out a pilot study on Uniject® in Guatemala in 2009 and even though the results of this study were to be presented to the MOH in late April 2010, at the end of FY10 *AGEFINSA* has not yet presented these results. During quarter four, two additional conversations were held with PATH regarding future plans to make this product widely available in the market through different channels, including *Alianzas'* FP/RH partners. In 2011, *Alianzas* will continue exploring the possibility of partnering with PATH and *AGEFINSA* in order to make the drug available for distribution at the community level.

**Medical equipment.** During quarter four, *Alianzas* began negotiations with Medical Bridges, an organization that recovers medical surplus that would otherwise be discarded and redistributes it to hospitals, clinics and healthcare providers in developing countries. The goal of exploring this partnership is to aid our partners in the health care system to meet their needs for medical supplies and equipment. Equipment and supplies collected through the Medical Bridges network will be donated to hospitals, clinics and health centers. This will be a critical part of the Reconstruction Project as well, providing medical equipment for refurbished clinics and health posts.

**Improved nutrition, sanitation, and better dietary and hygienic IEC practices**

## Thematic Cluster C: Nutrition

**Approved projects.** During the last quarter of FY10, *Alianzas* received the first nutrition proposal from *FUNCAFÉ* integrating FP/RH activities (explained in the first thematic cluster) and nutrition/food security. Initial negotiations for the food security component of the project were completed in the same quarter and the project has been approved by USAID. The food security activities proposed focus on the four departments of the dry corridor (Zacapa, Jalapa, Jutiapa and Chiquimula) and will complement the health services and information that *FUNCAFÉ* already provides in this area, through an existing network of community based clinics. The project has a strong IEC component on breastfeeding and complementary foods, directed to mothers of children under age two and pregnant women. It is expected that this project will reach more than 10,000 families in 12 municipalities who are vulnerable to food insecurity.

**Partnerships under negotiation.** Although nutrition is a priority area for the country and the international cooperation, *Alianzas* has not yet received project proposals under this cluster. An RFA for nutrition projects needs to be issued in the first quarter of FY11. We are evaluating the possibility of including nutrition as one of the key elements of MCH projects and issue a single RFA that integrates these topics. Following is a summary of the potential partnerships that have been explored throughout this FY and which will be followed up during FY11.

**Súmate.** Throughout FY10, *Alianzas* held several coordination meetings with USAID Title II Private Voluntary Organizations, Citibank and *Fondo Unido de Guatemala (FUG)* to develop a partnership called *Súmate* to raise funding for nutrition awareness and programs. USAID will provide full support to the project as a technical reviewer, and *Alianzas* will manage the project. *Alianzas* is very interested in pursuing this partnership given that it is a good opportunity for the general population to become informed about and involved in the chronic malnutrition situation that plagues Guatemala. Financial institutions' credit and debit cardholders will be able to donate a small amount for every transaction processed. Funds raised in this manner can then be used to support sustainable development projects implemented either by USAID Title II partners or others. The main challenge in moving this alliance forward has been that neither Citibank nor *FUG* have taken leadership in developing the proposal and defining mechanisms to begin project implementation.

**Fortified foods.** In FY10, we have made efforts to identify the best way to engage the private sector in financing a sustainable and effective intervention that includes a staple fortified food or a nutritional supplement. Although both *Alimentos S.A.* and the sugar industry are willing to foster an alliance to make *Incaparina* and *Nutriazucar* available to low income families in areas with the worse malnutrition indicators, respectively, negotiations are still under process and costs for the general population are being considered. In addition, *Alianzas* is exploring ways to work with USAID's food and nutrition technical assistance project (FANTA) to engage the private sector in funding fortified ready-to-use

high calorie foods such as Plumpy Nut or Nutributter (a lipid based nutrition supplement).

