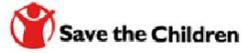
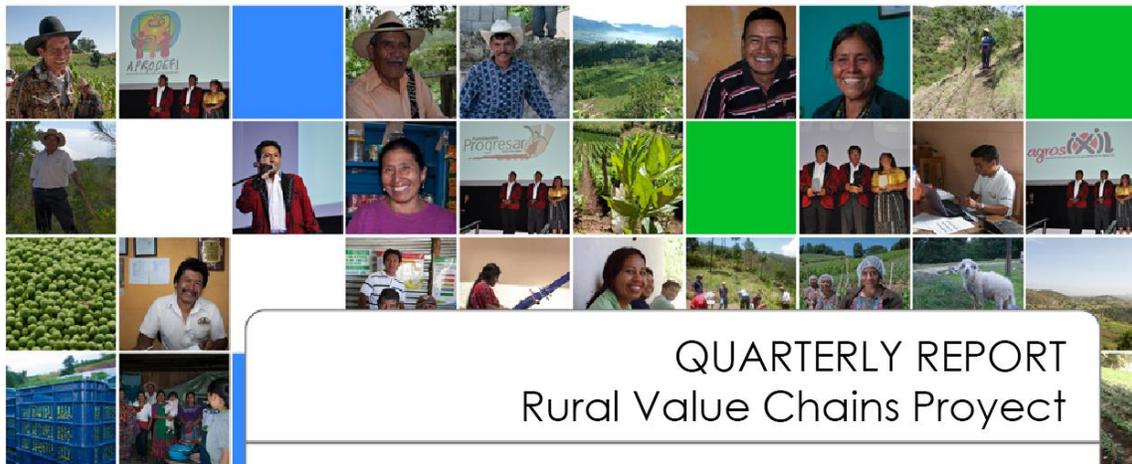




**CADENAS DE VALOR RURALES**  
QUICHÉ, TONICAPÁN Y QUETZALTENANGO



# GUATEMALAN EXPORTERS ASOCIATION AGEXPORT DEVELOPMENT DIVISION



QUARTERLY REPORT  
Rural Value Chains Project

OCTOBER TO DECEMBER 2013

Cooperation Agreement No.  
AID-520-A-12-00003

Guatemala, January 2014

**Presented by:**

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Con el apoyo de:



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General  
Data

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<b>Consortium Representative</b>	Guatemalan Exporters Association (AGEXPORT). <a href="http://www.export.com.gt">www.export.com.gt</a> / <a href="http://www.encadenamientoempresariales.com">www.encadenamientoempresariales.com</a>
<b>Name of the project</b>	Rural Value Chains Project
<b>Cooperation Agreement</b>	AID 520-A-12-000003
<b>Sub Grantees</b>	Save the Children. <a href="http://www.savethechildren.org">www.savethechildren.org</a> Rainforest Alliance. <a href="http://www.rainforest-alliance.org">www.rainforest-alliance.org</a>
<b>Sub Contracts</b>	INCAP <a href="http://www.incap.org">www.incap.org</a> Vital Voices Guatemala <a href="http://www.vitalvoicesguatemala.org">www.vitalvoicesguatemala.org</a> Sotz'il <a href="http://www.sotzil.org">www.sotzil.org</a> IICA <a href="http://www.iica.int/esp/regiones/central/guatemala/">www.iica.int/esp/regiones/central/guatemala/</a> Laboratory Commission of AGEXPORT <a href="http://www.glabs.com">www.glabs.com</a> Commission of differentiated coffees of AGEXPORT Craft Commission of AGEXPORT <a href="http://www.handmadeinguatemala.com">www.handmadeinguatemala.com</a> School of Foreign Trade
<b>Strategic Alliances</b>	Associations, Cooperatives, Services Providers, Brokers, Organizations and public and private institutions, International Cooperation, Financial Institutions, SESAN, MAGA, and others.
<b>Period of RVCP</b>	May 29 <sup>th</sup> , 2012 – May 22 <sup>nd</sup> , 2017
<b>Geographic Area</b>	12 municipalities at the department of Quiché, Totonicapán, and Quetzaltenango.
<b>Prioritized Sectors</b>	Horticulture, Coffee and Crafts
<b>Total Budget</b>	US\$ 23,000,000
<b>General Goal of the Project</b>	To expand participation of families from rural area in the chosen value chains in order to increase their income.
<b>Name of the document</b>	Quarterly Report from October to December 2013

## Acronyms

<b>AGEXPORT</b>	Guatemalan Exporters Association	<b>INCAP</b>	Nutritional Institute of Central America and Panama
<b>AGREQUIMA</b>	Guild of Agricultural Chemical Association	<b>INIFAT</b>	Fundamental Research Institute of Tropical Agriculture
<b>BPA's</b>	Good Agricultural Practices	<b>MAGA</b>	Ministry of Agriculture
<b>CCDESAN</b>	SAN Demonstration Community Centers	<b>MARN</b>	Ministry of Environment and Natural Resources
<b>CEDECO</b>	Educational Corporation for Costa Rican Development	<b>M&amp;E</b>	Monitoring and Evaluation
<b>CGP+L</b>	Guatemalan Cleaner Production Center	<b>MSMEs</b>	Micro, small and medium-sized enterprises
<b>CNCG</b>	Climate, Nature, and Guatemalan Communities	<b>M &amp; E</b>	Monitoring and Evaluation
<b>COANEPA</b>	New Hope Comprehensive Agricultural Cooperative	<b>OMM</b>	Municipal Offices for Women
<b>CONPRODA</b>	Council of Agricultural Production	<b>ORCAFI</b>	Coffee network organizations at Ixil
<b>COVENORTE</b>	Apex North Cooperative	<b>PEE</b>	Chain Business Program
<b>DQA</b>	Data Quality Assessment	<b>PMA</b>	Produce Marketing Association
<b>EE</b>	Business Chains	<b>ADINA</b>	New Alliance Integral Development Association
<b>ENCOVI</b>	Life Conditions National Polls	<b>PCSAN-G</b>	Community Promoter SAN and Gender
<b>FAO</b>	Food and Agriculture Organization	<b>SMEs</b>	Small and Medium-sized Enterprises
<b>FIDA</b>	International Fund of Agriculture Development	<b>SAN</b>	Food and Nutritional Security
<b>GABAS</b>	Food-Based Dietary Guidelines for Guatemala	<b>SC-RVCP</b>	Save The Children – Rural Value Chains Project
<b>GTI</b>	Technical Group of INCAP	<b>SESAN</b>	Food and Nutritional Security Secretariat
<b>HIVOS</b>	Humanist Institute for Development Cooperation	<b>USAID</b>	United States Agency for International Development
<b>IARNA</b>	Institute of Agriculture, Natural Resources and Environment	<b>UVG</b>	Del Valle University of Guatemala

<b>IICA</b>	Interamerican Institute of Cooperation on Agriculture	<b>VESTEX</b>	Textile Industry Association of Apparel and Textiles
<b>INACOP</b>	National Institute of Cooperatives	<b>VVG</b>	Vital Voices Guatemala

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# QUARTERLY REPORT FROM OCTOBER TO DECEMBER 2013

## RURAL VALUE CHAINS PROJECT

### I. Introduction

The Guatemalan Exporters Association –AGEXPORT-, leader of consortium of Rural Value Chains Project –RVCP-, presents the main results for the period from October to December 2013, as part of the consortium are: **Save the Children, Rainforest Alliance, Central America and Panama Nutrition Center –INCAP-, Vital Voices Guatemala, Sotzi'l Association, and Interamerican Cooperation Institute for Agriculture –IIICA-**.

The strategy of Feed the Future initiative promoted by USAID in the western highlands of Guatemala aiming to reduce poverty and malnutrition in the target population, has launched a number of initiatives run by various institutions, which have required a strong effort coordination at central and departmental level, seeking complementarity and efficient usage of resources through the establishment of open communication mechanisms, common work areas prioritization and agenda for general coordination definition, therefore in October-December 2013 quarter, it continued participating in both instances.

This report is integrated on one side by general information of the Project, information about the coordination done inside consortium of RVCP, and on the other side by the other projects with which USAID is financing project coverage in twelve municipalities; and another part of the report details the main results of each one of the six components.

The active participation of the different institutions that are part of the consortium for development of RVCP is mentioned, particularly the participation of Agexport, as leader of the consortium and as responsible for the implementation of components 1, 3, 4, and 6, Save The Children for implementing the previewed activities in components 2 and 5, INCAP, with the promotion of food and nutritional security in components 1, 5, and 6, and Vital Voices, promoting gender equity as a cross-cutting theme of the project. Also, the contribution of HIVOS added with financial resources and technical assistance in order to strengthen the RVCP, with emphasis in eco-business model development, economic women empowerment, and the administrative strengthen of MSMEs.

In general, there are serving 43 rural value chains composed of 30 chains of vegetables sector, 7 chains of coffee sector, and 6 chains of handicraft sector, benefiting with SDE a total of 5,557 producers distributed in 4,008 men and 1,549 women, representing a participation of 27.8% of women. As for the vegetable sector they are supporting pea crop beans, sweet peas, snow peas, Brussels sprouts, onions, and String beans.

In this period, sales in the order of US \$ 290,834.87, (US \$ 280,834.87 of vegetables and US \$ 10,000 of coffee) were achieved, accumulating total sales of FY 2013 plus first quarter of FY 2014 for a total of US \$ 3,118,762.04, generating 23,010 wages, that represents 88.5 generated employments in this period.

For the achievement of these sales, one of the principal elements is constituted by technical assistance to partners of the organizations. Up to this date there are 67 technicians and promoters, who work directly with partners of the 43 value chains.

1,168 persons were trained in child health and nutrition themes, including 1,053 women and 115 men.

For the development of Rural Value Chains, alliances with 17 buyer companies were consolidated, who are guaranteeing the purchase and sale of production of smallholder organizations.

It is important to highlight the results of the baseline of the first 24 rural value chains, which was under responsibility of INCAP and DEVTECH. As a result of this baseline it emphasizes that the prevalence of chronic malnutrition in children under 5 years is 76% on average families composed of 7 members; the per capita income for the beneficiaries of the project is US \$ 2.28 per day and US \$ 2.22 per day to non-beneficiaries.

It is also reported about the preparation, submission and approval of environmental mitigation plans to the USAID mission for the sectors of coffee, vegetables, crafts and home orchards, which will be socialized with the consortium partners, beneficiary organizations RVCP and technicians rural value chains.

The implementation of the plan for the integrated management of coffee rust has been monitored with 9 organizations of small producers in the municipalities of Nebaj, Chajul and Cotzal in the department of Quiché, which represents about 3,000 small producers. In this quarter, the USAID mission approved US \$ 100,000 for the purchase of 15,800 quintals of vermicompost to support the processes of coffee fertilization.

In craft theme, three new collections has been developed according to established buyers demand for value chains of the organizations of supported artisans.

In this reporting period were executed and committed funds for about US \$ 960,588.00

## II. Objectives and Scope of the Project

*Increase the sustainable economic growth powered by markets access through value chains in rural zones as a mean to reduce sustainably rural poverty and malnutrition, reaching the global objective of the “Feed the Future” (FTF) initiative of the United States Government which is “to sustainably reduce worldwide poverty and hunger”.*

**General Objective:**

Increase the sustainable economic growth powered by markets access through value chains in rural zones as a mean to reduce sustainably poverty and malnutrition.

**Strategic Objectives:**

1. Improve competitiveness and productivity of value chains increasing family participation.
2. Improve household productivity to increase income and food availability.

**Specific Objectives:**

The specific objectives have direct relation with the implementation components of the project, and as a whole include the following:

1. Improve competitiveness and extend the capabilities in associative selected MSMEs through specialized technical assistance to increase the capacity and market access.
2. Expand the coffee and horticultural production and sales model in favor of poor rural households.
3. Improve agricultural productivity through the access to new technologies for innovation, mitigation and adaption to climate change, good agricultural practices, and certifications demanded by the market to improve the competitiveness of MSMEs associations.
4. Develop a project to expand horticultural crops production and commercialization with direct participation of 4 *Pinos* in alliance with the Cooperatives Federation of Quiche, for this products commercialization.
5. Increase crops productivity in rural households for home consumption and improve its usage.
6. Strengthen women participation in craft value chains and increase productivity and competitiveness of MSMEs that produce crafts.

### III. Coordination with RVCP's Consortium members

During this quarter bilateral reunions with each one of the consortium members were developed, in order to check strategies and work plans that will be implemented in rural value chains. Also, a meeting with all the members of the consortium will be developed, in order to know the main progress of the fiscal year 2013, the results of the baseline of INCAP and DEVTECH, as well as, the operative plans of each one of the members for the year 2014. In this occasion, the Gender

Equality Policy which was signed and accepted by every member of the consortium was socialized. Also the brand plan of RVCP approved by USAID was unveiled.

- In December 2013 the presentation of results of FY 2013 developed by AGEXPORT was conducted through RVCP, this activity counted with the participation of the new director of the USAID mission in Guatemala William Brands with part of his management team, Board of Directors and Management of Agexport, consortium members, and leaders that are supporting rural value chains.



#### IV. Coordination of other Projects of USAID

**Central Coordinator Committee:** There was active participation in the meetings of this committee developed this quarter, particularly in the event of support for municipal mayors of the municipalities that covered FTF which was held in Antigua Guatemala where the central coordinator committee had the reviewed role of the strategy and agenda development in this event.

**Departmental Coordinator Committee:** There was participation in shaping departmental coordinator committee of Quetzaltenango and Totonicapan, where José Antonio Hernández was assigned as Chief of AGEXPORT on that committee. In the case of the departmental committee of Quiché, there was participation in planning and evaluation meetings, of activities that are being developed in the dorp of Xix, municipality of Chajul, Quiché as a pilot test area where various USAID projects are coordinating an integrated intervention.

## **V. Progress in the achievements of goals and results “core indicators”**

Below are presented the advances in each of the "core indicators" for Rural Value Chains Project under the responsibility of AGEXPORT, according to the established in the Monitoring Plan and Operative Annual Plan corresponding to 2014.

## AGEXPORT - RURAL VALUE CHAIN

INDICATOR NUMBER AND TITLE	UNIT OF MEASURE	DISAGGREGATION	FY 2014 TARGET	FY 2014 FIRST QUARTER
<b>GOAL LEVEL STATEMENT: Improved Levels of Economic Growth and Social Development in Western Highlands</b>				
<b>PURPOSE LEVEL STATEMENT: Broad Based Economic Growth and Food Security Improved</b>				
<b>4.5-9</b> Per Capita Expenditures (as a proxy for income) of USG targeted beneficiaries	US Dollar	Gendered Household Type: • Adult Female no Adult Male (FNM) • Adult Male no Adult Female (MNF)		
<b>OUTPUT 1. LEVEL STATEMENT: Agriculture Productivity and rural Employment Expanded</b>				
<b>4.5.2</b> Number of Jobs Attributed to FTF implementation	Number Full Time Employment (FTE)	• Location: Urban, rural • Duration: New, Continuing • Sex of job-holder: Male, Female	Rural New Male 611 Female 910 Total 1521  Continuing Male 397 Female 170 Total 567  Grand Total 2,088	Rural New Male 61.95 Female 26.55 Total 88.50  Continuing Male 397 Female 170 Total 567  Grand Total 655.50
<b>4.5.4</b> Gross Margin per Unit of Land of Selected Products (horticulture and coffee)	US Dollars per hectare (crops)	• Targeted commodity (type of crop) • Sex of farmer: Male, Female	Horticulture US\$ 1163 /Ha Coffee US\$ 125/Ha	Continuing Horticulture US\$ 1163 /Ha Coffee US\$ -116/Ha
<b>4.5.2-2</b> Number of hectares under improved technologies or management practices as a result of USG assistance	Hectares	• Technology Type • Duration: New, Continuing • Sex: Male, Female • Association-applied	25 Has. sprinkler irrigation to drip. 15 Has. With crops mulching.	Continuing 69 Has. conversion of sprinkler irrigation to drip. 13 association-applied.
			New 466 Has Continuing 1,727 Has with management in good agricultural practices. 59 association-applied	Continuing 2,195 Has. with management in good agricultural practices. 18 association-applied
<b>4.5.2-5</b> Number of farmers and others who have applied new technologies or management practices as a result of USG assistance	Number	• Duration: New, Continuing • Sex: Male, Female	Agriculture-New 1321 Male 455 Female 1,776 Total  Agriculture-Continuing 4,422  Handicrafts-New 15 Male 270 Female	Agriculture-New 694 Male 156 Female 850 Total  Handicrafts-New 15 Male 270 Female 285 Total  Agriculture-Continuing 4,422

