



ANUAL REPORT FY 2015

RURAL VALUE CHAINS PROYECT

TERM

October 2014 - September 2015

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



USAID
FROM THE AMERICAN PEOPLE

RURAL VALUE CHAINS
QUICHÉ, TONICAPÁN & QUETZALTENANGO



Save the Children

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General Data

Executor	Rural Value Chains Project Consortium
Consortium Representative	Guatemalan Exporters Association (AGEXPORT). www.export.com.gt / www.encadenamientoempresariales.com
Name of the project	Rural Value Chains
Cooperation Agreement	AID 520-A-12-00003
Sub Grantees	Save the Children. www.savethechildren.org Rainforest Alliance. www.rainforest-alliance.org
Sub Contracts	INCAP www.incap.org Vital Voices. Guatemala Chapter www.vitalvoicesguatemala.org Sotzil www.sotzil.org IICA www.iica.int/esp/regiones/central/guatemala/ Laboratories Commission of AGEXPORT www.glabs.com Differentiated Coffee Commission of AGEXPORT Handicrafts Commission of AGEXPORT www.handmadeinguatemala.com School of Foreign Trade.
Strategic Alliances	Associations, Cooperatives, Service Providers, Brokers, Public and private Organizations and institutions, international cooperation, Finance companies, SESAN, MAGA, and others.
RVCP Period	May 29 th 2012 – May 22 nd 2017
Geographical Area	12 municipalities in the department of Quiché, Totonicapán and Quetzaltenango.
Prioritized Sectors	Horticulture, Coffee and handicrafts
Total Budget	US\$ 23,000,000
Object of the project	Expand the participation of families from the rural area by selected value chains to increase their incomes.
Name of the document	Annual Report from to October 2014 to September 2015

Acronyms

AGEXPORT	Guatemalan Exporters Association
AGREQUIMA	Agricultural Chemical Association
BPA's	Good Agricultural Practices
EE	Business Chains
FIDA	The International Fund for Agricultural Development –IFAD-
GABAS	Dietary Guidelines for Guatemala
GTI	Technical Team of INCAP
HIVOS	Humanist Institute for Cooperation with Developing Countries
IICA	Inter-American Institute for Cooperation on Agriculture
INACOP	National Institute of Cooperatives
INCAP	Institute of Nutrition of Central America and Panama
MAGA	Guatemalan Ministry of Agriculture, Livestock and Food –MAGA-
MIPYMES	Micro-Small and Medium Enterprise
M & E	Monitoring and Evaluation
ORCAFI	Net of Organizations of Coffee in the Ixil Region
PEE	Business Chains Program
ADINA	The New Alliance Integrated Development Association
PCSAN-G	Community promoter in SAN and Gender
PYME's	Small and Medium Enterprise
SAN	Nutritional and Food Security
SESAN	Secretariat of Nutrition and Food Security
USAID	U.S. Agency for International Development
VVG	Vital Voices Guatemala

Index

I.	Introduction.....	7
II.	Objectives and scope of the project.....	9
III.	Coordination with members of the RVCP consortium.....	10
	Private, public and institutional alliances and international cooperation.....	11
IV.	Progress in the Execution.....	12
	COMPONENT 1: Improve competitiveness of value chains.....	12
	COMPONENT 2: Expand the participation in the rural value chains.....	20
	COMPONENT 3: Improve agricultural productivity.....	29
	COMPONENT 4: Expand markets and commercialization through the innovation of the Private sector.....	33
	COMPONENT 5: Increase crops productivity for self-consumption and improve the use of Staple food.....	34
	COMPONENT 6: Improve handicrafts competitiveness of value chains.....	42
V.	Cross -Cutting Themes.....	50
	Environmental sustainability.....	50
	Rural Financial Services.....	56
	Gender Equity promotion.....	58
	Cultural Identity (Sotzil).....	65
	d) Monitoring and Evaluation.....	68
	e) Communication.....	69
	f) Total execution from October 2014 to September 2015.....	77
	Annex 1. Budget execution.....	79
	Annex 2. Table of strategic alliances of RVCP.....	85
	Annex 3. Beneficiaries and location of municipalities of RVCP's project chains.....	89
	Annex 4. FY2015 documents in a clearinghouse platform of USAID.....	90
	Annex 5. Success stories from beneficiaries.....	90

Index of Tables

Table No. 1: MSMEs of component 1, benefited with technical assistance.....	12
Table No. 2: Rural households benefited with technical assistance and Business Development Services -BDS.....	14
Table No. 3: Number of producers by gender or territory where MSMEs operate of C-1	
Table No. 4: Associative MSMEs improving the use of inputs, technology and services...15	
Table No. 5: Volume of commercialized production in kilograms.....	16
Table No. 6: Green vegetable and coffee sales made in FY 2015.....	17
Table No 7: Profits margins in coffee and horticulture in poor rural households.....	18
Table No. 8: Employment generation through poor rural households.....	19
Table No. 9: Households participating in productive activities.....	21
Table No. 10: Beneficiaries and chains by territory –Component 2.....	21
Table No. 11: Households with business development services and Technical services.....	22
Table No. 12: Events and trained producers.....	22
Table No. 13: Households with technical assistance in different subjects.....	23
Table No. 14: Legalized chains.....	23
Table No. 15: RVCP’s Households transferred from component 2 to Component 1	24
Table No. 16: RVCP Generated employments in the component 2	25
Table No. 17: Households with access to new production technologies	26
Table No. 18: RVCP Production volume in kilograms of component 2	27
Table No. 19: Sales in dollars component 2 of RVCP	28
Table No. 20 Households trained in post-harvest management and birds and animal Breeding.....	39
Table No. 21: Beneficiaries and chains trained by territory component 6.....	43
Table No. 22: Dollars sales in handcrafts products.....	44
Table No. 23 Number of collections and products of new designs.....	48
Table No. 24: RVCP’s households benefited by component 6	50
Table No. 25 Women taking leadership positions.....	59
Table: Beneficiaries and chains by territory by the RVCP project.....	89