**Nutrition training.** In quarter four, *Alianzas* identified several opportunities to support nutrition training initiatives. These partnerships are still at their initial stage and will be explored in more detail in FY11. The first alliance is with *INCAP* and *URL* to develop two nutrition distance learning training programs to increase crucial knowledge and skills of service providers, managers and decision makers, needed to improve the performance of nutrition projects implemented throughout the country. The project will train community health workers and nutritionists that work in the 29 health areas with the MOH and MOE. The program integrates face-to-face training and some online courses (where available). It is expected that approximately 50 nutritionists and 300 community health workers will be trained. Another alliance currently being explored is with the United Nations International Children's Emergency Fund (UNICEF) and the *Secretaría de Seguridad Alimentaria (SESAN)* – Food security secretariat to implement a Certificate Course on food security. *URL* has also been involved in supporting this course during the last three years when other institutions have implemented it. *Alianzas* believes that supporting either of these training efforts is a good opportunity to include USAID's support with organizations that are traditionally well known for quality training in a topic that is so important and crucial for the country's nutrition situation.

#### **Thematic Cluster D: Water**

##### **Partnerships under negotiation**

***Escuelas Saludables.*** During the last three quarters of FY10, the health team has held several meetings with *Fundación Tigo* to define the water and sanitation elements of the Millennium Schools project, negotiated under the education component of *Alianzas*. Peace Corps approached *Alianzas* in April 2010 to seek partnerships in water and sanitation and given their vast experience with Healthy Schools we determined that they would be a perfect complement to the *Tigo* initiative. However Peace Corps has not yet completed the documentation and proposal to partner with *Fundación Tigo* to implement this project. *Alianzas* will continue to make efforts to engage Peace Corps in this initiative. If their response is not as expected, we will continue seeking other partners to participate in this project. The Healthy School model includes educating students, parents and teachers in adequate hygiene habits, such as hand washing with soap; latrine provision; installation of faucets with running water; school cleanliness and garbage sorting; and other activities which allow for the students to be educated in healthier, safer spaces.

**Rotary Clubs.** With the support of the different Rotary clubs in Guatemala, we will seek to implement projects to build or reconstruct water systems for communities and schools. Safe water is key to prevent childhood diseases including diarrhea and other infections, which in turn can affect the nutritional status of children. We are currently in the process of identifying those geographic

areas where the Rotary clubs already have water interventions. These projects will stem from the WAS RAG (Water and Sanitation Rotary Action Group)

### **IR 3.4: Contained and mitigated impact of HIV/AIDS**

#### **Thematic Cluster E: HIV/AIDS**

During strategic planning meetings in the first quarter of FY10, USAID's team in charge of HIV/AIDS provided some guidance on the most appropriate activities that *Alianzas* could undertake over the life of the agreement. *Alianzas'* efforts under this cluster would be directed to fostering alliances to support the implementation of communication campaigns to reduce stigma and discrimination as well as implementation of prevention strategies with most at risk populations. *Alianzas* was also asked to coordinate efforts with other partners including *Programa Nacional de VIH/SIDA* (National HIV/AIDS program). Given that activities under this IR were subject to budget and to USAID approval, planned objectives and priorities were adjusted during the year and went through many changes.

**National HIV/AIDS Testing Day.** For FY10, the two main campaigns that *Alianzas* was asked to support were the National HIV/AIDS testing day and either the masculinity or the stigma/discrimination mass media campaigns. Among these last two options, *Alianzas* chose the masculinity campaign since the message was clearer and the spots are ready to air. However the campaign broadcast was covered with funds from PASMO and the support needed for the stigma/discrimination campaign has not yet been defined by USAID. Although *Alianzas* worked to support the National HIV program in producing and broadcasting a mass media campaign for the national testing day, many factors confounded during the negotiations with the MOH, and USAID finally decided not to provide such support only after the MOH officially refused it.

**Television Drama Series.** USAID and *Alianzas* agreed to support an important and resourceful project about a television drama series *Sexto Sentido* (Sixth sense) produced by *Puntos de Encuentro*, a Nicaragua-based NGO. *Puntos de Encuentro* negotiated with Guatevisión (Cable channel 39) the broadcasting of *Sexto Sentido* everyday at 3pm, for a period of three months. During the fourth quarter, a project was approved to support *Puntos de Encuentro* with covering part of the costs for the drama broadcast, as well as the publicity to advertise the series. In addition, *Alianzas* negotiated a second project to complement *Puntos de Encuentro's* impact, with *Eurocine*, an association formed in 2002 by seven European embassies with the purpose of promoting European movies through annual festivals. This second project is focused on bringing youths from marginal areas in the capital city and from two other cities (Huehuetenango and Quetzaltenango) to a cinema theatre and have the opportunity to see part of the drama and later discuss this with the cast from the drama and experts in the topics. This activity was initiated during the first month of October, details of results will be reported in Q1 of FY11.

