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REPORT FROM

APRIL

JUNE

2015



USAID
DEL PUEBLO DE LOS ESTADOS
UNIDOS DE AMÉRICA

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



AGEXPORT
ASOCIACION GUATEMALTECA DE EXPORTADORES



Save the Children

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Con el apoyo de:



VOCES VITALES
GUATEMALA



General Data

| | |
|------------------------------------|--|
| Executor | Consortium Rural Value Chains Project |
| Consortium Representative | Guatemalan Exporters Association (AGEXPORT). www.export.com.gt / www.encadenamientoempresariales.com |
| Name of the project | Rural Value Chains Project |
| Cooperation Agreement | AID 520-A-12-000003 |
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| Strategic Alliances | Associations, Cooperatives, Services Providers, Brokers, Organizations and public and private institutions, International Cooperation, Financial Institutions, SESAN, MAGA, and others. |
| Period of RVCP | May 29 th , 2012 – May 22 nd , 2017 |
| Geographic Area | 12 municipalities at the department of Quiché, Totonicapán, and Quetzaltenango. |
| Prioritized Sectors | Horticulture, Coffee and Crafts |
| Total Budget | US\$ 23,000,000 |
| General Goal of the Project | To expand participation of families from rural area in the chosen value chains in order to increase their income. |
| Name of the document | Quarterly Report from April to June 2015 |

Acronyms

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

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QUARTERLY REPORT FROM APRIL TO JUNE 2015

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 April to June 2015, as part of the consortium are: **Save the Children, Rainforest Alliance, Central America and Panama Nutrition Center –INCAP-, Vital Voices Guatemala, Sotzi' Association, and Interamerican Cooperation Institute for Agriculture –IICA-**.

The actions of RVCP continue its course and the members of the consortium have launched activities in order to strengthen and consolidate processes with the organizations to fulfill the compromised results. During this quarter AGEXPORT participated and followed up the consultants' team that developed the environmental audit of RVCP; personnel of DEVTECH-USAID were informed and supported with georeferencing of communities as a supply to begin planning and organization of the Intermediate Evaluation of the Rural Value Chains Project executed by AGEXPORT and ANACAFE.

During this period 34 new chains were incorporated (10 of vegetables, 11 of cardamom, and 13 of the crafts), in total the project attends 136 chains of rural value (78 chains of the vegetables sector, 8 chains of the coffee sector, 16 chains of cardamom sector, 4 chains of fruit sector, and 30 chains of the craft sector), benefiting with BDS a total of 11,010 producers distributed in 7,105 men and 3,905 women, making a participation of 35% of women.

In this period generated sales went up to US \$1,726,074.80, from which US \$ 1,434,072.80 was made up by vegetables, US\$ 229,834 from coffee, and US\$62,167.98 from craft products. Whereas the wages generated were 127,600 equivalentents to 490.

In global way the Project RVCP has been able to promote accumulated sales for a total of US\$11,482,166.00 and generate a total of 699,488 wages, which represent 2690 jobs.

The commercialization done in this period was obtained mainly of vegetable production like French green beans, sweet peas and peas grain for export. The technical team of the project has provided ongoing technical assistance to partners of the organizations, making significant efforts to the coffee plantations, taking effect the application of controlled fertilization, pruning and proper management of shade.

The Project in its components 1 and 2 has given and has provided agricultural training to 2,582 people, (40% were women) the main topics were the BPAs, integrated pest management, fertilization, pruning and organic fertilizers elaboration for coffee, among others.

About food safety and nutrition topic, 2164 families were trained, from which 951 families were attended by INCAP through counseling visits and 1213 families were covered by Save the Children.

Besides, in the framework of alliance management, Save the Children took actions with the Project *Mas Frijol* beginning the sowing of beans in 17.86 hectares, benefiting 411 households of producers, and with the support of ICTA other 9.47 hectares were sown with corn supporting 218 families. Thereby, RVCP is contributing to improve the availability and consumption of food for families in order to reduce the malnutrition cases in children and women.

The Craft Commission through the actions of Component 6 achieve to train 155 artisans, facilitating them techniques and knowledge in craft manufactures in palm and pine leaves, beaded accessories, wood carving and bamboo products.

Meanwhile, in the Gender theme, Vital Voices Guatemala continued training the technical team of RVCP to boost the gender topic, training 26 responsible persons of technical assistances of 12 organizations of Component 1. Three training modules were developed in themes of personal strengthening to 366 women of 24 organizations, and an exchange tour were held, where attended 21 members of organizations (11 women with leadership potential and 10 members of Boards) that visited the Association of Cooperation to Integral Development facilities at *Huehетенango*.

The Project through the environmental cross-cutting theme gave the support to consultants of environmental evaluation of RVCP and it is working in the implementation of suggested recommendations. In this sense, the alliance with HIVOS permitted to complement the work of environmental management with the implementation of 10 demonstrative parcels in equal number of chains, and seven new chains began the BPA's implementation in different production parcels.

Finally it should be mentioned that Agexport and the consortium members continue joining efforts for the advance of the previewed activities in the different components, according to the indicators and goals of the agreement in order to fulfill the challenge of decrease poverty and malnutrition in prioritized departments and municipalities.

Additionally, the Board of Directors of AGEXPORT and the Executive Direction has been involved with the Management of Development Division and Direction of the Project with the direct support and making changes and modifications to the institutional structure to accelerate budget execution and ensure the quality of project implementation. This will achieve to reduce processing time and will allow increasing the execution and achieving the projected results.

Purpose and scope of the project

Improve the sustainable economic growth powered by markets access through value chains in rural zone, as a mean to reduce sustainably rural poverty and malnutrition, reaching the global objective of the Initiative of Feed the Future (FTF) from 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 domestic consumption and improve its usage.
6. Strengthen women participation in craft value chains and increase productivity and competitiveness of MSMEs that produce crafts.

II. Progress in accomplish goals and results - “core indicators”.

Los avances de los indicadores del proyecto para el trimestre y su acumulado total se presentan a continuación:

Chart No. 1 Progress in “core indicators”

| INDICATOR NUMBER AND TITLE | UNIT OF MEASURE | DISAGGREGATION | FY 2015 3TH QUARTER |
|---|-----------------------------------|--|---|
| GOAL LEVEL STATEMENT: Improved Levels of Economic Growth and Social Development in Western Highlands | | | |
| URPOSE LEVEL STATEMENT: Broad Based Economic Growth and Food Security Improve | | | |
| 4.5-9 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 | |
| OUTPUT 1. LEVEL STATEMENT: Agriculture Productivity and rural Employment Expanded | | | |
| 4.5.2 Number of Jobs Attributed to FTF implementation | Number Full Time Employment (FTE) | <ul style="list-style-type: none"> • Location: Urban, rural • Duration: New, Continuing • Sex of job-holder: Male, Female | Rural New Male 425.30 Female 65.47 Total 490.77 Continuing Male 1,811.96 Female 387.61 2,690.34 Cumulative Total |
| 4.5.4 Gross Margin per Unit of Land of Selected Products (horticulture and coffee) | US Dollars per hectare (crops) | <ul style="list-style-type: none"> • Targeted commodity (type of crop) • Sex of farmer: Male, | |
| 4.5.2-2 Number of hectares under improved technologies or management practices as a result of USG assistance | Hectares | <ul style="list-style-type: none"> • Technology Type • Duration: New, Continuing • Sex: Male, Female • Association-applied | Continuing 69 Has. conversion of sprinkler irrigation to drip. 13 association-applied. |
| | | | Continuing 2642.44 has. with management in good agricultural practices. |
| | | | New 20 association-applied |
| | | | Continuing 28 association-applied |
| | | | New 50.20 has with mulch. New 21 association-applied |

| INDICATOR NUMBER AND TITLE | UNIT OF MEASURE | DISAGGREGATION | FY 2015 3TH QUARTER |
|--|---|--|---|
| GOAL LEVEL STATEMENT: Improved Levels of Economic Growth and Social Development in Western Highlands | | | |
| 4.5.2-5 Number of farmers and others who have applied new technologies or management practices as a result of USG assistance | Number | <ul style="list-style-type: none"> Duration: New, Continuing Sex: Male, Female | New Male 0 Female 0 Total 0 Continuing Agriculture-handicrafts Male 5,095 Female 2,224 Total 7,319 7,319 Cumulative Total |
| 4.5.2-7 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"> Type of individual: _Producers _People in government _People in private sector _People in civil society Sex: Male, Female | New Male 1,535 Female 1,040 Total 2,575 Continuing Agriculture-handicrafts Male 5,095 Female 2,224 Total 7,319 9,894 Cumulative Total |
| 4.5.2-11 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"> Type of organization (see indicator title for principal types) Duration: New, Continuing | New 34 Horticultura: 10 Cardamomo 11 Artesanías: 13 Continuing Horticultura: 68 Cardamomo: 5 Frutales: 4 Café: 8 Artesanías: 17 Total 136 producers organizations |
| 4.5.2-12 Number of public-private partnerships formed as a result of FTF assistance | Number | Partnership primary focus : <ul style="list-style-type: none"> Agricultural production Agricultural post-harvest transformation Nutrition Other Multi-focus | New 1 public - agriculture 1 Financial Continuing 15 agricultural production 3 Nutrition 4 private-commercial companies (handicrafts) |

| INDICATOR NUMBER AND TITLE | UNIT OF MEASURE | DISAGGREGATION | FY 2015 3TH QUARTER |
|---|--|---|---|
| GOAL LEVEL STATEMENT: Improved Levels of Economic Growth and Social Development in Western Highlands | | | |
| 4.5.2-13 Number of rural Households Benefiting Directly from to USG interventions | Number | <ul style="list-style-type: none"> • Duration: New, Continuing • Gendered Household type: <ul style="list-style-type: none"> _Adult Female no Adult Male (FNM), _Adult Male no Adult Female (MNF), _Male and Female Adult (M&F), _Child no Adults (CNA) | New Male 475 Female 641 Total 1,116 Continuing Agriculture-handicrafts Male 6,630 Female 3,264 Total 9,894 11,010 Cumulative Total |
| 4.5.2-28 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"> • Type of organization (see indicator title) • Duration: New, Continuing | Producers organizations Horticultura: 67 Café: 8 Cardamomo: 5 Frutales: 4 Artesanías: 17 |
| 4.5.2-38 Value of new private sector investment in the agriculture sector or food chain leveraged by FTF implementation | US Dollars | N/A | US\$ 781,836.13 (this period) US\$ 2,447,417.81 Cumulative Total |
| 4.5.2-39 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 | Continuing 6 Sprinkler, soil and water conservation, handling of pesticides, management in good agricultural practices, mulch. |
| 4.8.2-8 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"> • REDD+ • Clean Energy • Adaptation • Crosscutting | Technologies Adaptacion: 3 Reconversion de riego, Mulch, Prácticas de conservación de suelo |

| INDICATOR NUMBER AND TITLE | UNIT OF MEASURE | DISAGGREGATION | FY 2015 3TH QUARTER |
|--|-----------------|---|--|
| OUTPUT 2. LEVEL STATEMENT: Access to Market Expanded | | | |
| 4.5.2-23 Value of Incremental Sales (collected at farm level) attributed to USG interventions | US Dollar | <ul style="list-style-type: none"> • Agriculture products • Handicrafts | Total del Período US\$ 1,726,074.80 Horticulture: US\$ 1,434,072.8 Café: US\$229,834.1 Artesanías: US\$ 62,167.98 US\$ 11,482,166 Cumulative Total |
| 4.5.2-30 Number of MSMEs, including farmers, receiving USG assistance to access bank loans | Number | <ul style="list-style-type: none"> • Sex of owner/producer: Male, Female • Joint-held MSMEs | Continuing 2 Small Enterprises |
| 4.5.2-36 Value of Exports of Targeted Agricultural/Handicraft Commodities as a result of USG assistance | US Dollar | <ul style="list-style-type: none"> • Commodity _ Crop _ Handicrafts | US\$ 1,616,231.22 (this period) Horticulture and coffee. US\$ 9,914,353.76 Cumulative Total |

| INDICATOR NUMBER AND TITLE | UNIT OF MEASURE | DISAGGREGATION | FY 2015 3TH QUARTER |
|---|-----------------|---|---|
| OUTPUT 3. LEVEL STATEMENT: Resiliency of Vulnerable Communities and Households Increased | | | |
| 3.1.9-1 Number of people trained in child health and nutrition through USG-supported programs | Number | Sex: Male, Female | Participantes durante el periodo: 2,164 Male: 196 Female: 1,968 |
| 3.1.9-15 Number of children under five reached by USG-supported nutrition programs | Number | Sex: Male, Female | Continuing 2,553 |
| 4.5.2-14 Number of Vulnerable Households Benefiting Directly from USG assistance | Number | <ul style="list-style-type: none"> • Duration: New, Continuing • Gendered Household type: <ul style="list-style-type: none"> _Adult Female no Adult Male (FNM) _Adult Male no Adult Female (MNF) _Male and Female Adults (M&F) _Child no Adults (CNA) | New Male 475 Female 641 Total 1,116 Continuing Agriculture-handicrafts Male 6,630 Female 3,264 Total 9,894 11,010 Cumulative Total |
| PRIVATE SECTOR COMPETITIVENESS | | | |
| 4.6.2-9 Number of private sector firms that have improved management practices as a result of USG assistance | Number | N/A | Continuing: Horticultura: 60 Café: 7 Artesanías: 10 Total: 77 producers organizations |
| 4.6.2-10 Number of firms receiving USG assistance to invest in improved technologies | Number | Rural, Urban | Continuing: Horticultura: 31 Café: 7 Artesanías: 5 Total: 43 rural firms. |
| CROSS CUTTING ISSUES: GENDER | | | |
| GNDR-2 Proportion of female participants in USG assisted program designed to increase access to productive economic resources (assets, credit, income or employment) | Percent | N/A | Continuing Agricultura-artesanías Female: 1,874 |

III. 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.

The progress of the quarter April-June 2015 of the Component 1, is known according to the continuous chains and the new included in this period.

CHAINS EXECUTION

The RVCP in its component 1 during the period, incorporated 4 new onion chains and additionally took over six TYPE B chains transferred by Save the Children.

Up to this moment AGEXPORT in the component 1 will develop actions with a total of 55 business chains, from which 41 are vegetables, 8 are coffee, 5 are cardamom, and 1 is fruit. Through the component 1 the RVCP facilitates productive assistance and training to a total of 7415 households from which 22% corresponds to associated women households of the chains.

Chart No.2 Business Chains and seen households C1

| Code | Name of the Organization | Department | M | W | T | % of women |
|---|--------------------------|-------------|-----|-----|-----|------------|
| C1: CHAINS OF PROGRAM RVCP-COMPONENT 1 | | | | | | |
| C1-01 | Chajulense Association | Quiché | 532 | 43 | 575 | 7 |
| C1-02 | Chajulense Association | Quiché | 528 | 41 | 569 | 7 |
| C1-03 | ADIP | Quiché | 41 | 10 | 51 | 20 |
| C1-04 | COANEPAM-Pamaria | Totonicapán | 39 | 29 | 68 | 43 |
| C1-05 | AGRIUF | Totonicapán | 25 | 25 | 50 | 50 |
| C1-06 | ADINA | Totonicapán | 26 | 30 | 56 | 54 |
| C1-07 | Agua Viva | Totonicapán | 60 | 20 | 80 | 25 |
| C1-08 | Progresar | Quiché | 163 | 30 | 193 | 16 |
| C1-09 | Agros Ixil | Quiché | 275 | 75 | 350 | 21 |
| C1-10 | CAFÉ IXIL-APROCAFI | Quiché | 214 | 86 | 300 | 29 |
| C1-11 | AIDA | Quiché | 90 | 20 | 110 | 18 |
| C1-12 | ADECIGUA | Quiché | 139 | 18 | 157 | 11 |
| C1-13 | APRODEFI | Quiché | 114 | 110 | 224 | 49 |
| C1-14 | ASIES | Quiché | 211 | 227 | 438 | 52 |
| C1-15 | CINASEM | Quiché | 192 | 138 | 330 | 42 |
| C1-16 | ADPRA | Quiché | 41 | 39 | 80 | 49 |
| C1-17 | ADIES | Quiché | 70 | 43 | 113 | 38 |

| Code | Name of the Organization | Department | M | W | T | % of women |
|---|---|----------------|-----|----|-----|------------|
| C1: CHAINS OF PROGRAM RVCP-COMPONENT 1 | | | | | | |
| C1-18 | ADIBA | Quiché | 134 | 25 | 159 | 16 |
| C1-19 | Vértice del Norte COVENORTE Cooperative | Quiché | 196 | 29 | 225 | 13 |
| C1-20 | Flor del Café-Estrella Polar | Quiché | 66 | 17 | 83 | 20 |
| C1-21 | Agricultural Integral Cooperative "Las Pilas" | Quiché | 116 | 42 | 158 | 27 |
| C1-22 | ASODINE | Totonicapán | 35 | 15 | 50 | 30 |
| C1-23 | COPECAFE R.L. | Quetzaltenango | 56 | 12 | 68 | 18 |
| C1-24 | Rabinal Vargas, Sociedad Civil | Quiché | 124 | 28 | 152 | 18 |
| C1-25 | Integral Association of Potato Growers Ostuncalco -AIPO- | Quetzaltenango | 60 | 15 | 75 | 20 |
| C1-26 | Ostuncalquense Association for land, water and integral rural developmentl -ASOTADIR- | Quetzaltenango | 50 | 10 | 60 | 17 |
| C1-27 | "Association for integral development Pulay ONG" - ADIAP- | Quiché | 108 | 18 | 126 | 14 |
| C1-28 | Association of Producers of the village Pozo Verde | Quiché | 59 | 41 | 100 | 41 |
| C1-29 | Association of Producers of the village Flores Pajales | Quiché | 114 | 23 | 137 | 17 |
| C1-30 | Community Association of integral development Pamq'a Ajtikonel -ACODIPA- | Quiché | 48 | 5 | 53 | 9 |
| C1-31 | Association of producers Tikonel | Quiché | 63 | 27 | 90 | 30 |
| C1-32 | Agricultural Development Association Cerro Siete Orejas - ADACSO- | Quetzaltenango | 46 | 4 | 50 | 8% |
| C1-33 | Integral Cooperative of Commercialization Maya Ixil R.L | Quiché | 159 | 11 | 170 | 6% |
| C1-34 | National Association of Fruit Producers of Chichicastenango – ANADPECH | Quiché | 45 | 5 | 50 | 10% |
| C1-35 | Producers' Committee EMMANUEL | Quiché | 40 | 20 | 60 | 33% |
| C1-36 | Groups of producers Progresar – Cunén. | Quiché | 70 | 15 | 85 | 18% |
| C1-37 | Agricultural Association for the development of Concepción Chiquirichapa Quetzaltenango - ADECHIQ-" | Quetzaltenango | 45 | 5 | 50 | 10% |
| C1-38 | Agroforestal Integral Community Association –ADIAGRO | Totonicapán | 35 | 15 | 50 | 30% |
| C1-39 | Association of Integral Coordination of Cooperatives - CORCI- | Quiché | 45 | 18 | 63 | 29% |
| C1-40 | Group of producers of Sicalbe | Totonicapán | 35 | 15 | 50 | 30% |

| Code | Name of the Organization | Department | M | W | T | % of women |
|---|--|------------|--------------|--------------|--------------|------------|
| C1: CHAINS OF PROGRAM RVCP-COMPONENT 1 | | | | | | |
| C1-41 | Cardamom chain ASIAPZ | Quiché | 686 | 119 | 805 | 15% |
| C1-42 | Cardamom chain APEDINE | | | | | |
| C1-43 | Cardamom chain ASOFDIT | | | | | |
| C1-44 | Cardamom chain ASUVS | | | | | |
| C1-45 | Cardamom chain ASODIG | | | | | |
| C1-46 | ASODIAZ Association | Quiché | 117 | 17 | 134 | 12% |
| C1-47 | Agricultural Association for Integral Development Carrizalences. AADIC | Quiché | 54 | 26 | 80 | 33% |
| C1-48 | Agricultural Association for Integral Development Ixil. ADII | Quiché | 45 | 3 | 48 | 6% |
| C1-49 | Grupo de Agricultores Chitapol.ASPROCHIT | Quiché | 52 | 3 | 55 | 5% |
| C1-50 | Asociación ASODINZA (incluye socios Grupo La Cumbre) | Quiché | 63 | 20 | 83 | 25% |
| C1-51 | Grupo de Agricultores Nueva Misión Santa Clara. ANUMISC | Quiché | 58 | 22 | 80 | 28% |
| C1-52 | Comité de Riego Aldea Rio Pajaritos | Quiché | 58 | 2 | 60 | 3% |
| C1-53 | Asociación de Regantes Integral Flor de Salinas APUCI | Quiché | 39 | 13 | 52 | 25% |
| C1-54 | Comité de riego caserío Pache | Quiché | 45 | 15 | 60 | 25% |
| C1-55 | Asoc. de Productores Unión Cipresales | Quiché | 43 | 7 | 50 | 14% |
| 55 | TOTAL COMPONENT 1 | | 5,769 | 1,646 | 7,415 | 22% |