ANNUAL REPORT FROM OCTOBER 2014 TO SEPTEMBER 2015

RURAL VALUE CHAINS PROJECT

I. Introduction

This report contains a result preview of the Rural Value Chain Project (-RVCP- for its acronyms in English) reached during the FY2015 period comprised from October 2014 to September 2015. This project is implemented by the Guatemalan Exporters Association –AGEXPORT- within the frame of the consortium formed by **Save the Children, Institute of Nutrition of Central America and Panama –INCAP-Vital Voices Guatemala, Sotzi’l Association and the Inter-American Institute for Cooperation in Agriculture -IICA-**.

The report displays the latest progress made in the Annual Report FY2015 of the Rural Value Chains Project USAID AGEXPORT. Regarding chain selection, in this the period, a total of 76 new chains were incorporated (32 green vegetable chains, 2 for coffee, 5 for fruit orchards, 16 for cardamom, and 21 handicrafts chains).

With the incorporation of new chains, the project accumulated a total of 153 business chains from which 92 are working with green vegetables production, 9 in coffee growing, 5 in fruit orchards production, 16 in cardamom and 31 in artisanal activities. The total amount of benefited households until today rises up to 12, 218 from which 35% are women.

In this period, RVCP came across several negative effects derived from climate change impacts such as: Long droughts, excessive rains and the appearance of plagues and diseases. The roya, is a clear example of the impact mainly affecting the life of coffee farmers in the Ixil Region. Producers of Nebaj, Chajun and Cotzal, department of Quiché were dramatically hit by this impact, they were able to observe and perceive the economic, social and environmental effects during this period caused by the roya in their main productive activities.

In this region, RVCP has promoted and consolidated an alliance to coordinate at a technical and organizational level in 8 organizations of coffee producers in the Ixil region; likewise, has worked with 7 MSMEs on coffee production generating a strategic plan that allowed to establish preventive measures to face the impact; achieving an articulated work to reduce the effects. An intensive work has been done, to strength the capacity of producers and their organizations through specialized plans of technical assistance and training.

Horticultural chains, coffee growing and handicrafts reached during FY2015 period, a commercialization equal to **US\$ 5,695,882** which is equivalent to a total of **142,567 kilograms** of green vegetables, coffee, and a total of **856** artisanal products of different types traded in different national and international markets.

In an accumulative manner, the project has boosted the commercialization of products for an amount of US \$ 13,541,919.00, representing a 59% of the goal.

Regarding employment, during the fiscal year 2015, it was generated a total of **2,712** employments as a result of agricultural and artisanal activities promoted by components 1, 2, and 6. Employment contribution in this period, enabled the project to accumulate during the time of execution a total of 4,359 jobs from 5,424 of the goal, which represents 80% of the total goal.

Component 1, benefited a total of 6,927 green vegetables and coffee producers directly through trainings. These trainings developed abilities to improve harvest quality, fertilization, management plans, implementation of good agricultural practices, environmental adaptation practices, intergraded pest management, which allow farmers to increase yielding, improve their productivity and competitiveness.

Regarding business management, 49 MSMEs were benefited with business trainings, provided to directors and personnel hired by organizations who had moved forward in the implementation of business control systems. Farmers in the other hand, are improving individual controls to report productions and sales.

Meanwhile, component 2, has trained and improved agricultural production and access to technology enhancing the productivity of 2,163 producers (1,318 men and 845 women). Producers were trained in agronomic crop management: green peas, cabbage and potatoes. The component also worked in the construction of biological beds, soil conservation structures, basic protection equipment in the use of pesticides and collection centers for pesticides containers.

Component 3, has promoted and supported the certification of good agricultural practices in 12 chains. There was progress in the implementation of agricultural practices in some areas of the project, accumulating a total of 458 areas during the year and 45.5 hectares with drip irrigation.

Regarding component 4, as mentioned in this section, there is still a pending decision to execute in this component, taking into consideration that there are no feasible conditions to promote commitments.

About food security and nutrition of component 5 implemented by Save the Children and the Institute of Nutrition of Central America and Panama (INCAP), training was provided to families in the use dietary guidelines; assisting 2,896 families.

Training activities in SAN have promoted good dietary practices benefiting 2,417 families (1,469 households by Save the Children and 936 households by INCAP).

In the specific case of INCAP, 27 community assessments were completed from the chains of component 1 and; from component 6; 6 chains were completed. This component also conducted trainings accounting a total of 21 (females) promoters, 1 (male) promoter and 3 departmental supervisors who shared knowledge about health, hygiene, nutrition, monitoring and nutritional guidelines.

Component 6, designed a total of 856 new products and a total of 44 collections, plus a total of US \$ 245.258 marketed in sales and a total of 1,310 jobs generated for the particular case of handicrafts, it is considered the number of (females) producers and (Male) producers employed in the manufacture of artisanal products.