## AGEXPORT - RURAL VALUE CHAIN

INDICATOR NUMBER AND TITLE	UNIT OF MEASURE	DISAGGREGATION	FY 2014 TARGET	FY 2014 FIRST QUARTER
<b>4.5.2-7</b> Number of Individuals who have received USG supported short-term agricultural sector productivity or food security training	Number: To count individuals receiving training	<ul style="list-style-type: none"> <li>Type of individual:                             <ul style="list-style-type: none"> <li>_Producers</li> <li>_People in government</li> <li>_People in private sector</li> <li>_People in civil society</li> </ul> </li> <li>Sex: Male, Female</li> </ul>	Agriculture-New 1321 Male 455 Female 1,776 Total Continuing 4,422 Handicrafts-New 15 Male 270 Female	Agriculture-New 694 Male 156 Female 850 Total Agriculture-Continuing 4,422
<b>4.5.2-11</b> Number of food security private enterprises (for profit), producers organizations, water users associations, women's groups, trade and business associations, and community-based organizations (CBOs) receiving USG assistance.	Number	<ul style="list-style-type: none"> <li>Type of organization (see indicator title for principal types)</li> <li>Duration: New, Continuing</li> </ul>	New 23 Horticulture 8 Coffee 8 Handicrafts Total 39 Continuing 34 producers organizations	New 5 Horticulture 4 Coffee 9 Total Continuing 25 Horticulture 3 Coffee 6 Handicrafts Total 34 producers organizations
<b>4.5.2-12</b> Number of public-private partnerships formed as a result of FTF assistance	Number	Partnership <b>primary focus</b> : <ul style="list-style-type: none"> <li>Agricultural production</li> <li>Agricultural post-harvest transformation</li> <li>Nutrition</li> <li>Other</li> <li>Multi-focus</li> </ul>	14 Agricultural Production 3 Nutrition 4 government entities	New 0 Continuing 14 Agricultural Production 3 Nutrition
<b>4.5.2-13</b> Number of rural Households Benefiting Directly from to USG interventions	Number	<ul style="list-style-type: none"> <li>Duration: New, Continuing</li> <li>Gendered Household type:                             <ul style="list-style-type: none"> <li>_Adult Female no Adult Male (FNM),</li> <li>_Adult Male no Adult Female (MNF),</li> <li>_Male and Female Adult (M&amp;F),</li> <li>_Child no Adults (CNA)</li> </ul> </li> </ul>	Agriculture-New 1321 Male 455 Female 1,776 Total Handicrafts-New 320 Female Agriculture-Continuing 4,422 Handicrafts-Continuing 15 Male 270 Female	Agriculture-New 694 Male 156 Female 850 Total Agriculture - Handicrafts Continuing 4,707
<b>4.5.2-28</b> Number of private enterprises, producers organizations, water users associations, women's groups, trade and business associations and community-based organizations (CBOs) that applied new technologies or management practices as a result of USG assistance	Number	<ul style="list-style-type: none"> <li>Type of organization (see indicator title)</li> <li>Duration: New, Continuing</li> </ul>	New 23 horticulture 8 coffee 8 handicraft Total 39 34 Continuing Grand total 73 producers organizations	New 5 Horticulture 4 Coffee 9 Total Continuing 25 Horticulture 3 Coffee 6 Handicrafts Total 34 producers organizations

## AGEXPORT - RURAL VALUE CHAIN

INDICATOR NUMBER AND TITLE	UNIT OF MEASURE	DISAGGREGATION	FY 2014 TARGET	FY 2014 FIRST QUARTER
<b>4.5.2-38</b> Value of new private sector investment in the agriculture sector or food chain leveraged by FTF implementation	US Dollars	N/A	\$ 4,280,000.00	\$ 1,665,581.68
<b>4.5.2-39</b> Number of technologies or management practices in one of the phases of development: Phase I: under research as a result of USG assistance Phase II: under field testing as a result of USG assistance Phase III: made available for transfer as a result of USG assistance	Number	Phase III: Made available for transfer	6	Continuing 6
<b>4.8.2-8</b> Number of Climate Mitigation and/or adaptation tools, technologies, and methodologies developed, tested and/or adopted as a result of USG assistance	Number of technologies and methodologies	<ul style="list-style-type: none"> <li>• REDD+</li> <li>• Clean Energy</li> <li>• Adaptation</li> <li>• Crosscutting</li> </ul>	3	0
<b>OUTPUT 2. LEVEL STATEMENT: Access to Market Expanded</b>				
<b>4.5.2-23</b> Value of Incremental Sales (collected at farm level) attributed to USG interventions	US Dollar	<ul style="list-style-type: none"> <li>• Agriculture products</li> <li>• Handicrafts</li> </ul>	\$ 4,450,000.00 Horticulture and coffee \$550,000.00 Handicrafts \$5,000,000.00 Total FY2014	\$ 3,118,762.04 Horticulture and coffee \$ 3,118,762.04 Total First Quarter FY2014
<b>4.5.2-30</b> Number of MSMEs, including farmers, receiving USG assistance to access bank loans	Number	<ul style="list-style-type: none"> <li>• Sex of owner/producer: Male, Female</li> <li>• Joint-held MSMEs</li> <li>• Size: Micro, Small, Medium</li> </ul>	12 Small Enterprises	Continuing 2 Small Enterprises

## AGEXPORT - RURAL VALUE CHAIN

INDICATOR NUMBER AND TITLE	UNIT OF MEASURE	DISAGGREGATION	FY 2014 TARGET	FY 2014 FIRST QUARTER
<b>4.5.2-36</b> Value of Exports of Targeted Agricultural/Handicraft Commodities as a result of USG assistance	US Dollar	<ul style="list-style-type: none"> <li>• Commodity</li> <li>_ Crop</li> <li>_ Handicrafts</li> </ul>	\$ 4,450,000.00 Horticulture and coffee  \$550,000.00 Handicrafts  \$5,000,000.00 Total FY2014	\$ 3,118,762.04 Horticulture and coffee  \$ 3,118,762.04 Total First Quarter FY2014
<b>OUTPUT 3. LEVEL STATEMENT: Resiliency of Vulnerable Communities and Households Increased</b>				
<b>3.1.9-1</b> Number of people trained in child health and nutrition through USG-supported programs	Number	Sex: Male, Female	667 Female 20 Male  Continuing 1,506  Total 2,193	New 1,053 Female 115 Male 1,168 Total  Continuing 1488 Female 18 Male 1,506 Total
<b>3.1.9-15</b> Number of children under five reached by USG-supported nutrition programs	Number	Sex: Male, Female	New children 620 Continuing 1,383 Total 2,003	New children 100 Continuing 1,383
<b>4.5.2-14</b> Number of Vulnerable Households Benefiting Directly from USG assistance	Number	<ul style="list-style-type: none"> <li>• Duration: New, Continuing</li> <li>• Gendered Household type:</li> <li>_ Adult Female no Adult Male (FNM)</li> <li>_ Adult Male no Adult Female (MNF)</li> <li>_ Male and Female Adults (M&amp;F)</li> <li>_ Child no Adults (CNA)</li> </ul>	Agriculture-New 1321 Male 455 Female 1,776 Total  Handicrafts-New 320 Female  Agriculture and Handicrafts-Continuing 4,707	Agriculture-New 694 Male 156 Female 850 Total  Agriculture - Handicrafts Continuing 4,707
<b>PRIVATE SECTOR COMPETITIVENESS</b>				
<b>4.6.2-9</b> Number of private sector firms that have improved management practices as a result of USG assistance	Number	N/A	New firms of small producers agriculture 15. New firms of small producer handicrafts 8.  Continuing 24	New firms of small producer 15 Horticulture 4 Coffee Total 19  Continuing 18 firms of small producers agriculture 6 firms of small producers handicrafts

## AGEXPORT - RURAL VALUE CHAIN

INDICATOR NUMBER AND TITLE	UNIT OF MEASURE	DISAGGREGATION	FY 2014 TARGET	FY 2014 FIRST QUARTER
<b>4.6.2-10</b> Number of firms receiving USG assistance to invest in improved technologies	Number	Rural, Urban		New firms of small producer 5 Horticulture 4 Coffee 5 Handicrafts Total 14  Continuing 28 firms of small producers agriculture 6 firms of small producers handicrafts
<b>CROSS CUTTING ISSUES: GENDER</b>				
<b>GNDR-2</b> Proportion of female participants in USG assisted program designed to increase access to productive economic resources (assets, credit, income or employment)	Percent	N/A	4,635 Male 2,168 Female Total 6,803	4,008 Male 1,549 Female Total 5,557

## VI. Results progress of the period

In the next section the advances of each one of the components are presented.

### **COMPONENT 1: Improve the competitiveness of the value chains**

**Leader of C1:** AGEXPORT

**Strategic Objective:** Improve the competitiveness and expand the capabilities of rural associatives MSMEs through the specialized technical assistance that increases its productive capabilities and its market access management.

In this period, the team of experts of the Chain Business Program from AGEXPORT, identified 10 new rural value chains in the sector of vegetables exportation (beans, Chinese peas, sweet and grain). These chains are in the process of diagnosis, for which it is applying the methodology of the business chains program of Agexport (certified ISO 9001-2008).

**Chart No. 1 - List of possible chains**

División de Desarrollo

Programa de Encadenamientos Empresariales

LISTADO DE POSIBLES ENCADENAMIENTOS



No.	Organización / Empresa	Municipio	Departamento	No. de Asociados			% mujeres	Cultivo / Producto
				H	M	Total		
1	Asociación Integral de Papicultores Ostuncalco -AIPO-	San Juan Ostuncalco	Quetzaltenango	40	25	65	38.46%	Haba
2	Asociación Ostuncalquense por la Tierra, el Agua y el Desarrollo Integral	San Juan Ostuncalco,	Quetzaltenango	40	10	50	20.00%	Haba
3	Grupo de Productores las Victorias	San Juan Ostuncalco,	Quetzaltenango	60	40	100	40.00%	Haba
4	"Asociación para el Desarrollo Integral Agrícola Pulay ONG" ADIAP-	Pulay, Nebaj	Quiché	105	48	153	31.37%	Agrícola: cultivo de arveja dulce
5	Asociación de Desarrollo Integral de Mujeres Tejedoras como Agentes del Cambio ASODIMAC	Pulay, Nebaj	Quiché	35	33	68	48.53%	Agrícola: arveja
6	Pozo Verde	Aldea Pozo Verde, Cunen	Quiché			100	0.00%	Arveja dulce
7	Flores Pajales	Aldea Flores Pajales, Cunen	Quiché	114	23	137	16.79%	Arveja dulce
8	ACODIPA	Rincón de los Leones, Zacualpa	Quiché	48	5	53	9.43%	Arveja de grano
9	Tikonel	Aldea Flores Pajales, Cunen	Quiché	63	27	90	30.00%	Arveja China y
10	ACODITEM	Zacualpa- Joyabaj	Quiché	48	2	50	4.00%	Arveja de grano
<b>TOTALES</b>				<b>553</b>	<b>213</b>	<b>866</b>	<b>25%</b>	

Based on the diagnosis, each organization will be analyzed and those who meet criteria established by PEE will be selected to design the chains before being presented to the selection committee for approval.

## **Execution of Chains:**

During this quarter, the execution of investment plans of 24 rural value chains, corresponding to 18 vegetables and 6 of coffee<sup>1</sup>, continued.

The specialized technical assistance was subcontracted, to strengthen those areas identified as weak and that need to be reinforced in producers organizations, those are specified below.

In the main executed activities, highlights the following:

**Business Management:** This period began preparing the terms of reference for hiring 8 Administrative Technical Assistants to strengthen business management of the organizations: *Rabinal Vargas*, *Rios de Agua Viva*, ADINA, AGRIUF, ASIES, COANEPA, ASODINE, and COPECAFÉ, which will be hired in the first quarter of 2014.

Through administrative technical assistants, business development services –SDE- will be provided to 8 rural value chains, starting with a diagnosis to determine the current situation in the administrative and managerial level, and strengthening management capabilities and business leadership to rural MSMEs. Administrative, financial and accounting tools that order operations and enable them to take proper control and efficient resource management will be developed.

**Administrative Diagnoses of rural value chains ADIP, CINASEM, ADECIGUA, AIDA:** These diagnoses are intended to identify the status of the organization in terms of the legal area, participation and performance of the Board of Directors, manageability, compliance with formal aspects and tax, accounting record transactions, management of production processes and commercialization, management of credit programs, funding, and financial and legal solvency. The diagnosis will generate an analysis to describe the actions to follow according to the aspects assessed for skills of business management.

With the support of Chain Business Program (PEE) and in alliance with the National Institute of Cooperatives -INACOP-, entity that has trained in cooperativism, producer organizations interested in such figure; It was achieved during this quarter the constitution and delivery of legal personality of Integral Agricultural Cooperative Pamaría New Hope, RL (COANEPA), located in Pamaría Village, Santa Lucía La Reforma, Totonicapán, which executes a chain of vegetables. This new cooperative has a membership of 68 members of whom 37 are women and 31 men.

**Technical Assistance:** With specialized technical support processes, training in good agricultural practices and good manufacturing practices, 24 boards of directors and partners of the same number of rural value chains were assisted, and also topics such as food security and gender equality were included.

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<sup>1</sup> The chain with the organization ASAUN IXIL of Nebaj, for domestic situations in their organization requested no longer be part of the beneficiaries groups project because they would participate in the bidding process with Save The Children as implementing partners of the components 2 and 5 of RVCP.

In this period 14 new hires were conducted (6 technicians and 8 rural promoters) for this organizations: Cooperative COVENORTE, Cooperative Café Flor Chel, Agricultural Cooperative Las Pilas, Cooperative COPECAFÉ, Integral Development Association New Dawn -ASODINE- and Rabinal Vargas Association, all of these were approved at the end of the fiscal year 2013. The PEE provides the technical support to 24 value chains, by this time it has a total of 26 technicians and 41 rural promoters.



The technical assistance that develops in each one of the chains is previously defined by mutual agreement with the Board of Directors of the organizations, buyers and PEE's specialists.

The process of technical support to partners and promoters of the organizations is a key element to go with the whole process of planning and field production.

Among the primary and most relevant activities carried out by technicians and promoters, In the case of organizations that produce coffee, the activities and actions were focused on:

- Technical assistance in field crops of partners organizations in the processes of technical management of coffee with emphasis on the management of rust. Visits to parcels of partners were made to evaluate incidence of rust, and harvest projection 2013 -2014.
- Internal inspection as a prerequisite for organic recertification.
- Monitoring applications of mineral fungistat-broths for the prevention and control of rust.
- Participation in training processes promoted by the PEE on issues related to their activities.
- Training partners on the management of rust and coffee crop.

For the organizations that produce vegetables the actions were focused in:

- Seeding planning meetings according to buyers demand, requirement of agricultural inputs permitted for vegetables production for exportation.
- Support in the process of preparation of soil and seeding.
- Parcels supervision for the application of technological packages according to the specifications of buyer companies.
- Quality supervision of harvest and gathering for buyer delivery.
- Monitoring the planning and seeding home consumption crops like corn and beans in order to support food security of partners of organizations as well as technical assistance accompanying technicians and promoters.



- Training members of organizations in the different promoted crops as peas, green beans in each of the chains.

### **Agricultural Training:**

Following the established planning of the program of technical assistance to members of 19 rural value chains that RVCP is supporting, training on topics were developed:

- Usage and safe handling of pesticides
- First aid
- The importance of the development of production costs
- Organic fertilization of coffee
- Integrated management of coffee rust

A total of 1,458 members (1,136 men, 322 women) were trained.

**Commercialization:** In 18 of the 24 value chains, 61.570 quintals of horticultural products and coffee were sold for a total of US \$ 3, 108,825.06 (accumulated FY2013 - first quarter 2014) generating 626 jobs representing 162.946 wages.

In this quarter, we continued working with 11 business alliances with buyers to develop the commercialization of vegetables and coffee produced in the value chain, such as Green Mountain Coffee, Volcafe, Atlas Coffee Importers, Four Pines, San Juan Agro -export, SIESA, UNIESPECIES, FEDECOCAGUA, GHORTEX, FECCEG, CENMA.



**Marketing material and corporative image for each organization**

**Corporate Image:** 5 consulting services were contracted for business image development for the organizations: Flor de Chel, COVENORTE, Las Pilas, Rabinal Vargas, and Rios de Agua Viva that include products such as logos, business cards, labels, packaging, sheets and envelopes letterhead, electronic signatures, institutional and product catalogs, folders, among others, were also made. Below are some of the proposals of images of the organizations which are pending approval by its boards of directors, in order to enable them to project to the markets in a more formal way to create an identity potentializing their partners take ownership of it as your business.



### Participation in National and International Fairs:

As a part of the training process of leaders of rural value chains process, the participation of 6 leaders of organizations: PROGRESAR foundation, AIDA, ADPRA, PAMARÍA, ADIBA, and APRODEFI, was facilitated in the Learning Mission in Miami, Florida and PMA 2013 in New Orleans, Louisiana, United States of America.

This mission has as objectives to know the logistics processes between the airports, harbor, shipping processes, containers, cranes downloads, approximate costs for freight container of Miami, Florida. A tour of the port where exports come from Guatemala to the United States was performed and also visits to importers of agricultural products as well as supermarkets to know the diversity and quality of products offered to consumers in the United States.

*"No doubt there are opportunities for everyone whenever we comply with what the market demands." José Itzep Ixcotoyac. APRODEFI, xix, Quiché Chajul.*

We participated in the Fresh Summit PMA 2013 in New Orleans, where the leaders of the participating chains, had the opportunity to meet the great diversity of agricultural products being offered in the markets, qualities, skills, trends, among others.



Visita a empresa importadora y distribuidora de vegetales.