Linking of Type B Chains to a bigger value chain (Type A)

The RVCP in its original proposal posed to USAID the goal of transform TYPE B or C groups to TYPE A groups. For this, the groups were defined by Save the Children in component 2, those that could achieve to highlight after a two-year intervention would be transferred to component 1 in charge of AGEXPORT, to conclude this systematic attention process that would strengthen in its competitiveness and productivity and would consolidate in its commercial relations with the enterprises that AGEXPORT will achieve to facilitate them.

During this quarter, Save the Children, executor of component 2, transfers to AGEXPORT, responsible of component 1, 6 chains, being this:

Chart No. 3 Type B Groups transferred from component 2 to component 1

| No. | Name of the Organization | Department | M | W | T | % of Women |
|-----------------------|--|------------|------------|-----------|------------|------------|
| 1 | Agricultural Association of Integral Development <i>Zacualpense</i> . (includes members of <i>Zacualpense</i> Group) | Quiché | 117 | 17 | 134 | 12% |
| 2 | Agricultural Association for Integral Development <i>Carrizalences</i> . | Quiché | 54 | 26 | 80 | 33% |
| 3 | Agricultural Association of Integral Development <i>Ixil</i> . | Quiché | 45 | 3 | 48 | 6% |
| 4 | Agricultural Group <i>Chitapol</i> . | Quiché | 52 | 3 | 55 | 5% |
| 5 | Association of Integral Development <i>Zacualpense</i> . (includes partners of <i>La Cumbre</i> Group) | Quiché | 63 | 20 | 83 | 25% |
| 6 | Agricultural Group <i>Nueva Misión Santa Clara</i> . | Quiché | 58 | 22 | 80 | 28% |
| TOTAL 6 chains | | | 389 | 91 | 480 | 19% |

As a part of the chain methodology implementation, the assigned Specialist of Business began the baseline diagnosis collection and the hiring process of technical personnel and promoters for each one of the chains.

Five additional chains have been identified, and also there is a diagnosis of baseline that will be incorporated next month to the list of formalized groups, which are the following:

- Group of Young coffee producers –JOVCAFE-
- ASONAMN Association
- El Campesino Civil Society
- De León Us Civil Society El Águila
- López Tum Alfa y Omega, Civil Society

With the formalization of the aforementioned groups, the Project in its component 1 reaches the goal of 60 chains and will begin its activities of technical assistance and training for the chains beginning on July 2015.

The remarkable done activities during the present period are the following:

Business Management: The methodology and tools for Organizational and Business Strengthening of the chains was ended. Field proofs have been performed to check its application and to improve the proposal.

Technical Assistance: In this quarter the technical personnel advised in a permanent way the value chains, hiring new technicians and promoters to provide assistance to the recently approved chains.

Among the more relevant activities done by technicians and promoters are:

For the Coffee producer organizations the actions were focused to:

- Follow up the data collection of coffee sales.
- Support the organization and production registry.

For the vegetables producer organizations the actions were focused to:

- Supervision of the harvest quality and the collection for buyer delivery.
- Follow up the application of phytosanitary products as a measure to prevent diseases and crop plagues.

Agricultural Training: The training processes in different topics have continued to improve agricultural production of 20 chains of RVCP. Through different training events, a total of 497 producers were trained (430 men and 67 women), obtaining knowledge in the following topics:

- Shade handling and Coffee Pruning
 - Usage of fungicides for rust control
 - Soil conservation
 - Introduction to Good Agricultural Practices
 - Integrated handling of Plagues on vegetables (TRIPS)
 - Agronomic management of bean cultivation
 - Implementation and handling of family orchards
 - Environment conservation
- **Foreign Trade School of AGEXPORT trains technicians and promoters of RVCP in BPA's and Mitigation Plans**

A total of 26 technicians and promoters of 12 chains of RVCP were trained on the implementation of Good Agricultural Practices (BPA's) and on the implementation of Environmental Mitigation Plans. The process was facilitated by facilitators of the Foreign Trade School of AGEXPORT, who will be in charge of facilitate two more training modules that will be held on the next quarter.

- **Training about environmental regulations and environmental mitigation plans**

During this period the environmental team carried out a training workshop for 12 technicians that serve in crafts chains in component 6 of the project. The contents about regulation 216 of USAID were taught and the implementation of the environmental mitigation plans was explained. This activity was held in the Agros Foundation facilities.

The AGEXPORT team, trained four members of the technical team of ADAM association, hired an executor by Save the Children for giving attention to chains at the department of Quetzaltenango.

Commercialization: During this period, 22 chains of component 1 of RVCP, reported sales valued in a total amount of US\$ 1.452, 524.89, from which US\$ 1,222,690.79 were commercialized in vegetables and US\$ 229,834.10 in coffee sales.

Chart No. 4 Component 1 Sales (US\$)

| No. | Name of the Organization | Agricultural Crop | Quarter April-June 2015 |
|--------------|---|-------------------|-------------------------|
| | | | QUARTER TOTAL IN USD |
| 1 | ADIP | String Bean | \$24,047.83 |
| 2 | Agua Viva | Snow Peas | \$6,562.50 |
| 3 | Progresar | String Bean | \$8,268.51 |
| 4 | Agros Ixil | Peas | \$188,157.30 |
| | | String Bean | \$36,202.19 |
| 5 | AIDA | String Bean | \$147,307.41 |
| 6 | ADECIGUA | String Bean | \$17,346.80 |
| 7 | APRODEFI | Peas | \$22,940.35 |
| 8 | CINASEM | String Bean | \$338,259.90 |
| 9 | ADPRA | String Bean | \$9,469.87 |
| 10 | ADIES | Cebolla | \$29,394.53 |
| 11 | ADIBA | Sweet pea | \$157,507.07 |
| 12 | Vértice del Norte COVENORTE Cooperative | Café | \$26,041.65 |
| 13 | ASODINE | Snow Peas | \$23,752.60 |
| 14 | Rabinal Vargas, Civil Society | Sweet pea | \$72,594.55 |
| | | Snow Peas | \$42,690.61 |
| 15 | Ostuncalquense Association for Earth, Water and Rural Integral Development -ASOTADIR- | Broad bean | \$918.18 |
| | | Potato | \$18,281.25 |
| 16 | Association of producers of village Pozo Verde | Snow Peas | \$2,218.45 |
| 17 | Association of agricultural producers of village Flores Pajales | Snow Peas | \$11,718.65 |
| 18 | Community association of integral development Pamq'a Ajtikonel -ACODIPA- | String Bean | \$43,404.99 |
| 19 | Association of producers Tikonel | Snow Peas | \$1,524.24 |
| | | String Bean | \$18,812.79 |
| 21 | Maya Ixil | Coffee | \$203,792.45 |
| 22 | ADIAGRO | String Bean | \$1,310.22 |
| TOTAL | | | \$1,452,524.89 |

The commercialized production during this quarter stands up to 29,849 quintals from which 28,461.11 quintals were from horticultural products (peas, string beans, potato, and potato seeds and a total of 1387.89 quintals of coffee.

Besides, a total of 98,108 wages were generated, which are equivalent to 377 jobs (from which 38 jobs were done by women of the different groups).

Participation in SCAA Fair:

During April the SCAA Fair was held in Seattle, the biggest city of the State of Washington at the north western part of the United States of America. The Association of Special Coffees of America (SCAA) is the biggest commerce association of the world that recognizes, develops, and promotes the special coffee determining and maintaining quality standards for the industry. According to the organizers, this exposition receives each year visitors from more than 50 countries and 750 stands are set up where participate more than 9300 persons.

The RVCP gave the opportunity for three leaders and organization representants of coffee producers of the departments of Quiche to attend to such event in company of two contributors of the Business Chain Program and one member of the commercial added of Los Angeles, CA.

Chart No. 5 Participants of the SCAA Fair

| No. | Participant | Organization |
|-----|------------------|-----------------|
| 1 | Jacinto Sambrano | Coop. Maya Ixil |
| 2 | Arcadio Galindo | CHAJULENSE |
| 3 | Diego Bernal | APROCAFI |
| 4 | Carlos Urizar | AGEXPORT |
| 5 | Julio Domínguez | AGEXPORT |
| 6 | Rodrigo Guevara | PACIT |

During this event, the participants went to different conferences gave by experts who discourse on interested topics such as: markets access and rust problematic. In the development of these activities there was participation of rural organization leaders that produce and export coffee. Likewise, visits to different stands of the fair, to companies that import coffee from Seattle, and interviews with expert on the topics of market access were performed.

Achievements of Fair participation:

- All participants recognize how the differentiated coffee market work, having the opportunity to watch in the exhibition level the competition that exists to world level between producers in quality of coffee.
- Eight different business meetings with buyer companies and representants of chains were achieved.
- An approach meeting was performed with various coffee roasters, among them, Seattle Coffee Works which indicates which the aspects are that coffee buyers from USA and Canada require.
- The APROCAFI association is maintaining its commercial relation with Atlas Coffee Importers in spite of being affected with low delivered volumes of coffee due to coffee rust.

Advances in Promotion of Nutritional and Food Security:

INCAP (partner of the consortium) during the period developed activities for the “Promotion of Nutritional and Food Security” in the families that are members of the chains of Component 1, being these the followings:

i. Training Promoters about Diagnoses, Nutritional Oversight

In June 2015, the training workshop to PCSANG and departmental supervisors was held at the Learning Center and Knowledge Exchange (CASI) from 7th to 12th; where the topics of: Community Diagnoses, Nutritional Oversight, Good Hygiene Practices, promotion on Vegetables Consumption and available Native Plants for the community, risk management and Basic concepts of the Community Demonstrative Center of Nutritional and Food Security (CCDSAN), were taught.

ii. Domicile Counseling

Up to now, 931 counseling visits were done to eligible families and 410 families have participated in educational group sessions about prioritizing the investments in nutrition, health and education.

iii. Collecting diagnosis to chains of C1

- **Georeferencing**

During the quarter April to June of this year, georeferencing of households of partners in 8 agricultural chains were performed. This information is being used to plan data collection of new diagnoses that will begin in July, and to assign households to promoters in the communities under their responsibilities, both in agricultural chains as in crafts chains.

- **Collected and Ended Diagnoses**

INCAP accumulates 24 ended diagnoses that are part of phase I, ended at 2014. At this moment it has progress in 10 additional chains that are in elaboration phase of the report.

iv. Lifted second survey of nutritional surveillance plans for development of Nutritional Surveillance PLAVINES

It is completing the process of typing data from the second visit obtained through the application of the instrument nutritional surveillance at the household level . In addition, the document containing the plan of data analysis was developed , which will have outputs of comparative analysis between the two home visits.

In July the application of surveillance tools in households of eligible families in agricultural chains Phase 2 , as well as eligible in chains crafts Phase 1 starts families .

COMPONENT 2. Expand participation in the 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.

Advances in the implementation of field Component 2

- **Rural Poor Households participated directly in the activity of productivity of the rural associative MSMEs (70% men and 30% women).**

During this quarter, the incorporation of 11 new Chains in the department of Quiche was registered, located at Zona Reina with memberships of 290 households which have been incorporated to the processes of formation and support brought by the project.

The component 2, with the incorporation of new chains plus the existing chains accumulated attention for 51 chains, benefiting to 2,104 rural households who participate in productive activities.

Chart No.6 Chains and Beneficiaries of Component 2

| No. | Name | Beneficiaries | | | |
|-----|--|---------------|-----|-------|---------|
| | | Total | Men | Women | % Women |
| 1 | Grupo de Agricultores Caracolito | 52 | 40 | 12 | 23% |
| 2 | Asociación de Agricultores para el Desarrollo Integral Carrizalences | 80 | 54 | 26 | 33% |
| 3 | Asociación Civil de Desarrollo Integral Agrícola | 82 | 64 | 18 | 22% |
| 4 | Grupo Centro Para el Desarrollo y Defensa Indígena | 100 | 58 | 42 | 42% |
| 5 | Grupo de Agricultores Pamaxan | 23 | 22 | 1 | 4% |
| 6 | Asociación de Desarrollo Integral de las Aldeas San Luis Las Anonas y Poblaj Maya Uspantanense | 45 | 31 | 14 | 31% |
| 7 | Asociación de Agricultores de Desarrollo Integral Ixil | 48 | 45 | 3 | 6% |
| 8 | Asociación Nuevo Amanecer de Nebaj | 63 | 53 | 10 | 16% |
| 9 | Asociación de Desarrollo Integral Agrícola Zacualpense | 89 | 79 | 10 | 11% |
| 10 | Grupo de Agricultores Chitapol | 55 | 52 | 3 | 5% |
| 11 | Asociación de Desarrollo Integral Zacualpense | 55 | 41 | 14 | 25% |
| 12 | Grupo de Agricultores Nueva Misión Santa Clara | 80 | 58 | 22 | 28% |

| | | | | | |
|-----------------------------------|--|--------------|--------------|------------|------------|
| 13 | Grupo de Agricultores Zacualpense. | 45 | 38 | 7 | 16% |
| 14 | Asociación de Agricultores para el Desarrollo Integral Cinaguense. | 48 | 43 | 5 | 10% |
| 15 | Grupo de Agricultores Ixlaj y Sotza. | 72 | 38 | 34 | 47% |
| 16 | Grupo La Cumbre. | 28 | 22 | 6 | 21% |
| 17 | Grupo de Agricultores de Desarrollo Bellaflorences. | 75 | 38 | 37 | 49% |
| 18 | Asociación de Melocotoneros Río Camanibal. | 35 | 31 | 4 | 11% |
| 19 | Cooperativa Integral Agrícola Chipaquense. | 29 | 24 | 5 | 17% |
| 20 | Asociación de Agricultores "Jupuk Winaq" Semeja III | 23 | 19 | 4 | 17% |
| 21 | Comité de Melocotoneros Agrícolas Chunimalenses. | 43 | 43 | 0 | 0% |
| 22 | Asociación de Productores Quichélenes Integral y Desarrollo Ixil. | 60 | 47 | 13 | 22% |
| 23 | Asociación Integral de Mujeres vamos Adelante | 36 | 36 | 0 | 0% |
| 24 | Asociación de Mujeres de Desarrollo y Vida | 12 | 12 | 0 | 0% |
| 25 | Asociación de Desarrollo Integral Lancetillo | 30 | 30 | 0 | 0% |
| 26 | Asociación de promotores jurídicos de desarrollo integral Zona Reyna | 51 | 51 | 0 | 0% |
| 27 | Asociación de desarrollo Integral Sociedad 3 Lagunas Aldea Río Azul | 15 | 15 | 0 | 0% |
| 28 | Asociación Para el Desarrollo Integral de Mujeres Agrícola Las Emprendedoras | 20 | 20 | 0 | 0% |
| 29 | Asociación Femenina del Desarrollo Integral Zona Reyna | 25 | 25 | 0 | 0% |
| 30 | Asociación Salud Maya y Desarrollo Integral Comunitario | 17 | 17 | 0 | 0% |
| 31 | Grupo de Agricultores San Marcos El Triunfo | 24 | 24 | 0 | 0% |
| 32 | Grupo de Agricultores Unilla Pacala | 27 | 27 | 0 | 0% |
| 33 | Grupo de Agricultores Monte Rico | 33 | 33 | 0 | 0% |
| Subtotal El Quiché | | 1,520 | 1,230 | 290 | 19% |
| 34 | Asociación de Desarrollo Integral Chiquirichapense | 68 | 46 | 22 | 32% |
| 35 | Asociación Agrícola Chiquiricha | 22 | 18 | 4 | 18% |
| 36 | Asociación para el Futuro Buena Vista "ASPROFUTURO" | 17 | 12 | 5 | 29% |
| 37 | Comité Evangelico Comunitario De Salud | 44 | 18 | 26 | 59% |
| 38 | Comité de Productores La Victoria | 17 | 16 | 1 | 6% |
| 39 | Asociación de Agricultores Y Agricultoras El Buen Sembrador | 80 | 10 | 70 | 88% |
| 40 | Grupo de Mujeres Flor del Campo | 35 | 1 | 34 | 97% |
| 41 | Grupo de Sembradoras y Sembradores Visión de la Aldea La Victoria | 82 | 3 | 79 | 96% |
| 42 | Agricultores y Agricultoras de Tuipox | 96 | 11 | 85 | 89% |
| 43 | Grupo de Mujeres Organizadas de Concepción Chiquirichapa | 33 | 16 | 17 | 52% |
| 44 | Productores y Productoras Nuevo Amanecer | 80 | 17 | 63 | 79% |
| 45 | Productores y Productoras La Esperanza | 35 | 12 | 23 | 66% |
| 46 | Grupo de Productores y Productoras Las Estrellas del Tizate | 51 | 2 | 49 | 96% |
| 47 | Grupo de Mujeres Campesinas del Área Mam Flor del Durazno. | 32 | 3 | 29 | 91% |
| 48 | Asociación de Agricultura Ecológica Ancestral | 22 | 20 | 2 | 9% |
| 49 | Comité de Desarrollo Agrícola, Aldea Las Barrancas, San Juan Ostuncalco. | 117 | 59 | 58 | 50% |
| 50 | Grupo de mujeres Triunfadoras de Monrovia. | 43 | 0 | 43 | 100% |
| 51 | Grupo de Mujeres Productoras Nueva Concepción. | 20 | 0 | 20 | 100% |
| Subtotal Quetzaltenango: | | 894 | 264 | 630 | 70% |
| Total hogares registrados: | | 2,414 | 1,494 | 920 | 38% |

- **Transference of Groups from Component 2 to Component 1**

In June of this year, Save the Children performed the transfer to AGEXPORT of eight groups that receive technical assistance and Business Development Services for an average period of two years, with which they improved their competitiveness and productivity. Such action was held in the framework of strategy implementation for strengthening the TYPE B chains, and in the project was agreed to transfer them to TYPE A chains, so they will be seen by AGEXPORT in component 1, due to its organizational and productive reached level.