In terms of gender, it outlines the progress made by Vital Voices with the identification of women with great leadership potential amassing a total of 221 leaders. These women were strengthened through awareness and trainings. Furthermore, this year the project trained and provided accompaniment on gender issues to more than 97 women who are currently holding leadership positions in their board committees.

The project is permanently looking for future alliances with WHIP projects, private and public institutions that may contribute in the strengthening of RVCP's initiatives, as well as, exploring possibilities to innovate in productive infrastructure with the support of the private sector and to influence in decision making at a private and public level to carried out investments at RVCP zones.

I. Objectives and scope of the project

Increase sustainable economic growth encouraged by the access of markets through value chains in the rural areas as a strategy to sustainable reduce rural poverty and malnutrition, in order to reach the global objective of the Initiative of Food and Future (FTF) of the government of the United States which is to “ sustainably reduce poverty and

Objective of the Project.

Increase sustainable economic growth encouraged by markets access through value chains in rural areas as a strategy to sustainable reduce rural poverty and malnutrition.

Strategic objectives:

1. Improve competitiveness and productivity of value chains by encouraging family participation.
2. Improve household productivity to increase incomes and food availability.

Specific objectives

Specific objectives are closely related to the components of implementation and are comprised as follows:

1. Improve competitiveness and expand capacities of selected associative MSMEs through specialized technical assistance to increase market access and production management.
2. Expand horticulture, coffee production and a sales model to benefit poor rural families.
3. Improve agricultural productivity through the access of new technologies such as innovation, mitigation, adaptation to climate change, good agricultural practices, and mandatory certifications required by the market to improve associative MSMEs competitiveness.
4. Develop a project to expand production and commercialization of horticulture harvests with the direct participation of 4 Pinos Cooperation to trade products jointly with the Federation of Cooperatives in Quiché.
5. Increase home gardens productivity made in the rural areas for household consumption in a way they can have greatest impacts.
6. Strength participation of women in handicrafts value chains; increase productivity, competitiveness of MSMEs currently producing handicrafts.

II. Coordination with members of the RVCP consortium

Central Coordinator Committee. During the present period, AGEXPORT, who was in charge of directing WHIP’s Central Committee for one year, completed its period, through a result and activities report made during its management.

Among the activities promoted by the Central Committee are the following:

- Spaces for dialogue and discussions were coordinated and organized between organizational members of WHIP.

- Committees of the Department of Quiche and Quetzaltenango were organized and settled.
- The functioning of activities of the Department Committees were followed up.
- New proposals were developed with the intention of improving interventions in the area
- Interpellation spaces were facilitated with local authorities mainly in the department of Quiché.

Until today, AGEXPORT actively participates in all coordination's spaces of WHIP, presenting proposals to improve coordination in field with different institutions.

Department Coordinator Committee: In the department committees, AGEXPORT kept at all times, an important level of leadership and participation, managing for one year, the direction of the Committee of Quiche.

The coordination made with WHIP's entities of Quiché are some of the results achieved during this period, therefore, successfully achieving the development of jointly and coordinated actions in some communities; for example the case of Xix Community of the municipality Chajul, Quiché.

It is relevant to mention, that Agexport continues participating and proactively assisting to meetings convoked by the department committees.

Public, institutional, private and international cooperation Alliances.

AGEXPORT and leaders of the RVCP consortium are permanently working in the management of private and public strategic alliances, seeking for partnerships and additional funding to achieve results and support local development management and business chains.

Partnership with public sector is one of the goals of the Project; however, a permanent crisis in the government and other factors such as corruption and weak institutions, that do not investment at the Western Highlands; and do not encourage the access of the private sector and other investments that may change the structural poverty of the Western Highlands.

Mas Frijol Project: An ongoing alliance that began last year and as a result has brought several new meetings to continue supporting producers of the RVCP AGEXPORTS' chains. It is expected to benefit at least 3,000 additional families compared to the ones helped a year before (3,000) thereby, to strength the access to food and provide food security to the most vulnerable families in the chains.

CLUSA: Through this alliance RVCP project expects to complement actions within the frame of food security, therefore, initial agreements with CLUSA are settled to benefit producers providing birds which will work under a seed investment approach and facilitating access of complementary animal protein as a dietary supplement for the RVCP's families.

OIKOCREDIT: This Alliance began las year, however, the good work and results obtained during the period allowed AGEXPORT to extend the work for an additional year. This new phase will conclude the business strengthening of four chains which will be provided with assessment and training to complete and improve business processes.

Annex 2 will present the RVCP Strategic Alliances Table and its situation.

I. Preliminary results in the execution.

COMPONENT 1: Improve competitiveness of value chains

Leader of C1	AGEXPORT
Strategic Objective: Improve competitiveness and expand capacities of rural associative MSMEs through specialized technical assistance to increase their productive capacities and management to market access.	

Result 1: Increase availability and use of technical assistance and BDS by associative SMEs in all value chains.

Global Goal 1.1: 60 associative MSMEs (45 in horticulture and 15 in coffee) with access to technical assistance and BDS.

Goal Progress

- In the present period, 29 new agricultural chains were incorporated, from which 22 come from vegetable organizations, 1 from coffee producers, 1 from orchards producers and 5 from cardamom. The addition of these new groups allowed to reach 100% of the project's total goal, according to the number of trained chains.