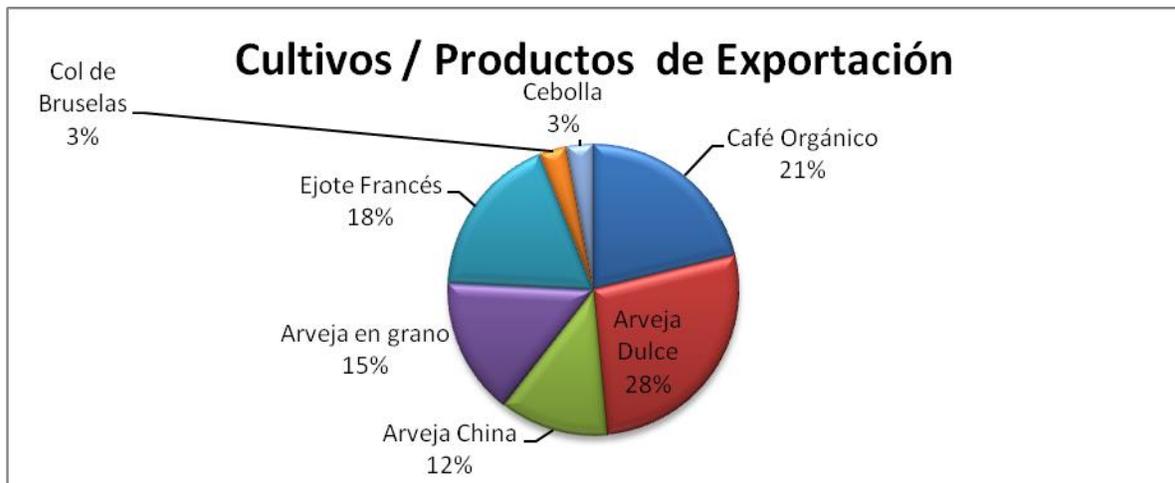


Visiting the port of Miami, Florida.

**Chart No. 2 Business Chains in execution**

No.	Nombre de la Organización	Municipio	Departamento	Socios a atender			% de Mujeres	Cultivo/Producto	Comprador
				H	M	T			
1	Asociación Chajulense I	San Gaspar Chajul, San Juan Cotzal	Quiche	532	43	575	7%	Café organico	Green Mountain Coffee
2	Asociación Chajulense II	San Gaspar Chajul, Santa Maria Nebaj	Quiche	528	41	569	7%	Café organico	Green Mountain Coffee
3	ADIP	San Miguel Uspantan	Quiche	41	10	51	20%	Ejote francés	Coop. Cuatro Pinos
4	Pamaria	Santa Lucia la Reforma	Totonicapan	39	29	68	43%	Ejote Francés, Arveja Dulce, Arveja China	UNISPICE
5	AGRIUF	Santa Lucia la Reforma	Totonicapan	25	25	50	50%	Ejote Francés, Arveja China	San Juan Agroexport
6	ADINA	Momostenango	Totonicapan	26	30	56	54%	Ejote Francés, Arveja China	San Juan Agroexport
7	Agua Viva	Santa Lucia la Reforma	Totonicapan	60	20	80	25%	Ejote Francés, Arveja China	San Juan Agroexport
8	Progresar	Sacapulas	Quiche	163	30	193	16%	Ejote Francés	UNISPICE
9	Agros Ixil	Santa Maria Nebaj, San Gaspara Chajul y San Juan Cotzal	Quiche	275	75	350	21%	Arveja en Grano, Arveja Dulce, Ejote Francés	SIESA, Alimentos Congelados, S.A.
10	CAFÉ IXIL	Santa Maria Nebaj, San Gaspara Chajul y San Juan Cotzal	Quiche	214	86	300	29%	Café Convencional	Atlas Coffee Importers
11	AIDA	Cunen	Quiche	90	20	110	18%	Ejote Francés	SIESA
12	ADECIGUA	Sacapulas	Quiche	139	18	157	11%	Ejote Francés	SIESA
13	APRODEFI	Chajul	Quiche	114	110	224	49%	Ejote francés, Arveja China, Arveja Dulce, Arveja en Grano	San Juan Agroexport
14	ASIES	Nebaj	Quiche	211	227	438	52%	Arveja Dulce, Arveja en Grano, Ejote Francés	UNISPICE, San Juan Agroexport, Alimentos Congelados, S.A.
15	CINASEM	San Miguel Uspantan	Quiche	192	138	330	42%	Ejote Francés	FRUTESA, Globalex Inc.
16	ADPRA	Santa Maria Cunen	Quiche	41	39	80	49%	Ejote Francés, Arveja Dulce	Cuatro Pinos, Alimentos Congelados, S.A.
17	ADIES	Sacapulas	Quiche	70	43	113	38%	Cebolla	CENMA
18	ADIBA	Chichicastenango	Quiche	134	25	159	16%	Arveja Dulce	SIESA
19	Cooperativa Vertice del Norte COVENORTE	Nebaj y Chajul	Quiche	196	29	225	13%	Café Organico	FEDECOCAGUA
20	Flor del Café-Estrella Polar	Chajul	Quiche	66	17	83	20%	Café Organico	FEDECOCAGUA
21	Cooperativa Integral Agrícola "Las Pilas"	Chajul	Quiche	116	42	158	27%	Café Organico	FEDECOCAGUA
22	ASODINE	Santa Lucia La Refora	Totonicapan	35	15	50	30%	Ejote francés, arveja china y arveja dulce	GHORTEX S.A.
23	COPECAFE R.L.	San Juan Ostuncalco	Quetzaltenango	56	12	68	18%	Café Organico	FECCEG
24	Rabinal Vargas, Sociedad Civil	Chichicastenango, Quiché.	Quiche	124	28	152	18%	Arveja China Arveja Dulce	Servicios Internacionales de Exportación S.A. SIESA
<b>TOTALES</b>				<b>3,487</b>	<b>1,152</b>	<b>4,639</b>	<b>25%</b>		

According to the above table it evidences that department of Quiche is the highest number of chains have at present a total of 18 organizations, this due to the number of municipalities covered and the level of organization of such producers of the department. In Totonicapan 5 organizations are relying on 2 municipalities and finally in Quetzaltenango an organization. The crops that has been supporting as level vegetables are: snow peas, sweet beans, onion, String beans, Brussels sprouts and organic coffee.



#### **Organization of Small Coffee Producers from the Ixil area-ORCAFI-**

The coffee is one of the areas that the RVCP project is supporting in the municipalities of *Nebaj*, *Chajul*, and *Cotzal* of the department of *Quiche*, as it had been mentioned in previous reports, this crop has been seriously affected by the **Incidence of Coffee Rust (*Hemileia vastatrix*)**, causing a decrease in production, yields, employment and income generation of some 3,000 small farmers in the *Ixil* area. Through RVCP, the conformation of the chain of small coffee producers of Ixil area – ORCAFI- was supported in which are integrated 9 organizations of small coffee producers.

At harvest 2012 - 2013, the percentage of lost production was 44%, which meant that approximately 79,000 wages were not employed at harvesting activities which represented a loss of around Q 19.0 million.

Agexport, in coordination with ORCAFI, prepared a Plan for Management and Rust Control which includes the following activities:

- Coffee renovation.
- Production management and shadow.
- Application of organic fungicides.
- Fumigation equipment acquisition.
- Application of organic fertilizers.
- Technical assistance directly to the proper management of coffee.

AGEXPORT through RVCP has hired 26 technicians and agricultural promoters (6 technicians and 19 promoters), which are assigned to the Ixil organizations providing technical assistance to producers members of this organizations.

Furthermore a proposal for Productivity Improvement of Small Organic Coffee Producers of Ixil area was presented to the USAID mission, which specifically focused in the purchase of vermicompost to strengthen the processes of coffee organic fertilization.



Arcadio Galindo, President of the Association Chajulense, receiving the organic fertilizer for its producers partners, from Ing. Carlos Urizar

In this sense, the USAID mission, approved the purchase of 15.883 quintals of Vermicompost in the amount of Q.873,565.00 to benefit 8 coffee producing organizations of Ixil area in Quiche, distributed according to the following chart.

**Chart No.3 Distribution of Vermicompost by organization**

No.	Organización	Lugar de entrega	Entrega Final
1	Asociación Chajulense	Cabecera Municipal, San Gaspar Chajul, El Quiché	7,845.00
2	Asociación de Productores de café del área Ixil APROCAFI	Cantón Vikola, Aldea Río Azul, Santa María Nebaj, El Quiché	2,057.00
3	Cooperativa Integral Agrícola Vértice Del Norte R.L. (Covenorte)	Cantón La Planta, Santa María Nebaj, El Quiché	1,728.00
4	Cooperativa Integral Agrícola las Pilas	Aldea Las pilas, Santa María Nebaj, El Quiché	673.00
5	Grupo Pre cooperativo Estrella Polar	Aldea Nueva Estrella Polar, San Gaspar Chajul, El Quiché	289.00
6	Asociación de Asentamientos Unidos del Área Ixil ASAUNIXIL	Cantón Simocol, Santa María Nebaj, El Quiché	1,659.00
7	Cooperativa Maya Ixil	Aldea Santa Avelina, San Juan Cotzal, El Quiché	1,206.00
8	Flor del Café Chel	Aldea Chel, San Gaspar Chajul, El Quiché	426.00
<b>TOTAL</b>			<b>15,883.00</b>



### **Strengthening the installed capacity of coffee dry mill**

In order to improve the quality of the more than 29,000 quintals of parchment coffee processed by the *Chajulense* Association in the coffee dry mill of the Ixil region, maintenance and consulting for the proper use of equipment (elevators, pre-cleaning machines, threshers, sorting bands and coffee roasters, and also the revision of the electric system of the mill) were provided to support more than 1,500 smallholders members of the Ixil area.

### **Progress in Promoting Food Security and Nutrition**

The RVCP through the PEE from AGEXPORT has established an Alliance with INCAP (members or the consortium of RVCP), who has the responsibility of developing the Food and Nutritional Security in the families that are members of the business chains of vegetables, coffee and crafts of the departments of Quetzaltenango, Quiche, and Totonicapan according to the opportunity strategy of 1000 days.

This alliance seeks to promote food security to contribute the improvement of health and nutritional status of partner families in 90 rural value chains located in rural communities with very low development levels in 12 municipalities in three departments of western Guatemala. In the quarter October-December 2013, INCAP carried out activities in 18 of the chains to promote Food and Nutritional Security through the transfer of knowledge and technologies to partner families of RVCP that are within the window of opportunity of the 1000 days in order to improve the availability, access, consumption and biological utilization of food, focusing interventions on the pregnant and breastfeeding mother, and children under 24 months.

#### **Description of the main activities:**

##### **a. Undertaken activities, meetings, trainings, etc.**

As a part of the objective 1 planning for implementation of nutritious family orchards at home of the eligible families, has been made.

At the beginning of the implementation of model orchards, these will be located at the homes of promoters and technicians hired by AGEXPORT and will serve as open schools to train eligible families. During the months of November and December we worked on 7 chains of rural value of *Quiche*: *Progresar* Foundation, ADESIGUA, ADIES, ADPRA, AIDA, ADIP, CINASEM and 4 chains of rural value of Totonicapan: ADINA, AGRIUF, Rios de Agua Viva and Nueva Esperanza.

Each orchard included 13 species of nutritious plants such as nightshade (*Macuy or quilete*), chard, *chipilin* and *bledo* (amaranth), onion, garlic, jalapeno peppers, tomatoes, *moringa*, *chaya*, oregano, squash among cornfields and *tapesco* with chayote.

One-hundred and seventy-nine partners of the value chains (83 men and 96 women) in the implementation of orchards were trained as follows:

**Chart No. 4 No. Trained Partners in orchards implementation**

No.	Encadenamiento	Municipio	Departamento	No. de Asociados		
				H	M	Total
1	Fundación Progresar	Sacapulas	Quiché	8	6	14
2	ADESIGUA	Sacapulas	Quiché	8	0	8
3	ADIES	Sacapulas	Quiché	6	8	14
4	ADPRA	Cunén	Quiché	10	9	19
5	AIDA	Cunén	Quiché	6	1	7
6	ADIP	Uspantan	Quiché	9	2	11
7	CINASEM	Uspantan	Quiché	7	1	8
8	ADINA	Momostenango	Totonicapan	4	23	27
9	AGRIUF	Santa Lucía La Remorfa	Totonicapan	15	1	16
10	RIOS DE AGUA VIVA	Santa Lucía La Remorfa	Totonicapan	6	5	11
11	NUEVA ESPERANZA	Santa Lucía La Remorfa	Totonicapan	4	40	44
Total				83	96	179



Agricultural supplies for the implementation of 372 family nutritious orchards were delivered by the technic implementation group –GTI- of INCAP, which will be implemented by the promoters of Rural Value Chains.

In this quarter, monitoring and strengthening of several training activities for families in the field and also an introduction to the implementation of technology home transfer, was given, to improve the availability of healthy foods at home.

**Objective: Two-thousand and four-hundred (2400) families with children under 2 years of 90 business chains of vegetables, coffee and crafts, uses the educational material for the implementation and management of family orchards.**

The handbook of Family Nutritious orchards, a reference material for the eligible families in whose homes will be implemented a family nutritious orchard, was made by the technical team of INCAP, based on experiences of the institute and of recognized institutions (FAO, IICA, INIFAT and PROHUERTA). The training material was prepared with 90% of graphical information and 10% text, adapted to the characteristics of users; Nevertheless it was placed at the disposal of AGEXPORT team to enrich the content in form and content, so, it is in edition process; To do this a photo shoot was also performed at the Learning Center and Knowledge Exchange of INCAP.

The content of the Handbook of Family Nutritious Orchards is the followings:

1. Why to do an orchard?
  - a. Tools and Supplies
2. How I look after the orchard floor?
3. How do you prepare the orchard??
  - a. Size
  - b. Disinfect
4. How to build a seedbed?
5. How to sow my vegetables?
  - a. Spacing
6. How to look after my orchard?
  - a. Fertilizer
  - b. Water/Irrigation
  - c. Bush control
  - d. Pests
7. Harvest, storage and processing
8. Seeds production
9. Common tasks



**Two-thousand and four-hundred (2400) families with children under 2 years have received training in post-harvest management and in productive activities of raising poultry, barnyard animals, livestock and silvopastoral systems as a source of animal protein for consumption that guarantee greater diversification of the diet, according to the Food-Based Dietary Guidelines for Guatemala-GABAS-.**

Eighty (80) people from the chains of value: *Progresar* Foundation, ADECIGUA, ADIES, ADPRA, AIDA, ADIP, CINASEM, ADINA, AGRIUF, *Rios de Agua Viva* and *Nueva Esperanza*, were trained in the themes of post-harvest management and in productive activities of raising poultry, barnyard animals, livestock and silvopastoral systems as a source of animal protein for consumption that guarantee greater diversification of the diet, according to the Food-Based Dietary Guidelines for Guatemala-GABAS-.

Eleven (11) stations of hands-free washing, eco-technologies called Tippy Tap with the purpose of promoting hand washing were installed for people when they leave the toilet, before eating and before harvesting and to work at the orchard.

This activity is an initiative of INCAP to promote on households handwashing both at home and in the orchards and fields of export crops, this is an eco-technology, low-cost saving and 85% water used for washing hands.



**Chart No. 5 Hands-Free washing Stations (Tippy Tap)**

No.	Chains	Implemented Tippy Taps
1	Progresar Foundation	1
2	ADECIGUA	1
3	ADPRA	1
4	AIDA	1
5	ADIP	1
6	CINASEM	1
7	ADINA	1
8	AGRIUF	1
9	RIOS DE AGUA VIVA	1
10	NUEVA ESPERANZA	2
<b>Total</b>		<b>11</b>



**Objective: Sixty (60) Community promoters in the main areas of project execution trained for the development of community assessments and for the implementation of the proposed activities in the specific objectives of the project.**

**a. Undertaken activities, meetings, trainings, etc.**

INCAP as part of its framework, this quarter has performed educational activities to teach and reinforce skills in order to promote social behavior change in partner families of rural value chains related to care during the first 1000 days of the human being through promotion interventions, communication and counseling on nutrition and health community that promoters in Food Security and Gender (PCSAN-G) do.

Following up on this framework from October 28 to 31 of 2013, one training was held at the Training Center *Intervida* located in Santa Lucia *Utatlán, Solola*, in this event participated 18 PCSAN-G, 2 departmental supervisors and 1 person that is being proposed to occupy the place of health and nutrition technician. The business chains that represent each PCSAN-G that participated are: ADPRA, AIDA, ASIES, AGROS IXIL, APROCAFI, *Chajulense I ASSOCIATION, Chajulense II ASSOCIATION*, CINASEM, AIDA, ADIBA, AGRIUF, *RIOS DE AGUA VIVA, PROGRESA FOUNDATION*, ADIES, ADECIGUA and APRODEFI, located in the departments of Quiche and Totonicapan.

The content of the workshop was:

- ✓ Food for Pregnant and lactating women: strengthening knowledge, methodological guide for the educational sessions and individual counseling practice.
- ✓ Breastfeeding: strengthening knowledge, methodological guide for the educational sessions and individual counseling practice.
- ✓ Complementary Feeding: strengthening knowledge, methodological guide for the educational sessions and individual counseling practice.