Starting next quarter Save the Children will see directly 43 chains and will provide technical assistance and BDS to 1,934 households with a participation of 43% women. Households are distributed as follows: in the department of Quiche 1,040 beneficiaries where 19% are women and 894 beneficiaries in Quetzaltenango with 70% participation of women.

Chart No.7 Actual benefitted groups by Component 2

| No. | Name | Beneficiaries | | | |
|-----|---|---------------|-----|-------|---------|
| | | Total | Men | Women | % Women |
| 1 | Grupo de Agricultores Caracolito. | 52 | 40 | 12 | 23% |
| 2 | Asociación Civil de Desarrollo Integral Agrícola. | 82 | 64 | 18 | 22% |
| 3 | Grupo Centro Para el Desarrollo y Defensa Indígena. | 100 | 58 | 42 | 42% |
| 4 | Grupo de Agricultores Pamaxan. | 23 | 22 | 1 | 4% |
| 5 | Asociación de Desarrollo Integral de las Aldeas San Luis Las Anonas y Poblaj Maya Uspantánense. | 45 | 31 | 14 | 31% |
| 6 | Asociación Nuevo Amanecer de Nebaj. | 63 | 53 | 10 | 16% |
| 7 | Asociación de Agricultores para el Desarrollo Integral Cinaguense. | 48 | 43 | 5 | 10% |
| 8 | Grupo de Agricultores Ixlay y Sotza. | 72 | 38 | 34 | 47% |
| 9 | Grupo de Agricultores de Desarrollo Bellaflorences. | 75 | 38 | 37 | 49% |
| 10 | Asociación de Melocotoneros Rio Camanibal. | 35 | 31 | 4 | 11% |
| 11 | Cooperativa Integral Agrícola Chipaquense. | 29 | 24 | 5 | 17% |
| 12 | Asociación de Agricultores "Jupuk Winaq" Semeja III | 23 | 19 | 4 | 17% |
| 13 | Comité de Melocotoneros Agrícolas Chunalenses. | 43 | 43 | 0 | 0% |
| 14 | Asociación de Productores Quichéenses Integral y Desarrollo Ixil. | 60 | 47 | 13 | 22% |
| 15 | Asociación Integral de Mujeres vamos Adelante | 36 | 36 | 0 | 0% |
| 16 | Asociación de Mujeres de Desarrollo y Vida | 12 | 12 | 0 | 0% |
| 17 | Asociación de Desarrollo Integral Lancetillo | 30 | 30 | 0 | 0% |
| 18 | Asociación de promotores jurídicos de desarrollo integral Zona Reyna | 51 | 51 | 0 | 0% |
| 19 | Asociación de desarrollo Integral Sociedad 3 Lagunas Aldea Rio Azul | 15 | 15 | 0 | 0% |
| 20 | Asociación Para el Desarrollo Integral de Mujeres Agrícola Las Emprendedoras | 20 | 20 | 0 | 0% |

| No. | Name | Beneficiaries | | | |
|-----------------------------------|--|---------------|--------------|------------|------------|
| | | Total | Men | Women | % Women |
| 21 | Asociación Femenina del Desarrollo Integral Zona Reyna | 25 | 25 | 0 | 0% |
| 22 | Asociación Salud Maya y Desarrollo Integral Comunitario | 17 | 17 | 0 | 0% |
| 23 | Grupo de Agricultores San Marcos El Triunfo | 24 | 24 | 0 | 0% |
| 24 | Grupo de Agricultores Unilla Pacala | 27 | 27 | 0 | 0% |
| 25 | Grupo de Agricultores Monte Rico | 33 | 33 | 0 | 0% |
| Subtotal El Quiché | | 1,040 | 841 | 199 | 19% |
| 26 | Asociación de Desarrollo Integral Chiquirichapense | 68 | 46 | 22 | 32% |
| 27 | Asociación Agrícola Chiquiricha | 22 | 18 | 4 | 18% |
| 28 | Asociación para el Futuro Buena Vista "ASPROFUTURO" | 17 | 12 | 5 | 29% |
| 29 | Comité Evangelico Comunitario De Salud | 44 | 18 | 26 | 59% |
| 30 | Comité de Productores La Victoria | 17 | 16 | 1 | 6% |
| 31 | Asociación de Agricultores Y Agricultoras El Buen Sembrador | 80 | 10 | 70 | 88% |
| 32 | Grupo de Mujeres Flor del Campo | 35 | 1 | 34 | 97% |
| 33 | Grupo de Sembradoras y Sembradores Visión de la Aldea La Victoria | 82 | 3 | 79 | 96% |
| 34 | Agricultores y Agricultoras de Tuipox | 96 | 11 | 85 | 89% |
| 35 | Grupo de Mujeres Organizadas de Concepción Chiquirichapa | 33 | 16 | 17 | 52% |
| 36 | Productores y Productoras Nuevo Amanecer | 80 | 17 | 63 | 79% |
| 37 | Productores y Productoras La Esperanza | 35 | 12 | 23 | 66% |
| 38 | Grupo de Productores y Productoras Las Estrellas del Tizate | 51 | 2 | 49 | 96% |
| 39 | Grupo de Mujeres Campesinas del Área Mam Flor del Durazno. | 32 | 3 | 29 | 91% |
| 40 | Asociación de Agricultura Ecológica Ancestral | 22 | 20 | 2 | 9% |
| 41 | Comité de Desarrollo Agrícola, Aldea Las Barrancas, San Juan Ostuncalco. | 117 | 59 | 58 | 50% |
| 42 | Grupo de mujeres Triunfadoras de Monrovia. | 43 | 0 | 43 | 100% |
| 43 | Grupo de Mujeres Productoras Nueva Concepción. | 20 | 0 | 20 | 100% |
| Subtotal Quetzaltenango: | | 894 | 264 | 630 | 70% |
| Total hogares registrados: | | 1,934 | 1,105 | 829 | 43% |

- **Poor Rural Households received BDS and technical assistance (30% women and 70% men)**

Organizational Training:

During this quarter, 2085 rural producers of 52 chains have continued participating in boosted activities as part of Business Development Services (BDS), as a mean to achieve to improve competitiveness and productivity of the value chains. 112 training events were developed achieving global participation of 58.28% of women.

A total of 237 members of the Board of Directors from the 52 chains have been strengthened in organizational topics developed in at least 112 training events counting with 58.28% women participation.

Chart No.8 Taught Topics to members of the Board of Directors

| Name of the Training Event | Events | Total | Men | Women | % Women |
|--|------------|------------|------------|------------|------------|
| Organization (Typology and nature of the Organizations, Functions of the Boards and Associativity) | 24 | 285 | 140 | 145 | 50.87 |
| Administrative (basic accounting, financial analysis, investment plans, commercialization and value chains, identifying markets and marketing mix). | 26 | 212 | 136 | 76 | 35.84 |
| Commercialization | 15 | 215 | 100 | 115 | 53.49 |
| Total Average: | 112 | 237 | 125 | 112 | 47% |

- **Productive Training**

Training events were developed with 62 households of producers of 4 chains of cardamom, to whom the topic of Integral handling for the pest control (TRIPS) was facilitated.

In an exchange tour performed at the municipalities of *Chiantla* and *Todos Santos Cuchumatanes* of the department of Huehuetenango, 40 producers of 8 chains who dedicate to potato production fortified their technical capabilities for the management of crops and seeds production.

- **Commercial Management**

A total of 45 producers of 10 vegetable export chains (snow peas, peas, sweet peas, string beans, etc.) through its participation in the business and exchange tour done at the department of Chimaltenango, fortified its capabilities and established commercial links with the exporters: AFACT-PNT, GHORTEX S.A., and ALIAR. The 22% of the participants of such event correspond to leaders of such organizations.

Other relevant event was the participation of 29 producers from 11 cardamom chains of *Zona Reina* at the municipality of *Uspantan, Quiche*, who established commercial links with the exporters: 3K BUSINESS GROUP S.A. and CARDEGUA. For that, an exchange tour was organized at the department of *Alta Verapaz*, coordinating such action with personnel of the program PAISANO of USAID/Save the Children.

- **Specialized Technical Assistance**

A total of 1340 households received technical assistance of the Rural Value Chains Project, in organizational, administrative, financial, commercialization, and agricultural productive strengthening aspects.

- **New Associative MSMEs increase the organizational, operational and management capacities.**

A total of 11 chains of cardamom in the Zona Reina of the municipality of Uspantan, Quiche formalized the relation with the project through the signing of understanding letters for the approach of RVCP during 20 months. With such groups, the training process was begun to strengthen organizational, operational and management capabilities.

Up to this date, three productive chains have achieved its legal status, achieving the transfer of typology C to typology B, for such action, the coordination with the Ministry of Economy –MINECO- was established, who supported all the process. The groups with legal status are:

- Agricultural Group *Nueva Mision*, now denominated as: *Nueva Mision Santa Clara* Association –ANUMISC-.
- Agricultural Group *Chitapol* GACH, now denominated as: Association of Producers of *Chitapol* –ASPROCHIT-.
- Group Center for Indigenous development and defense GCDDI, now denominated as: Association of Development and Indigenous and Peasant Defense –ASODDIC-.

Jointly, AGEXPORT and Save the Children presented the strategy for attention to the linked groups to onion chain in the village *Magdalena de la Abundancia* of the municipality of *Sacapulas*, agreeing with organizations of onion producers a line of organizational work.

- **Generated employments in rural associative MSMEs.**

During this period, 113.77 jobs were generated as a result of the productive activities that 34 productive chains carried out in a total of 210.32 cultivated hectares. It is quantified that the 24% of this jobs were performed by women.

Chart No.9 Generated Employments by chains of C2

| No. | Name of the Chains | Area (Has.) | Wages | | | Employments | | |
|-----|---|-------------|--------|------|-------|-------------|-------|---------|
| | | | Totals | Men | Women | Total | women | % women |
| 2 | Agricultural Association for integral development Carrizalences | 1.63 | 370 | 340 | 30 | 1.42 | 0.12 | 8.45 |
| 4 | Group Center for Indigenous development and defense | 1.98 | 180 | 180 | 0 | 0.69 | 0.00 | 0 |
| 5 | Agricultural Group Pamaxan. | 4.49 | 442 | 376 | 66 | 1.70 | 0.25 | 14.70 |
| 8 | Asociación Nuevo Amanecer at Nebaj. | 14.43 | 1976 | 1699 | 277 | 7.60 | 1.07 | 14.08 |
| 10 | Agricultural Group Chitapol | 4.84 | 793 | 793 | 0 | 3.05 | 0.35 | 11.48 |

| No. | Name of the Chains | Area (Has.) | Wages | | | Employments | | |
|---------------------------------|---|---------------|---------------|---------------|--------------|---------------|--------------|--------------|
| | | | Totals | Men | Women | Total | women | % women |
| 12 | Agricultural Group Nueva Misión Santa Clara | 21.03 | 3160 | 3160 | 0 | 12.15 | 0.00 | 0 |
| 13 | Agricultural Group Zacualpense | 31.21 | 3005 | 2658 | 347 | 11.56 | 1.33 | 11.50 |
| 14 | Agricultural Group for integral development Cinaguense | 13.86 | 1594 | 1050 | 544 | 6.13 | 2.09 | 34.09 |
| 15 | Agricultural Groups Ixlaj y Sotza | 5.80 | 704 | 645 | 59 | 2.71 | 0.23 | 8.49 |
| 16 | La Cumbre Group | 2.46 | 262 | 240 | 22 | 1.01 | 0.08 | 7.92 |
| 18 | Peach growers Association Rio Camanibal. | 8.53 | 601 | 601 | 0 | 2.31 | 0.00 | 0 |
| 19 | Integral Agricultural Cooperative Chipaquense | 37.04 | 653 | 648 | 5 | 2.51 | 0.02 | 0.80 |
| 21 | Agricultural Peach Growers Association Chunimalenses | 24.07 | 1505 | 1430 | 75 | 5.79 | 0.29 | 5.00 |
| 22 | Association of producers Quichelenses integral and development Ixil | 1.40 | 128 | 104 | 24 | 0.49 | 0.09 | 18.37 |
| Subtotal EI Quiché: | | 172.77 | 15,373 | 13,924 | 1,449 | 59.12 | 5.92 | 10.01 |
| 23 | Association of integral development Chiquirichapense | 5.86 | 2264 | 1420 | 844 | 8.71 | 3.25 | 37% |
| 24 | Agricultural Association Chiquiricha | 3.89 | 1513 | 1258 | 255 | 5.82 | 0.98 | 17% |
| 25 | Association for the future Buena Vista "ASPROFUTURO" | 3.37 | 1208 | 1208 | 0 | 4.65 | 0.00 | 0% |
| 26 | Agricultural Association El Buen Sembrador | 3.59 | 1376 | 119 | 1257 | 5.29 | 4.83 | 91% |
| 27 | Group of sowers Visión de la Aldea La Victoria | 0.63 | 239.5 | 0 | 239.5 | 0.92 | 0.92 | 100% |
| 28 | Tuipox Agricultors | 5.16 | 2006 | 1315 | 691 | 7.95 | 2.66 | 34% |
| 29 | Organized women group of Concepción Chiquirichapa | 2.23 | 867 | 0 | 867 | 3.33 | 3.33 | 100% |
| 30 | Nuevo Amanecer Producers | 5.08 | 1750 | 1600 | 150 | 6.73 | 0.58 | 9% |
| 31 | Group of peasant women of the area of Mam Flor del Durazno | 1.66 | 646 | 0 | 646 | 2.48 | 2.48 | 100% |
| 32 | Ancestral Organic Agricultural Association | 4.20 | 1614 | 1614 | 0 | 6.21 | 0.00 | 0% |
| 33 | Group of successful women of Monrovia | 0.15 | 59.5 | 0 | 59.5 | 0.23 | 0.23 | 100% |
| 34 | Group of producers women Nueva Concepción | 1.71 | 663 | 68 | 595 | 2.55 | 2.29 | 90% |
| Subtotal Quetzaltenango: | | 37.55 | 14,206 | 8,602 | 5,604 | 55 | 22 | 39% |
| Total: | | 210.32 | 29,579 | 22,526 | 7,053 | 113.77 | 27.47 | 24% |

- **MSMEs have Access to productivity technologies and support services.**

18 new MSMEs receive ongoing assistance with training and demonstration events of productivity technologies and support services. Eight training events of Integral Management of Crops in a theoretical way were held, for potato, peas, snow peas, string peas and deciduous fruits; all the activities were coordinated by the Chemical Guild of Guatemala –AGREQUIMA-.

Through the budget readjustment the investment plan for the chains was determined, and will begin its execution from the next quarter, prioritizing the hiring of consultancies focused on implementation and massification of BPAs and BPMs.

The following up process to 1559 households with aimed actions to knowledge transfer for the implementation of BPAs and BPMs continued in the chains seen by the project at the departments of Quiche and Quetzaltenango.

- **Accumulative generated sales and production volume of horticultural products and cardamom.**

The generated sales in this quarter reach the amount of US\$ 211,382.12. A total of 6,736.65 quintals of products such as string beans, snow peas, and sweet peas were commercialized by seven chains during this quarter at the department of Quiche.

With the purpose of identify new markets, 16 farmers of 8 chains participated in *AgroEncuentro Rural* at *Panajachel, Solola*; the producers that participated in business roundtables with different companies as the case of GHORTEX, San Juan Agroexport, APAC-PNT, ALIAR, etc.

Chart No.10 Produced quintals and generated sales by the chains

| No. | Name | Sold volume (quintals) | Sales (Q.) | Sales (US\$) |
|---------------|---|------------------------|---------------------|-------------------|
| 1 | Agricultural Association for integral development Carrizalences | 2,469.16 | 345,048.00 | 44,974.97 |
| 2 | Group Center for Indigenous development and defense | 270 | 43,200.00 | 5,630.87 |
| 3 | Agricultural Association of integral development Ixil. | 767.25 | 221,470.06 | 28,867.32 |
| 4 | Agricultural Group Chitapol | 1,648.77 | 493,506.01 | 64,325.60 |
| 5 | Agricultural Group Nueva Misión Santa Clara | 1,369.47 | 472,669.56 | 61,609.69 |
| 6 | Agricultural Group of development Bellas flores | 100 | 21,750.00 | 2,834.98 |
| 7 | Association of producers Quichelenses integral and development Ixil | 112 | 24,080.00 | 3,138.69 |
| Total: | | 6,736.65 | 1,621,723.63 | 211,382.12 |

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.

The main actions led to improve agriculture productivity of the producers were focused for this period as follows:

- **Inventory of Irrigation Systems**

An inventory of the irrigation systems was performed at the covered municipalities of RVCP, as a part of such diagnosis, 78 irrigation systems were identified, which link 4867 families that produce different crops for different national and international markets.