### 3.2 Key Results

- During FY10 a total of three rapid response projects (obstetric emergency transportation, regional nurse conference and nutrition M&E training in Mexico), and two grants were approved. During quarter four, we received a total of eight additional proposals which will be analyzed and discussed immediately to continue the grant signing processes.
- The RH Alliance reconvened and is actively preparing a strategic work plan to increase the coverage of unmet need for FP methods and services.
- Significant progress has been made in the involvement of several potential partners on all thematic clusters under health
- A final decision on where to use HIV funds was completed at the end of the FY, and a grant was signed to implement an education activity with youths on HIV prevention. This alliance includes *Puntos de Encuentro* and *EUROCINE* and the MOE. Results from this alliance will be presented in the report for Q1 of FY11.

### 3.3 Key Issues Faced

- Discussions with *CEFI* and *FUNDAZÚCAR* to define the process for expanding the *Mejores Familias* program with other industries have been extremely important to guarantee appropriate scale up. However, decision making and agreements has been slow, especially on defining how to strengthen the FP/RH activities of the model.
- Defining priority projects under HIV/AIDS has been very challenging for the *Alianzas* team, given that USAID's guidance on which activities to undertake has been confusing. This has delayed *Alianzas* negotiation processes with potential partners, which resulted in only one concrete partnership during the year.
- Although currently *Alianzas* has received more than seven unsolicited proposals for health projects, during the first two quarters of the year, no proposals were received. *Alianzas* did not issue any RFAs during this period given that we were defining our strategic plan and other key project deliverables in coordination with USAID.

### 3.4 Activities and Actions Planned for Q1 of FY11

- Complete and present the RH Alliance strategic plan
- Issue RFA for MCH and nutrition projects
- Consolidate the MCH alliance
- Initiate grants related to training interventions, including MNH for nurses and basic nutrition course for community based health providers.

- Monitor progress of grants signed in FY10 and implement new grants negotiated during FY11
- Consolidate at least one partnership with the private sector to work in HIV prevention, in coordination with USAID HIV group and other USAID partners

## 4. Program Management

### 4.1 Program Staffing

During FY10, the project was comprised of 16 full-time staff, headed by the COP and divided into four small teams: 1) the Education Technical Team; 2) the Health Technical Team; 3) the Monitoring and Evaluation Team; and 4) the Operations and Finance Team. Due to Modification No. 3 awarded on September 24, 2010, *Alianzas* will hire three more positions: Reconstruction Coordinator, Reconstruction Supervisor and, if awarded, the Small Grants Program Activity manager. The M&E team completed their staff with the hiring of another M&E Coordinator, and the Operations team hired a Grants/Finance Coordinator, completing their team as well.

### 4.2 Communications

A full communications strategy was submitted with the Life-of-Agreement Strategic Plan. The plan includes specific objectives for overall communications as well as objectives being pursued by the health and education technical teams in support of *Alianzas* communications-related initiatives and priorities of the cooperative agreement between USAID and RTI. The strategy was approved during quarter four as part of the Five Year Strategic Plan.

The Branding and Marking Plan as well as the Branding Manual were also submitted as an Annex of the Strategic Plan. These address the new information program identity and key messages for USAID requests partners and beneficiaries. Branding and Marking plans were shared during partner training in quarter three, where representatives of 77 partner organizations were trained.

With the purpose of exploring a wider use of technology to communicate with partners and other stakeholders, the *Alianzas* website ([www.alianzasguatemala.org](http://www.alianzasguatemala.org)) was redesigned and launched during quarter four. The new structure of the website aims to provide partners and beneficiaries with access to a variety of project-related information, publications, grants tools, as well as calls for proposals. A Facebook profile (USAID *Alianzas*) was also created as a social media tool that allows us a more dynamic way to provide updates on our activities and events, as well as to listen what our stakeholders have to say about our work.