**Chart No. 6 Promoters in SAN and Gender –PCSAN-G trained by the technical group of INCAP**

Departamento	Encadenamiento	Municipio	Nombre de la PCSAN- Género
QUICHE	Asociación Chajulense I	Aldea Sotzil	Rosa Angela Mendoza Hu
		San Juan Cotzal	Tereza Chávez Solano
	Asociación Chajulense II	San Gaspar Chajul	Ana Cecilia del Barrio
		Santa María Nebaj	Juana Clarita Laines del
	ADIP	Palqui, Uspantán	Jessica Liseth Carrillo
	ADPRA	Cunen	Carrillo
	PROGRESAR	Sacapulas	María del Rosario Tum
	AGROS IXIL	Santa María Nebaj	Lucía Olga Marcos Pérez
		San Gaspar Chajul	
		San Juan Cotzal	Savina Velasco Itzep de
	APROCAFI	Santa María Nebaj	Catarina Nohemí Sánchez Toma
		San Gaspar Chajul	
		San Juan Cotzal	
	AIDA	Cunén	Leandra Cristina Yat
	CINASEM		Catarina Roselia Us López
	ADECIGUA	Sacapulas	Josefa Elvira Uz Tzoy
	APRODEFI	Chajul	Argelia Cox
	ASIES	Nebaj	Iris Lluvixa Petrona Brito
Leticia Montesinos			
ADIBA	Chichicastenango	Rosa del Carmen Lopéz	
ADIES	Sacapulas	Catarina Tum Chivalán	
TOTONICAPAN	AGRIUF	Santa Lucía La Reforma	Marta Victoria Baten Vicente
	AGUA VIVA	Santa Lucía La Reforma	
	Nueva Esperanza	Santa Lucía La Reforma	
	ADINA	Momostenango	En proceso de selección
QUICHE	Supervisoras		Feliciana Cedillo Matón
			María Elizabeth Cobo
	Aspirante a la plaza de Promotor en SAN y Género		Juan Pantaleon

**Objective: Ninety (90) Community assessments for studies of C1 developed chains in Phase 1, eighteen (18) community assessments of vegetables and coffee chains and six (6) of crafts will be established.**

In the current quarter the rise of the community assessments completed within 18 business chains, which implied 2,753 households that were considered for the collection of these diagnoses, pending processing, preparation of output tables and analysis of the situation of each one. It is contemplated delivery of reports for each chain from half of March 2014.

**Objective: Three-hundred (3,000) families with children under 2 years of 60 chains of vegetables and coffee have received individual technical assistance and home counseling, and 30 craft chains have participated in educational group activities focusing on actions of the pregnant mother, lactating infants and children under 24 months.**

Nine-hundred and six (906) households (902 women and 4 men) of 18 visited chains received counseling in nutrition of pregnant women and breastfeeding mother.



**Objective: Three-hundred (3,000) families with children under 2 years of 90 chains (60 chains of vegetables and coffee at home counseling level and 30 chains of crafts in group activities) have received and used the educative material developed to encourage the change on eating behaviors, nutrition, health and hygiene.**

One-thousand and forty-nine (1049) households of 18 chains received educative material about nutrition of pregnant women and breastfeeding mother.



**Objective: Four (4) Community Demonstrative Centers in SAN (CCDESAN, 2 in Quiché, 1 in Totonicapán y 1 in Quetzaltenango) implemented to promote the technological transfer and the exchange and dissemination of appropriate practices for the improvement of the food and nutritional situation on familiar and community level, emphasizing the proposed measures of the initiative SUN in the framework of the window of opportunity of 1,000 days, as well as appropriate eco-technologies in Food and Nutritional Security.**

The technical proposal of the Demonstrative Centers in SAN has been done with GTI. This Centers will reinforce knowledge and practices that are promoted in relation with Food and Nutritional Security, and also it has as objective to facilitate the technological transfer and the exchange and dissemination of appropriate practices emphasizing the proposed measures of the initiative SUN in the framework of the window of opportunity of 1,000 days, including, appropriate technologies to improve the availability of food through techniques aimed at optimizing the production, post-harvest management and conservation of agricultural and livestock feed.

The content of the technical proposal of the Demonstrative Centers in SAN is:

1. Introduction
2. Justification
3. Objectives
4. Vision
5. Mission
6. Target Group
7. Technical Proposal
  - a. Familiar area
  - b. Agriculture area
  - c. Eco-technologies area
  - d. Livestock area
  - e. Administrative area
8. Programming
9. Annexes

**Objective: Three-hundred (3,000) families, with children under 2 years of 60 chains of vegetables and coffee that receive home counseling and 30 chains of crafts, who have participated in educative group activities have been trained in optimal and timely usage of health services and maternal and maternal-child nutrition.**

As part of this activity, the technical team has developed training materials on aspects of health and nutrition based on interventions that promote the strategy SUN (Scaling up Nutrition), these are all actions that are focused on the window of the first 1000 days of life of children, which covers the gestational period and the first two years of age.

One of the modules developed is the Promotion of Health Services, which includes themes of relevant information: Reproductive health, Growing Promotion and monitoring in children under 5 years of age, delivery of micronutrients (folic acid, iron, zinc, vitamin A), vaccines, search health services when signs and warning signs are detected), methodological guide, key messages and counseling.

### **Results of the Study of the baseline of Rural Value Chains Project in 24 business chains at the departments of Quiche, Totonicapan, and Quetzaltenango**

For the development of this study, AGEXPORT hired INCAP for the information gathering of 24 rural value chains in 12 municipalities in the area of coverage of RVCP project.

AGEXPORT in coordination with INCAP, DevTech y USAID, determine the scope of the information to be collected in surveys.

The objective was that through the collected information through the baseline it allow to describe the economic and social situation of partners families of the business chains, with emphasis in the ones related with “The window opportunity of 1000 days”, and to visualize the social and economic participation of adult women, young and teenagers girls.

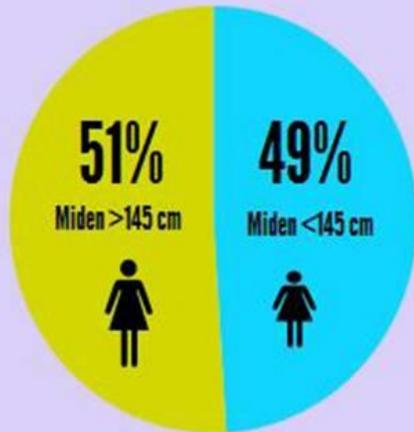
These are the most important results of the study of baseline:

# Situación de SAN en los Encadenamientos:

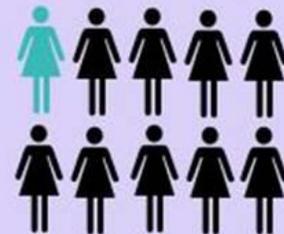
## Mujeres



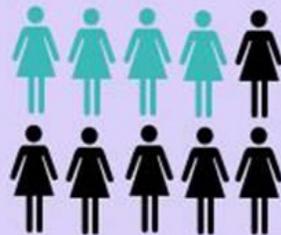
Talla de mujeres



8%  
De mujeres en edad fértil padecen de anemia



40%  
De mujeres en edad fértil tienen SOBREPESO u OBESIDAD



76%  
Practican la lactancia materna exclusiva



Línea de base administrada por INCAP, 2013

# Situación de SAN en los Encadenamientos: Niños y Niñas



Niños y niñas <5 años con desnutrición CRÓNICA



Niños y niñas de 6-11 meses con ANEMIA



Niños y niñas <5 años con sobrepeso u obesidad



Niños y niñas <5 años con desnutrición AGUDA



Prevalencia de niños y niñas <5 años con desnutrición CRÓNICA, por grupo



Niños y niñas que reciben Alimentación Escolar



Linea de base administrada por INCAP, 2013

# Situación de SAN en los Encadenamientos: Actividad Económica



Miembros por hogar

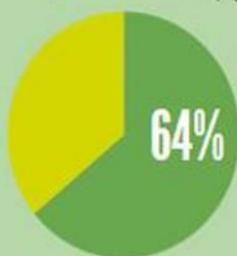
7

Horas en actividades económicas/día

7.1

8.6

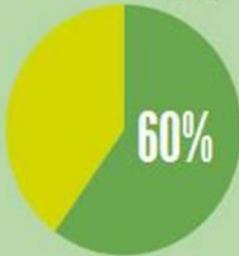
% de gastos en alimentos



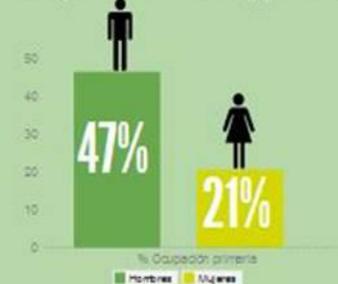
Método para purificar agua



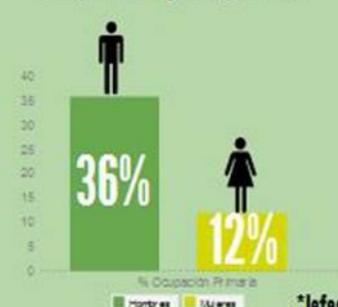
% piso de tierra



Se ocupan en frutas, hortalizas y granos básicos\*



Se ocupan en café y otros productos\*

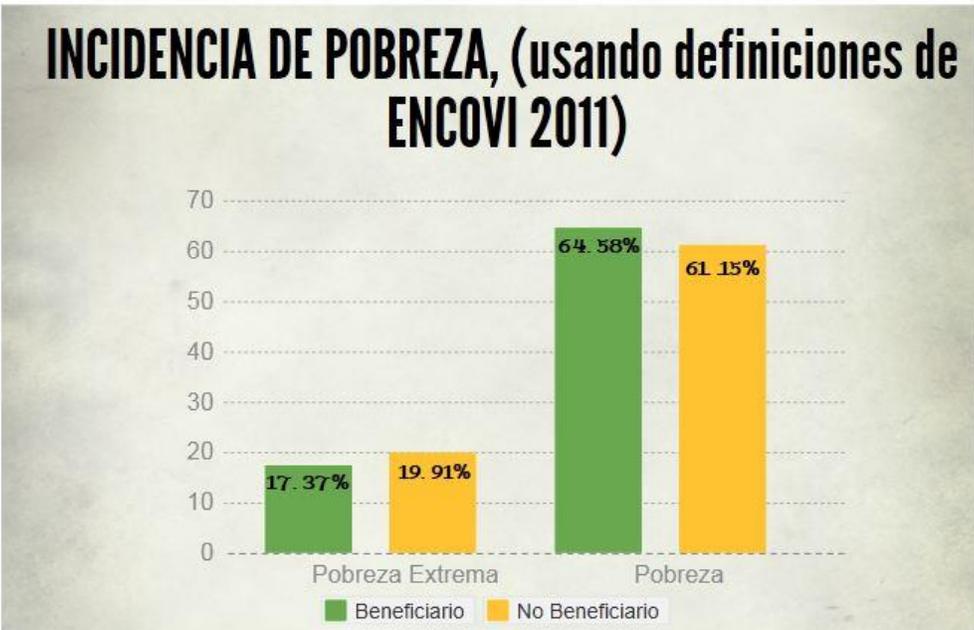


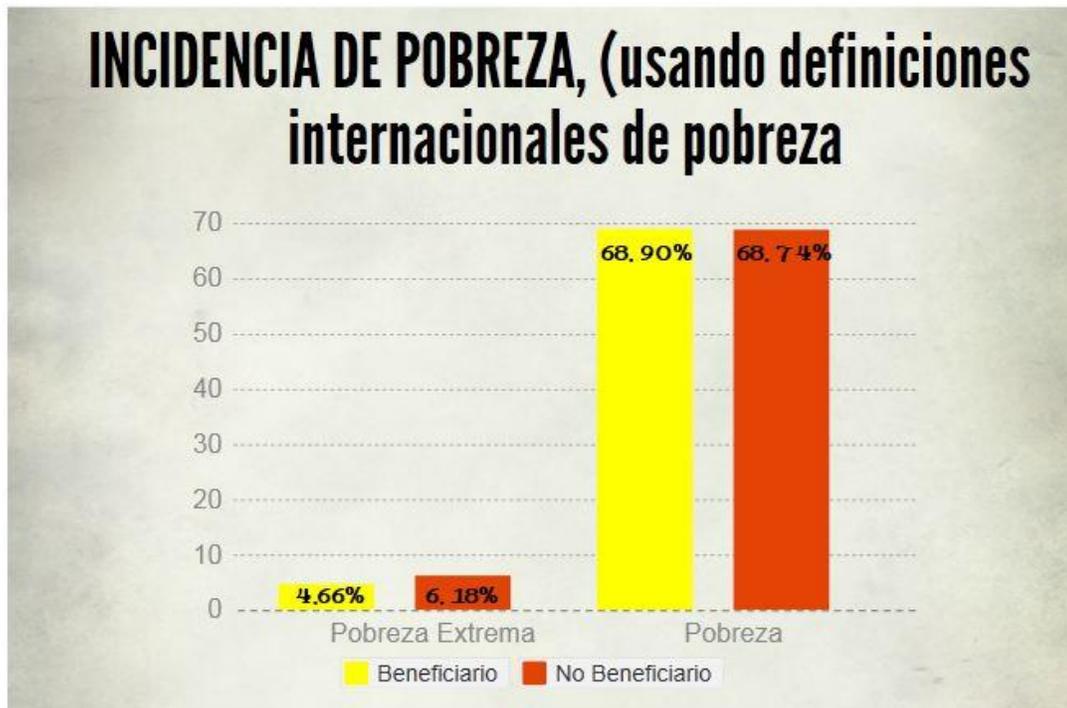
\*Jefes de hogar

**Per capita consumption baseline, as a proxy of per capita income and poverty incidence of beneficiaries and non-beneficiaries USAID / Agexport**

To know the status of per capita income of the partners of 24 rural value chains, DevTech in Alliance with IARNA of the Landivar University and Vox Latina determine the socioeconomic and productive conditions of the partner families of 24 rural value chains. To determine the annual per capita consumption (estimated) as a proxy of per capita household income of beneficiaries and non-beneficiaries of USAID programs in the area where Agexport operates, 71 variables were determined which were prioritized and selected by the partners of the consortium and DevTech.

Regarding the size of the sample, beneficiaries and non-beneficiaries of the project, in which the non-beneficiaries were residents of the producing partners of the value chain currently supported, were differentiated. The main results are:





## COMPONENT 2: Expand participation in rural value chains

Leader of C2: Save the Children

**Strategic Objective:** Expand horticultural and coffee production, as well as, sales model in favor of poor rural households.

**Component Objective:** Improve competitiveness and extend the capabilities in associative selected MSMEs through specialized technical assistance to increase the capacity and market access.

### I. Progress in the implementation of Component

Save The Children according to its responsibility area in the consortium has centered its implementation in component 2 “Expand participation in value chains” and in component 5 “Increase crops productivity for home consumption and improve food usage” through a methodology of outsourcing of services, thereby it seeks to give attention to 50 chain groups during the life of the project.

## **Methodology or work strategy:**

### **The model used by Save The Children to assure the**

The model used by Save the Children to ensure the achievement of goals on its responsible components is the segmentation of total goals using functional and logistical criteria as geographical zone and crop area execution, for then to undertake a process of identification and selection of partners suitable to implement institutional activities locally, defining four subcontracts in total, providing coverage to 50 producer groups (type B and C) with those who will implemented actions to comply with the goals of the Components 2 and 5.

Save The Children through these institutional partners of implementation identifies the groups of farmers according to established typology (groups of type B and C), and through an intervention of 30 to 36 months with each group, strengthens and consolidates the level of production and business organization, develops training process and technical assistance in exportable production and local market, strengthening links with markets; encourages productivity of home consumption crops and the adoption of good health and nutrition practices. This is intended to meet and achieve the objectives and goals.

While the process of hiring partners for implementation concludes and in order to accelerate implementation of specific methodologies, and to make progress in the preparation of producer groups, Save The Children has initiated actions in the Sub-contract for vegetables of Quiche for which have defined a work goal of 16 groups, of which 13 groups have been tackled until December and 3 more will be incorporated in the next quarter. A consulting firm has been hired, for the Quetzaltenango subcontract to prepare an inventory of potential groups in order to initiate field actions in that department.

## **II. Administrative Advances for implementation**

### **Technical implementation group management:**

During this period Save the Children hired a Supervisor of Business Capabilities to work on component 2 in the subcontract of Quiche who will be in charge of coordinating activities related to business training and organization with the groups.

At the level of linking groups, the process of identification and selection of agricultural, health and nutrition promoters began with support of the Boards of Directors, such that the next quarter will begin to work, subordinated to the boards and with the support of technicians of Save The Children those who will use this organization structure of business partner to potentiate the stocks of the project.

### **Implementation of logistics operation resources:**

Save The Children continued with the acquisition process of a four wheel vehicle and 3 motorcycles with resources of the project, expecting that the buying process concludes in the next quarter, because already undertaken actions in Quetzaltenango and soon Totonicapan, major mobilization needs have been identified.

### **Administrative management of Sub-Contracts**

The process of convening for identification of executing entities to support Save The Children remains open with the participation of entities that have applied to operate the coffee subcontract. These entities are waiting for a resolution which depends on the restructuring that is developed with the subcontract coffee.

As a result of a convening process for execution, documentation of AGEXPORT was moved to be approved for an implementing agency selected for the Quetzaltenango Subcontract. In the case of coffee Subcontract, a tripartite meeting of AGEXPORT, USAID and Save the Children, where the relevance of assigning an executor for this area was held; since the cultivation of coffee through a particular situation at regional level makes difficult to achieve the goals set, it was agreed to begin a process of restructuring this Subcontract, which is intended to follow for the next quarter

For Quetzaltenango, the process of convening a consulting firm was made for the purpose of making an inventory of horticultural groups which was developed satisfactorily with results analyzed in this quarter.

### **Interinstitutional coordination:**

During the current quarter, Save the Children continued its participation in workshops and meetings at level of Consortium RVCP, punctually took part in session of consortium to harmonize intervention for fiscal year 2013-2014, as coordination needs are identified particularly at level of cross-cutting activities and components 2 and 5 in which Save the Children is involved.

In the case of Quetzaltenango, as a result of the contracted consulting firm, a number of institutional actors, who have involvement with producer groups in the area, have been identified; particularly in support of the potato crop, with which would be coordinating actions. The presence of institutional-level municipalities has been highlighted, articulated by municipalities where Save the Children is already a member, by its project PAISANO, and also highlights the identification of an institutional platform led by CONPRODA and with support of FAO with the specific purpose of coordinating supports to enhance competitiveness in the potato crop nationwide.