Besides, these 78 irrigation systems cover an area of 820 hectares; and the municipalities with more irrigation coverage are *Sacapulas, Cunen, Santa Lucia La Reforma, and Uspantan*. In such study, a potential water flow is identified for the growth of areas for irrigation of about 800 hectares which are the benchmark of the proposal made in the component 4, to expand irrigation areas and beneficiaries of the project.

- **Good Agricultural Practices**

During this quarter seven chains begin the implementation of Good Agricultural Practices (BPAs), equipment with backpacks for fumigation, protection suits, masks, gloves, boots, material to surround parcels, labeling and different lab analysis for water, land and cholinesterase has contributed for the chains to accomplish with regulations of harmlessness and quality in the production of vegetables for export required by companies, besides, protecting the health of crops and people.

- **Training in Good Practices and implementation of adapted parcels to climate change**

The environmental team has developed visits to six chains to boost the usage of decision trees for the implementation of adapted parcels to climate change that include the technology application and good agricultural practices that are promoted in the guidebooks of AGEXPORT.

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.

During June, the proposal of reorientation and fund execution of component 4 was presented to USAID. The proposal maintained the objective to strengthen the horticultural export chain just like it was defined in the approved project. Nevertheless, it is proposed to include strengthening the productive chain of coffee, considering that before the problems caused by rust, the groups that the RVCP currently serves require an investment that allows them to recover, in the medium term, productive areas that were damaged, help recover lost income, and level income of families in the Ixil area where the project strengthens the work of 8 chains.

Besides, the development of activities and investment to strengthen the cardamom chain has been included, which requires to improve basically the production management and technify product drying process, thereby this will help to improve quality product and protect the environment by promoting better usage of wood resources for the operation of craft used dryers.

In summary the proposal contemplated the following:

The general objective of the proposal seeks to “*Contribute the improvement of the competitive advantages of territorial value chains through strategic investments that allow small rural producers to be part of national, regional, and international markets ensuring generation of sustainable income that improves the quality of life of their families*”.

The specific objectives will help the following:

1. Contribute to increase productivity of horticultural products in the center and south-eastern area of Quiche, through the introduction, improvement, reconversion of irrigation systems, and community infrastructures of post-harvest management.
2. Support the recuperation of trade volumes of organic coffee through the technologic reconversion and demonstrative parcels demonstration under organic crop practices.
3. Promote and strengthen the farmer-master model in RVCP.
4. Contribute to improve yields and trade volumes of cardamom in the Zona Reina of Uspantan at the department of Quiche, through the rehabilitation of dryers and technical assistance about good agricultural practices.

The main contributions to RVCP indicators are detailed below:

Vegetables:

- 192 hectares of horticultural crops incorporated to value chains.
- At least, 2 crops cycles per year
- 30 organizations of produces are linked to production, transformation, selection, packing, and commercialization processes of horticultural products (C1 and C2).

- 2330 producers are incorporated to horticultural value chains for exportation.
- 317,000 quintals of horticultural products, produced, packed and exported to United States and Europe markets.
- 500 jobs (15% men and 85% women) generated in areas of: reception, packaging, distribution, preparation, drivers, tutors, administrators, supervisors and managers.
- 284,472 generated wages in horticultural production
- US\$2.8 million of generated income as wages concept.
- US\$11.9 million of generated income under the concept of income from 3 horticultural crops.
- US\$23.9 million in sales of horticultural products during the project (projected sales in C4 include US\$12 million that will be generated by vegetable production in C1 and C2. The C4 will generate US\$11.9 million through the transformation and exportation processes).
- 2,263 families with access to financial services for working capital (C1, C2 and C4).
- 38 hectares with new irrigation systems.
- 96 hectares with reconversion of irrigation systems.
- 58 rehabilitated hectares in its irrigation systems.
- 2500 families with access to improved irrigation systems (C1, C2).
- 10 reception centers, 5 collection centers that include reception plant and product storage, cold stores, processing areas, offices and training of technical personnel rooms, including 2,500 families with access to storage and processing facilities. (C1, C2).
- 1,165 products are applying new technology in vegetable crops.

Coffee:

- 150 hectares of coffee handled under organic practices.
- 8 organizations of producers are linked to organic practices application from coffee.
- 715 producers are incorporated to value chains of organic coffee.
- 715 generated permanent jobs in the areas of organic coffee crops.
- 995,280 generated wages per organic coffee crop.
- US\$9.75 million generated wages in organic coffee production.
- 150 hectares are receiving technical assistance in reconversion of organic coffee cultivation.
- 150 renewed hectares and with organic production practices
- 715 producers apply good practices in organic coffee cultivation.

Cardamom:

- 1,600 hectares of cardamom technically handled.
- 115,000 produced quintals with technified handle.
- 50% (from 33% it reduces to 16.5%) reduction of waste in cardamom commercialization.
- 20 organizations of producers are linked to a technified handle of cardamom cultivation.
- 1700 producers are incorporated to cardamom value chains.
- 1,100 permanent generated jobs in the cultivation and processing areas of cardamom.
- 50 dryers have been rehabilitated.
- 6 collection centers equipped for classification, storage and processing of cardamom.
- 366,000 generated wages per cardamom cultivation.
- US\$3.6 million of generated income for concept of wages.
- US\$7 generated million by cardamom sales
- 1,600 hectares receive technical assistance in cardamom production.
- 1,700 producers apply good practices in cardamom cultivation.

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

Leader of C5: Save the Children and INCAP

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

a) Advances in execution of Component 5

- **Households increase yields of food crops for domestic consumption. (C2 direct households participating in productive activities)**
- Production of Beans in Alliance with the project MAS FRIJOL

The established alliance with the Project *Mas Frijol* (More Beans) has continued with the implementation of 411 chords of beans (which represent an area of 17.86 hectares) of varieties ICTA Hunapu (357 chords), ICTA Altense (34 chords), and ICTA Super Chiva (20 chords), with equal number of families (1 chord per family) in 14 chains at Quiche, strengthening the family production systems through the usage of seeds of varieties of seeds of good quality and certified, which seeks to increase the yield per unit of the area to finalize the harvest.

Additionally, the seeds delivery was done for the implementation of 77 demonstrative chords of Bolonillo Texel Beans (38.5 chords) and Bolonillo Labor Ovalle Beans (38.5 chords) to evaluate the behavior of the genetically improved materials by ICTA, in alliance with corn, at the departments of Quiche (49 chords) and Quetzaltenango (28 chords).

- **Corn Production**

218 chords of corn were implemented, of the varieties ICTA B7 (which represent 9.47 hectares) in equal number of families in 11 chains located at Zona Reina at Quiche (10 chains) and *Las Barrancas* of *San Juan Ostuncalco, Quetzaltenango*, variety with good potential of yield and desirable agronomic characteristics as: tolerance to stalk lodging and root so it is less affected by the impact of strong winds, tolerance to leaf diseases and cob.

- **10% of crop yields increased, of food for domestic consumption**

During the quarter, 66 ballots were analyzed, with the registry of beans production ICTA Hunapu versus other varieties, establishing yields of 16.13 and 13.12 quintals per hectare, which represent a difference of 18% of the improved variety promoted by the project in coordination with MAS FRIJOL.

Chart No.11 Analysis of bean yields

| Variety | Area/Has. Sown | Obtained Production (quintals) | Quintals Yields (Has) |
|---------|----------------|--------------------------------|-----------------------|
|---------|----------------|--------------------------------|-----------------------|

| | | | |
|------------------------|------|-------|-------|
| ICTA -Hunapú | 3.28 | 53.74 | 16.13 |
| Other varieties | 3.06 | 27.95 | 13.12 |

- **Households adopt alternatives to increase productivity of basic food.**

A total of 1213 households have been trained about alternatives to improve productivity of basic grains, usage of improved seeds, handling of sown densities, and technical maintenance of corn and beans cultivation.

Additionally, 108 visits of technical assistance to households with production of basic grains were performed, as part of the follow up to the given technical recommendations in the trainings done.

- **Households using techniques of storage and preparation of improved food.**

A total of 197 households were trained about techniques of food storage (seasonal fruits preserves) and its preparation.

- **Households trained in food usage through value chains and implementation of horticultural orchards for domestic consumption and promotion of diversified diet.**

Regarding to this result, a total of 480 households were trained in food usage, preserve techniques handling and food storage, agronomic handling of family orchards, adequate food combination and nutritional recipes.

Chart No.12 Trained households in management of techniques and food storage.

| Result and Description of Training | Participants | | | |
|---|---------------------|------------|--------------|----------------|
| | Total | Men | Women | % Women |
| Preserves techniques and food storage | 197 | 64 | 133 | 68% |
| Adequate food combination | 102 | 20 | 82 | 80% |
| Nutritional recipes preparation | 181 | 29 | 152 | 84% |
| Sub-total: | 480 | 113 | 367 | 76% |

Sixty family orchards were implemented, with an area per orchard of 50 mts², achieving to implement 0.3 hectares in the chains of Quetzaltenango in order to improve food availability and diversification of home diet. Technical assistance was brought to 124 participants as part of the follow up to handle the family orchard.

- **Households increase their knowledge for animal husbandry as an alternative to domestic consumption**

In this quarter, 588 households increase their knowledge about animal husbandry, training them in technified handling, disease prevention, and food improvement of poultry for domestic consumption.

From these 588 households, a total of 456 households from 20 chains of the department of Quiche were trained in the adequate handling of poultry, adequate feeding, usage and construction of basic and reproduction facilities.

- **Households improved the food Access to quality food. (C2) direct households participated in productive activities**

28 households were trained in prioritization of household expenditure in the acquisition of quality food for home.

Chart No.13 Trained households in prioritization of household expenditure

| <i>Result and description of training</i> | <i>Participants</i> | | | |
|---|---------------------|------------|--------------|----------------|
| | <i>Total</i> | <i>Men</i> | <i>Women</i> | <i>% Women</i> |
| Prioritization of household expenditure for acquisition of home food. | 28 | 6 | 22 | 79% |
| Sub-total | 28 | 6 | 22 | 79% |

- **Households improved feeding behaviors related to nutrition**

A total of 160 households were registered because they have improved their members' feeding behaviors related to nutrition, especially of the smallest of the house and of the pregnant woman.

Chart No.14 Households trained to improve their feeding behaviors

| <i>Result and description of training</i> | <i>Participants</i> | | | |
|---|---------------------|------------|--------------|----------------|
| | <i>Total</i> | <i>Men</i> | <i>Women</i> | <i>% Women</i> |
| Counseling for an adequate familiar feeding | 46 | 2 | 44 | 96% |
| Personal and Home Hygiene | 114 | 31 | 83 | 73% |
| Sub-total: | 160 | 33 | 127 | 79% |

- **Households improve the usage of health services and MCH (mother and child) nutrition (C2).**

262 households were trained in adequate feeding for pregnant women and warning signs for disease of the members of family, especially for children and pregnant women.

Chart No.15 Trained households in usage of health services

| <i>Result and description of training</i> | <i>Participants</i> | | | |
|---|---------------------|------------|--------------|----------------|
| | <i>Total</i> | <i>Men</i> | <i>Women</i> | <i>% Women</i> |
| Alimentación adecuada de la mujer embarazada | 111 | 19 | 92 | 83% |
| Señales de Peligro de la Embarazada y la Puérpera | 151 | 37 | 114 | 75% |
| Sub-total: | 262 | 56 | 206 | 79% |

- **Trained persons in health and child nutrition through supported programs of the Project.**

In this period, 256 households were trained about exclusive breastfeeding, warning signs of neonate, warning signs in children and complementary feeding.

Chart No.16 Trained persons in health and child nutrition

| <i>Result and description of training</i> | <i>Participants</i> | | | |
|---|---------------------|------------|--------------|----------------|
| | <i>Total</i> | <i>Men</i> | <i>Women</i> | <i>% Women</i> |
| Lactancia Materna Exclusiva | 26 | 1 | 25 | 96% |
| Señales de Peligro del Neonato | 107 | 24 | 83 | 78% |
| Señales de Peligro de la Niñez | 105 | 41 | 64 | 61% |
| Alimentación complementaria | 18 | 0 | 18 | 100% |
| Sub-total: | 256 | 66 | 190 | 72% |

- **Children under five years of age covered by the nutrition programs support by the project.**

A total of 2,553 children under five years of age were covered by the programs of nutrition related to RVCP.

COMPONENT 5: INCAP Activities

Objective 1: *Improve availability of nutritious and safe food resulting from the productive activities for domestic consumption, ensuring a bigger diversity for the family diet by the promotion of good agricultural practices, implementation of vegetables and fruit orchards for domestic consumption, promoting consumption of animal breeding and poultry and its sub*

products, production and consumption of improved basic grains, as well as, the good practices for post-harvest storage of basic grains and household usage of them.

- i. **Two-thousand and five-hundred families have family orchards implemented for diet diversification.**



Huertos de familias asociadas a
AGRIUF, Santa Lucía la Reforma
Totonicanán

As a part of related activities to implementation of family orchards, the chains of *Nueva Esperanza* and AGRIUF were supervised, identifying those families that still have seeds and those who had begun the establishment of orchards taking advantage on winter, which allows major availability of water.

With the group PROGRESAR FOUNDATION, a producer of village *San Jorge* at *Sacapulas* has been identified, who has achieved the development of his technical ability for vegetable production, and who could be constituted in a model producer that could support the actions to promote the establishment of orchards with partner families of group PROGRESAR.

Work meetings were held between specialists of AGEXPORT and personnel of INCAP to program the establishment of a new orchard cycles, projecting to

benefit 1,500 households. INCAP counts with a seeds inventory available to distribute and begin the new process.

- ii. **Two-thousand and two-hundred and fifty (2250) trained families in themes of post-harvest handling and in productive activities of poultry, barnyard animals, and silvopastoral and livestock systems.**

Up to now, 931 counseling visits were performed to eligible families and 416 families have participated in group educational sessions. The activities will begin again in the next quarter.

Objective 2: *Improve the Access to a diversified and quality diet, prioritizing an adequate investment of the generated income in nutritional food in quantity and quality.*

- i. **Three-thousand (3000) families receive counseling in group activities about prioritization of investment in nutrition, health, and education.**

Up to now, 931 counseling visits were performed to eligible families and 410 families have participated in group educational sessions. The activities will begin again in the next quarter and also trainings with new chains, and the chains already trained will be supported.

- ii. **Sixty (60) trained community promoters in the main areas of execution of the project for the development of community diagnoses and for the implementation of proposed activities in the specific objectives.**

In June 2015 the training workshop to PCSANG and departmental supervisors was held at the Learning Center and Exchange Knowledge (CAIS) on 7th and 12th; where the topics: community diagnoses, nutritional oversight, good hygiene practices, vegetable consumption promotion, and native available plants at community, risk management, and basic concepts of the demonstrative community centers of nutritional and food security (CCDSAN) were taught. The educational process is in the second cycle for families of phase 1 and in first cycle for families of phase 2; it is therefore, that some themes were dealt, as enforcement and innovation in methodology to PCSANG that have already replied. For that, taking experiences in done sessions and to build methodology for participants was important.

The programmed activities, during the development of the workshop, are performed with teaching techniques directed to educate adults (andragogical methods) starting from previous experiences and promoting improvement in the results at the end of the educational process.

Good Hygiene Practices

In the thematic of good hygiene practices, the methods to obtain secure water were emphasized, mainly to chlorinate and boil it, the food hygiene to avoid contamination and the correct hand washing were also emphasized based on the specifications of the World Health Organization.

Promotion of orchard products consumption

To promote the consumption of orchard products and diet diversity, the strategy is the demonstration of food preparation with the eligible families, to do so, in this workshop, the validation of the nutritional collection of recipes made for the project with PCSANG was performed, in which easy recipes are develop with native plants and fortified food to improve the nutritional contribution for families. In this activity, three random recipes were done by promoters doing a tasting to all participants, at the end, each preparation of the collection of recipes were evaluated to validate their comprehension and usefulness in communities. As the food demonstration sessions continue, the validation process will continue with eligible families.

Nutritional Oversight

The oversight card was revised, in which adjustments were done to introduce the topic of assistance to health services for children and their mothers. The collection of information from the children's carnet and from the prenatal carnet for pregnant women was reviewed. Exercises to set knowledge were done and, additionally the format of diet diversity of the women of childbearing age was reviewed, which will be used in the first oversight visit of this year scheduled to begin in July. It is recommended that the information collected about diet diversity can be analyzed and compared with the one obtained from baseline, using for this a sub-sample of value chains. This will allow valuing the changes in at least one manageable number of chains.

Community Diagnoses



Training promoters in food preparation

Promoting the teaching and supervisory activity was used to reinforce the specific contents of diagnoses, such as the referred to harvest yields, income of women members or non-members, with economic activities outside the housework.

Chart No.17 Trained Promoters and with reinforcement in SAN topics

| Participants | Total |
|--------------|-----------|
| Men | 1 |
| Women | 21 |
| Total | 22 |

Training of promoters in Risk Management topics



In June, the training of departmental promoters and supervisors in themes related to risk management was held. In this thematic, it emphasizes the importance to make action plans in emergency situations that could produce changes due to climate change such as floods, earthquakes, etc.

Likewise, members of GTI accompanied to PCSANG and supervisors to scheduled visits to families supporting the execution of educational and counseling sessions at home. During the domicile visits, posters were distributed to each family with messages related to risk management.

As a part of educational sessions, the specialist on the risk management topic gave support in field to PCSANG, dealing with their concerns. Additionally, follow up activities will be performed to measure the progress of the developed activities.