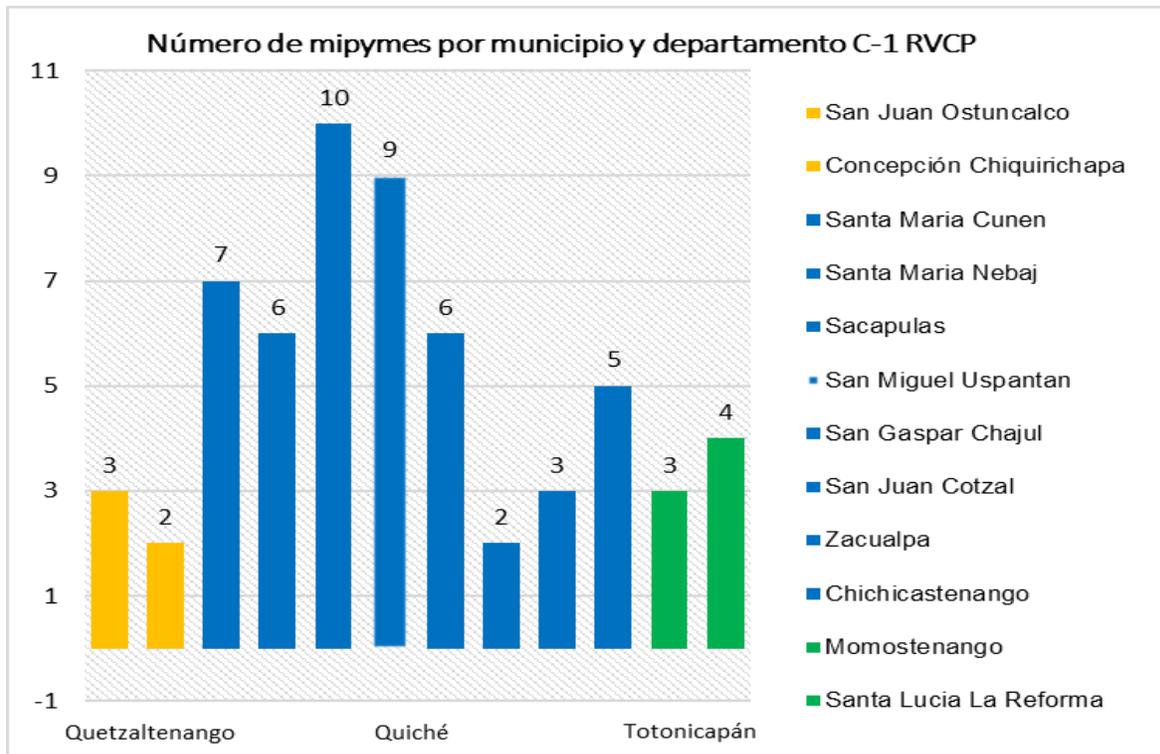
Table No. 1: MSMEs of component 1 benefited with technical assistance

R RVCP Indicators	RVCP Global Goal	Progress to FY 2014	Progress T-1	Progress T-2	Progress T-3	Progress T-4	TOTAL FY 15	RVCP Accumulated Global
Associative MSMEs are trained with technical assistance in agricultural production.	60	31	0	14	10	5	29	60

MSEMs are trained with business development services.	60	31	0	14	10	5	29	60
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- 100% of associative MSMEs are trained with technical assistance in agricultural production, improving 10% of their productivity. The project has a field team who provides technical services formed by 33 specialized technicians and 73 agricultural promoters who developed trainings and provide specialized technical accompaniment to increase productivity and competitiveness of MSMEs operations. These organizations are located in 12 municipalities of 3 departments of the Western Highlands, as shown in Graphic 1.

Graphic No. 1: Location of MSMEs of C-1
Number of MSMEs by municipality and department C-1 RVCP



- 29 MSMEs have been incorporated this year, they have been trained and transferred with new skills to use accounting and administrative tools, allowing to improve their records, production monitoring, and commercialization which benefits governability and improves accountability with organizations' partners.
- A total of 145 MSMEs managers joint the project who developed management skills which has allowed to reach and maintain business linkages with vegetables buyers to export.
- 26 new MSMEs in FY 2015 have an image and promotional material as part of the commercial and business strengthening provided to value chains; having their own image and precise promotional material allows them to increase their sense of belonging to the organizations partners and facilitates formal commercial linkages with buyers.

- 5 organizations were legally constituted which enables them to formally operate, thus benefiting the constitution of commercial linkages at a long term.
- 3 Food safety centers were implemented in equal number of organizations, thus, to facilitate reception process, pre classification and safety of vegetables enabling organizations to remain in the market with quality products. Likewise, this infrastructure increases the asset value of organizations.
- Association Chajulense is supported with a consultancy that focuses on the development of a reengineering plan which seeks to improve administrative, productive and commercial aspects of the association. The reengineering proposal has been socialized with members of the board of director's, who have stated their approval to implement it. Furthermore, this proposal considers the constitution of an integrated technical committee by representatives of different entities who provide assessment to Association Chajulense with the purpose of becoming guarantors and supervise the effectively implementation of the proposal which will be constituted in the next coming weeks.
- 45.5 hectares of irrigation, in 14 organizations, had been reconverted from spray to drip irrigation, enabling an increase of 10%-12% in productivity and optimizing the use of hydric resource by saving 30% of water use in the drip irrigation systems.

Global Goal 1.2: 6,930 rural households benefited with technical assistance and business development.