### **i. Regional recognition and identification of groups of potential beneficiaries**

With the intervention of technical equipment and given the need to identify more 6 groups for direct intervention, the regional recognition in prioritized municipalities in the department of Quiche was continued. In addition, meetings with leaders and members of boards of directors of several groups were conducted to present the project objectives and identify potential and interest of the groups involved.

In this quarter, information of three agricultural groups of the region was collected, that showed potential to be part of the project. With this groups (chart No. 7) the decision to ratify participation in the project was taken, and proceeded to sign a commitment letter.

### **ii. Confirmation of groups**

The detected and confirmed groups are dedicated to agricultural production for exportation. The process began with work meetings with the community leaders and / or boards of directors to let them know in detail the process that Save The Children will develop through RVCP; subsequently, work information and awareness meetings were conducted. Knowing the endorsement of the participants, the confirmation of the partners to develop the PCVR proceeded with the signing of a document in each of the identified groups.

### **iii. Household registration based on selected and confirmed groups**

The familiar registration of the new confirmed groups began started (see chart No. 7)

**Chart No. 7 Total of beneficiaries registered in new confirmed groups by component 2 during October to December FY 2013-2014**

No.	Asociación / Grupo.	Beneficiarios Registrados			
		Total	Hombres	Mujeres	% Mujeres
1	Asociación de Desarrollo Integral Zacualpense (ASODINZA).	34	29	5	15%
2	Grupo de Agricultores Zacualpense.	24	18	6	25%
3	Grupo de Agricultores Nueva Misión Santa Clara.	56	54	2	4%
<b>Total</b>		<b>114</b>	<b>101</b>	<b>13</b>	<b>11%</b>

Source: SC-RVCP

During this period a total of 114 beneficiaries in addition to the 519 confirmed during the last period have registered, bringing benefits to 633 households. In total, there was an increase of 22% of benefitted households compared to the last reporting period; of all beneficiaries 20% are women actively involved (see chart No. 8)

**Chart No. 8 Cumulative Totals of households registered in component 2 for RVCP implementation**

No.	Asociación / Grupo.	Total	Hombres	Mujeres	% Mujeres
1	Asociación de Desarrollo Integral Agrícola Zacualpense, Aldea Chichá, Zacualpa El Quiché.	53	44	9	17%
2	Asociación para el Desarrollo Integral Maya Uspantanense, Aldea Poblaj, Uspantan, El Quiché	40	31	9	23%
3	Grupo de productores de col de brúcelas, Caracolito, Uspantan, El Quiché.	46	34	12	26%
4	Asociación de agricultores para el Desarrollo Integral Carrizalences, aldea Ojo de Agua Carrizales, Cunén, El Quiché	46	38	8	17%
5	Asociación de Desarrollo Integral Ixil, Aldea Xevitz, Nebaj, El Quiché	41	39	2	5%
6	Asociación Nuevo Amanecer de Nebaj, Aldea Xexucap Nebaj, El Quiché	63	53	10	16%
7	Grupo de agricultores de la aldea Pamaxan, Cotzal, El Quiché	23	22	1	4%
8	Grupo Centro para el Desarrollo y Defensa Indígena, aldea Xetzac, Cunén, El Quiché	88	46	42	48%
9	Asociación Civil de Desarrollo Integral Agrícola, aldea Chiul, Cunén, El Quiché.	64	46	18	28%
10	Grupo de productores de ejote francés, aldea Chitapol, Uspantan, El Quiché	55	52	3	5%
11	Asociación de Desarrollo Integral Zacualpense (ASODINZA), Zacualpa, Quiché	34	29	5	15%
12	Grupo de Agricultores Zacualpense, Zacualpa, Quiché	24	18	6	25%
13	Grupo de Agricultores Nueva Misión Santa Clara, Cunén, Quiché	56	54	2	4%
<b>Total</b>		<b>633</b>	<b>506</b>	<b>127</b>	<b>20%</b>

Source: SC-RVCP

#### iv. Strengthening Capacities

- **Strengthening production:**

In the operational subject, the training has followed the work plan developed based on crop cycle, which starts from soil preparation, planting, fertilizing until pest and diseases. The conducted trainings are based on the methodology “learning by doing” and “method demonstrations”.

The horticultural and tackled groups are at different stages of cultivation, requiring continued technical assistance in stages from planting to harvest and product delivery.

In this quarter some groups in harvest process were registered, with a total of 420 quintals of horticultural products which in its sale have generated a total of US\$9,936.98.

As part of field support, 604 technical assistance visits have been made, of which 19% are women producers, accumulating a total of 891 including the previous period. The technical assistance is part of one of the main strategies of the project (see Chart No. 9).

**Chart No. 9 Total of technical assistance visits done during the period from October to December 2013**

No.	Asociación / Grupo.	Total	Hombres	Mujeres	% Mujeres
1	Asociación de Desarrollo Integral Agrícola Zacualpense, Aldea Chichá, Zacualpa El Quiché	47	41	6	13%
2	Asociación para el Desarrollo Integral Maya Uspantanense, Aldea Poblaj, Uspantan, El Quiché	99	81	18	18%
3	Grupo de productores de col de brúcelas, Caracolito, Uspantan, El Quiché.	138	102	36	26%
4	Grupo de agricultores de la aldea Pamaxan, Cotzal, El Quiché	23	22	1	4%
5	Grupo Centro para el Desarrollo y Defensa Indígena, aldea Xetzac, Cunén, El Quiché	96	56	40	42%
6	Asociación Civil de Desarrollo Integral Agrícola, aldea Chiul, Cunén, El Quiché.	44	42	2	5%
7	Grupo de Agricultores de Chitapol, Uspantan, Quiché	38	38	0	0%
8	Asociación de Desarrollo Integral Zacualpense (ASODINZA), Zacualpa, Quiché	29	28	1	3%
9	Grupo de Agricultores Zacualpense, Zacualpa, Quiché	7	7	0	0%
10	Grupo de Agricultores Nueva Misión Santa Clara, Cunén, Quiché	60	57	3	5%
11	Asociación de Desarrollo Integral Ixil, Nebaj, Quiché	23	18	5	22%
<b>Total</b>		<b>604</b>	<b>492</b>	<b>112</b>	<b>19%</b>

Source: SC-RVCP

In the quarter October-December 28 hectare of additional agricultural crops for exportation have been established, including a group with potato cultivation for local markets (chart No. 10), in total the cultivation area is 43.90 hectare in 13 chains including the ones of the previous period.

**Chart No.10 Total hectare established by crop during October - December 2013**

No.	Asociación / Grupo.	Cultivos			Hectáreas grupo.
		Ejote Francés	Arveja Dulce	Papa	
1	Asociación de Desarrollo Integral Agrícola Zacualpense, Aldea Chichá, Zacualpa El Quiché	6			6
2	Asociación para el Desarrollo Integral Maya Uspantanense, Aldea Poblaj, Uspantan, El Quiché	6			6
3	ASOCIACIÓN de Desarrollo Integral Zacualpense (ASODINZA), Zacualpa, Quiché	3			3
4	Grupo de Agricultores Nueva Misión Santa Clara, Cunen, Quiché		5		5
5	Asociación de Desarrollo Integral Ixil, Nebaj, Quiché		4		4
6	Asociación Nuevo Amanecer de Nebaj, Xexuxcap, Nebaj, Quiché			4	4
<b>Total Hectáreas por cultivo</b>		<b>15</b>	<b>9</b>	<b>4</b>	<b>28</b>

Source: SC-RVCP

As a result of the establishment and production of areas for export crops and for local market, wages and jobs in the different agricultural groups have been generated. In total in the current quarter 4,552 wages have been generated of which 14% are from women work, of which have been generated by project stocks a total of 17.51 jobs that corresponds to 15.13 men and 2.37 women (see chart No. 11)

**Chart No. 11 Total of generated wages during October - December 2013**

No.	Asociación / Grupo.	Total	Hombres	Mujeres	% Mujeres
1	Asociación de Desarrollo Integral Agrícola Zacualpense, Aldea Chichá, Zacualpa El Quiché	828	774	54	7%
2	Asociación para el Desarrollo Integral Maya Uspantanense, Aldea Poblaj, Uspantan, El Quiché	1418	1239	179	13%
3	Grupo de productores de col de brúcelas, Caracolito, Uspantan, El Quiché.	875	773	102	12%
4	Grupo Centro para el Desarrollo y Defensa Indígena, aldea Xetzac, Cunén, El Quiché	540	420	120	22%
5	Asociación de Desarrollo Integral Zacualpense (ASODINZA), Zacualpa, Quiché	444	324	120	27%
6	Grupo de Agricultores Nueva Misión Santa Clara, Cunen, Quiché	207	192	15	7%
7	Asociación de Desarrollo Integral Ixil, Nebaj, Quiché	240	213	27	11%
<b>Total</b>		<b>4,552</b>	<b>3,935</b>	<b>617</b>	<b>14%</b>

Source: SC-PCVR

- **Organizational Strengthening**

In order to strengthen the capabilities of the 7 associations and 6 non-legalized groups, 9 training events of partnership themes were developed to raise awareness to the participants of such events about the importance of partnership and also to let them know the functions and responsibilities of each one of the positions in the organization.

The conformation of commissions of production, commercialization and finance to develop leadership training has been promoted in order to boost an efficient functioning of the groups, influencing decision-making mechanisms, consensus building, advocacy and conflict resolution to a total of 79 partners in 8 different training events.

- **Administrative Strengthening**

Nine (9) training events where eighty (80) partners participate were developed in order to promote and efficient management of funds, resources and processes. In this period the management of elements of a basic accounting for credit controls was fortified.

- **Commercialization Strengthening**

In this period the 13 selected groups, are linked to an agroexporter for its agricultural production commercialization.

**Chart No. 12 Total of groups linked to market till December 2,013**

No.	Nombre de la Organización	Cultivo/Producto	Mercado
1	Asociación de Desarrollo Integral Agrícola Zacualpense, Aldea Chichá, Zacualpa El Quiché.	Ejote Francés	La Cumbre
2	Asociación para el Desarrollo Integral Maya Uspantaneense, Aldea Poblaj, Uspantan, El Quiché	Ejote Francés	La Cumbre
3	Grupo de productores de col de brúcelas, Caracolito, Uspantan, El Quiché.	Col de Bruselas/Papa semilla certificada	UNISPICE
4	Asociación de agricultores para el Desarrollo Integral Carrizalences, aldea Ojo de Agua Carrizales, Cunén, El Quiché	Ejote Francés	GRUPO CEIS
5	Asociación de Desarrollo Integral Ixil, Aldea Xevitz, Nebaj, El Quiché	Arveja dulce/Ejote francés/Arveja de grano	La Cumbre
6	Asociación Nuevo Amanecer de Nebaj, Aldea Xexucap Nebaj, El Quiché	Papa/Arveja dulce*	La Cumbre
7	Grupo de agricultores de la aldea Pamaxan, Cotzal, El Quiché	Arveja de Grano	SAN JUAN AGROEXPORT
8	Grupo Centro para el Desarrollo y Defensa Indígena, aldea Xetzac, Cunén, El Quiché	Arveja Dulce	La Cumbre
9	Asociación Civil de Desarrollo Integral Agrícola, aldea Chiul, Cunén, El Quiché.	Col de Bruselas/ Arveja Dulce/Papa semilla certificada	UNISPICE
10	Grupo de productores de ejote francés, aldea Chitapol, Uspantan, El Quiché	Ejote Francés	La Cumbre
11	Grupo de Agricultores Zacualpense, Zacualpa, El Quiché	Ejote Francés	La Cumbre
12	Asociación de Desarrollo Integral Zacualpense (ASODINZA) Zacualpa, El Quiché	Ejote Francés	SIESA
13	Grupo de Agricultores Nueva Misión, Santa Clara, Cunén, El Quiché	Arveja dulce y Ejote Francés	La Cumbre

\* Except for potato, this will be sold at local markets.

Source: SC-RVCP

## COMPONENT 3: IMPROVE AGRICULTURE PRODUCTIVITY

LEADER OF C3: AGEXPORT

**Strategic Objective:** Improve the agricultural productivity through accessing new technologies for innovation, mitigation and adaptation to climate change, good agricultural practices, and demanded certifications to improve competitiveness of associative MSMEs.

In alliance with International Development Enterprises –IDE-, specialists in the Business Chains Program –PEE-, made a tour exchange to Marcala, Honduras to meet irrigation technology of low pressure that this organization is implementing in that country. As a result of this visit is being managed a subscription of a cooperation agreement between AGEXPORT and IDE under the Rural Value Chains project. Within this alliance advances the establishment of demonstrative parcels of low pressure irrigation home orchards facing food security was agreed, for which IDE provided a treadle pump and also conduction, collection and distribution of water for a demonstration orchard in the village Xix in Chajul, Quiché. This demonstrative orchard will be monitored by technicians to evaluate its efficiency and costs in order to consider extending to more families and other regions in the coverage area of the project.



The terms of reference to do an inventory and diagnosis of the different existing irrigation systems in the coverage municipalities of RVCP which will allow not only the existing actual low irrigation in the zone, but will improve the crops productivity that small producers produce in their organizations. It is expected to make such inventory in the quarter February-May 2014.

The programmed training continued basically in crop manage Themes where partners of 19 rural value chains participated.

## **COMPONENT 4: Expand markets and commercialization through innovation of private sector**

**Leader of C4:** AGEXPORT y *Cuatro Pinos* Cooperative

**Strategic Objective:** Facilitate through the creation of a Federation of Cooperatives the incorporation of small producers of non-traditional producers of vegetables to export markets through its insertion to value chains of vegetables, generating productive exportable offer, expanded services, transformation, and commercialization of their production, in a strategic alliance with the *Cuatro Pinos* Cooperative and its horticultural development model.

Several meetings with staff of the *Cuatro Pinos* Cooperative where they have been exploring different mechanisms for setting strategy, has been made, for the formation of the Federation of Cooperatives and the preparation of the terms of reference for the design of this component having as objective of such study *"Define the framework and terms of reference for a study to determine the technical, commercial, economic and financial viability of the project of production and marketing expansion of vegetables in the department of Quiche, in accordance with the provisions in the Project of Rural Value chains"*.

In this component has not been sustained progress in terms of indicators; however they have started initial negotiations with managers and executives of *Cuatro Pinos* Cooperative, to generate conditions that allow starting operating process at fields for the second year. In chart No. 15 the above is evidenced in terms of the progress of each indicator.

## **COMPONENT 5: Extend the crops productivity for home consumption and to improve food usage**

**Leader of C5:** Save The Children and INCAP

**Strategic Objective:** Increase the productivity of crops grown in rural households for home consumption and improve the usage thereof.

### **a) Advances in execution of Component 5**

#### **i. Diagnosis phase and home registry**

The technical team of Component 5 is in the diagnosis process of the situation of Nutritional and Food Security for 6 business groups in addition to 7 groups who already have done it, in the departments of Quiche, these groups are:

- *Zacualpense* Integral Development Agricultural Association (ASODIAZ)
- Producers group of Brussel sprout *Caracolito*,
- Civil Association of Integral Agriculture Development (ACDIA)
- *Zacualpense* Integral Development Association (ASODINZA)
- Agricultural Group *Nueva Misión Santa Clara*
- Agricultural Group *Zacualpense*

In this quarter, instruments of data collection have been applied and also there are phases of systematization, analysis and data presentation of these 6 groups.

As a result of the diagnosis a total of 100 children under 2 years of age and 285 women which belong to families of the served groups have been identified, from which 23 are pregnant. (Chart No. 13)

**Chart No. 13 Total of pregnant women and children under 2 years of age, which participate in Component 5**

<i>Municipality</i>	<i>COMMUNITY</i>	<i>PARTICIPANTS</i>		
		<i>Women</i>	<i>Pregnant Women</i>	<i>Children under 2 years</i>
<b>Cotzal</b>	Aldea Pamaxan	16	0	8
	Aldea Vichivalá	15	2	5
<b>Cunén</b>	Aldea El Pericón	8	0	4
	Aldea Ojo de Agua Carrizal	15	1	10
	Aldea Pajales	8	2	2
	Aldea Santa Clara	42	0	8
	Aldea Xetzac	65	7	21
<b>Nebaj</b>	Aldea Xevitz	14	2	2
	Aldea Xexuxcap	18	1	3
	Aldea Acul	1	0	0
<b>Uspantán</b>	Aldea Poblaj	22	2	9
	Aldea Costa Chiquita	1	0	7
	Las Anonas	3	0	0
	El Chaj	1	0	0
	Aldea Chitapol	30	4	11
	Aldea San Francisco La Laguna	7	2	6
	Aldea Caracolito	17	0	4
	Aldea Joya Larga	2	0	0
<b>TOTALS</b>		<b>285</b>	<b>23</b>	<b>100</b>

Source: SC-RVCP

## ii. **Strengthening capabilities and promotion of behavioral changes**

Durante el periodo se desarrollaron en total 18 eventos de capacitación en 11 encadenamientos, contando con la participación de 262 beneficiarios de las cuales el 58% correspondió a mujeres. Los temas principales fueron el fortalecimiento en la salud y nutrición y el fortalecimiento agropecuario.

- **Strengthening health and nutrition**

In this quarter 15 training events were implemented in 11 organizations promoting a behavioral change in personal hygiene and eating habits to a total of 186 partners.

Mother leadership has strengthen and promoted inside home in decision making respect to family feeding and nutrition besides promoting exclusive breast feeding and complementary feeding of 100 children under 2 years of age.

With the purpose to follow up the issues of food security and nutrition in chains, a total of 7 commissions of food and nutrition security were settled composed by one coordinator, an agricultural manager and a health and nutrition manager which are partners or members of the organization.