During quarters three and four, members of the PSAG started filling an information matrix to map all the corporate social responsibility interventions they

fund throughout the country. This information is being consolidated by *Alianzas* and will feed the *Plataforma Integrada de Información Social de Guatemala*. The map will be presented during the next PSAG meeting, planned for quarter two of FY11. *Alianzas* will coordinate with *Diálogo* to arrange the presentation of the map and on social indicators and how they can be used to strategically plan investments, as requested by members of the PSAG during their first meeting in quarter two. Minutes from PSAG meetings are included in Annex C.

Activity fact sheets for FY10 and FY11 were designed and shared during a variety of meetings with partners. These fact sheets include basic information on the program and its priorities. Annex D includes a success story from this fiscal year.

### 4.3 Subcontractors

URC, a subcontractor to RTI under the direction of the COP, has provided during the first year of operations, two full time staff positions (including one key and one non-key position), which took the lead on health, nutrition and HIV technical activities. URC contributed to all program deliverables including: the Life-of-Project Strategic Plan, Annual Work Plans, Performance Monitoring Plans, Quarterly, and Annual Performance Reports, in addition to any technical reports required for health and nutrition activities.

### 4.4 Budget Information

A budget summary for FY10 can be found in Annex E.

### 4.5 Grants Management

During FY10, the *Alianzas* grants team revalidated all the documentation related to the grant application process as well as the tools for managing the grants program and tracking leverage funds. This allowed the team to be prepared and effectively process grant applications prior to calls for proposals and grant approvals.

*Alianzas* has been playing an important role developing strong alliances with implementing partners that meet the goals and objectives of the program. As part of its capacity building objective a grants training session took place in July 8, 2010, this training provided partners with a guide on how to write a proposal, develop a budget, select indicators for M&E and reporting as well as understanding USAID's Standard Provisions. 77 organizations attended this training event.

As result of the grants training event, several organizations contacted *Alianzas* to inquire about the grants process. Some of the potential partners that requested information are *FUNDAZUCAR*, *WINGS*, *Fundación Tigo*, *Universidad del Valle de Guatemala* and *Universidad Rafael Lanvidar*.

Working together with the partners gave *Alianzas* the opportunity to ensure the process and completion of several grants.

The Grant Tracker in Annex H provides information on how many projects have been awarded as of the end of FY10.

#### 4.6 USAID Compliance

**Environmental Compliance.** No activities implemented this year required environmental compliance plans.

**Family planning compliance.** *Alianzas* recognizes that any family planning activities that are implemented using US foreign assistance funds must respect the laws and policies that govern the assistance, and must uphold the overarching principles of voluntarism and informed choice. *Alianzas* submitted a family planning compliance plan with the Life-of-Agreement strategic plan, and the technical staff will ensure that all activities implemented under this CA by project staff or implementing partners comply with these requirements.

#### 4.7 Other Operational Issues

During quarter three of FY10, the *Alianzas* team moved to a new office location, and now shares office space with the USAID|Guatemala Crime Prevention Program, also primed by RTI. This co-location will allow cost savings between the two projects.

Procurement of office equipment, furniture and vehicles will be completed during the first quarter of FY11.

As requested of RTI, all legal registration processes for Guatemala were completed in compliance with all local laws by the end of quarter four of FY10.

The training report is included in Annex F.

### 5. Monitoring and Evaluation

The *Alianzas* Monitoring and Evaluation (M&E) team is currently complete, after an internal needs assessment and candidate screening to determine the best way to complement existing members' strengths and capacities with additional staff. The hiring of a second coordinator, its third member, near the end of the fourth quarter of FY 2010 allows the M&E team to be poised for all future plan assessments and field visits. The new coordinator's start date coincided with the start of the monitoring visit cycle for recently signed alliance projects in health and education. He will also make a significant contribution to the deployment and maintenance of the *Alianzas* project database, as well as any potentially useful integration with other information technology applications.