Chart No.18 Families that receive counseling at home and participate in educational sessions in Risk Management (Chains Phase I)

| Rural Value Chain | Total of families that receive educational sessions | | | Total of families that receive counseling visits | | |
|-------------------|---|-----|-------|--|-----|-------|
| | Women | Men | Total | Women | Men | Total |
| ADESIGUA | 9 | 0 | 9 | 14 | 0 | 14 |
| ADIBA | 23 | 0 | 23 | 6 | 0 | 6 |
| ADIES | 9 | 0 | 9 | 12 | 0 | 12 |
| ADINA | 13 | | 13 | 9 | | 9 |
| ADIP | 0 | 0 | 0 | 9 | 0 | 9 |
| ADPRA | 3 | 0 | 3 | 0 | 0 | 0 |
| AGRIUF | 8 | 0 | 8 | 6 | 0 | 6 |
| AGROS IXIL | 27 | 0 | 27 | 11 | 0 | 11 |
| AIDA | 4 | 0 | 4 | 6 | 0 | 6 |
| APROCAFI | 9 | 0 | 9 | 11 | 0 | 11 |
| APRODEFI | 19 | 0 | 19 | 7 | 0 | 7 |

| | | | | | | |
|----------------------------|------------|----------|------------|------------|----------|------------|
| Chajulense 1 Association | 71 | 0 | 71 | 9 | 0 | 9 |
| Chajulense 2 Association | 53 | 0 | 53 | 26 | 0 | 26 |
| CINASEM | 22 | 0 | 22 | 0 | 0 | 0 |
| PROGRESAR | 4 | 1 | 5 | 28 | 0 | 28 |
| Nueva Esperanza | 19 | 0 | 19 | 13 | 0 | 13 |
| ADIAP | 6 | 0 | 6 | 8 | 0 | 8 |
| LAS PILAS | 9 | 0 | 9 | 11 | 0 | 11 |
| FLOR DEL CAFÉ Y COESPO | 18 | 0 | 18 | 21 | 0 | 21 |
| COVENORTE | 18 | 0 | 18 | 32 | 0 | 32 |
| FLORES PAJALES | 11 | 0 | 11 | 1 | 0 | 1 |
| TIKONEL | 0 | 0 | 0 | 2 | 0 | 2 |
| POZO VERDE | 14 | 0 | 14 | 0 | 0 | 0 |
| ASODINE | 11 | 0 | 11 | 24 | 0 | 24 |
| RABINAL VARGAS | 19 | 0 | 19 | 6 | 0 | 6 |
| ACODIPA | 14 | 0 | 14 | 19 | 0 | 19 |
| Total of Households | 413 | 1 | 414 | 291 | 0 | 291 |

In the six crafts chains this topic was taught in June 2015, in which 24 women participated in educational sessions.

Chart No.19 Families that participated in educational sessions about Risk Management of crafts chains

| Rural Value Chain | Total of families that receive educational sessions | | |
|----------------------------|---|----------|-----------|
| | Women | Men | Total |
| ASODIMAC | 4 | 0 | 5 |
| MUJERES UNIDAS POR LA VIDA | 0 | 0 | 0 |
| COPIMARI | 6 | 0 | 6 |
| CONCEPTO IXIL | 3 | 0 | 3 |
| APRODEFI | 2 | 0 | 2 |
| ADIBA | 9 | 0 | 9 |
| Total of Households | 24 | 0 | 24 |

iii. **Ninety community diagnoses of chains performed**

- **Georeferencing**

During this quarter, georeferencing of the households of partners was performed in 8 agriculture chains and 9 crafts chains. This information is being used to schedule the data collection of new diagnoses that will begin in July and for the allocation of households to promoters in the communities under their responsibility both in agricultural chains and in craft chains.

- **Diagnoses Development**

In this quarter, the data entry of the diagnoses of 10 agricultural RVC of phase II ended, and it is foreseen to count with the analysis and reports in September, from which results of socializing visits will begin. In August, the collection of information of diagnoses in households of partners will begin..

Chart No.20 Ended Diagnoses of Agricultural and Coffee Rural Value Chains, phases 2 and 3

| No. | RURAL VALUE CHAINS | Total of Households |
|-----|---|---------------------|
| 1 | Vértice del Norte Cooperative (COVENORTE) | 180 |
| 2 | Flor del Café-Estrella Polar | 85 |
| 3 | "Las Pilas" Integral Agricultural Cooperative | 83 |
| 4 | ASODINE | 35 |
| 5 | COPECAFE R.L. | 37 |
| 6 | Rabinal Vargas, Civil Society | 94 |
| 7 | AIPO | 8 |
| 8 | ASOTADIR | 77 |
| 9 | ADIAP | 46 |
| 10 | Pozo Verde | 41 |
| 11 | Flores Pajales | 46 |
| 12 | ACODIPA | 47 |
| 13 | Tikonel | 22 |
| | TOTAL | 801 |

Chart No.21 Diagnoses in process of Coffee and Agricultural Rural Value Chains, Phases 2 and 3

| No. | RURAL VALUE CHAINS | Total of partners |
|-----|--------------------------------------|-------------------|
| 14 | ADACSO | 50 |
| 15 | Maya Ixil | 182 |
| 16 | ANAPDERCH | 44 |
| 17 | EMMANUEL | P |
| 18 | Group of producers Progresar - Cunén | 65 |
| 19 | ADECHIQ | 46 |
| 20 | ADIAGRO | 51 |
| 21 | Group of producers of Cacubén | P |
| 22 | CORCI | 73 |

| | | |
|--------------|--|--------------|
| 23 | Group of produces of Sicalbe | 30 |
| 24 | Zona Reyna Uspantán (ASIAPZR, APEDINE, ASOFDIT, ASUVS, ASODIG) | 805 |
| TOTAL | | 1,346 |

Chart No.22 Diagnoses in process of Crafts Rural Value Chains

| No. | Rural Value Chains | Total of partners |
|--------------|------------------------|-------------------|
| 1 | AMTEDICH | 30 |
| 2 | ADEMVE | 170 |
| 3 | ASDIMUS | 67 |
| 4 | LAS ORQUIDEAS | 50 |
| 5 | ADMI | 82 |
| 6 | ADAJKU | 45 |
| 7 | ADIAP | 88 |
| 8 | HORIZONTES SIN LIMITES | P |
| 9 | ADIMIC | 102 |
| 10 | ADMADEC | 28 |
| 11 | ASUNDECO | 57 |
| TOTAL | | 719 |

- iv. **Three-thousand (3000) families participate in group activities focusing actions on the pregnant women, breast-fed babies, and children under 24 months.**

In April and June there has been follow up to educational strategy through group sessions directed to new eligible families of phase 1 and eligible families of phase 2, in addition to domicile visits to households of the families of phase 2. The themes of counseling at home were: feeding ill children and complementary feeding.

Chart No.23 Families that receive educational sessions and counseling visits with themes: “Feeding ill children” chains of vegetables and coffee

| Rural Value Chains | Total of families that receive educational sessions | | | Total of families that receive counseling visits | | |
|--------------------|---|-----|-------|--|-----|-------|
| | Women | Men | Total | Women | Men | Total |
| ADESIGUA | 25 | 0 | 25 | 33 | 0 | 33 |
| ADIBA | 22 | 0 | 22 | 12 | 0 | 12 |
| ADIES | 8 | 0 | 8 | 15 | 0 | 15 |
| ADINA | 13 | 0 | 13 | 25 | 0 | 25 |
| ADIP | 0 | 0 | 0 | 9 | 0 | 9 |
| ADPRA | 3 | 0 | 3 | 10 | | 10 |
| AGRIUF | 8 | 0 | 8 | 6 | 0 | 6 |
| AGROS IXIL | 48 | 0 | 48 | 2 | 0 | 2 |
| AIDA | 0 | 0 | 0 | 10 | 0 | 10 |
| APROCAFI* | 31 | 0 | 31 | 2 | 0 | 2 |

| | | | | | | |
|----------------------------|------------|----------|------------|------------|----------|------------|
| APRODEFI | 28 | 0 | 28 | 3 | 0 | 3 |
| Chajulense 1 | 78 | 0 | 78 | 17 | 0 | 17 |
| Chajulense 2 | 64 | 0 | 64 | 16 | 0 | 16 |
| CINASEM | 29 | 0 | 29 | 7 | 2 | 9 |
| Fundación PROGRESAR | 13 | 0 | 13 | 11 | 0 | 11 |
| Nueva Esperanza | 23 | 1 | 24 | 13 | 0 | 13 |
| ADIAP | 7 | 0 | 7 | 0 | 0 | 0 |
| LAS PILAS | 20 | 0 | 20 | 20 | 0 | 20 |
| FLOR DEL CAFÉ Y COESPO | 13 | 0 | 13 | 7 | 0 | 7 |
| COVENORTE | 16 | 0 | 16 | 48 | 0 | 48 |
| FLORES PAJALES | 14 | 0 | 14 | 4 | 0 | 4 |
| TIKONEL | 6 | 0 | 6 | 3 | 0 | 3 |
| POZO VERDE | 15 | 0 | 15 | 11 | 0 | 11 |
| ASODINE | 19 | 0 | 19 | 25 | 0 | 25 |
| RABINAL VARGAS | 30 | 0 | 30 | 52 | 0 | 52 |
| ACODIPA | 13 | 0 | 13 | 19 | 0 | 19 |
| ASOTADIR | 28 | 1 | 29 | 15 | 0 | 15 |
| COPECAFÉ | 15 | 0 | 15 | 17 | 0 | 17 |
| AIPO | 0 | 0 | 0 | 4 | 0 | 4 |
| Total of households | 589 | 2 | 591 | 416 | 2 | 418 |

Chart No.24 Families that receive educational sessions and counseling visits with themes: “Feeding ill children” RVC of crafts

| Rural Value Chains | Total of families that receive educational sessions | | |
|----------------------------|---|----------|-----------|
| | Women | Men | Total |
| ASODIMAC | 5 | 0 | 5 |
| MUJERES UNIDAS POR LA VIDA | 2 | 0 | 2 |
| COPIMARI | 6 | 0 | 6 |
| CONCEPTO IXIL | 3 | 0 | 3 |
| APRODEFI | 3 | 0 | 3 |
| ADIBA | 7 | 0 | 7 |
| Total of households | 26 | 0 | 26 |

- **Results of domicile visits and performance of nutritional oversight**

During May 2015, the technical team of INCAP visited ADINA RVC, performing the taking of anthropometric measurements of families with children under five years, partners of the rural value chain. A family with children who had chronic malnutrition and a child of five months with moderate acute malnutrition were identified. Significantly, the mother measures 1.38 cm and for the clinical signs, deterioration in nutritional status is observed, which affects breastfeeding for the baby of five months.

The following findings were identified at this household:

- The water supply is from the river, they do not have piped water
- Either they do not have toilet or method for disposal of excreta
- The floor of the house is unpaved and they do not have electricity
- The household size is 11 persons (2 parents, 9 children), they have one room, so they do not have a separate space for food preparation. They cook with firewood.
- They do not have a place for washing hands or disposition of soap.
- Two of the nine children attend school and receive their help school bag
- They do not sow
- Some chickens were observed

This case was handled by AGEXPORT, INCAP, SEGAMIL, and MSPAS through the health area. The report was delivered to the Director of SIAS and MSPAS who gave instructions to health area to bring follow up and attention to this family.

The personnel of the Project through INCAP are visiting weekly giving counseling about usage of complementary food and micronutrient supplementation. AGEXPORT manages including the family to SEGAMIL program and the health area makes monthly visits and provides them with the necessary treatment and provides all micronutrient supplements and Vitacereal.

v. Community Demonstrative Centers of Nutritional and Food Security CCDESAN

The Board of Directors of AGROS Foundation requested to AGEXPORT a proposal of Letter-Agreement for the establishment of a CCDESAN in the facilities of AGROS IXIL Foundation at Nebaj. A meeting with the Mayor of Nebaj was held to request support for the construction of CCDESA in AGROS Foundation. During July, an answer from the Mayor and from the Municipal Counsel related to the done request is expected; therefore, its construction will be defined on August.

Personnel of AGEXPORT analyze the possibility of redirect the projected funds and destined them to 3 CCDESAN, due to the training activities are being performed without the demonstrative centers; thus, the funds can benefit the development of activities where actions can be implemented to improve diet diversification.

Objective 4: Promote that families use in an optimal and well-timed way the services of health and nutrition of mother and child (with prioritized focus in the Window of 1000 days).

- i. Annual meeting of coordination with the Ministry of Public Health and Social Assistance of Guatemala, particularly with the Vice Ministry of Health Primary Attention to promote de well-timed and quality delivery of health care.**

A meeting with the General Director of the Integral System of Health Services –SIAS- was held, who responded to the request done by INCAP in relation to the delivery of the list of the health centers whose services cover the municipalities in which the RVCP is implemented and coordinated by AGEXPORT at Quiche, Totonicapan, and Quetzaltenango.

The general Director of SIAS facilitated the list of the health centers which offers services in the communities in which is located the RVC. The coordinates for georeferencing for health centers was given in order to put it in maps for each one of the RVC.

- ii. **Ninety (90) PLAVINES, sixty (60) in EE of vegetables and coffee and thirty (30) in EE of crafts.**

The process of data digitalization of the second visit obtained through the application of the nutritional oversight instrument at household level is being completed. Also, the document that contains the plan of data analysis was done, which will allow counting with the comparative analysis between both visits to the household.

In July, the application of oversight instruments begins at households of the eligible families in agricultural chains of phase 2, as well as in eligible families in crafts chains of phase 1.

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.

From different developed activities by the crafts component of the Rural Value Chains Project, the advances of the first quarter are presented, being these the followings:

i. Identification of new chains

During this quarter 13 new MSMEs incorporated, with which achieve to reach the goal of 30 crafts MSMEs that in a direct way are benefitted by the activities of the project. However, in terms of the benefitted households in these moments there are 1,661 producers (88% are women) of a goal of 2,250 producers, which represent that the project has a deficit of 589 households.

The Craft Commission of AGEXPORT will redouble efforts to achieve compliance with the goal of households, for it will promote the increase of partners in the chains and identify new groups to increase the number of artisan producers.

Chart No.25 Approved Craft Chains

| No. | Chains | Municipality | Department | M | W | Total | % Womer |
|-----|--|---|----------------|------------|-------------|-------------|-----------|
| 1 | Asociación Chajulense de Mujeres Unidas por la Vida | Chajul | Quiche | 0 | 50 | 50 | 100 |
| 2 | Asociación de Mujeres Tejedoras para el Desarrollo Integral Concepción Chiquirrichapa-AMTEDICH | Concepción Chiquirrichapa | Quetzaltenango | 0 | 31 | 31 | 100 |
| 3 | Fundación Agros, Proyecto Agros-Ixil | Santa Maria Nebaj, San Gaspar Chajul, San Juan Cotzal | Quiche | 0 | 45 | 45 | 100 |
| 4 | Asociación para el Desarrollo Integral Buenos Aires-ADIBA | Chichicastenango | Quiche | 0 | 20 | 20 | 100 |
| 5 | COPITEM | Momostenango | Totonicapán | 30 | 22 | 52 | 42 |
| 6 | APRODEFI | Nebaj | Quiché | 15 | 25 | 40 | 63 |
| 7 | ASODIMAC | Nebaj | Quiché | 2 | 33 | 35 | 94 |
| 8 | COPIMARI R.L. | Cotzal | Quiché | 3 | 28 | 31 | 90 |
| 9 | ASDIMUS | San Miguel Uspantan | Quiché | 0 | 40 | 40 | 100 |
| 10 | ADEMVE | Santo Tomás Chichicastenango | Quiche | 0 | 30 | 30 | 100 |
| 11 | LAS ORQUIDEAS | Santa Maria Cunen | Quiche | 7 | 50 | 57 | 88 |
| 12 | ADMI | San Gaspar Chajul | Quiche | 10 | 68 | 78 | 87 |
| 13 | AJ KUNEL | Santa Maria Cunen | Quiche | 60 | 126 | 186 | 68 |
| 14 | ADIAP | Santa Maria Nebaj | Quiche | 0 | 50 | 50 | 100 |
| 15 | ADIMIC | San Juan Cotzal | Quiche | 0 | 100 | 100 | 100 |
| 16 | ADMADEC | Chichicastenango | Quiche | 75 | 65 | 140 | 46 |
| 17 | ASUNDECO | Chichicastenango | Quiche | 29 | 63 | 92 | 68 |
| 18 | Asoc. De Desarrollo Integral Lochb Alib- Adil | Santa Maria Nebaj | Quiché | 0 | 33 | 33 | 100 |
| 19 | Comité de mujeres artesanas soñadoras-Chemol. | Santa Maria Nebaj | Quiché | 0 | 50 | 50 | 100 |
| 20 | Comité de mujeres Tejedoras Chiquirichapense | Concepción Chiquirichapa | Quetzaltenango | 0 | 42 | 42 | 100 |
| 21 | Comité Flor Cunenense | Cunen | Quiché | 0 | 50 | 50 | 100 |
| 22 | Red Juvenil de Momostenango/Juvenm | Momostenango | Totonicapan | 0 | 50 | 50 | 100 |
| 23 | Comité Las Rosas | Concepción Chiquirichapa | Quetzaltenango | 0 | 36 | 36 | 100 |
| 24 | Asoc. Integral Guatemalteca de mujeres Indigenas Mames/ Aigmim | San Juan Ostuncalco | Quetzaltenango | 0 | 35 | 35 | 100 |
| 25 | Asoc. De Asentamientos Unidos del area Ixil | Nebaj | Quiché | 0 | 75 | 75 | 100 |
| 26 | Asoc. Para la salud y Desarrollo Integral de Momostenango/Asdim | Momostenango | Totonicapan | 0 | 35 | 35 | 100 |
| 27 | Asoc. De productores de manzana de Chichicastenango/Asopromachi | Chichicastenango | Quiché | 0 | 59 | 59 | 100 |
| 28 | Comité Integral de artesanas Ixil. Tzlabal. | Nebaj | Quiché | 0 | 50 | 50 | 100 |
| 29 | Comité de Mujeres Chuwilá | Chichicastenango | Quiché | 0 | 35 | 35 | 100 |
| 30 | Asoc. De Desarrollo comunitario - Asdeco | Chichicastenango | Quiché | 0 | 40 | 40 | 100 |
| | TOTAL | | | 231 | 1436 | 1667 | 86 |

ii. Design and development of new products

During this Quarter (April to June 2015) a total of 34 new developed collections, composed by 422 new products elaborated by the artisans and buyer companies, national and international designers of the attended chains.

Among the sub sectors that have been working in developing these products are:

- TEXTILES: Elaboration of typical fabrics in rolls, simple cuts and with the jasper technic, centerpieces, scarves, and *güipiles* among others.
- WOOL: Manufacture of wool carpets, in different sizes and designs.
- WOOD: Spins, *capiruchos*, tables and furniture in general.
- BEADED TEXTILES: Cosmetic bags, wallets, cushions, canvas and other products with ornaments.
- RECYCLING: Elaboration of clothing with pieces of textile, in order to make a reasonable use of resources and environment, which has meant production of difference products.
- VEGETABLE FIBERS: Plaiting Osier and pine leaf baskets, clay, maguey and stuffed animals in different styles and design.

In the elaboration of new samples, as well as the follow up to purchase orders, support is given to achieve technical accompaniment to achieve the improved accomplishment of the products, both in required quantities and qualities. In this cases, the each one of the organizations in cost estimation, logistic aspects of delivery, verification of technical specifications, quality, and negotiation with interested buyers.