**Chart No. 14. Commission of Nutritional and Food Security settled by Component 5 of SC-RVCP**

<b>Association / Group</b>		
Association for Mayan Integral Development Uspantanense, Poblaj village, Uspantan, El Quiché		
<b>Commission of Nutrition and Food security</b>	<b>Coordinator</b>	Juan Gabriel Chaj Jax
	<b>Agricultural manager</b>	Juan Mario Chipel Titiran
	<b>Health and nutritional manager</b>	Candelaria Tojín Lux
Group of producers of brussel sprout, Caracolito, Uspantan, El Quiché.		
<b>Commission of Nutrition and Food security</b>	<b>Coordinator</b>	Miguel Ángel Martínez Urizar
	<b>Agricultural manager</b>	Francisco López Hernández
	<b>Health and nutritional manager</b>	Francisco Noriega Zacarías
Agricultural Association for Integral Development Carrizalences, aldea Ojo de Agua Carrizales, Cunén, El Quiché		
<b>Commission of Nutrition and Food security</b>	<b>Coordinator</b>	Esteban Pinula García
	<b>Agricultural manager</b>	Francisco Imul Us
	<b>Health and nutritional manager</b>	Candelaria Tojín Lux
Integral Development Association Ixil, Aldea Xevitz, Nebaj, El Quiché		
<b>Commission of Nutrition and Food security</b>	<b>Coordinator</b>	Domingo Velasco Cedillo
	<b>Agricultural manager</b>	Miguel de León
	<b>Health and nutritional manager</b>	En proceso
Association Nuevo Amanecer de Nebaj, Aldea Xexuxcap Nebaj, El Quiché		
<b>Commission of Nutrition and Food security</b>	<b>Coordinator</b>	Jacinto Cedillo Reynoso
	<b>Agricultural manager</b>	Juan Pu Xiloj
	<b>Health and nutritional manager</b>	Francisco de Paz Raymundo
Group Center for Development and Indigenous Defense, aldea Xetzac, Cunén, El Quiché		
<b>Comisión Seguridad Alimentaria y Nutricional</b>	<b>Coordinator</b>	Bartolo Rumaldo Oxlaj Ordoñez
	<b>Agricultural manager</b>	Jesús Pasa
	<b>Health and nutritional manager</b>	Amalia Catarina Sica Martínez
Agricultural Group Nueva Misión Santa Clara, Cunén, Quiche.		

<b>Comisión Seguridad Alimentaria y Nutricional</b>	<b>Coordinator</b>	Héctor Elías Carrillo García
	<b>Agricultural manager</b>	Roberto Inés Carrillo Hernández
	<b>Health and nutritional manager</b>	Elsa Celeste Rivas

Source: SC-RVCP

- **Strengthening agriculture:**

In order to strengthen agriculture, a group of persons for 8 chains has been hired, formed by 7 agricultural promoters, 4 health and nutrition promoters, 8 agricultural enablers, and 3 health and nutrition enablers.

Three (3) events were developed to strengthen the capabilities of growers in the post-harvest manage in the crops of corn and beans, and seed mass selection of corn, training a total of 76 partners. The themes were prioritized according to the agricultural time after winter ends.

**b) Quetzaltenango Subcontract:**

The hiring process of an operator proposed for the subcontract of vegetables of Quetzaltenango continues inside the authorization process of Agexport and USAID, before signing the contract, for the purpose of initiating field actions, expecting that this mechanism can be implemented at the beginning of next quarter in such a way aligning the intervention agricultural cycles, particularly potatoes, since this crop has been identified as the dominant group in the region, according to soil and climate conditions.

During this quarter there are results of a hired consulting firm to conduct an inventory of potential beneficiary groups in Subcontract Quetzaltenango, for the purpose of providing supplies of basic information to the proposed operator, once the mechanism of contract is confirmed, this will facilitate the startup process of actions in the field.

**i. Regional recognition and identification of groups of potential beneficiaries:**

In the quarter October-December the identification process of horticultural groups began in the municipalities of San Juan Ostuncalco and Concepción Chiquirichapa, both at the department of Quetzaltenango, in such department surveys were made with trading enterprises, Governmental and non-Governmental institutions in order to know the horticultural groups present in the aforementioned municipalities. A profile analysis Of 22 horticultural groups and meetings with boards of directors was held to inform them about the objective of The Rural Value Chains Project. For the 22 identified groups the approval of 4 boards of director was obtained to sign a letter of provisional agreement between Save the Children and the identified horticultural groups. Save the Children is starting relation with potential groups in order to accelerate and facilitate the process of adoption of groups, which will be delivered to the operator once contractual relationship is formalized.

**ii. Groups confirmation :**

In fiscal year 2013-2014 in Quetzaltenango, there has been preselected and signed a provisional agreement letter with boards of directors of 4 associations of the municipality of Concepcion Chiquirichapa (see chart No. 15). Various additional groups have been identified, with which are starting a relation in order to formalize negotiations.

**Chart No. 15 Pre-selected Groups by Component 2 for the implementation of actions at the department of Quetzaltenango.**

No.	Association / Group	Crop	Market
1	Agricultural Development Association Concepción Chiquirichapa, Aguas Calientes (ADACCHAC) Concepción Chiquirichapa, Quetzaltenango	Potato	Local
2	Integral Development Association Chiquirichapense (ADICH) Concepción Chiquirichapa, Quetzaltenango	Potato	Local
3	Fraternity Association Chiquirichapa (ASOFCHI) Concepción Chiquirichapa, Quetzaltenango	Potato	Local
4	Agricultural Association Chiquirichapa (ASACHAPA)	Potato	Local

Source: SC-RVCP

**c) Subcontracts Totonicapan and Coffee:**

For these Subcontracts in the current quarter field actions not yet began, as forecast overall planning of intervention.

**d) Alliances:**

The Alliance remains with the "Departmental Coordinating Committee of Partners Organizations of USAID" at the department of Quiche to ensure that RVCP interventions are coordinated at Community level to avoid duplication of efforts and resources. (See chart No.16)

**Chart No. 16. Achievements completed by Component 5 alliances with other organizations**

<b>ORGANIZACIÓN</b>	<b>Descripción de alcances</b>
<b>URC</b> Nutri-Health Project	Training of the technical team of component 5 of RVCP about the supply of services of health that MSPAS promote.
	Training of the technical team of component 5 of RVCP about the methodological tool “Educative Session”.
<b>PASMO</b> Family Planning Project	Training of technical team of Component 5 of RVCP about the interpersonal communication strategy, birth control and family planning.
<b>Michigan State University</b> Nutri-Beans Project	Coordination for transference of improved beans varieties to chains members of RVCP at the departments of Quetzaltenango and Quiche.
<b>SESAN</b> Zero Hunger Project	Entailment of component 5 of RVCP to Governmental entities of the department of quiche related to Nutritional and Food security: MAGA, MIDES, MSPAS and others.
<b>TETRATECH</b> Local Governance Project	Incorporation of community personnel of component 5 of RVCP to the formation process of “Local Promoters in Nutritional and Food security” for the department of Quiche.
<b>MAGA</b> Zero Hunger Pact	Identification of geographic areas and common households that can be intervened through the “agricultural centers of rural development” from potential municipalities of the Feed the Future initiative and the Zero Hunger Program.
<b>Save The Children</b> PAISANO	Institutional incorporation of SC to Nutritional and Food security initiatives of SESAN for the department of Quiche related to Zero Hunger Pact of the Government of the Republic of Guatemala.

Source: SC-RVCP

## **COMPONENT 6: Improve competitiveness of crafts value chains**

**Leader of C6: AGEXPORT /Craft Commission.**

**Strategic objective:** Strengthen women participation in crafts value chains and increase productivity and competitiveness of MSME's that produces crafts.

In this period October-December 2013, principal activities and developed advances by craft commission of Agexport are presented.

During this period, continuity and support were given to chains of the above period to strengthen the productive and commercial operations and above all the efforts to accomplish the previewed actions in operative plan 2013/2014 were focused.

**The implemented work strategies in this period revolved around:**

- Territory exploration for the identification of new crafts chains for which is being coordinated with partners entities of AGEXPORT.
- Entailment of the different identified chains with related buyers to decoration and gifts market.
- Seeking alliances with industry for chains that can provide raw materials that can be used on a larger scale, not using complex production processes.
- Articulate agricultural chains to component 6, providing services and development to artisan chains.
- That the activities to be developed are commercially sustainable.
- Establish alliances with territorial entities own of the themes, to optimize the human and economic resources, as well as other links in national and international level.
- Diffusion and divulgation of generated advances in the areas of intervention.
- Classify the organizations based on its development level which differentiate strategies of intervention and more work focused based in the needs.

Description of the main activities done in the period:

**1. Identification of new chains**

**During this period other potential chains were explored in the coverage area of the Project and as a result 5 new craft chains have been identified, which are being analyzed based on the methodology of the business chains (chains) program of AGEXPORT for its presentation before the selection committee for its approval. The new business chains identified are presented in the following chart:**

**Chart No. 17. Identified Crafts Chains**

<b>No.</b>	<b>Chain</b>	<b>Business Nature</b>	<b>Potential Market</b>
<b>1</b>	Association of Integral Development of Weavers as Agents of Change - ASODIMAC-	Textiles	The Mayan Store
<b>2</b>	Integral Cooperative of Production Maria Nazareth - COPIMARI-.	Textiles y fibers of maguey	The Mayan Store
<b>3</b>	Integral Cooperative of Craft Production and Momosteco Weaver - COPITEM-	Wood carpets	CB2
<b>4</b>	Momostecos Guild of Craftsmen	Wood Carpets	CB2
<b>5</b>	Totoplast S.A.		

## **2. Stratification of business chains**

Note that as part of the strategy work of the Commission of Crafts and with the aim of targeting services and provide differentiated attention according to the level of productive, commercial, organizational and administrative development of the organizations, a stratification of such organizations and for this criteria for chain stratification of the type A, B and C were defined and applied.

As a result of the application of the above criteria, it was determined that chains have four chains type A, equivalent to 36%; Three chains type B (27%) and four type C (36%), which allow to focus in training and technical assistance according to the needs of organizations. In Chart No. 18, the data of stratification is presented.

**Chart No. 18. Stratification of Business Chains**

No. EE	PROVEEDOR	COMPRADORES	TIPO DE CADENA
COMART-01/2013	Asociación Chajulense de Mujeres Unidas por la Vida	Maria's Bag, Maiz y Matiz, La Fabrica, La Multicolor	A
COMART-02/2013	Asociación de Mujeres Tejedoras para el Desarrollo Integral Concepción Chiquirichapa -AMTEDICH-	La Casa Cotzal, Guambú	B
COMART-03/2013	Fundación Agros, Proyecto Agros-Ixil	The Mayan Store	A
COMART-04/2013	Asociación para el Desarrollo Integral Buenos Aires - ADIBA-	KIEM, S.A., Guambú, La Fabrica	C
COMART-05/2013	Fundación Progresar para vivir mejor	Comunidades	A
COMART-06/2013	ASODIMAC	Maria's Home, Algodones Mayas	C
COMART-07/2013	COPIMARI	Cuero Textil, S.A.	C
COMART-08/2013	COPITEM	The Mayan Store	A
COMART-09/2013	GREMIO DE ARTESANOS MOMOSTECOS	La Fabrica, La Multicolor, The Mayan Store	B
COMART-10/2013	APRODEFI	La Fabrica, La Multicolor	C
COMART-11/2014	TOTOPLAST S.A.	La Fabrica	B

### 3. Design and development of new products

This quarter has been intense in the product development, entailment of the chains with buyers has been determined for the development of more than 79 new products up to this date, with the organizations: ADIBA, *Chajulense* Association, AGROS Foundation, AMTEDICH, COPITEM y Artisans Guild *Momostecos*.

The developed products are beaded costume jewelry, a wide range of personal accessories, home products like carpets, up to wooden accessories for the manufacture of lamps.

An important alliance for the development of products for the new restaurant "THREE TIMES" located in Antigua Guatemala was made. This created a purchase order for two organizations.

It is noteworthy that the dynamics of this process has changed from being the COMART who proposed designs by specialists, which contrasts because now the buyers are currently developing their products. The results have been positive in terms of the products that have been developed because they have a clear market demand, which has made possible to placed purchase orders and traded them in the short term. Nowadays, nine interested buyers in various chains are being attended.

Product designs based on client demands has been made.

**Designs for Cloture Couture**

Beaded Custom Jewelry:



Designs for Casa Cotzal:





Wool Scarf



Hat with textile applications

Designs for Mayan Store:



Typical Cushions

In Annex 2, there is product collection with details of color, form, and size of each piece.

#### 4. Business Formation

After an analysis a weak administrative and business performance was found, therefore nowadays the selection of a technician is in process, who will supervise the implementation of a plan for improvement in various aspects. Additionally, and, as a part of the strengthening activities of the sector, a Workshop about “Development of Business Plan” was performed, in which ten companies participated with the objective of strengthening its business capabilities.

#### 5. Commercial Promotion

The commercial area constitutes a strategic axis of the Component and in that direction in this period actions and activities that strengthen business relations between chains and buyers were performed.

As a result of the commercial alliances made in this period and of the participation on fairs, businesses with a sales projection for a total value of US\$ 53,854.00 were established. In Chart No. 19 the detail of this sectors and businesses are presented.

**Chart No. 19. Crafts Sales Report from October to December 2014**

Strategic Alliance	Buyer	Chain	Product	Approximate Amount (Q.)
The Mayan Store	Los 3 Tiempos	Agros Foundation	Wood	3,471.00
	Los 3 Tiempos	Agros Foundation	Textile	16,797.30
	CB2	ADIBA	Bead	6,000.00
	CB2	Copitem and Craft Guild	Textile Wool	60,000.00
	West Elm	Copitem and Craft Guild	Textile Wool	240,000.00
	CB2	ADIBA	Bead	75,000.00
Maria’s Bag	Maria’s Bag	AMTEDICH	Textile	5,300.00
Cloture Couture	Cloture Couture	ADIBA	Textile Wool	3,500.00
Fair Trade Fair	Turistas locales	AMTEDICH, AGROS, Found. Chajulense	Various	10,000.00
<b>Total Q</b>				<b>420,068.30</b>
				<b>US\$</b>
				<b>53,854,00</b>

Source: COMART. Registry of Crafts Sales



#### Participation in the Fair and Solidary Trade Fair:

On 14 and 15 December 14<sup>th</sup> and 15<sup>th</sup> 2013 the Fair and Solidary Trade Fair in Antigua Guatemala was performed, for this purpose the participation of Chajulense Association of Women for Life, AMTEDICH and Agros

Foundation was performed. The aim of this event was to commercialize the products under the concept of justice and solidarity with domestic and foreign buyers.

### Preparation of Products for New York Now Fair:



In February, the New York Now fair will take place in the city of New York, USA, where they have booked a booth in Handmade Hall to promote new products developed by different chained organizations. For this, an important alliance with The Mayan Store was performed to represent commercially organizations, which involves an investment of the company in terms of participation, decoration, assembly and other associated costs.

### Commercial Alliance with CB2:



As a result of the alliance with The Mayan Store and the participation in the New World Crafts Fair, a visit to the central office of CB2 ( part of CREATE & BARREL, with more than 147 stores en different cities of USA, Mexico and Europe) was held in Chicago City, where a collection of beaded cushions was presented by ADIBA organization, as a result of it, modifications to the products were requested, agreeing to develop a collection of frames in order to add value to the pieces. Recently, a notification about the first purchase order of this productos had been received.

### Commercial Alliance with Restaurant “Los 3 Tiempos”:



In the restaurant “Los 3 Tiempos”, located at Antigua Guatemala (represented by Mr. Harris Whitbeck), starting from December 2013 products developed by different benefited organizations can be appreciated. It is planned to expand the alliance to other interested entities in the same way it is planned to develop a communication plan with the contribution of Mr. Whitbeck.

### Commercial Alliance with West Elm:



The retail chain of USA “West Elm” through the company “The Mayan Store” and as a result of its wool carpets,

produced by the organizations “Copitem” and “Momostecos Crafts Guild”, nowadays is developing quality proofs in a laboratory to assure the compliance required by such market. They have an initial purchase order of 539 carpets.

#### **Commercial Alliance with Maria´s Bag:**



An Alliance with a designer and owner of Maria's Bag has been done, in order to develop a line of products that can be a complement of her actual product line. The quotation of textiles for its manufacture is in process and already has the purchase order.

#### **Commercial Alliance with Cloture Couture:**



As a result of New World Crafts the first purchase order was generated for ADIBA, for beaded costume jewelry, the exportation was done in December 2013.

#### **Commercial Alliance with “La Casa Cotzal”:**



Actually, products for this Company are being developed, so it is expected to have purchase orders in the near future.

## **6. Learned Lessons**

Within the learned lessons during this period of advances for the project may include the following:

- ✓ Support is crucial to achieve the desired results; in general a lack of understanding and monitoring demands has been identified.
- ✓ Businesses are crucial to keep organizations united and with active participation.
- ✓ With the interest in the exporting sector in knowing new raw material suppliers and craft products, three tours with possible buyers have been done and now important advances can be seen.
- ✓ Sensitization of affiliated buyers in terms of recognizing and valuing the work of artisans.

- ✓ Not to design before having the buyer, in this experience buyers have defined the product design.

#### **7. Commitments or steps to follow:**

- a. Hiring rural promoters that will support each one of the organizations in reception, monitoring, and complying the purchase orders.
- b. Training and strengthening the detected weaknesses in each organization in entrepreneurship themes, according to diagnoses results.
- c. Detailed Registry of sales, incomes and employments generated by the artisanal activity.