Goal progress

- In FY15, 2,481 new households have been trained and are benefiting with technical assistance and business development services. During the elapsed time of the project, 6,888 households were trained, representing 99% of the reached goal for the overall period of RVCP execution.

Table No. 2: Rural Households benefited with technical assistance and Business Development Services –BDS-

RVCP Indicators	Global Goal RVCP	Progress to FY 14	AdvanceT 1	Advance T2	Advance T3	Advance T4	TOTAL FY 15	Global RVCP Accumulated
Rural households were benefited with technical assistance and BDS.	6,930	4,407	873	439	497	672	2,481	6,888

- Globally, this indicator has been overcome, until today 7,708 households or producers linked to 60 productive chains have been supported. From this total, 1,681 women had become associates of productive organizations representing 22% of female participation as part of their membership. All families are supported with specialized technical assistance provided by the technical team and promoters, which seeks to increase families' incomes in a sustainable way, and therefore, environmental policies and equality among women and men has been promoted.

Table No. 3: Number of producers by sex and municipality where MSMEs operate of C-1 RVCP.

Departament	No.	Municipalities	Partners to assist			% of Women
			M	W	T	
Quetzaltenango	1	San Juan Ostuncalco	166	37	203	18%
	2	Concepción Chiquirichapa	91	9	100	9%
Quiché	3	Santa Maria Cunen	495	187	682	27%
	4	Santa Maria Nebaj	906	419	1,32	32%
	5	Sacapulas	689	156	845	18%
	6	San Miguel Uspantan	1,01	285	1,30	22%
	7	San Gaspar Chajul	1,55	282	1,83	15%
	8	San Juan Cotzal	241	19	260	7%
	9	Zacualpa	228	42	270	16%
	1	Chichicastenango	388	96	484	20%
Totonicapán	1	Momostenango	96	60	156	38%
	1	Santa Lucia La Reforma	159	89	248	36%
Total			6,027	1,681	7,708	22%

Result 2: Increased availability of agricultural production inputs, technology and services by associative SMEs.

Global Goal 2.1: 60 associative MSMEs (45 in horticulture and 15 in coffee) with increased availability in agricultural production inputs, technology and services.

Goal Progress

- From 29 incorporated chains in FY15, 24 of them have been supported with training services and resources that contribute to the agricultural production improvement in terms of productivity and environmental sustainability for the development of their agricultural activities.
- Resources invested in increasing inputs availability, technology and services had been orientated to the implementation of good agricultural practices (protection suites, fumigation pumps, yellow traps, drip irrigation systems, mesh fencing plots, labeling of work areas, establishment of cages to collect empty chemical containers), establishment of demonstrative sites with practices or techniques that improve productivity, demonstratives plots of adaptation to climate change, improved seed of beans and corn, building of bio beds for the elaboration of bio ferments with nutritional properties and disease control (roya), soil conservation and water

(contour lines, terraces, live barriers), honey treatment in the production of coffee, integrated pest management (IPM), implementation in the use of drip irrigation, irrigation of low pressure for home gardens.

Table No. 4: Associative MSMEs improving the use of inputs, technology and services.

RVCP indicators	RVCP Global Goal	Advance to FY 14	Advance T-1	Advance T-2	Advance T-3	Advance T-4	TOTAL FY 15	RVCP Global Accumulated
Associative MSMEs improving the use of inputs, technology and services.	60	31	0	7	7	10	24	55

- During the RVCP elapsed time, the project has increased the access of inputs and resources to the production of 55 MSMEs which report significant progress in the productivity of their harvests, improvement in their quality and safety, and their capacity to manage the access of exports markets.
- A total of 55 chains working in the production of 9 crops (French green beans, sweet pea, snow pea, pea beans, organic coffee, conventional coffee, bean, potato and onion) have had access and have been trained to implement techniques and technologies enabling them to increase productivity.

Result 3: Generated value and sales volume in coffee and vegetables products by associative SMEs.

Global Goal 3.1: 35171000 kilograms of horticulture and coffee.

Goal Progress

- During the year 2015, chains from component 1 reached a global production of 6516,4 kilograms, from which 5598,1 kilograms come from vegetables and 918,3 from dry parchment coffee. The accumulated kilograms in production reached 54% of the global goal.

Table No. 5: Traded production volumen in kilograms.

RVCP Indicators	RVCP Global Goal	Advances to FY14	Advances T-1	Advances T-2	Advances T-3	Advances T-4	TOTAL FY-15	RVCP Global C-1 Accumulated
Coffee production	26,100	21,498	0	3,256	1,388	4,539	9,183	30,681
Vegetable production	325,610	103,963	10,878	11,555	28,461	5,087	55,981	159,943
Total production	351,710	125,460	10,878	14,811	29,849	9,626	65,164	190,624

- Technical assistance and accompaniment made by the project's technical team has gradually contributed to the recovery of coffee production, thus, it is important to mention, that producers have made lime sulfur applications to control roya, pruning, shade management planting, and thinning trees among other promoted actions; achieving 20% and 25% of production which is higher than the production with no technical assistance.
- With the intention to recover incomes coming from coffee productions, 17 coffee hectares were renewed which will mean to move from 700 kilograms of dry parchment coffee productivity by hectare to 2300 kilograms by hectare. Coffee renewal required the use of hybrids Sarchimor and Catimor which are resistant to roya; and Caturra variety which provides better quality in cups.

Global Goal 3.2: Generated sales for US\$18, 113,784 in horticulture and coffee accumulated during the Project.