Over quarters two and three, M&E team's charge was to capitalize on USAID's guidance and the experience gained through the first generation alliances program to develop an effective, adaptable, and comprehensive approach to

program monitoring and evaluation. This process resulted in significant contributions to the *Alianzas* PMP, Strategic Plan, and Annual Work Plans, all submitted during this Fiscal Year, as well as a M&E planning workshop for potential alliance partners, held during quarter three.

A revised PMP was developed and submitted in mid-September and is currently under review. Considering the fact that additional *Alianzas* components are being added, concomitant indicators and methods will need to be included in an amended PMP, in order to properly measure and evaluate the corresponding activities. *Alianzas* expects to receive comments in writing from USAID by the end of October in order to revise the most recent version, incorporating any additional observations as well as the new activity areas that have recently been signed into the CA through modifications.

The M&E team has participated in all potential project approval processes by providing comments, feedback and suggestions regarding each implementing partner's M&E plans, and technical approach when appropriate. Similarly, as one of the strategic objectives for the Program as a whole, the M&E team has led the way in the development of potential linkages with the Guatemalan Diaspora communities by researching potential partners, establishing communication and participating in events organized by interested parties, including a Guatemalan Diaspora workshop and networking meeting organized by CIMI (The Center for International Migration and Integration), an Israel-based organization that focuses on Diaspora populations around the world.

Moreover, the M&E team has been responsible for the integration of *Alianzas* data within the USAID|*Diálogo para la Inversión Social* platform, thus making it available to a wider audience, while also making it more easily understandable by optimizing the use of a Google Earth-based mapping platform. Full implementation is expected during quarter one of FY2011.

One of the M&E Coordinators represented *Alianzas* in the USAID|*Diálogo para la Inversión Social*-sponsored seminar "*Análisis del presupuesto público de salud*" in Antigua Guatemala. In turn, the activities, information and results of the seminar will be shared with the rest of the *Alianzas* technical teams.

As previously noted, monitoring visits commenced in earnest during quarter four, including activities that are still on-going, as of this writing. The *Sexto Sentido* radio drama workshops with public high school students, organized through *Eurocine* will be reported on during the first quarter of FY2011, as most of the implementation will take place beyond the Fiscal Year covered in this document.

As an overall assessment of the program's performance and compliance, most objectives were reached and, in general, exceeded, though some indicator targets were not met due to longer-than-expected implementation roll-out. Details regarding indicators, training, and compliance are found in Annexes F and G.

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## ***Annex A: Implementation Timeline***

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### FY10 Implementation Timeline

Component	Activity	Project Period			Implemented		
		Year 1			FY10		
		2	3	4	DONE	NOT DONE	IN PROCESS
<b>Project Management Activities</b>	Set up office and inventory equipment				✓		
	Sign URC subcontractor agreement				✓		
	Hire all project staff						✓
	Develop Life-of Agreement Strategic Plan within 90 days				✓		
	Develop five-year M&E Plan and PMP within 90 days				✓		
	Develop First Annual Work Plan within 90 days				✓		
	Submit subsequent Annual Work Plans				✓		
	Submit Accrual Reports				✓		
	Evaluate and update grants process				✓		
	Evaluate and update tools for building and managing alliances				✓		
	Review and update as needed PSAG and TRC manuals and plans				✓		
	Review and update as needed policies and procedures manuals				✓		
	Monitor USAID compliance				✓		
	Hold PSAG meetings				✓		
	Hold TRC meetings				✓		
	Prepare and submit quarterly reports (annual report during fourth quarter)				✓		
	<b>IR 3.1: Increased and improved social sector investments</b>	Establish leveraging targets				✓	
Develop communication, PR, and media strategy					✓		
Implement communication strategy							✓
Launch bilingual project Web site					✓		
Improve communications with current and potential partners through innovative strategies, such as <i>Alianzas</i> newsletter, Facebook, and Twitter							✓
Develop and update databases that map funding partner and IP interests and actions							✓
Meet with public and private sector partners in target municipalities to explore interests, needs, and programs							✓
Build alliances with a wide range of public and private sector partners							✓
Update list of networks of private sector business associations							✓
Develop materials for fundraising activities						✓	
Organize and carry out fund raising events						✓	
Develop guidelines for open call for proposal process							
Publish open call for proposals					✓		
Review and update criteria used to evaluate technical proposals					✓		
Develop and sign MOUs					✓		
Issue and monitor grants					✓		
Hold implementing partner capacity building workshops (M&E, proposal writing, budgets, grants, USAID compliance, etc.)					✓		
Develop and implement alliance partner public recognition/award program						✓	
<b>IR 3.2 Improve quality and equity of basic education</b>	Meet with MOE to coordinate needs and priorities				✓		
	Develop a strategy to coordinate with USAID/Reform in the Classroom				✓		
	In coordination with USAID/Dialogo conduct rapid assessment to determine and map target municipalities for each technical area				✓		
	Research innovative models and best practices for reading, math, literacy and biligual education nationally and internationally						✓
	Design criteria to implement scholarship programs for each level				✓		
	Review and update criteria used to evaluate technical proposals				✓		
	Re-evaluate and map priority areas				✓		