## **VII. Cross-Cutting Themes**

- **Environmental Sustainability**

### **Environmental Mitigation Plans**

In this quarter the Environmental Mitigation Plans were presented for the sectors of coffee, vegetables, crafts, and SAN, these plans will be implemented in each one of the rural value chains that operates in each one of the components of RVCP.

These plans will be shared in the next quarter with all the consortium members and organizations of producers that are being supported; as well as, will be training technicians and promoters about the scope and implementation of mitigation measures for each one of the sectors.

### **Alliance with HIVOS**

Within the framework of AGEXPORT-HIVOS alliance in the Rural Value Chain Project they have prioritized to focus efforts to develop the model of eco-businesses and a methodology that promotes business development of MSME's through the integration of economic, social and environmental aspects with equity. To reach this objective three components has been defined, the first is oriented to the development of green entrepreneurship, the second to economic empowerment of women, and the third to strengthening of business and organizational capacities of MSME's. The progress of this alliance is presented mainly in component 1:

## 1. Advances in Component 1 –HIVOS-

### Development of capacities on climate change and environmental management

**Training of the Methodology CAM (BIO)2 to generate projects of emissions compensation in agriculture.** AGEXPORT performed an alliance with the Educative Corporation for the Costa Rican Development –CEDECO- in order to know about the methodology CAM (BIO)2 for determination of the Environmental Services derived from the activity of small agroecologicals producers. This a methodology that is in process of discussion of Gold Standard for being used to generate carbon credit projects in the voluntary market. In the framework of this alliance, a training activity was done for the technical team of AGEXPORT and AGROS IXIL Association, where was announced the Standard and its applicability; and also, its possible chain to domestic voluntary platform of adaptation and mitigation to climate change. Eighteen persons were trained.

### Innovation Workshop for the team of Rural Value Chains Project (RVCP)

The team of PEE was trained on innovation based in the methodology developed by Arthur D. Little from Innovation Management Institute. The training was provided by the Privy Competitiveness Council and there the team performed exercises and concepts to identify opportunities to make grow the offered services to organization of producers.



### Experiences exchange tour TNC-AGEXPORT and organizations of rural producers:

On November 22<sup>nd</sup> and November 23<sup>rd</sup> an Experiences exchange tour between the personnel of TNC, AGEXPORT and representatives of organizations of producers that are supported in the framework of Rural Value Chains -APRODEFI, APROCAFI, and Chajulense Association-, was performed; furthermore the Foundation for Integral Development and Conservation – FUNDAECO, CALMECAC Association, Association for Western Integral Development ADIPO, and Helvetas Swiss Intercooperation-, in the framework of the CNCG project. In the tour, actions of adaptation to climate change that are being implemented with the support of TNC in Santa Maria Ixcan were known. The usage of Guama (*Inga edulis*) as an agroforestral system in productive areas of basic grains and vegetables was known. The organizations of producers invited by AGEXPORT had the opportunity to know the uses and benefits of this agroforestral system, which could be replicated by producer of the Ixil regions.



## **Technologic Transference**

AGEXPORT has developed Environmental Mitigation Plans for coffee, vegetables, and crafts chains and for domestic orchards for home consumption. These plans were ended in November 2013 and are basically focused on the fulfillment of environmental and market regulations, thus AGEXPORT and HIVOS identified as an important action of support to the value chains to provide access to the new production technologies and adaptation technologies to climate change, which allows them to raise their supply production, have more resilient crops and adapt to the weather conditions. In this aspect, during 2013, diverse meetings to define a route to follow in order to begin the technologic transference process to chains were performed, defining itself through two phases:

PHASE ONE: This phase will develop in an approximate period of 6 months, it is contemplated to develop a technical study that allows to identify productive technology and technology of adaptation to climate change that can be incorporated to rural value chains. During this phase, it is contemplated the design and implementation of six models of parcels, to demonstrate production with export crops and production for home consumption, that subsequently can be implemented by rural producers. These parcels will incorporate diverse technologies that identify and prioritize by AGEXPORT and HIVOS.

PHASE TWO: This phase will be developed subsequently to the ending of the technical studies, with the information of productive technologies and technologies of adaption to climate change that are identified and implemented. This phase consist on transferring technologies to at least 25 business chains of the Rural Value Chains Project. These technologies will be defined for its implementation according to criteria like benefitted population, climate, region, etc. This second phase will last one year and will be completed with funds of USAID.

Currently progress in defining the terms of reference and initiating the recruitment process to begin the first phase has been made. Phase two is expected to start in February 2014 and end in June 2014. In this phase there are plans to develop the following:

1. Diagrammed Manual that describes recommended technologies for the production of export crops and adaptation to climate change, which includes at least 30 technical specifications sheets with the description of such technology.
2. Handbook of Good Agricultural Practices (BPA), directed to technical assistants for production of rural area.
3. Design of six agroecologicals parcels focused in export crops and products for home consumption, where the technologies presented in this handbook are implemented.
4. Implementation of six demonstrative agroecological parcels.

## **Impact on Environmental Management**

AGEXPORT is member of the National Committee for Cleaner Production besides other Governmental institutions like: MARN, Ministry of Public Health, MAGA, UVG, Chamber of Industry, CGP+L, Vestex, and Congress of the Republic of Guatemala. In the framework of this space, it created a standard which specifies requirements and procedures to create Voluntary Agreements for Cleaner Production between public and private sector. With this standard, it seeks companies of

some sectors and Government that are able sign the first Voluntary Agreement of Cleaner Production in Guatemala.

- **Gender Equity Promotion**

**Strategic Objective:** Promote the incorporation of rural women in the economic development of their community, facilitating their active participation in associations through gender equity promotion, strengthening of their leadership and access to improve their economic, personal and technical capabilities.

**Advances on the Execution:**

**i. Training of Field Technicians**

With the participation of 47 promoters and 21 agricultural technicians of value chains from 21 business chains, three trainings has developed with technical agriculture assistants and promoters of the Rural Value Chains Project –RVCP- to increase the capacity of the personnel to improve the gender equity in the chains.



The objective was to facilitate a dialogue and sensitization process with the agriculture technicians and promoters of the Rural Value Chains Project –RVCP- about the gender equity theme that motivates them to incorporate this approach in familiar level and productive organization level in which they work. This dialogue process also includes a reflection on roles and sexist stereotypes affecting relations with themselves and others.

The training took place from November 28<sup>th</sup> to December 2<sup>nd</sup> in Nebaj, Sacapulas and Agexport subsidiary in Quetzaltenango.

**ii. Approval of the Gender Equity Policy of RVCP**

In the month of December 2013 in a meeting with all the consortium members of the Rural Value Chains, the final version of the Gender Equity Policy and the Women Economic Empowerment was approved, which was signed by consortium members of RVCP. In the next quarter the policy will be presented to agriculture technicians, rural promoters and boards of directors of the organizations. The signed Gender Equity Policy is in Annex 3.

**iii. Training of Gender Promoters**

On October 30<sup>th</sup>, the second module of sensitization in gender took place with 20 community promoters and one technician of Gender, Nutritional and Food security (PCSAN-G) of the Rural Value Chain Project and a SAN technician. Such module took place in The Training Center Intervida (km. 143, Interamerican road, Sololá).

The objective of this second module was that the participants understand the concepts of gender equality and gender equity, human rights and women rights, and how these are related with the development of their communities.



Training of PCSAN-G y Results

**iv. Identification of organizations that provides support on the themes of access to water and land, finance, and production technologies.**

Local organizations and / or actors that support on themes of access to water, land, finance and production technologies in the municipalities of Momostenango, St. Lucia la Reforma and Totonicapan of the department of Totonicapan were mapped. In Sacapulas, Uspantán and Cunén, of the department of Quiché, Municipal Office for Women (OMM) were identified and also local organizations working with community development issues were identified.

**v. Strategic alliances to strengthen the gender equity in RVCP**

AGEXPORT took the initiative to submit to HIVOS agency the profile of Vital Voices Guatemala with the aim that they knew the work that is being implemented in relation to the promotion of gender equality in the rural value chains project - RVCP, and the need to work on the personal empowerment of women leaders who will be identified during the project.

AGEXPORT coordinated the participation of VVG in an interview with Phd. Jamuna Ramakrishna, Regional director of HIVOS in India, to let them know the mission and model of the programs of VVG, as well as, the role of VVG at the consortium of Rural Value Chains Project.

As a result of that reunion, VVG presented a proposal with activities to complete the RVCP. This proposal includes the following activities:

1. Economic empowerment of women emerging leaders.
2. Visualization and creation of women leader network.
3. Systemic model of empowerment of rural women in rural value chains

The last quarter, HIVOS approved the proposal and will finance activities with complementary resources to carry out in fiscal year 2014.

## VIII. Monitoring and Evaluation

On November 2013, at the request of the USAID mission, several meetings with DevTech staff in order to do a thorough check on the quality of data being collected at field level were held. For which the methodology used Assessment Data Quality and traceability indicators and method of collection of the same were made by AGEXPORT both at central offices, and at field level in the headquarters of the organizations and with technicians and promoters who have responsibility for collecting such information. We are waiting for the final report of this evaluation, to make adjustments and improvements in data capture system.

## IX. Communication

The communication Unit of the Chain Business Project wrote 6 informative notes about the advances and accomplishments of the Rural Value Chains Project. These notes were published both in the digital platform “Today Agexport” and in our daily bulletin “Our day to day” of the Development Division and the Rural Value Chains Project, and also in the web page: [www.encadenamientoempresariales.com](http://www.encadenamientoempresariales.com).

The aforementioned informative platforms reach AGEXPORT partners, strategic partners of RVCP, donor agencies and other interested contacts in rural development in Guatemala. The notes issued are:

- Publication on the exchange of experiences and knowledge of leaders of value chains in the Learning Mission at Miami, Florida and the participation in PMA 2013 fair at New Orleans, Louisiana, United States.
- News about the report: Presentation of progress of RVCP in fiscal year 2013 before USAID authority, Board of Directors of AGEXPORT, consortium partners and leaders of chains that are supported.



Un total de 41 encadenamientos son apoyados por el Proyecto Cadenas de Valor Rurales

Con la participación de diferentes sectores del país, se llevó a cabo el día 26 de noviembre la presentación de avances del Proyecto de Cadenas de Valor Rurales, ejecutado por la División de Desarrollo de AGEXPORT en alianza estratégica con Save the Children, Rainforest Alliance, Hivos, INCAP, Fundación Vital Vóces, el Centro para la Investigación y Planificación del Desarrollo Maya -Soz'il-, Instituto Interamericano de Cooperación para la Agricultura -IICA- y la Cooperativa 4 Pinos.

“Subámonos todos al bus, hacia un mismo camino”, fueron las palabras de José Itzep representante legal de APRODEFI, al hacer referencia a que es de manera conjunta que se logran avances positivos para los programas de encadenamientos rurales en donde se generan fuentes de trabajo y se disminuye la pobreza extrema que se vive en Guatemala, y en donde el índice de desnutrición crónica asciende a un 74% en los niños menores de 5 años.

“Las encadenamientos empresariales son un instrumento práctico de generación de empleo, ingresos y contribuyen a la reducción de la pobreza”, afirma Iván Bultrón, Director de la División Desarrollo de AGEXPORT.



Directivos de USAID, AGEXPORT, INCAP y líderes que asistieron al evento



Directivos de USAID, AGEXPORT y APRODEFI

Entre los datos importantes que se destacaron en la actividad se hizo mención al área de influencia del proyecto que abarca 12 municipios en los departamentos de Quiché, Totonicapán y Guatemala. Durante el primer año de intervención se han identificado y apoyado a 41 encadenamientos empresariales (que incorporan a 1,602 mujeres y 4,010 hombres) productores/as rurales en los sectores de café, hortalizas y artesanías, fortaleciendo sus capacidades a través de asistencia técnica especializada.

También, se busca fortalecer a los beneficiados con servicios de desarrollo empresarial, buenas prácticas agrícolas, acceso a mercados, gestión ambiental, seguridad alimentaria y equidad de género. Se dio a conocer que las organizaciones apoyadas han generado ventas por un total de US\$2,527,927.17.

El evento contó, con la intervención de importantes personalidades, entre las que destacan a Estuardo Castillo, Presidente de AGEXPORT, quien dio a conocer que para dinamizar el desarrollo rural es importante facilitar la gestión y financiamiento de infraestructura de apoyo a la producción orientada a sistemas de riego, centros de acopio y carreteras que permitan una mejor articulación de los pequeños agricultores con los mercados. Además, se desarrolló un panel con la participación del Ministro de Agricultura, César López, el Comisionado Presidencial para Competitividad, Juan Carlos Paiz, así como el representante de la asociación APRODEFI de la aldea Xix en Chajul, Quiché, José Itzep, el panel fue moderado por Ricardo Santa Cruz, director de la División Agrícola de AGEXPORT resaltando la importancia de las alianzas público-privadas para trabajar por un mejor país en pro de la lucha contra la pobreza y la desnutrición.



- Note about: The Business chain of municipality of Santa Lucia La Reforma, Totonicapan strengthens and is legally constituted in Integral Agricultural Cooperative. The Agriculture Committee Nueva Esperanza located at Pamaría Santa Lucia La Reforma, Totonicapan, obtained its legal capacity and its statutes as “Nueva Esperanza Pamaría” cooperative.
- Informative article: Nutribeans seeks to improve the family diet in rural areas, carry the technology transfer in the production of beans, as well as training producers of rural areas in the production, post-harvest and consumption management to partners of value chains of RVCP.
- Note on rural value chains: Working for the Economic Empowerment of Women created the document that will guide the promotion of equitable access to resources, opportunities and decision-making of women and men in the agricultural area.
- The participation in the Regional Meeting of Municipal, Sectoral and Regional Authorities and USAID Project on Reducing Chronic Malnutrition and Poverty was published, where RVCP was presented to the authorities who attended.

## **X. Administration**



Asociación Guatemalteca de Exportadores  
 División de Desarrollo  
 Programa de Encadenamientos Empresariales  
 Estado Presupuestario del Proyecto Cadenas de Valor Rurales



CO	Líneas presupuestarias	Actividades	Presupuesto General 2012-2017	Gastos a Septiembre 2013	Saldo	%	Presupuesto 2013-2014 (POA)	Gastos octubre - dic 2013	Saldo	%
			USD	USD	USD		USD	USD	USD	
Componente 1: Mejorar la competitividad de las cadenas de valor	Fondo competitivo	AT especializada para el desarrollo empresarial - Encadenamientos- 60 cadenas de valor	\$ 2,787,500	\$ 174,116	\$ 2,613,384	6%	\$ 911,760	\$ 111,151	\$ 800,609	12%
	INCAP	Nutrición y Seguridad Alimentaria	\$ 547,500	\$ 274,057	\$ 273,443	50%	\$ -	\$ -	\$ -	0%
	Voces Vitales Guatemala	Equidad de género	\$ 180,000	\$ 53,976	\$ 126,024	30%	\$ 35,974	\$ 35,647	\$ -	99%
	Comisión de cafés Dif.	Productividad agrícola, café	\$ 45,000	\$ -	\$ 45,000	0%	\$ 24,000	\$ -	\$ 24,000	0%
	Comisión de laboratorio	Giras y actividades con la comisión de laboratorio	\$ 67,500	\$ -	\$ 67,500	0%	\$ 20,000	\$ -	\$ 20,000	0%
	Salarios inteligencia mercados	Salarios de Inteligencia de Mercados	\$ 2,635,238	\$ 325,911	\$ 2,309,328	12%	\$ 453,154	\$ 100,021	\$ 353,133	22%
	Movilización, estudios, otros	Gastos de viaje y viáticos, contrataciones, talleres y otros	\$ 540,000	\$ 99,240	\$ 440,760	18%	\$ 162,436	\$ 35,994	\$ 126,442	22%
	Giras de intercambio	Giras y viajes para intercambio de experiencias	\$ 30,000	\$ 9,251	\$ 20,749	31%	\$ 8,974	\$ 252	\$ 8,722	3%
	equipamiento de oficina	Equipo de oficina para el personal del PEE	\$ 60,000	\$ 20,862	\$ 39,138	35%	\$ 20,067	\$ 9,123	\$ 10,944	45%
	ISO 9001-.2008	Recertificación SGC PEE	\$ 30,000	\$ 9,760	\$ 20,240	33%	\$ 7,000	\$ -	\$ 7,000	0%
	Promoción comercial AGEX	Participación en ferias nacionales e internacionales	\$ 200,000	\$ 90,995	\$ 109,005	45%	\$ 37,000	\$ 21,564	\$ 15,436	58%
	Rainforest Alliance	Plan de Mitigación Ambiental y actividades de gestión ambiental para 60 cadenas hortícolas y café	\$ 338,306	\$ -	\$ 338,306	0%	\$ 157,539	\$ -	\$ 157,539	0%
	<b>Sub total Componente 1</b>			<b>\$ 7,461,044</b>	<b>\$ 1,058,168</b>	<b>\$ 6,402,876</b>	<b>14%</b>	<b>\$ 1,837,904</b>	<b>\$ 313,751</b>	<b>\$ 1,523,825</b>