Goal Progress

- The commercialization of agricultural products made during the year 2015 rises up to US\$3,728,107, achieving sales in coffee for an amount of \$ 1,327,346 and vegetables with a total of \$ 2,400,761. The accumulated percentage in terms of goal compliance is 59%.

Table No. 6: Horticulture and coffee sales made in FY2015

RVCP Indicators	RVCP Global Goal	Advances in FY14	Advances T-1	Advances T-2	Advances T-3	Advances T-4	TOTAL FY	RVCP Global Accumulated
Coffee sales	\$3,915,000	\$2,958,224	\$0	\$440,070	\$229,834	657,441	\$1,327,346	\$4,285,569
Horticulture sales	\$14,198,784	\$3,981,015	\$322,244	\$520,077	\$1,222,691	\$335,750	\$2,400,761	\$6,381,777
Sales total	\$18,113,784	\$6,939,239	\$322,244	\$960,147	\$1,452,525	\$993,191	\$3,728,107	\$10,667,346

- 29 MSMEs of component 1 were incorporated this year, with market options to trade their products. At a general level 100% of MSMEs have consolidated a commercial relationship with buyers having at the moment a continuous work with Green Mountain Coffee, Volcafe, Atlas Coffee Importers, Cuatro Pinos, San Juan Agro-Export, SIESA, UNIESPECIES, Frutesa, Alimentos Congegados, FEDECOCAGUA, Ghortex and FECCEG.
- During the present period, 27 of 29 incorporated MSMEs have an assessment contract to develop a business image; and two more organizations will have this support in the next quarter. Organizations image will have a logo, brand, presentation cards, banners, labels, packing, letter with letterheads and envelopes, electronic signatures, institutional material among others.
- In FY15 the Project participated in 4 international fairs (SCAA, Agroencuentros of Honduras, Agroencuentro of Nicaragua and the New World's Craft) where 76 males and females producers participated. These fairs show to participants how global markets work for products and quality standards required by today's markets. Furthermore, 163 producers participated in 3 national fairs (2 Agroencuentros and Enlasarte), enabling organizations to approach directly to buyers and representatives of commercial companies who offer products and services.

- After making an analysis of last year operations, with coffee, vegetable, onion and potatoes value chains, it was obtained the following profits margins:

Table No. 7: Profit margins in coffee and horticulture in poor rural households.

RVCP Indicators	Coffee	Vegetables	Onions	Potatoes	General Average of vegetables
Gross profit in dollars	\$(1,132.31)	\$3,203.35	\$7,092.23	\$864.39	\$2,976.33

Result 4: Employment generated to poor rural households.

Global Goal 4.1: 2,055 generated jobs which represent 534,219 informal farm Jobs.

Goal Progress

- As a result of agricultural activities in vegetables and coffee chains supported by component 1, a total of 1,139 jobs were generated equal to 293, 800 informal farm jobs from which it is estimated 114 jobs have been generated by female workforce. RVCP's data shows the project has managed to overcome the goal as to this date the report has generated 2, 554 jobs, thereby, it will continue strengthening the agricultural work of producers to provide new jobs which will be counted as part of the contribution made up to date. Employment generation in the rural areas will decrease people's migration to the city or abroad.

Table No. 8: Employment Generation to Poor Rural Households

RVCP Indicators	RVCP Global Goal	Advance FY-14	Advance T-1	Advance T-2	Advance T-3	Advance T-4	TOTAL FY-15	RVCP Global Accumulated
Generated employment	2,055	1,415	190	235	377	338	1,139	2,554

- Agricultural activities with most employment generation are the ones related with coffee and vegetables crops.

Result 5: Gross profit obtained by coffee and vegetables products.

Global Goal 5.1: 10% of gross profit by coffee and vegetable products.

- As a result of technical assistance, accompaniment, investment and improvement of technologies and inputs, at least 45 chains have consolidated their productive operations by applying new techniques, practices and alternatives which have contributed to improve productivity and crops' profit margins in at least 10%.
- In spite of efforts made to recover coffee production and plantations after roya, it is estimated that in this period, farmers have not reached profit margins as they did in previous years. Coffee producers who had received technical assistance from RVCP, have had losses in their

productivity ranging between 50%-75% as a consequence of the roya, however, farmers who are not in this program have higher losses. Furthermore, the international price of coffee had severe downwards variations decreasing incomes of organizations and directly affecting crops and producers.

- However in the case of vegetables, it has improved compared to previous years, estimating that in average 10% of profit margin has increased equals to an average of US\$275 by hectare cultivated. Onion production reports higher profits followed by vegetable (beans and green peas) nevertheless, lack of irrigation hinders commercialization which makes production come out in seasons of much supply and little demand.
- The increase of vegetables profit margin is related to several factors, which are mention as follows: Improvement and increase of production yielding per unit area achieved through technical assistance, training and accompaniment which has decreased rejection rates on products and product damage in field, optimizing production costs, etc. Moreover, formality in business relations with companies, the use of some technologies and improved farming practices has contributed to raise crops productivity and consequently, improve the income of farming families.

Main obstacles:

- This year, it has been difficult to reach the chain goal, mainly because of the number of producers that are part of targeted groups, which normally have less than 50 producers. This problem was found mainly with producers of onion and cardamom.