Mostacilla canvasses for pads prepared by the Association ADIBA and marketed by The Mayan Store



Collection of fabrics with 8 different designs made by the committee ORQUIDEAS for making ties marketed by the company Korbata

a) Specialized Technical Training

In this second quarter of 2015, there was seven training events on the following thematic:

- 4 productive thematic
- 3 business and comercial thematic

Through such events, capabilities of 155 beneficiaries (89% women) were strengthen in productive technical, business, and commercial aspects of 17 organizations linked to the project. Both artisans and specialist and field technicians obtained knowledge.

A total of 4 organizations were seen, through productive trainings that were held in different situations. These were:

1. Learning the manufacture of accessories made of beaded jewelry, Phases I and II (ADIBA, AMTEDICH, and ASUNDECO)



2. Improving production quality of textile in treadle loom. (ORQUIDEAS)



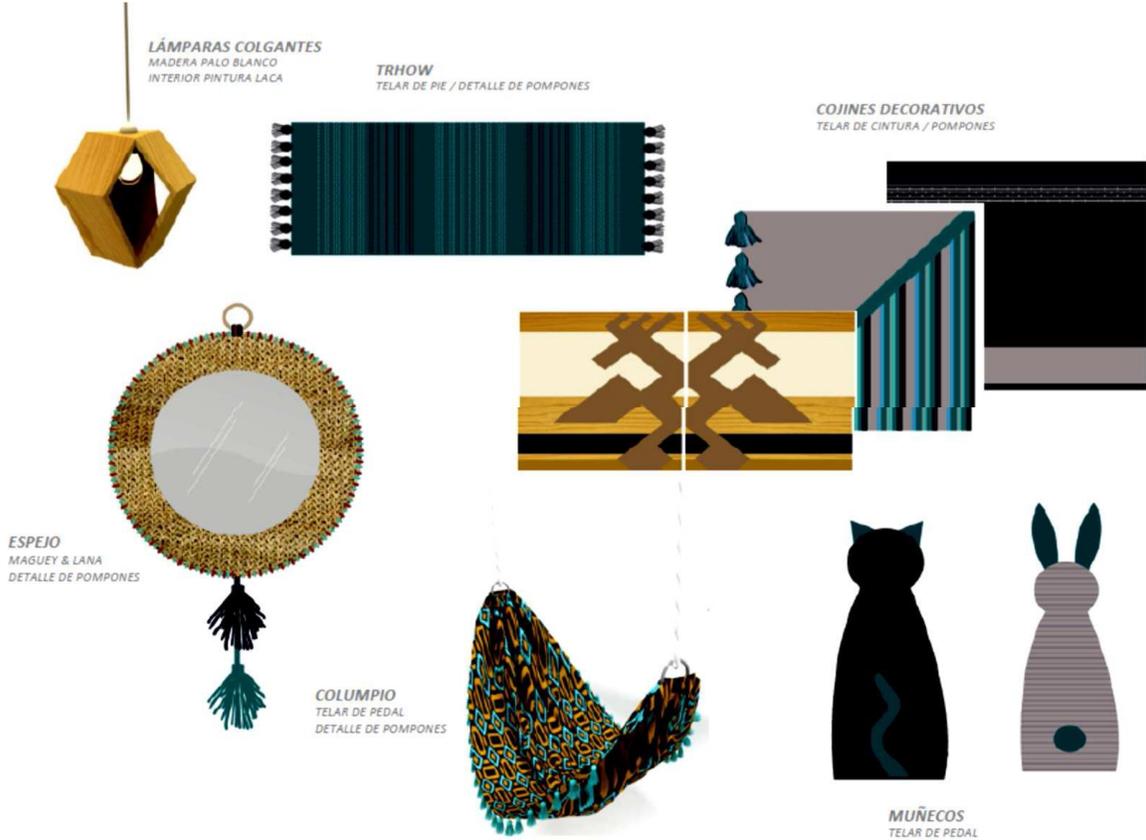
b) Organizational Strengthening

Women leaders of 17 artisan organizations from Quiche and Quetzaltenango strengthened their knowledge and planning capabilities. In order to achieve a major organizational sustainability, they learned to manage and implement fund collection. Also, there was a discussion panel in which Maria Pacheco (President of Saqil Group) and Yolanda Mayora (Director of Cementos Progreso Foundation) talked about the impact of work in their organizations and the importance on seeking work for all sectors with a common vision to benefit the development of the country.



c) Products New Designs and Products

During this quarter, the technical assistance for design and development of new products begin with the support of 6 junior industrial designers and 1 senior designer, seeing 17 supported organizations to develop 255 new craft collections composed of 510 new products. It is expected to have some samples of the new collection before August to exhibit then in the New York Now Fair. The collection is expected for New World Crafts 2015.



d) Training on Production Costs

In order to create capabilities to determine sales prices, the estimation of production costs of organization of producers jointly with the administrative area was facilitated.

e) Image and Promotion

The chains have been supported in its new image and promotion through the elaboration of logos, brochures, presentation cards, banners and catalogs; this has contributed to improve the image and participation of the organization in other spaces in which were not previously participation. In this quarter 2 organizations have been supported (ADEMVE and ASDIMUS).

iii. Commercial Promotion

On the other hand, three great commercial and business trainings were held, attending a total of 17 organizations. The focus of the imparted thematic was oriented to:

- Productive design and innovation, trends and opportunities in the American market. (Congress of Innovation, Manufacture Sector, COMART of AGEXPORT, and Handmade Guatemala, International Instructor Colvin English)
- Organizational sustainability and operational efficiency (event directed by Vital Voices with the support of the United States Embassy in Guatemala, where 33 small rural producers of crafts (91% women) participated, supported by C6 of RVCP.

In this quarter, the support for 2 organizations (ADEMVE and ASDIMUS) was settled. Besides, the support was given to other 8 organizations (ORQUIDEASM ASIAO, ADAJKU, ADMI, ADIMIC, ADMADEC, ASUNDECO, and HORIZONTES).

Some of the developed materials are presented as follows:



In this period, the participation in fairs was supported, those fairs are:

➤ **Apparel Sourcing Show 2015, VESTEX**

In the Apparel Sourcing Show 2015, 15 organizations from Quiche, Totonicapan, and Quetzaltenango participated which represented the 24th edition of the Apparel Sourcing Show (APSS) through two partner companies from Craft Commission of AGEXPORT (La Casa Cotzal and The Mayan Store). This fair was held on 19, 20, and 21 of May, 2015.

The APSS is a bridge of opportunity for the groups of Guatemalan artisans so they can form part of the supply chains and innovation in this sector. The vision is that crafts chains supported by RVCP can incorporate their handmade products as pieces of artistic value applied to industrialized products in the main markets of clothes and textile region.

Nowadays, the supported crafts chains have products that have been internationalized through partners export companies from COMART. These products are adjusted to trends of international fashion and potentiate the competitiveness of the country, as well as, rural development before a global market.

Among the products most sought are: textiles made at treadle loom, pompons, products and accessories both for home and personal usage made from beaded jewelry, girdles, gimped for waist, products made of natural fibers as maguey, palm, and pine, some of these combined with threads and beaded jewelry, among others.

In order to expand the markets alternatives in the next quarter it is expected to participate in the following fairs:

➤ **GIFTEX at Osaka, Japan, July 2015**

In order to make a raid into Asian markets, the Company The Mayan Store will be participating with products for home usage from artisan sector from Guatemala, where the project will give the exhibition stand, because they will promote the products made by artisans that are supported by RVCP, being these: CHAJULENSE and ADIBA.

➤ **NEW YORK NOW (NYN), Handmade, August 2015**

Another option to reach buyer contacts from the artisan sector from Guatemala will be the New York Now Fair, which will be held in the Convention Center Javits at Manhattan New York on August 2015, where artisan products of the new developed collection made by 10 chains (APRODEFI, Agros Foundation, ADIBA, COPIMARI, CHAJULENSE, ASODIMAC, ASDIMUS, ADMADDEC, ASUNDECO y ADEMVE) will be promoted through 2 buyer companies (La Casa Cotzal y The Mayan Store). The main products could be: cushions, cotton and maguey textiles, wood cupholders, products made of natural fibers as maguey, palm, and pine, carpets made of cotton, maguey, and crochet, wall-arts made of mirrors, textile, wood, among others.

➤ **NEW WORLD CRAFTS (NWC), on September 2015**

For the next quarter, the performing of the Central American Fair “New World Crafts” is planned, where the official launch of the new artisan products will be performed for 17 business chains. Likewise, 13 new artisan organizations that are incorporate with the support of C6 of RVCP will have participation space.

The Central American Fair “New World Crafts” will be held on 8th and 9th of September 2015 at Convention Center of Casa Santo Domingo Hotel at Antigua Guatemala.



iv. Commercialization

During this period, total sale of US\$ 62,082.51 from artisan products of 17 chains of RVCP is reported.

Chart No.26 Sales of Component 6

| No. | Chains | Total of Sales US\$ |
|-----|---|---------------------|
| 1 | Asoc. Chajulense de Mujeres Unidas por la Vida | \$ 7,768.01 |
| 2 | Asoc. De Mujeres Tejedoras para el Desarrollo Integral Concepción Chiquirichapa - AMTEDICH. | \$ 642.60 |
| 3 | Fundación Agros, Proyecto Agros-Ixil | \$ 3,176.54 |
| 4 | Asociación para el Desarrollo Integral Buenos Aires-ADIBA. | \$ 4,779.91 |
| 5 | Copitem | \$ 2,100.33 |
| 6 | Aprodefi | \$ 722.31 |
| 7 | Asodimac | \$ 6,760.07 |
| 8 | Copimari | \$ 3,988.75 |
| 9 | Asdimus | \$ 853.84 |
| 10 | Ademve | \$ 1,437.41 |
| 11 | Las Orquídeas | \$ 4,275.43 |
| 12 | Admi | \$ 6,853.59 |
| 13 | Aj Kunel | \$ 6,721.15 |
| 14 | Adiap | \$ 9,253.07 |
| 15 | Adimic | \$ 2,394.23 |
| 16 | Admadec | \$ 57.18 |
| 17 | Asundeco | \$ 298.09 |
| | TOTAL | \$ 62,082.51 |

IV. Cross-Cutting Themes:

Environmental Sustainability

The RVCP through the Unit of Environmental Management have developed a group of actions in order to promote contained practices in the Environmental Mitigation Plans and SUAP, documents that rule the general guidelines to accomplish with the environmental standards required and approved by USAID mission.

The main actions done during the quarter were the following:

i. Environmental Evaluation

The environmental team of AGEXPORT jointly with SMTN made a second visit to different production chains according to the programmed schedule, where a vegetable, craft and coffee chains were visited. The objective of this visit was to expand the observations made by the environmental team about the proposed alternatives by AGEXPORT in the chains.

During this period, the Scope Statement was approved by Victor Bullen BEO/USAID.

The environmental team of RVCP continues with the revision of alternatives proposed in environmental evaluation which has to be economically feasible.

ii. Technical Team Training

In Alliance with the Foreign Trade School of AGEXPORT and the Monitoring and Evaluation Program –MEP-, the upgrade plan of the technical team continues, where a total of 25 persons among technicians, promoters and specialists were trained developing the following topics:

- ✓ Good Agricultural Practices
- ✓ Environmental Mitigation Plans and Adaption to Climate Change

The two topics were taught in the Training Center Barbara Ford at Santa Cruz del Quiche.

iii. Specialized Technical Assistance

In 45 chains there are field personnel that bring specialized technical assistance that is developed through training events in productive themes, visits to parcels for the implementation of technologies of adaption to climate change, trainings of environmental impact and of implementation of BPA.

For this period there are two environmental specialists that are beginning with the monitoring of environmental mitigation plans of the different chains.

iv. Implementation of Good Agricultural Practices

The implementation of BPA in the different chains is one of the activities that have great scope to mitigate the actions which generate impact in the agriculture, both in the theme about security of producers and in environmental theme. For this period 7 new



chains are implementing BPAs, being these: Progresar Cunen, ADECHIC, SICALBE, ADIAGRO, ANAPDERCH, ADECIGUA and AIDA.

Among the team that is delivered to be used, we can mention: personal protection suits, hygienic modules, latrines, mixing areas, among others.

v. Implementation of Quality protocols (certifications)

In order to guarantee the market access and quality and harmlessness of products, the Integral Agricultural Development AIDA, located at El Pericon village, Municipality of Cunen, with 90 partners and 25 hectares for production area, was certified with the Global Protocol G.A.P.

vi. Implementation of demonstrative parcels

In order to promote the implementation of technologies for adaption to climate change, in Alliance with HIVOS, demonstrative parcels are being developed at the different chains which seek to find practical solutions that can be accessible and of low cost, and that can be implemented by agricultural technicians of organizations or that can be replicated by producers of rural value chains.

For this period a total of 10 demonstrative parcels have been implemented at the same number of chains, and 22 demonstrative parcels are in the implementation process. It is expected that to the end of this year every chain can have at least one demonstrative parcel that can be used as a learning center by the agricultural teachers.



Promotion of Gender Equity (Vital Voices -VVG)

Strategic Objective: Promote the incorporation of the rural women in

the development of their community, enhancing their active participation in the association through gender equity promotion, strengthening of their leadership and access to improve their economic, personal and technical capabilities.

Advances on the Execution:

i. Sensitization of the technical team on gender themes

The first work meeting was held on May 2015 with 26 persons of the technical field team of 12 rural organizations of Component 1, Year 2 of RVCP.

In the work development of the technical team, a methodology called: learning by doing, was used, which includes a series of training elements based on learning by action and on the experience gave by each one of the participants.

Besides, a bibliographic investigation about maleness and new masculinities was done, and also some documents about construction thematic of a conceptual framework that will be adapted to the group of technicians and promoters, was revised. During the workshop, participative dynamics were used, using methods and techniques that strengthen the implementation of values as respect, equity, democracy, and also to ease the individual and group reflection. Dynamic activities were complemented with theoretical information.



ii. Design and/or adaption of teaching materials for gender equity promotion

On June 2015, VVG did a field proof of the ludic tools that cover the following topics: 1) what is gender equity? 2) Equity vs. inequity? 3) Why is important to promote gender equity?

During the next quarter, VVG will make manuals and teaching material for its delivering to each organization of RVCP.

iii. Training activities with the groups of women with leadership potential.

The following activities with women of the rural productive organizations were held:

- A first personal strengthening module with 366 women of 24 rural productive organizations.
- A second personal strengthening module with 311 women of 23 rural productive organizations.
- A third personal strengthening module with 162 women of 11 rural productive organizations.



iv. Exchange tours in organizations with women that are integrated to activities.

A learning and Exchange tour was held with 21 members (11 women identified with leadership potential and 10 members of the Boards) who visit the facilities of the Cooperation Association for integral development of Huehuetenango.

Cross-Cutting theme: Cultural Identity (Sotzil)

Strategic Objective: To incorporate a vision of respect and oversight to the strategy of RVCP and to the different components for the strategic aspect of cultural identity from the point of view of the Maya people.

As a part of the presented strategy in the proposal of RVCP, through the cultural identity cross-cutting theme, it is intended to promote the development of the Maya people, as well as, its proposals and community demands, its traditional productive practices in the framework of their collective rights and values of their cultural identity and cosmogonic thought, to generate a strategy of cultural identity that guide value chains and fortify their cultural identity from the indigenous cultural perspectives, as proposals for overcoming the crisis and social marginalization, this will be implemented in value chains linked to RVCP through AGEXPORT and consolidate partnership between Sotz'il Association.

The specific objectives of the Alliance are focus on:

1. **Generate a strategy of integral community development** that guides the good life of the communities where prioritized rural value chains are developed.
2. **Promote the application of identified traditional practices** of a successful chain pattern developed around the productive community systems.
3. **Promote the associate systems** of traditional production with the chains systems, which assure the local nutrition and food security.

Advances in the execution:

During the quarter from April to June 2015, four diagnoses about traditional knowledge were done on equal number of linked chains to the Rural Value Chains Project, which were selected and prioritized in a way that these could be representatives regarding to cultivation or commercialized products and to the region where they are located. The subjected chains to these diagnoses were:

- Association of Integral Ecologic Development Sacapulense –ADIES- onion producers.
- Association of Integral Development of Agriculture New Hope – ASODINE- producers of green beans and sweet peas.
- Chajulense Association, producers of coffee.
- Chajulense Association of Women, united for life, producers of crafts.

Methodology:

After some coordination meetings between the AGEXPORT team and Sotz'il, to define the location of chains for systematization of experiences, a deep revision of the specialized studies was done in the framework of the Traditional Knowledge.

Furthermore, semi-structured interviews to non-probabilistically selected key actors were done, basically to field technicians, rural chain leaders, and to specialists of Agexport in order to discuss about strategies the communities are implementing that could be recognized as Traditional Knowledge directly and indirectly related to the Productive Chain under study, whereupon then proceeded to sort results and finally, interviews with expertise in traditional knowledge of indigenous

people were done, with whom, the focus of the investigation and the results approach were discussed, and they gave their comments to the research:

The main results of diagnoses are:

Results and diagnostic conclusions in onion chains:

The usage of knowledge and traditional indigenous and local community practices is a potential for innovation which in turn can become in many benefits of economic, social, and environmental character of rural life means; that allow the development of strategies of approach to entrepreneurship with indigenous people. The ultimate goal is that involved communities in the Rural Value Chains Project –RVCP-, can migrate from its poverty conditions to a better human development index, without thereby sacrificing their own identity, individual and collective rights and their own worldview.

The production of ADIES can introduce horticultural crops in order to diversify production. The cultural identity is given in the sense that the majority of the rural population of the western highlands of the country is dedicated to agriculture. The potentiality of crops should be more related to market research than to production itself. Some products with cultural identity –and with potential markets- that can be implemented are:

1. Purple Onions
2. Scallions
3. Tomatoes
4. Sweet Peppers
5. Carrots
6. Garlic
7. Corn
8. Beans
9. Green beans
10. Ayote
11. Avocado, in medium term
12. Mango, in medium term
13. Jocote, in medium term
14. Tamarind, in medium term
15. Mulberry, in medium term

The flow of knowledge between what is considered traditional and non-traditional, such as onion crop, have a competitive advantage if approached from a perspective of co-generation / co-production of knowledge from the integration of science, technology and indigenous traditional knowledge and local.

Current onion production systems are transmitted from generation to generation, since the majority of respondents acknowledges that they have learned from his fathers, who in turn have learned from his father and grandfather. From this perspective, extension technicians are not the benchmark of knowledge, but parents and grandparents. While it is likely that knowledge either a mixture of both systems as shown in the first conclusion, in which the capital contributes greatly to the production system; although the "technology package" is transmitted vertically from the farmer extension, then farmer adapts, evaluates and tests the knowledge.