### FY10 Implementation Timeline

Component	Activity	Project Period			Implemented		
		Year 1			FY10		
		2	3	4	DONE	NOT DONE	IN PROCESS
	Establish number and topics of education campaigns				✓		
	Implement education campaigns				✓		
	Meetings with FPs and IPs				✓		
	Plan training sessions with FPS and IPs (M&E tools, Reading , Math, literacy, L1 and L2 tools)				✓		
	education				✓		
	Monitor ongoing activities				✓		
<b>IR 3.3 Improved nutrition and reproductive and maternal child health care</b>	Meeting with USAID and USAID partners to coordinate priorities				✓		
	Meeting with MOH to discuss GoG priorities				✓		
	Meet with the National RH Program to coordinate guidelines and priorities					✓	
	Meet with the National Vaccination Program to discuss needs and priorities						✓
	Establish number and topics of health campaigns					✓	
	Implement health campaigns					✓	
	Meet and negotiate with pharmaceutical companies for provision of health-related supplies (FP methods, oxytocin, and others)						✓
	Meet with educational intitutions to create a distance learning program for heath providers via internet or Alianzas´ web page						✓
	Meet with cell phone companies to discuss opportunities for IEC activities via text messages				✓		
	Meeting with APROFAM to discuss potential alliances				✓		
	Expand FP/RH Alliance				✓		
	Meetings with FP/RH Alliance members				✓		
	Train implementing partners in FP regulations				✓		
	Meeting with MOH, Nursing schools, INTECAP, and potential partners to develop a program to train MCH providers at different levels on maternal-neonatal care.				✓		
	Creation of MCH Alliance					✓	
	Meeting with MCH Alliance members					✓	
	Meeting with food industry partners companies to discuss provision of micronutrients and fortification of foods				✓		
	Meet with corporate parners to discuss community hygiene and sanitation plans				✓		
	Conversations with Wine for Water program to discuss implementation of model in Guatemala						✓
	Provide technical oversight to activity implementation in health				✓		
Monitor ongoing activities				✓			
<b>IR 3.4 Contained and mitigated impact of HIV/AIDS</b>	Meeting with USAID and USAID partners to coordinate priorities				✓		
	Meeting with MOH to discuss GoG priorities				✓		
	Meet with the National AIDS Program to coordinate needs and priorities				✓		
	Meet with business consortiums that address HIV to coordinate actions					✓	
	Conduct needs assessment for private sector investment in HIV programming					✓	
	Establish number and topics of health and HIV campaigns				✓		
	Implement health and HIV campaigns				✓		
	Meet with public and private partners to discuss needs and priorities for implementation of HIV/AIDS workplace programs					✓	
	Provide technical oversight to activity implementation in health				✓		
	Monitor ongoing activities				✓		

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## ***Annex D: Success Story***

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# USAID | GUATEMALA

FROM THE AMERICAN PEOPLE

## SUCCESS STORY

# Making the difference for Guatemalan girls



*Yuri Tecún receiving a diploma from Zamorano authorities after ranking 7 in Latin America*

*“Thanks for believing in me and for making the difference for girls from rural areas, like me, who otherwise couldn’t make it to the university.”*

*Yuri Tecún*

### Telling Our Story

U.S. Agency for International Development  
Washington, DC 20523-1000  
<http://stories.usaid.gov>

In Guatemala, according to the 2002 census, only 2.87% of high school graduates go on to the university. Girls make up 1.26% of this group, roughly, that’s not even half.