Actions to overcome obstacles:

- There are 2 territorial strategies, one to assist the onion chain and the other one to support the cardamom value chain. These strategies are developed a partnership with Agexport and Save the Children. In case of cardamom, there are 20 organizations from which 5 are formally constituted and supported directly by Agexport (C1) and the rest of chains are formed by producers supported by Save the Children (C2) that had joined to receive technical assistance and to associatively market their production.

COMPONENT 2. Expand the participation of rural value chains

Leader of C2: Save the Children

Strategic Objective: Expand horticulture and coffee production; and a sales model to benefit poor rural households.

Objectives of the Component: Improve competitiveness and expand selected associative MSMEs through specialized technical assistance to increase capacity and access to markets of production management.

Result 1: Expand the participation of rural households including women in rural MSMEs.

Global Goal 1.1: 3,910 poor rural households directly participated in a productive rural activity of associative MSMEs (70% men and 30% women).

Goal Progress:

- During the year FY15, Component 2 incorporated 1,161 new families of associated producers, 26 groups type B and C. These new households have managed to accumulate 2, 826 families which represents 72% of the global goal (trained homes) previously set on 3, 910 families from which a total of 39% households and producers supported are associated women working on the chains.
- The number of incorporated MSMEs has exceeded 100%, as the goal stipulated 50 chains and up to date, there are 62 chains representing 124% of the total goal. Therefore, the project will strive to incorporate more families or producers to the existing chains or increase coverage to other identified chains.

Table No. 9: Households participating in productive activities.

RVCP Indicators	RVCP Global Goal	Advance to FY-14	Advance T-1	Advance T-2	Advance T-3	Advance T-4	TOTAL FY 15	RVCP Global Accumulated
Households participating in productive activities	3,910	1,665	307	132	310	412	1,161	2,826

- The allocation of chains and trained households within the frame of Component 2 are located in 9 municipalities of three department of the Western Highlands, as it is represented in the following table:

Table No. 10: Beneficiaries and Chains by Municipality of Component 2

Departamentos	No.	Municipalities	Chains by Municipality	Partners to assist			% Women
				M	W	T	
Quetzaltenango	1	San Juan Ostuncalco	13	176	420	596	70%
	2	Concepción Chiquirichapa	5	88	210	298	70%
Quiché	3	Santa María Cunen	7	366	132	498	27%
	4	Santa María Nebaj	2	98	13	111	12%
	5	San Miguel Uspantán	22	530	185	715	26%
	6	San Gaspar Chajul	2	85	47	132	36%
	7	San Juan Cotzal	1	22	1	23	4%
	8	Zacualpa	4	180	37	217	17%
	9	Chichicastenango	6	183	53	236	22%
Total			62	1,728	1,098	2,826	39%

Global Goal 1.2: 7,820 poor rural households receiving BDS and technical assistance (30% women and 70% men).

Goal Progress

A total of 3,223 households received during the period of the Project, different Business Development Services (trainings and assessment). There are 4,487 trained households from 7,820 as the total goal, meaning 57% of goal compliance.

Table No. 11: Households receiving Business Development Services and Technical Assistance

RVCP Indicators	RVCP Global Goal	Advance FY-14	Advance T-1	Advance T-2	Advance T-3	Advance T-4	TOTAL FY-15	RVCP Global Accumulated
Households trained with BDS and technical assistance.	7,820	1,264	426	538	964	1,295	3,223	4,487

- A total of 281 training events in different subjects were provided to leaders and producers of the 62 chains of Component 2, with the purpose of improving capacities, organizational, and business activities. The events and subjects provided are the following:

Table No. 12: Events and trained producers

Name of the training	Events	Total	Men	Women	% Women
Organization (Type and nature of the organization, functions of board of directors, and associations.	82	625	493	132	21%
Management (Basic accounting, financial analysis, investment plans, commercialization, value chains, identification and basic marketing)	78	726	624	102	14%
Commercialization: (Commercial image and marketing requirements.	9	135	116	19	14%
Fruit deciduous Postharvest Management, deciduous Agronomic Management, Pests and deciduous diseases, safe pesticides Management, soil conservation, integrated pest management, environmental management, good agricultural practices, Harvest agronomy I, Soil Conservation	112	1738	1214	523	30%
Total:	281	3223	2447	776	24%

- During the year 3,362 producers were visited for technical assistance. They were trained in subjects such as, organization, management, production, commercialization and finances; subjects were distributed as follows:

Table No. 14: Households provided with technical assistance in different subjects.

Technical assistance and subjects.	Total	Men	Women	% Women
Organization	253	147	106	42%
Management	284	172	112	39%
Production	2,363	1,730	638	27%
Commercialization	350	309	41	12%
Finance	112	58	54	48%
Total visits:	3,362	2,416	951	28%

Result 2: Increase capacity in operative and organizational processes and management capacity of producers.

Global Goal 2.1: 22 new associative MSMEs increased their management, organizational and operative capacity.

Goal Progress

- During this period, the Project supported the constitution and legalization of 4 organizations becoming agricultural productive associations, these are listed as follows:

Table No. 14: Legalized chains

No.	Name of the chain	Departament
1	Asociación Agrícola Chiquirrichapa-ASODICC	Quetzaltenango
2	Asociación Nueva Misión Santa Clara ANUMISC	Quiché
3	Asociación de productores de Chitapol ASPROCHIT	Quiché
4	Asociación de Desarrollo y Defensa Indígena y Campesina-ASODDIC	Quiché

Global Goal 2.2: 28 groups of producers increased their business, operative and knowledge management.