The integrated approaches allow to evidence that although the center of social investigation corresponds to value chain of onion, the costs, benefits and externalities should be analyze from the

Rotation Crop System, the management of resources of common usage and the supply of eco-systemic as water. The cultivation of onion is not separated physically, economically or socially from *Milpa System*.

In the vision of sustainable productive landscape with eco-systemic approach and, analyzing the non-formal institutions of governance of common resources, it is important to maintain that a simplistic view of a payment or compensation to acquire or access this good, does not guarantee the supply thereof. Examples of governance on access to water in *Magdalena la Abundancia* in the long-term does guarantee its supply.

Results and diagnostic conclusions in vegetable chains (green beans and sweet peas)

In the value chain under study, traditional cultural elements and external elements from globalization are mixed. The globalization phenomenon should not be an eminent negative and destructive factor of the culture and identity of the indigenous people, it should innovate costumes, knowledge, and technologies that improve the actual status of communities.

Based on the history of ASODINE, the associative capabilities as a social cohesion aspect of *San Luis Sibilá* were motivated when adopting the cultivation of non-traditional products, as a requirement for commercialization and/or processing of such cultivations, with ups and downs in the consolidation of such association.

As well as the value of corn has been recognized in the community to reach goals as Food Security, other non-focused for export cultivations that have potential to economic dynamization and auto subsistence are: beans, peppers, broad beans and ayotes. The crops rotation is a central element inside ASODINE, whereby, a strengthening of agro-ecology can contribute to reach goals of the Business Chains Program.

Some products with cultural identity and with potential markets that can be implemented are:

- 1 Broad beans
- 2 Potatoes
- 3 Tomatoes, under greenhouse systems and micro tunnels
- 4 Sweet peppers, under greenhouse systems and micro tunnels
- 5 Carrots, under greenhouse systems and micro tunnels
- 6 Onions, under greenhouse systems and micro tunnels
- 7 Flowers, under greenhouse systems and micro tunnels
- 8 Beans
- 9 Corn
- 10 Ayote
- 11 Peaches, in medium term
- 12 Peaches, in medium term
- 13 Apples, in medium term
- 14 Forest seedlings, in medium term
- 15 Fattening pigs, in medium term

The community is articulated around the economic development opportunity with adequate infrastructure to potentiate its productive capabilities of adding value to products and shorten the value chain, exporting directly to interested people (high demand).

The cultural identity is transferred to sweet pea and green bean crops from crops with *Milpa System*. Judging from interviews and collected information there are no technological innovations vertically

transmitted and the actions that farmers develop in matter of soil structure and organic fertilizers do not provide in the process of certification although it is probably to improve yields.

It is important that farmers seek to diversify their export products may be to *Milpa-Frutales System*. It is proved that production of peaches has high yields in the *Milpa rotation system*, based on developed estimates for Totonacapan.

In the institutional analysis on governance of common usage resources as water, seems that community recognize and states limits for production area per producer but it does not pay attention to water as a limited resource.

Results and diagnostic conclusions in craft chains:

The artisan textile production from *Chajulense Association* exports products to Holland and Canada, as bags, cushions, scarves, and cases. The design theme is a central element inside the cultural identity, because it should have harmony between designs and trends of the North American and European markets, which are created by designers that support the craft chain and that in its majority are non-traditional designs. The rescue, strengthening, and recognition of traditional pre-hispanic designs and designs created by Ixil women that represent sacred stories and ways of life understanding of the community will generate products with cultural identity.

Some products with cultural identity and with potential markets that can be implemented are:

1. Traditional *Güipiles* from *San Gaspar Chajul* for national market.
2. Traditional *Güipiles* from *Santa Maria Nebaj* for national market
3. Traditional girdles of *San Gaspar Chajul* for national market
4. Traditional girdles of *Santa Maria Nebaj* for national market
5. Shawls with traditional designs for national market
6. Ceremonial pants for men, for local market
7. Ceremonial coats for men, for local market
8. Indigenous fabrics from Ixil area, for local market
9. Tourist circuit, "textile tour", in medium term
10. Fellowship with Ixil families, as a part of tourist circuit, in medium term
11. Ixil Gastronomy commercialization, as a part of tourist circuit, in medium term
12. Cell phone covers with local designs, in medium term
13. Laptop covers with local designs, in medium term
14. Tablet covers with local designs, in medium term
15. Tablecloths with colors of Ixil region

Support and approach to productive projects in the Ixil region by Agexport must recognize the dimension and impact the Internal Armed Conflict held in communities. Currently the social fabric of the Ixil People is in a rebuilding stage, cultural identity and worldview of Ixil not currently occupies a main plane within villages.

The *Chajulense Association of women united for life* through the granting credits to more than 2000 Ixil women and the craft textile project that involve directly 50 women, economically support widows and mothers that have lost their children during the armed conflict; parallel to the support of rural economies, mental health programs can contribute to the search for Good Life of the communities involved.

The usage of the blackstrap loom as technology, clearly evidences the traditional knowledge of indigenous women; the construction and usage of the loom is learned from generation to generation through orality, this knowledge is dominated by the majority of Ixil women and is not in risk of become obsolete. Some textile designs done by women at the looms do not correspond to Ixil traditions, but rather are adequate to international trends. The search for specific markets that give added value to traditional designs could result in an improvement in paid prices to women for their designs. Likewise, a rotation system among the weaver partners will be more inclusive and will equitably divide income.

Within the actions to strengthen training programs in layout and graphic design led to daughters of women partners, might in the medium term, integrate the worldview of the Ixil culture with international trends, creating a successful relationship of cultural hybridization.

The 50 weaver women do not know the final prices, contracts and relations among *Chajulense Association of Women United for Life*, the sellers, and exporters, in the medium term; social audit processes that make known the details of transactions might strengthen the economic independence of the rural economies that revolve around the artisan textile production.

Results and diagnostic conclusions of coffee chain:

The social fabric -and ancestral organization of the Ixil region is in the process of reconstruction, because during the internal armed conflict was criminalized. The loss or absence of community organizing model impedes the realization of activities of the coffee crop management, as foliar applications to combat rust in the Ixil case. The implementations of new members of shade coffee also are hampered by not having a strengthened community organization.

During the first years of the Association, the prices of coffee and the support of the Cooperative allow the growing and strengthening of the coffee activity, improving the life quality of the partners. In the past years, the producers have achieved to increase their harvest, until the point of exporting more than 40 containers of gold coffee, approximately 24,000 sacks of gold premium coffee. The Association exports under the brand “*SHB Chajulense*” under the regimes of organic coffee and fair commerce, stating a fixed base price as a measure of protection to the constant fluctuations of the coffee market.

The cultivation of coffee has the distinction of being able to be associated with production of fruit, without affecting the yield, and then the potential partnering described is listed in the previous section.

Some products with cultural identity and with potential markets that can be implemented are:

1. Musaceae, basically bananas, baby bananas and manzano bananas, as shade for coffee
2. Orange, as shade for coffee
3. Lemon, as shade for coffee
4. Yucca aloe flower, for local market
5. Coffee seedlings, for local market
6. Fruit seedlings, for local market
7. Forest seedlings, for local market
8. Melipone Bee honey, these bees contribute to fecundation of fruit shade systems and its honey is medicinal
9. Tourist circuit of the Ixil region, basically focused on “coffee tour”
10. Gastronomic tourist circuit of the Ixil region and coffee testing
11. Macadamia nut, as shade for coffee
12. Crafts made of Jute of Chajulense Association

13. Opening of a coffee shop that commercialize in cups the Chajulense coffee, in medium term, in –Santa Maria Nebaj, Santa Cruz, Quiche or in Guatemala city
14. Cardamom, between furrows of coffee
15. Avocado, as shade for coffee

The *Chajulense Association* makes no difference in price of coffee in parchment that is delivered by their partners, therefore, is has not economically encouraged coffee production with quality standards, which can discourage proper management and thus lower the final quality coffee cup.

The permanent search of new markets for coffee containers is essential to diminish the dependence to only one buyer. The economic autonomy will contribute to achieve the Good Living at the inside of the communities of the Ixil region.

Strategy

Guidelines and indicators that guide the implementation of the Strategy in RVC

As a part of the cultural identity, the “strategy to strengthen the cultural identity of Rural Value Chains” will be implemented. Diagnoses about cultural identity are the base to build Strategy in four rural value chains, done in the framework of the project.

Strategic Line 1: Strengthening the traditional organization

Objective 1: Recognize and strengthen the traditional community organization models of Rural Value Chains.

| No | Main Actions | Deadline for implementation | | | Primarily responsible institutions |
|----|--|-----------------------------|---------|----------|--|
| | | 1 year | 5 years | 10 years | |
| 1 | Recognition of community leadership for planning the actions of rural value chains. | | | | Agexport |
| 2 | Process of management skills training for community leaders (men and women) members of the chains. | | | | Agexport, community leaders of the chains, educational centers of middle and higher education. |
| 3 | Capacity building processes in economics for community leaders (men and women) members of the chains. | | | | Agexport, community leaders of the chains, educational centers of middle and higher education. |
| 4 | Capacity building processes in development aimed to community leaders (men and women) members of the chains. | | | | Agexport, community leaders of the chains, educational centers of middle and higher education. |
| 5 | Case studies on collective management of production within the business chains | | | | Agexport, centers of social investigation. |
| 6 | Formation processes on entrepreneurship and business plans aimed at the leaders (men and women) of the RVC | | | | Agexport, community leader of the chains. |

Strategic Line 2: Visibility of products with cultural identity

Objective 2: Commercialize differentiated products with cultural identity

| No | Main Actions | Deadline for implementation | | | Primarily responsible institutions |
|----|---|-----------------------------|---------|----------|--|
| | | 1 year | 5 years | 10 years | |
| 1 | Promote alternative certifications that give access to value-added and differentiated products and markets the business chains: Good Agricultural Practices, <i>Bio Suisse</i> , Naturaland, UTZ Certified, USDA Organic, <i>Con manos de Mujer</i> , Fair Trade. | | | | Mayacert, Rainforest Alliance, Agexport. Organizations members of RVC. |
| 2 | Search and establishment of different markets, including from rural value chains to Community marketing networks. | | | | Agexport, commercialization networks of community products, organizations members of RVC |
| 3 | Opening stores for the domestic market, which commercialize differentiated products of business chains program | | | | Agexport |
| 4 | Registration -D.O- Designation of Origin. in products with cultural identity produced by RVC. | | | | Agexport, Governing public institutions, Organizations members of RVC. |

Strategic Line 3: Community recognition of cultural integrity

Objective 3: Promote the inclusion of traditional cultural elements of communities to Rural Value Chains

| No | Main Actions | Deadline for implementation | | | Primarily responsible institutions |
|----|--|-----------------------------|---------|----------|---|
| | | 1 year | 5 years | 10 years | |
| 1 | Promoting chains technicians responsible for the participation of members of the RVC in religious community activities | | | | Agexport, community leader of the chains. |
| 2 | Promoting chains technicians responsible for the participation of members of the RVC in blessing activities of community seeds | | | | Agexport, community leader of the chains. |
| 3 | Promoting chains technicians responsible for the participation of members of the RVC activities 'Rogatory rain' in the community | | | | Agexport, community leader of the chains. |

Strategic Line 4: Communication and Intercultural participation

Objective 4: Use the local languages and local forms of participation with cultural relevance in processes of Rural Value Chains

| No | Main Actions | Deadline for implementation | | | Primarily responsible institutions |
|----|--------------|-----------------------------|---------|----------|------------------------------------|
| | | 1 year | 5 years | 10 years | |

| | | | | | |
|----|--|--|--|--|--|
| 1 | Production and distribution of videos and radio guidelines on the management of production and processing of products in languages of native people. | | | | Agexport, Territorial Linguistic experts on RVC. |
| 2 | Incorporation of specialists responsible for the chains and retailers of products that manage the languages of native people. | | | | Agexport |
| 3 | Promoting gender equity in production chains through communication and participation with cultural relevance | | | | Agexport |
| 4. | Support for women's organizations leading RVC with culturally relevance. | | | | Agexport |

Strategic Line 5: Production diversification

Objective 5: Promote the productive diversification of RVC as a strategy to reach Nutritional and Food Security and environmental sustainability.

| No | Main Actions | Deadline for implementation | | | Primarily responsible institutions |
|----|---|-----------------------------|---------|----------|---|
| | | 1 year | 5 years | 10 years | |
| 1 | Exchange between members of the RVC and indigenous organizations with established patterns of agroecology, organic agriculture, family orchards and crafts. | | | | CCDA, Ijat'z, weaver women of San Juan la Laguna. |
| 2 | Establishment of demonstrative parcels of agroecology in the RVC | | | | Agexport, experts on agroecology |
| 3 | Establishment of demonstrative parcels for management of crops according to Agricultural Mayan moon calendar. | | | | Agexport, experts on agricultural moon calendar. |
| 4 | Establishment of diversify agricultural demonstrative parcels, promoting <i>Milpa System</i> . | | | | Agexport, expertos en agroecología y Seguridad Alimentaria |
| 5 | Promoting intercommunity sales of local products to contribute to economic dynamization. | | | | Agexport, leaders of RVC |
| 6 | Use of vegetable varieties adapted to the territory and resistant to pests and diseases (mainly coffee) | | | | Agexport, Experts on adapted vegetables varieties and producers of RVC. |
| 7 | Establishment of local markets for alternative and complementary products | | | | Agexport |
| 8 | Creating an agricultural training center culturally relevant to younger members (men and women) of the RVC | | | | Agricultural training centers ENCA, EFA, FAUSAC |

Strategic Line 6: Economic sovereignty of RVC

Objective 6: To establish Rural Value Chains with business and cultural sustainability lasting on time.

| | | | |
|--|--|-----------------------------|--|
| | | Deadline for implementation | |
|--|--|-----------------------------|--|

| No | Main Actions | 1 year | 5 years | 10 years | Primarily responsible institutions |
|----|---|--------|---------|----------|------------------------------------|
| 1 | Studies on potential new markets | | | | Agexport |
| 2 | Establishment of new direct buyers in different markets | | | | Agexport |
| 3 | Training processes members of the RVC on market dynamics, accounting, administration and auditing | | | | Agexport |
| 4 | Building Counsels on Social Audits inside RCV | | | | Agexport, members of RVC |

V. COMMUNICATION

The communication unit of the Business Chains Project during the quarter from April to June 2015 developed the following activities:

- i. **Production of Documented Success Stories:** In order to let know the supported chains by RVCP, videos of 2.5 minutes were performed in order to view the productive chain of vegetables and crafts of chains: ADIP AND ARTEDIBA. Besides, a photography session for each chain was held.
- ii. **Brochure of RVCP:** In order to publicize in an attractive way what is performed in the framework of the RVCP, a brochure with 500 full-color copies was designed, diagrammed and printed.
- iii. **News:** 18 notes were written to let know the advances and achievements of Rural Value Chains Project. These notes can be located in the digital platform "Agexport Today" and in brochures "Our daily" of the Development Division and of the Rural Value Chains Project (RVCP), and also the web page www.encadenamientoempresariales.com.

The published notes are the followings:

| Published Notes |
|---|
| Agricultural Technicians are trained for implementation of productive parcels of adaption to climate change |
| Organizations of artisans from RVCP represented in the 24th edition of The Apparel Sourcing Show |
| Rural producers of coffee participate in the International SCAA fair at Seattle |
| Biofactories contributing to sustainable family agriculture |
| Six rural associations exposed their products in <i>Agroencuentro</i> at El Salvador |
| Guatemala performed <i>Agro & Negocios</i> at El Salvador |

- iv. **Posters:** Posters were designed for 10 chains of Quiche, Quetzaltenango and Totonicapan, with the following measures: 2mt x 1.5mt, such posters include the association logo, pictures and slogan.

| No. | Chains |
|-----|---------|
| 1 | ACODIPA |
| 2 | ADIES |
| 3 | AIDA |
| 4 | AIPO |

| | |
|----|------------|
| 5 | CINACEM |
| 6 | COANEPA |
| 7 | COVENORTE |
| 8 | POZO VERDE |
| 9 | PROGRESAR |
| 10 | TIKONEL |



- v. **Design of a WEB Platform:** With the objective of mixing the graphic line of worked materials for RVCP, in the RVCP section is located the Web platform of the Development Division with designed sliders and infography among others, which make known in a graphic way what is done in the components of the project.
- vi. **Banners:** 16 banners were designed and printed as a part of the graphic line union, which has themes such as: vegetables, crafts, coffee, onion and general RVCP, where also, a phrase that characterized such themes was implemented. These banners were distributed in the chains of Quiche and Quetzaltenango.
- vii. **Vinyl Canvas:** With the objective that specialists and technicians can have material to visualize the project at events or any other activities, 80 vinyl canvas which goes in the implemented graphic line in all materials of RVCP, were designed and printed.



VI. Limitations and Possible Solutions

- Conduct a reflection accompanying the process of reviewing the current contract no. CA-12-005-02-13 regarding adjustments to be introduced to facilitate the achievement of project goals.
- Define a joint strategy for the preparation of the technical teams of the consortium partners in front of the mid-term review to be held in the second half of 2015.
- Throughout the implementation of the work plan in the RVC, it has become evident that it is essential to hold regular meetings of inter-agency coordination and strengthen communication between consortium partners, in order to optimize interventions and resources, so the achievement of the objectives of the project can be promoted.
- Strengthening the capacities of PCSANG and provide the required for the performance of its functions, including support for transportation to remote areas where partners of RVC reside, more resources for group educational activities, including demonstration sessions and count with a proposal of incentives to ensure the participation of eligible women in educational activities.

- Prioritize actions for decision-making by AGEXPORT, in relation to the implementation of nutritious home orchards since the claim made by participating families.

VII. Activities for the next quarter

Component 1:

- AGEXPORT must finish with the formalization of ten chains that were identified in the previous quarter.
- Speed up the technical assistance and trainings for the last ten chains.
- Implement investments and planned actions for the strengthening of chains: onion, cardamom, and potatoes, in order to add to indicators.
- Speed up the management and definition of component 4 to begin implementation.
- Continue increasing the indicators of sales and employments.
- Continue contacting with clients to ease access to markets of small producers.
- Develop the AOP for period FY 2015-2016

Component 2:

- Further develop training activities and technical assistance to groups that are part of chains of cardamom and onion.
- In component 2, five groups more are identified as part of the onion chain, which will be formalized on August.
- Consolidate the productive and commercial strengthening actions of the group.
- Continue identifying market opportunities of the group.
- Advance on the accomplishment of registry and indicators support.
- Define the AOP for the period FY 2015-2016

Component 3:

- Implement and supervise the establishment of new irrigation system projected to be executed on the next quarter.
- Monitor the areas and producers that implement the technologies.
- Continue with development of implementation events of good agricultural practices according to the projected at AOP.
- Systematize and monitor the advances of the implementation of environmental mitigation plans supervising the field activities.
- Consolidate the technical assistance activities for production of different crops.