If this girl happens to come from a low-income, rural family, her chances are even lower.

There are many efforts underway to change this, providing scholarships for girls to complete primary and secondary, and also to attend universities. Yuri Tecún can be considered an exception to the rule for Guatemalan girls. Her persistence has led to exemplary academic achievements, even when compared to students from all over Latin America, thanks to a scholarship provided with USAID’s support. As most students in rural schools in Guatemala, Yuri attended a public school with many limitations: makeshift walls and a tin roof, classrooms that flooded when it rained; lack of materials for students and teachers and not enough textbooks for each student to have their own. Nevertheless, she managed to be on the Honor Roll every year until she graduated.

Defeating the odds, Yuri applied for a scholarship to attend Zamorano in Honduras, and won.

During her second year of Agronomy at Zamorano, she ranked 7 among 240 other students from other countries in Latin America. Yuri has demonstrated leadership and concern for others by mentoring students that have had difficulties in their studies and participating in a public relations group in the university. Through this group, she involved friends and classmates in fundraising activities to celebrate Children’s Day at the Maternal-Child Hospital in Tegucigalpa. In her words, she wants to return a little of all she has received in life by giving a little happiness to children in need. Yuri acknowledges how much she misses her mom and dad, but also expresses enthusiasm for all that she is achieving after she was given the opportunity to study at Zamorano.

The USAID|Alianzas scholarships program has changed not only Yuri’s life, but opened opportunities for many other girls in Guatemala. Rozzana Pappa, representative of Zamorano, explained that the scholarship fund had substantially decreased after the world economic crisis in 2008. However, USAID’s participation by funding Yuri’s scholarship and prompting others to contribute at the end of that year helped the fund gain credibility among other donors. The donor fund now stands at \$1 million, this guarantees permanent full scholarships for students who otherwise could not afford to attend school. USAID|Alianzas’ Scholarship Program and its partners assign 75% of the budget for indigenous students from rural areas. Since USAID|Alianzas started in 2005, it has granted 1,665 scholarships, 974 of them are for women.

## Annex G: M&E Charts

Table 1. IR. 3.1: Increased and improved social sector investments at the national and local levels

Indicators	FY 10 target	Q 3 Results	Q 4 Results	FY 10 Cumulative Results	Relation to target
<b>IR 3.1: Increased and improved social sector investments at the national and local levels</b>					
<b>LLR. 3.1.3: Private sector alliances developed and civil society engagement in quality health and education at the national and local levels</b>					
3.1.3. A: Number of thematic alliances established with the private sector.	4	0	4	4	100% of target
<b>LLR. 3.1.3.1: Alliance building and fundraising skills strengthened</b>					
3.1.3.1. A Number of NGOs trained in alliance building skills and/or mentored to work with the private sector.	20	0	61	61	305% of target
<b>LLR 3.1.5: Amount of non-federal funds leveraged from the private sector</b>					
3.1.5. A: Amount of cash contributions leveraged from the partners (Committed)	\$4,000,000	\$5,560.73	\$1,621,184.90	\$1,626,745.62	41% of target
Amount of cash contributions leveraged from the partners (Executed)			781,838.35	781,838.35	
3.1.5.B: Amount of in-kind contributions leveraged form the partners (Committed)	\$4,000,000		1,473,553.50	1,473,553.50	37% of target
Amount of in-kind contributions leveraged from the partners (Executed)			662,757.50	662,757.50	