CO	Líneas presupuestarias	Actividades	Presupuesto General	Gastos a Septiembre	Saldo	%	Presupuesto 2013-2014	Gastos octubre - dic	Saldo	%
			2012-2017	2013			(POA)	2013		
			USD	USD	USD				USD	
Componente 2: Expandir la participación en las Cadenas de Valor	SAVE THE CHILDREN	Organizaciones locales de gestion de desarrollo y producción (SC y 03 organizaciones)	\$ 3,388,000	\$ 125,955	\$ 3,262,045	4%	\$ 1,042,497	\$ 71,235	\$ 971,262	7%
		Fundación Voces Vitales Guatemala	\$ 60,000	\$ 17,976	\$ 42,024	30%	\$ 18,324	\$ 18,324	\$ -	100%
	Rainforest Alliance	Plan de Mitigación Ambiental y actividades de gestión ambiental para 30 cadenas hortícolas y café	\$ 121,443	\$ -	\$ 121,443	0%	\$ 32,627	\$ -	\$ 32,627	0%
	<b>Sub total Componente 2</b>			<b>\$ 3,569,443</b>	<b>\$ 143,931</b>	<b>\$ 3,425,512</b>	<b>4%</b>	<b>\$1,093,448</b>	<b>\$ 89,559</b>	<b>\$1,003,889</b>
Componente 3: Mejorar la productividad Agrícola	Programa de Encadenamientos	Introducción de tecnologías alternativas de adaptación y mitigación	\$ 100,000	\$ -	\$ 100,000	0%	\$ 106,400	\$ -	\$ 106,400	0%
		Parcelas tecnológicas demostrativas	\$ 100,000	\$ -	\$ 100,000	0%	\$ 56,000	\$ -	\$ 56,000	0%
		Escuela de Comercio Exterior de AGEXPORT	\$ 200,000	\$ 29,816	\$ 170,184	15%	\$ 69,940	\$ 19,588	\$ 50,352	28%
	<b>Sub total Componente 3</b>			<b>\$ 400,000</b>	<b>\$ 29,816</b>	<b>\$ 370,184</b>	<b>7%</b>	<b>\$ 232,340</b>	<b>\$ 19,588</b>	<b>\$ 212,752</b>
Componente 4: Expandir mercados y comercialización	Programa de Encadenamientos	Expansión de mercados y comercio, desencadenando innovación e inversión del Sector privado (Private agregador)	\$ 3,000,000	\$ -	\$ 3,000,000	0%	\$ 112,000	\$ -	\$ 112,000	0%
		<b>Sub total Componente 4</b>			<b>\$ 3,000,000</b>	<b>\$ -</b>	<b>\$ 3,000,000</b>	<b>0%</b>	<b>\$ 112,000</b>	<b>\$ -</b>
Componente 5: Incrementar la productividad de cultivos para	SAVE THE CHILDREN	Asistencia tecnica y apoyo a la productividad de granos basicos	\$ 1,212,000	\$ 25,664	\$ 338,306	0%	\$ 245,729	\$ 30,890	\$ 245,729	13%
		Diversificación Productiva								
		Educación en Nutricion								
	INCAP	Centros demostrativos	\$ 202,500	\$ 101,369	\$ 101,131	50%	\$ -	\$ -	\$ -	0%
<b>Sub total Componente 5</b>			<b>\$ 1,414,500</b>	<b>\$ 127,033</b>	<b>\$ 439,437</b>	<b>9%</b>	<b>\$ 245,729</b>	<b>\$ 30,890</b>	<b>\$ 245,729</b>	<b>13%</b>

CO	Líneas presupuestarias	Actividades	Presupuesto General 2012-2017	Gastos a Septiembre 2013	Saldo	%	Presupuesto 2013-2014 (POA)	Gastos octubre - dic 2013	Saldo	%
			USD	USD	USD		USD	USD	USD	
Componente 6: Mejorar la competitividad de las cadenas de valor de artesanías	Comisión de Artesanías AGEXPORT	Fondo competitivo de Asistencia Técnica directa a organizaciones artesanales	\$ 755,604	\$ 4,517	\$ 751,087	1%	\$ 308,487	\$ 3,714	\$ 304,773	1%
		Inteligencia de mercados	\$ 796,679	\$ 49,481	\$ 747,198	6%	\$ 111,829	\$ 22,168	\$ 89,661	20%
		Gastos de operación	\$ 301,755	\$ 11,710	\$ 290,045	4%	\$ 84,485	\$ 6,297	\$ 78,188	7%
		Asistencia Técnica a PYMES	\$ 25,000	\$ 1,335	\$ 23,665	5%	\$ 15,000	\$ 1,051	\$ 13,949	7%
		Promoción Comercial	\$ 286,566	\$ 16,686	\$ 269,880	6%	\$ 65,000	\$ 11,751	\$ 53,249	18%
		Plataforma Informativa	\$ 25,000	\$ -	\$ 25,000	0%	\$ 20,000	\$ -	\$ 20,000	0%
	Voces Vitales Guatemala	Equidad de Género	\$ 90,000	\$ 26,976	\$ 63,024	30%	\$ 20,609	\$ 20,609	\$ -	100%
	INCAP	seguridad alimentaria	\$ 150,000	\$ 75,103	\$ 74,897	50%	\$ -	\$ -	\$ -	0%
	Rainforest Alliance	Gestión Ambiental	\$ 69,396	\$ -	\$ 69,396	0%	\$ 32,627	\$ -	\$ 32,627	0%
	<b>Sub total Componente 6</b>			<b>\$ 2,500,000</b>	<b>\$ 185,809</b>	<b>\$ 2,314,191</b>	<b>7%</b>	<b>\$ 658,037</b>	<b>\$ 65,591</b>	<b>\$ 592,446</b>
Componentes transversales	Rainfores Aliance	Sostenibilidad ambiental	\$ 115,660	\$ -	\$ 115,660	0%	\$ 30,000	\$ 20,658	\$ 9,342	69%
	Voces Vitales Guatemala	Plan de género del consorcio	\$ 70,000	\$ 20,976	\$ 49,024	30%	\$ 14,000	\$ 5,420	\$ 8,580	39%
		Foros, encuentros específicos de mujeres líderes. Visibilización de la mujeres, publicaciones, documentos, sistematizaciones.								
	Asociación Sotz II	Identidad Cultural	\$ 100,000	\$ -	\$ 100,000	0%	\$ 50,000	\$ -	\$ 50,000	0%
	IICA	Gestión del conocimiento	\$ 200,000	\$ -	\$ 200,000	0%	\$ 50,000	\$ -	\$ 50,000	0%
<b>Sub total Componentes transversales</b>			<b>\$ 485,660</b>	<b>\$ 20,976</b>	<b>\$ 464,684</b>	<b>4%</b>	<b>\$ 144,000</b>	<b>\$ 26,078</b>	<b>\$ 117,922</b>	<b>18%</b>
Área de comunicaciones	Programa de Encadenamientos	Plan estratégico de comunicaciones - materiales impresos, visibilidad del proyecto	\$ 146,103	\$ 3,616	\$ 142,487	2%	\$ 25,000	\$ 497	\$ 24,503	2%
		Salarios del personal que realiza la Implementación del plan de comunicaciones	\$ 218,897	\$ 14,506	\$ 204,391	7%	\$ 51,000	\$ 9,526	\$ 41,474	19%
		Presentación de resultados del proyecto	\$ 100,000	\$ 582	\$ 99,418	1%	\$ 10,000	\$ 8,637	\$ 1,363	86%
	<b>Sub total área de comunicaciones</b>			<b>\$ 465,000</b>	<b>\$ 18,704</b>	<b>\$ 446,296</b>	<b>4%</b>	<b>\$ 86,000</b>	<b>\$ 18,660</b>	<b>\$ 67,340</b>

CO	Líneas presupuestarias	Actividades	Presupuesto General 2012-2017	Gastos a Septiembre 2013	Saldo	%	Presupuesto 2013-2014 (POA)	Gastos octubre - dic 2013	Saldo	%
			USD	USD	USD		USD	USD	USD	
Monitoreo y evaluación	Programa de Encadenamientos	Salarios del especialista de monitoreo y evaluación y un especialista junior de monitoreo	\$ 274,439	\$ 29,912	\$ 244,528	11%	\$ 62,000	\$ -	\$ 62,000	0%
		Implementación del sistema de monitoreo, gastos de campo. Programa	\$ 107,275	\$ -	\$ 107,275	0%	\$ 50,000	\$ -	\$ 50,000	0%
		Línea de base inicial elaborada con INCAP	\$ 150,000	\$ -	\$ 150,000	0%	\$ 127,572	\$ 125,644	\$ 1,928	98%
	<b>Sub total Monitoreo y evaluación</b>	<b>\$ 531,714</b>	<b>\$ 29,912</b>	<b>\$ 501,803</b>	<b>6%</b>	<b>\$ 239,572</b>	<b>\$ 125,644</b>	<b>\$ 113,928</b>	<b>52%</b>	
Administración	Programa de Encadenamientos	Administración, compras, contabilidad.	\$ 1,467,638	\$ 191,872	\$ 1,275,767	13%	\$ 293,676	\$ 59,504	\$ 234,172	20%
		Contribución a espacio utilizado por el proyecto en AGEXPORT Central y Filial de Occidente	\$ 165,000	\$ 35,822	\$ 129,178	22%	\$ 39,600	\$ 8,951	\$ 30,649	23%
		Gastos de funcionamiento del personal del proyecto ubicado en oficinas centrales, Quetzaltenango y Quiché	\$ 450,000	\$ 58,946	\$ 391,054	13%	\$ 58,938	\$ 18,436	\$ 40,502	31%
	<b>Sub total Monitoreo y evaluación</b>	<b>\$ 2,082,638</b>	<b>\$ 286,640</b>	<b>\$ 1,795,999</b>	<b>14%</b>	<b>\$ 392,214</b>	<b>\$ 86,891</b>	<b>\$ 305,323</b>	<b>22%</b>	
Auditoría	Programa de Encadenamientos	Auditorías anuales	\$ 150,000	\$ -	\$ 150,000	0%	\$ 20,000	\$ 12,978	\$ 7,022	65%
	<b>Sub total Auditoría</b>	<b>\$ 150,000</b>	<b>\$ -</b>	<b>\$ 150,000</b>	<b>0%</b>	<b>\$ 20,000</b>	<b>\$ 12,978</b>	<b>\$ 7,022</b>	<b>65%</b>	
Fortalecimiento inst	Programa de Encadenamientos	Fortalecimiento de la capacidad administrativa de	\$ 140,000	\$ 32,148	\$ 107,852	23%	\$ 40,000	\$ 1,699	\$ 38,301	4%
	<b>Sub total Fortalecimiento institucional</b>	<b>\$ 140,000</b>	<b>\$ 32,148</b>	<b>\$ 107,852</b>	<b>23%</b>	<b>\$ 40,000</b>	<b>\$ 1,699</b>	<b>\$ 38,301</b>	<b>4%</b>	

CO	Líneas presupuestarias	Actividades	Presupuesto General 2012-2017	Gastos a Septiembre 2013	Saldo	%	Presupuesto 2013-2014 (POA)	Gastos octubre - dic 2013	Saldo	%
			USD	USD	USD		USD	USD	USD	
Otros costos directos del proyecto	Programa de Encadenamientos	Personal institucional de AGEXPORT involucrado en la administración y gestión del consorcio	\$ 375,000	\$ 85,130	\$ 289,870	23%	\$ 82,661	\$ 24,608	\$ 58,053	30%
		Mobiliario, equipo y vehículos institucionales de AGEXPORT	\$ 46,000	\$ -	\$ 46,000	0%	\$ 46,417	\$ 46,417	\$ -	100%
		Otros costos indirectos (mantenimiento de edificios, y reparación de AGEXPORT, apoyo tecnológico y seguridad)	\$ 179,000	\$ -	\$ 179,000	0%	\$ 35,800	\$ -	\$ 35,800	0%
	<b>Sub total otros costos directos del proyecto</b>	<b>\$ 600,000</b>	<b>\$ 85,130</b>	<b>\$ 514,870</b>	<b>14%</b>	<b>\$ 164,878</b>	<b>\$ 71,025</b>	<b>\$ 93,853</b>	<b>43%</b>	
Fondo de respuesta rápida	Programa de Encadenamientos	Este FRR dará a USAID la flexibilidad de responder de forma rápida y eficiente a problemas o permita diseñar actividades del programa que no se hayan previsto o anticipado pero que en realidad valen la pena dentro de cualquiera de los componentes bajo este acuerdo.	\$ 200,000	\$ -	\$ 200,000	0%	\$ 100,000	\$ 98,233	\$ 1,767	98%
		<b>Sub total Fondo de respuesta rápida</b>	<b>\$ 200,000</b>	<b>\$ -</b>	<b>\$ 200,000</b>	<b>0%</b>	<b>\$ 100,000</b>	<b>\$ 98,233</b>	<b>\$ 1,767</b>	<b>98%</b>
<b>TOTAL PROYECTO CADENAS DE VALOR RURALES</b>			<b>\$23,000,000</b>	<b>\$2,018,268</b>	<b>\$20,133,702</b>	<b>9%</b>	<b>\$5,366,121</b>	<b>\$ 960,588</b>	<b>\$4,436,096</b>	<b>18%</b>

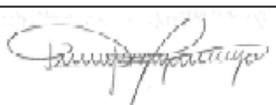
## **XI. Total Execution from October 2012 to September 2013**

The global execution in this period goes up to **US \$960,588** according to the Budgetary Statement presents on Annex 1.

## Annex 1. Budget Implementation

### FEDERAL FINANCIAL REPORT

(Follow form instructions)

1. Federal Agency and Organizational Element to Which Report is Submitted <b>Agencia para el Desarrollo Intemacional - USAID-</b>		2. Federal Grant or Other Identifying Number Assigned by Federal Agency (To report multiple grants, use FFR Attachment) <b>520-A-12-00003</b>		Page <b>1</b>	of <b>1</b>		
3. Recipient Organization (Name and complete address including Zip code) <b>Guatemalan Exporters Association - AGEXPORT- 15 Avenue 14-72 zone 13 Postal Code 1 01013</b>							
4a. DUNS Number <b>846105302</b>	4b. EIN	5. Recipient Account Number or Identifying Number (To report multiple grants, use FFR Attachment)	6. Report Type <input checked="" type="checkbox"/> Quarterly <input type="checkbox"/> Semi-Annual <input type="checkbox"/> Annual <input type="checkbox"/> Final	7. Basis of Accounting <input checked="" type="checkbox"/> Cash <input type="checkbox"/> Accrual			
8. Project/Grant Period (Month, Day, Year) From: <b>May 29, 2012</b> To: <b>May 22, 2017</b>			9. Reporting Period End Date (Month, Day, Year) <b>December 31, 2013</b>				
10. Transactions <i>(Use lines a-c for single or multiple grant reporting)</i>				Cumulative			
<b>Federal Cash (To report multiple grants, also use FFR Attachment):</b>							
a. Cash Receipts			\$	3,040,155.97			
b. Cash Disbursements			\$	2,978,856.07			
c. Cash on Hand (line a minus b)			\$	<b>61,299.90</b>			
<i>(Use lines d-o for single grant reporting)</i>							
<b>Federal Expenditures and Unobligated Balance:</b>							
d. Total Federal funds authorized			\$	23,000,000.00			
e. Federal share of expenditures			\$	2,978,856.07			
f. Federal share of unliquidated obligations			\$	<b>3,947,143.93</b>			
g. Total Federal share (sum of lines e and f)			\$	6,926,000.00			
h. Unobligated balance of Federal funds (line d minus g)			\$	<b>16,074,000.00</b>			
<b>Recipient Share:</b>							
i. Total recipient share required			\$	1,200,000.00			
j. Recipient share of expenditures			\$	39,626.49			
k. Remaining recipient share to be provided (line i minus j)			\$	<b>1,160,373.51</b>			
<b>Program Income:</b>							
l. Total Federal program income earned			\$	-			
m. Program income expended in accordance with the deduction alternative			\$	-			
n. Program income expended in accordance with the addition alternative			\$	-			
o. Unexpended program income (line l minus line m or line n)			\$	-			
11. Indirect Expense	a. Type	b. Rate	c. Period From	Period To	d. Base	e. Amount Charged	f. Federal Share
			g. Totals:	0	0	0	
12. Remarks: Attach any explanations deemed necessary or information required by Federal sponsoring agency in compliance with governing legislation:							
13. Certification: By signing this report, I certify to the best of my knowledge and belief that the report is true, complete, and accurate, and the expenditures, disbursements and cash receipts are for the purposes and intent set forth in the award documents. I am aware that any false, fictitious, or fraudulent information may subject me to criminal, civil, or administrative penalties. (U.S. Code, Title 18, Section 1001)							
a. Typed or Printed Name and Title of Authorized Certifying Official <b>Deisy Elizabeth Mazariegos - Administradora Financiera Programa de Encadenamientos Empresariales AGEXPORT</b>				c. Telephone (Area code, number, and extension) 2422-3300 ext 3569			
				d. Email Address <a href="mailto:deisy.mazariegos@agexport.org.gt">deisy.mazariegos@agexport.org.gt</a>			
b. Signature of Authorized Certifying Official 				e. Date Report Submitted (Month, Day, Year) January 28, 2014			
				14. Agency use only: Standard Form 425 - Revised 6/28/2010 OMB Approval Number: 0348-0061 Expiration Date: 10/31/2011			

#### Paperwork Burden Statement

According to the Paperwork Reduction Act, as amended, no persons are required to respond to a collection of information unless it displays a valid OMB Control Number. The valid OMB control number for this information collection is 0348-0061. Public reporting burden for this collection of information is estimated to average 1.5 hours per response, including time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding the burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to the Office of Management and Budget, Paperwork Reduction Project (0348-0061), Washington, DC 20503.

## **Annex 2**

### **New designs for Crafts Buyers**

### **Annex 3**

**Gender Equity Policy of the Rural Value Chains Project presented  
and signed by consortium members**