Component 5:

- Speed of actions of SAN component to expand the coverage of trained and benefitted families with orchards and other activities of the component.
- Continue managing the improved seeds with the Project *MASFRIJOL* and *BUENA MILPA*.
- Boost a new process of establishment family orchards.
- Continue developing training events to improve the capabilities of families.
- Strengthen productivity of home consumption crops (corn and beans) taking advantage of winter season.

Component 6:

- Formalize the integration of thirteen (13) crafts MSMEs to the project to accomplish with the goal of thirty (30) organizations.
- Thirteen (13) new rural promoters will be hired in the next quarter, which will support organizations in reception, monitoring, and accomplishment of purchase orders, as well as, controlling the quality of products, among others.
- Thirteen (13) new rural Administrative Assistants will be hired in the next quarter in each chain to improve the administrative, financial, and tax aspects.
- Training in good manufacturing practices and good business practices related to production and commercialization of craft textiles made on treadle loom were programmed, looking for quality improvement and productivity impacting competitiveness of 11 crafts MSMEs.
- Supervise the productive processes during the elaboration of new proposal collection products for each organization; this will be made with the support of the design, rural promoters, and field technicians teams.
- Improve the communication channels among buyer companies, field technicians, and crafts chains.

Cross-cutting theme: Gender

- Create and sensitize the field operation technical team (technical assistants, promoters of value chains and PCSAN of RVCP to implement the policy.
- Fourth and fifth activity with the field operation technical team.
- Ease and assist the field operation technical team (technical assistants, promoters of value chains and promoters SAN/gender) of the Rural Value Chains Project to implement the gender policy of the consortium in the corresponding activities.
- Conduct monitoring of the training activity with the technical team of the organizations of Year 2.
- Adapt or design material to promote gender equity in value chains.
- Made, print, and deliver the material.
- Identify women with leadership potential in benefitted MSMEs by RVCP.
- Continue with the identification of women with leadership potential particularly during the consulting with HIVOS.
- Join and advice identified leaders of benefitted MSMEs through a gender promoter.
- Continue the personnel and business strengthening processes with women of the rural productive organizations.
- Knowledge management and experience exchange tours with organizations that involve women in productive activities.
- Made a second experience exchange tours in which women are integral part of productive activities.
- Identify women of benefitted MSMEs of RVCP that do not have ID card and who are not registered voters.
- Define jointly with AGEXPORT the strategy that will be implemented for this activity due to the majority of women has ID card.
- Identify and manage action lines and alliances with local organizations and/or actors who support citizen participation (RENAP, TSE, among others).
- Register the number of benefitted women by MSMEs of the project that have access to productive resources (land, water, technologies, financing).
- Pending to receive results of monitoring activity by AGEXPORT in December 2014.
-

- Accompany and advise organizations for actions development and implementation to involve women and empower them in the productive activities of chains.
- Plan the last phase of the activities for strategies elaboration of promotion of gender equity in each organization.
- Follow up the implementation of the gender policy by the consortium.
- One event with consortium members to follow up the Gender Equity Policy.

VIII. Total Execution from April to June 2015

Global execution of this Quarter comes to **US \$870,731.67**, according to the presented Budget statement.

Guatemalan Exportes Association

Development Division

Business Chains Program



Budgetary Status of the Rural Value Chains Project

| CO | Budget Lines | Activities | Budget POA 2012-2015 | Expenses T1 Oct - Dec 2014 | Expenses T2 Jan - Mar 2015 | Expenses T3 Apr - Mar 2015 | Total FY15 | Balance | % |
|--|-------------------------------|---|-------------------------|----------------------------------|----------------------------------|----------------------------------|------------------|--------------------|------------------|
| | | | USD | USD | USD | USD | USD | USD | |
| Component 1: Improve competitiveness of value chains | Competitive Fund | Specialized AT specialized in Business Development -Chains- 60 Value Chains | \$943,037 | \$278,798 | \$189,476 | \$270,791 | \$739,066 | \$203,971 | 78% |
| | INCAP | Food Safety and Nutrition | \$109,500 | \$0 | \$0 | \$0 | \$0 | \$109,500 | 0% |
| | Vital Voices Guatemala | Gender equity | \$36,000 | \$0 | \$0 | \$0 | \$0 | \$36,000 | 0% |
| | Dif. Commission coffees | Agricultural productivity, Coffee | \$30,000 | \$0 | \$0 | \$0 | \$0 | \$30,000 | 0% |
| | Laboratory commission | Tours and activities with the laboratory commission laboratory | \$5,000 | \$0 | \$0 | \$0 | \$0 | \$5,000 | 0% |
| | Wages intelligence Markets | Intelligence Wages Markets | \$415,929 | \$115,069 | \$84,456 | \$88,401 | \$287,925 | \$128,004 | 69% |
| | Mobilization, studies, others | Travel expenses and per diems, hirings, workshops and others | \$162,436 | \$47,975 | \$20,225 | \$29,930 | \$98,129 | \$64,307 | 60% |
| | Exchange tours | Tours and trips for experiences exchange | \$5,000 | \$104 | \$2,122 | \$2,752 | \$4,978 | \$22 | 100% |
| | Office equipment | Office equipment for PEE staff | \$18,000 | \$2,911 | \$1,028 | \$0 | \$3,939 | \$14,061 | 22% |
| | ISO 9001-.2008 | Recertification SGC PEE | \$3,000 | \$0 | \$0 | \$0 | \$0 | \$3,000 | 0% |
| | AGEX Marketing | Participation in national and international trade shows | \$45,000 | \$11,575 | \$22,182 | \$0 | \$33,756 | \$11,244 | 75% |
| | Mitigation Plan | Environmental Mitigation Plan and management activities environmental for 60 strings horticultural and coffee | \$65,000 | \$2,715 | \$5,626 | \$14,561 | \$22,903 | \$42,097 | 35% |
| | Component 1 Subtotal | | | \$1,837,902 | \$459,147 | \$325,115 | \$406,435 | \$1,190,696 | \$647,206 |

Guatemalan Exportes Association

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Business Chains Program



Budgetary Status of the Rural Value Chains Project

| CO | Budget Lines | Activities | Budget POA 2012-2015 | Expenses T1 Oct - Dec 2014 | Expenses T2 Jan - Mar 2015 | Expenses T3 Apr - Mar 2015 | Total FY15 | Balance | % |
|---|-----------------------------|---|-------------------------|----------------------------------|----------------------------------|----------------------------------|------------------|--------------------|------------------|
| | | | USD | USD | USD | USD | | | |
| Component 2: Expand participation in the value chains | SAVE THE CHILDREN | Local organizations for development management and production (SC and 03 organizations) | \$1,244,574 | \$81,878 | \$151,513 | \$116,212 | \$349,602 | \$894,972 | 28% |
| | | Fundation Vital Voices Guatemala | \$12,000 | \$0 | \$0 | \$0 | \$0 | \$12,000 | 0% |
| | Mitigation Pain | Environmental Mitigation Plan and environmental management activities for 30 horticultural chains and coffee. | \$20,000 | \$0 | \$0 | \$0 | \$0 | \$20,000 | 0% |
| | Component 2 Subtotal | | | \$1,276,574 | \$81,878 | \$151,513 | \$116,212 | \$349,602 | \$926,972 |
| Component 3: Improve agricultural | Chain Program | Introduction of alternative technologies to adaptation and mitigation | \$453,282 | \$21,495 | \$140,671 | \$5,589 | \$167,755 | \$285,526 | 37% |
| | | Technological demonstration plots | \$50,000 | | \$0 | \$0 | \$0 | \$50,000 | 0% |
| | | School of Foreign Trade -AGEXPORT- | \$50,000 | \$14,019 | \$0 | \$17,232 | \$31,251 | \$18,749 | 63% |
| | Component 3 Subtotal | | | \$553,282 | \$35,514 | \$140,671 | \$22,821 | \$199,006 | \$354,275 |
| Component 4: Expand markets | Chain Program | Expansion of markets and trade, unleashing innovation and investment in the private | \$1,500,000 | \$0 | \$0 | \$0 | \$0 | \$1,500,000 | 0% |
| | Component 4 Subtotal | | | \$1,500,000 | \$0 | \$0 | \$0 | \$1,500,000 | 100% |
| Component 5: Increase productivity of | SAVE THE CHILDREN | Technical assistance and support basic grains productivity | \$617,617 | \$33,468 | \$40,247 | \$37,890 | \$111,604 | \$506,013 | 18% |
| | | Productive Diversification | | | | | | | |
| | | Nutrition education | | | | | | | |
| | INCAP | Demonstrative centers | \$40,500 | - | - | \$0 | - | \$40,500 | 0% |
| Component 5 Subtotal | | | \$658,117 | \$33,468 | \$40,247 | \$37,890 | \$111,604 | \$546,513 | 17% |

Guatemalan Exportes Association

Development Division

Business Chains Program

Budgetary Status of the Rural Value Chains Project



| CO | Budget Lines | Activities | Budget POA 2012-2015 | Expenses T1 Oct - Dec 2014 | Expenses T2 Jan - Mar 2015 | Expenses T3 Apr - Mar 2015 | Total FY15 | Balance | % |
|--|--|---|-------------------------|----------------------------------|----------------------------------|----------------------------------|------------------|------------------|------------------|
| | | | USD | USD | USD | USD | USD | USD | |
| Component: 6 improve competitiveness of handicrafts value chains | Arts and Crafts Commission - AGEXPORT- | Competitive Fund of Direct Technical Assistance to handmade organizations | \$326,863 | \$33,987 | \$22,630 | \$54,952 | \$111,568 | \$215,295 | 34% |
| | | Market intelligence | \$242,400 | \$44,879 | \$51,702 | \$68,099 | \$164,680 | \$77,720 | 68% |
| | | Operating expenses | \$86,600 | \$26,440 | \$18,019 | \$18,218 | \$62,678 | \$23,922 | 72% |
| | | Technical assistance to SMEs | \$20,000 | \$1,181 | \$0 | \$13,077 | \$14,258 | \$5,742 | 71% |
| | | Trade promotion | \$100,000 | \$33,519 | \$9,364 | \$19,591 | \$62,474 | \$37,526 | 62% |
| | | Informative platform | \$8,000 | \$0 | \$0 | \$111 | \$111 | \$7,889 | 1% |
| | Vital Voices Guatemala | Gender equity | \$18,000 | \$0 | \$0 | \$0 | \$0 | \$18,000 | 0% |
| | INCAP | Food security | \$30,000 | \$0 | \$0 | \$0 | \$0 | \$30,000 | 0% |
| | Mitigation plans | Environmental management | \$20,000 | \$0 | \$0 | \$0 | \$0 | \$20,000 | 0% |
| Component 6 Subtotal | | | \$851,863 | \$140,006 | \$101,715 | \$174,048 | \$415,769 | \$436,094 | 49% |
| Cross-cutting Components | Mitigation plans consortium | Environmental sustainability | \$50,000 | \$0 | \$30,322 | \$0 | \$30,322 | \$19,678 | 61% |
| | Vital Voices Guatemala | Gender Plan Consortium Forums, special meetings of women leaders. Visibility of women, publications, documents, systematizations. | \$14,000 | \$0 | \$0 | \$0 | \$0 | \$14,000 | 100% |
| | Association Sotz II | Cultural identity | \$50,000 | \$0 | \$30,000 | \$0 | \$30,000 | \$20,000 | 60% |
| | IICA | Knowledge management | \$120,000 | \$0 | \$0 | \$0 | \$0 | \$120,000 | 0% |
| | Cross-Cutting Subtotal | | | \$234,000 | \$0 | \$60,322 | \$0 | \$60,322 | \$173,678 |
| Communications area | Rural Chain Program | Strategic plan of communications - printed materials, visibility of the project | \$55,000 | \$13,748 | \$7,890 | \$7,179 | \$28,817 | \$26,183 | 52% |
| | | Salaries personnel in charge of implementing the communication plan | \$31,800 | \$8,382 | \$7,334 | \$7,351 | \$23,067 | \$8,733 | 73% |
| | | Presentation of project results | \$15,000 | \$65 | \$6,104 | \$0 | \$6,169 | \$8,831 | 41% |
| | Communications area Subtotal | | | \$101,800 | \$22,195 | \$21,328 | \$14,530 | \$58,053 | \$43,747 |

Guatemalan Exportes Association

Development Division

Business Chains Program



Budgetary Status of the Rural Value Chains Project

| CO | Budget Lines | Activities | Budget POA 2012-2015 | Expenses T1 Oct - Dec 2014 | Expenses T2 Jan - Mar 2015 | Expenses T3 Apr - Mar 2015 | Total FY15 | Balance | % |
|-----------------------------|---|---|-------------------------|----------------------------------|----------------------------------|----------------------------------|------------------|-----------------|------------|
| | | | USD | USD | USD | USD | USD | USD | |
| Monitoring and evaluation | Rural Chain Program | Salary of the a monitoring and evaluation specialist and a monitoring junior specialist | \$33,600 | \$8,817 | \$7,555 | \$7,572 | \$23,945 | \$9,655 | 71% |
| | | Implementation of the monitoring system, field expenses. Program | \$60,000 | \$0 | \$0 | \$0 | \$0 | \$60,000 | 0% |
| | | Initial baseline made with INCAP | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | 0% |
| | Monitoring and evaluation Subtotal | | \$93,600 | \$8,817 | \$7,555 | \$7,572 | \$23,945 | \$69,655 | 26% |
| Administration | Rural Chain Program | Administration, procurement, accounting | \$210,954 | \$58,742 | \$45,707 | \$37,577 | \$142,026 | \$68,928 | 67% |
| | | Contribution to space used by the project at Headquarters - AGEXPORT- and offices at the western area. | \$39,600 | \$8,947 | \$8,822 | \$8,775 | \$26,544 | \$13,056 | 67% |
| | | Administrative and personnel expenses of the project located at headquarters, Quetzaltenango and Quiche | \$60,000 | \$18,907 | \$14,513 | \$17,934 | \$51,354 | \$8,646 | 86% |
| | Management Subtotal | | \$310,554 | \$86,596 | \$69,042 | \$64,286 | \$219,924 | \$90,630 | 71% |
| Audits | Rural Chain Program | Annual audits | \$16,128 | \$9,606 | \$0 | \$0 | \$9,606 | \$6,522 | 60% |
| | Auditory Subtotal | | \$16,128 | \$9,606 | \$0 | \$0 | \$9,606 | \$6,522 | 60% |
| Institutional strengthening | Rural Chain Program | Strengthening the institution administrative capacity | \$60,000 | \$1,684 | \$36,206 | \$0 | \$37,890 | \$22,110 | 63% |
| | Institutional strengthening Subtotal | | \$60,000 | \$1,684 | \$36,206 | \$0 | \$37,890 | \$22,110 | 63% |



Budgetary Status of the Rural Value Chains Project

| CO | Budget Lines | Activities | Budget POA 2012-2015 | Expenses T1 Oct - Dec 2014 | Expenses T2 Jan - Mar 2015 | Expenses T3 Apr - Mar 2015 | Total FY15 | Balance | % |
|--|---|--|-------------------------|----------------------------------|----------------------------------|----------------------------------|--------------------|--------------------|------------|
| | | | USD | USD | USD | USD | USD | USD | |
| Other direct costs of the project | Rural Chain Program | Institutional staff of -AGEXPORT- involved in the Administration and management of the Consortium | \$105,000 | \$21,277 | \$18,664 | \$15,999 | \$55,940 | \$49,060 | 53% |
| | | Furniture, equipment and institutional vehicles of -AGEXPORT- | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | 0% |
| | | Other direct costs (building maintenance and repair of -AGEXPORT-, technological support and safety) | \$35,000 | \$3,256 | \$2,587 | \$10,938 | \$16,781 | \$18,219 | 48% |
| | Other direct costs of the project Subtotal | | \$140,000 | \$24,533 | \$21,251 | \$26,937 | \$72,721 | \$67,279 | 52% |
| Rapid response fund | Rural Chain Program | This FRR will provide USAID the flexibility to respond faster and efficiently to problems or will allow to design the program's activities that are unforeseen or anticipated but that are worth to include in any of the components under this agreement. | \$50,000 | \$0 | \$0 | \$0 | \$0 | \$50,000 | 0% |
| Rapid response fund Subtotal | | \$50,000 | \$0 | \$0 | \$0 | \$0 | \$50,000 | 0% | |
| RURAL PROJECT VALUE CHAIN TOTAL | | | \$7,683,819 | \$903,444 | \$974,963 | \$870,731 | \$2,749,138 | \$4,934,681 | 36% |

Report of Balancing entries and Cost Share

Guatemalan Exportes Association
 Development Division
 Business Chains Program



Summaries of reported counterparts Periods 2012 to 2017

| No. | Chain | Counterpart amount approved | Total 2012 - 2013 | Total 2013 - 2014 | October - December 2014 | January - March 2015 | April - June 2015 | July - September 2015 | Total 2014 - 2015 | Total counterparts | Balance by execution |
|-----|---------------------------|-----------------------------|-------------------|-------------------|-------------------------|----------------------|-------------------|-----------------------|-------------------|--------------------|----------------------|
| | Total Counterparts | \$5,013,493.68 | \$1,520,543.92 | \$2,409,973.45 | \$455,519.55 | \$599,033.84 | \$970,808.47 | - | \$2,025,361.86 | \$5,955,879.22 | \$ (842,284.54) |

Summary of cost share reported by chains Periods 2012 to 2017

| No. | Chain | Counterpart amount approved | Total 2012 - 2013 | Total 2013 - 2014 | October - December 2014 | January - March 2015 | April - June 2015 | July - September 2015 | Total 2014 - 2015 | Total counterparts | Balance by execution |
|-----|---------------------------|-----------------------------|--------------------|---------------------|-------------------------|----------------------|--------------------|-----------------------|---------------------|---------------------|----------------------|
| 1 | Cost-share | \$1,200,000.00 | \$25,842.72 | \$197,535.38 | \$105,225.29 | \$311,821.34 | \$50,892.22 | - | \$467,938.86 | \$691,316.96 | \$508,683.04 |
| | Total Counterparts | \$1,200,000.00 | \$25,842.72 | \$197,535.38 | \$105,225.29 | \$311,821.34 | \$50,892.22 | - | \$467,938.86 | \$691,316.96 | \$508,683.04 |