**Table 2. IR 3.2: Improved quality and equity of basic education**

Indicators	FY 10 target	Q 3 Results	Q 4 Results	FY 10 Cumulative Results	Relation to target
<b>IR 3.2: Improved quality and equity of basic education</b>					
3.2. A. Number of children and youth with access to improved learning opportunities.	<b>13,000</b>		7,559	7,559	<b>58% of target</b>
Male			3,830	3,830	
Female			3,729	3,729	
3.2. B. Number of learners enrolled in USG-supported pre-primary schools or equivalent non-school based settings.	<b>0</b>		508	508	<b>508 above target</b>
Male			257	257	
Female			251	251	
3.2. C. Number of learners enrolled in USG-supported primary schools or equivalent non-school based settings.	<b>9,500</b>		7,051	7,051	<b>74% of target</b>
Male			3,573	3,573	
Female			3,478	3,478	
3.2. D. Number of learners enrolled in USG-supported secondary schools or equivalent non-school based settings.	<b>3,500</b>	0	0	0	<b>0%</b>
Male					
Female					
3.2. E. Number of teachers/educators trained with USG support.	<b>5,000</b>		5,529	5,529	<b>10% above target</b>
Male			833	833	
Female			4,696	4,696	
<b>LLR.3.2.3: Increased, improved and more equitable educational opportunities for learning</b>					
3.2.3. A: Number of girls completing academic year through 6th grade with scholarships.	<b>0</b>				

Indicators	FY 10 target	Q 3 Results	Q 4 Results	FY 10 Cumulative Results	Relation to target
3.2.3. B: Number of boys and girls receiving lower secondary school and upper secondary school scholarships.	0				
Male					
Female					
3.2.3. C: Number of students receiving post-secondary and university scholarships.	480		494	494	3% above target
Male			171	171	
Female			323	323	
3.2.3. D: Number of host-country individuals receiving USG-funded scholarships to attend higher education institutions for basic education strengthening.	200		200	200	100% of target
Male			64	64	
Female			136	136	
3.2.3. E: Number of students enrolled in after-school enrichment programs.	0				
Male					
Female					
<b>LLR. 3.2.3.1: Improved learning environment</b>					
3.2.3.1. A: Number of classrooms repaired with USG assistance.	0		95	95	95% of target
3.2.3.1. B: Number of school bathrooms or kitchens repaired with USG assistance.	0		167	167	167 above target
3.2.3.1. C: Number of textbooks and other teaching and learning materials provided with USG assistance.	0				

**Table 3. IR 3.3: Improved nutrition, reproductive and maternal child health care**

Indicators	FY 10 target	Q 3 Results	Q 4 Results	FY 10 Cumulative Results	Relation to target
<b>IR 3.3: Improved nutrition, reproductive and maternal child health care</b>					
<b>LLR. 3.3.2: Improved quality and expanded access to family planning/reproductive and maternal child health information, education, counseling and services</b>					
3.3.2. A: Couple years of protection (CYP) in USG-supported programs.	0				
3.3.2. B: Number of counseling visits for FP/RH as a result of USG assistance.	0				
Male					
Female					
3.3.2. C: Number of people that have seen or heard a specific USG-supported FP/RH message.	0				
Male					
Female					
3.3.2. D: Number of people trained in FP/RH with USG funds.	0				
Male					
Female					
3.3.2. E: Number of women in reproductive age (14-49) and children ages (0-23 months and 24-59 months) reached by USG-supported MCH programs.	0				
3.3.2. F: Number of deliveries with skilled birth attendant (SBA) in USG-assisted programs.	0				
3.3.2. G: Number of newborns receiving essential newborn care through USG-supported programs.					
3.3.2. H: Number of people trained in maternal/newborn health through USG-supported programs.	0		2		<b>2 above target</b>
Male			0		

Indicators	FY 10 target	Q 3 Results	Q 4 Results	FY 10 Cumulative Results	Relation to target
Female			2		
<b>LLR. 3.3.3: Improved nutrition, sanitation and better dietary and hygienic information, education, counseling practices</b>					
3.3.3. A: Number of children reached by USG-supported nutrition programs.	0				
3.3.3. B: Number of people trained in child health and nutrition through USG-supported health area programs.	0		1	1	1 above target
Male					
Female					
3.3.3. C: Liters of drinking water disinfected with USG-supported point-of-use treatment products.					
<b>IR 3.4: Contained and mitigated impact of HIV/AIDS</b>					
Number of partnerships developed to increase private sector support for HIV/AIDS prevention.	1			1	100% of target