Global Progress:

- 42 groups type B and C were trained in subjects regarding organization and knowledge management through technical assistance, however, it is required a specialized process to increase their functioning and improve their production processes specially the strengthening of administrative and business activities.

- From the groups trained in Component 2; this year 9 chains were transferred to AGEXPORT with a membership of 543 families. These chains, after 20 months of intervention by Save the Children and after being analyzed were able to be linked to export markets, which demand higher quality standards.

Table No. 15: Transferred households of Component 2 to RVCP Component.

No.	Name of the chain	Department	Municipality	Village	Total associates	Men	Women	% Women
1	Asociación de Agricultores Para el Desarrollo Integral Carrizalences.	Quiché	Cunén	Carrizal	80	54	26	33%
2	Asociación de Agricultores de Desarrollo Integral Ixil.	Quiché	Nebaj	Xevitz	48	45	3	6%
3	Asociación Nuevo Amanecer de Nebaj.	Quiché	Nebaj	Xexucap	63	53	10	16%
4	Asociación de Desarrollo Integral Agrícola Zacualpense.	Quiché	Zacualpa	Chichá	89	79	10	11%
5	Grupo de Agricultores Chitapol.	Quiché	Uspantán	Chitapol	55	52	3	5%
6	Asociación de Desarrollo Integral Zacualpense.	Quiché	Zacualpa	Zacualpa	55	41	14	25%
7	Grupo de Agricultores Nueva Misión Santa Clara.	Quiché	Cunén	Santa Clara	80	58	22	28%
8	Grupo de Agricultores Zacualpense.	Quiché	Zacualpa	Chimatatz	45	38	7	16%
9	Grupo La Cumbre.	Quiché	Zacualpa	Chojolomquej	28	22	6	21%
Total associates					543	442	101	18.60%

- AGEXPORT is responsible of component 1, which made a linkage from two small groups to 2 higher consolidated groups in operations. As a result, Agrupación Asociación de Desarrollo Integral Agrícola Zacualpense-ASODINZA, absorbed with membership Zacualpense farmers, and Asociación Desarrollo Integral Zacualpense-ADODIAZ incorporated new associates from Grupo la Cumbre producers.
- Transferring groups from Save the Children to Component 1 of AGEXPORT, caused Asociación de Agricultores para el Desarrollo Integral Carrizalences to voluntarily desist from participating in the Project.

Result 3: Employment positions generated in coffee productive farms and vegetables of high value.

Global Goal 3.1: 619 employments generated in rural associative MSMEs which represent 48,360 salaries.

Goal Progress:

- Productive activities by Save the Children-Component 2, generated a total of 256 employments from which 34% correspond to women jobs who participate in different chains.

- Generated employment goal of component 2 reaches 80%, as to the following year, the project will make the necessary efforts to reach the global goal.

Table No. 16: Employments generated in Component 2 of RVCP

RVCP Indicators	RVCP Global Goal	Advance FY-14	Advance T-1	Advance T-2	Advance T-3	Advance T-4	TOTAL FY-15	RVCP Global Accumulated
Generated Employments	619	239	15.26	29.64	113.77	97	256	495

- Generated employment was achieved with the production of 400 hectares, produced by chains. Sowing, spraying and harvesting crops activities represent the agricultural process activities which generate most of informal farm jobs.



Result 4: More access to productivity technologies and support services to members of SMEs recently formed.

Global Goal 4.1: 22 New MSMEs have access to productivity technologies and support services.

Goal Progress:

- A total of 30 groups have had specialized consultancies which have provided them with knowledge and material resources to implement good agricultural practices in their production areas. Demonstrative plots were built to promote the use of fenced areas for production, the use of biological beds to prepare agrochemicals, plots labeling, latrines building and cages for handling chemical containers. These practices enable groups to set conditions for certification and safety.
- The project has developed practices for hand washing, use of protection equipment and cleaning areas to improve good manufacture practices of products. Furthermore, it continues to implement soil conservation practices such as living barriers, death barriers, contouring curves, streams among other practices that prevent erosion and allow a higher water retention.

- Technical assistance monitors implementation of good practices with the use of local resources at a low cost. An alliance with the Agricultural Chemical Association AGREQUIMA continues developing events, trainings and implementation of good practices mainly for handling chemicals containers to reduce pollution.

Global Goal 4.2: 3,910 poor households have access to productivity technology and support services.

Goal Progress

- A total of 1,945 producers have been trained in the use of new technologies contributing in the improvement of productivity and support services. Progress has reached 75% of households to whom must be transferred with new knowledge to use technologies and improve production, moreover, to improve their business management activities.

Table No. 17: Households with access to new productivity technology

RVCP Indicators	RVCP Global Goal	Advance FY-14	Advance T-1	Advance T-2	Advance T-3	Advance T-4	TOTAL FY-15	RVCP Global Accumulated
Households have access to productivity technology and support services.	3,910	977	685	874	364	22	1,945	2,922

- 2,922 producers have been trained to implement soil conservation practices, use and safety management of products for vegetable protection, good agricultural practices and integrated pest management.
- 300 farmers were trained in procedures and use of natural and organic insecticides to manage pesticides and diseases in harvests of national market like potatoes and carrot.
- 196 farmers were trained in the use of protection equipment and management of different types of nozzles used to optimize pesticides and take care of exterminators' health.

Result 5: Generated value and sales volume in horticulture and coffee products by SMEs.

Global Goal 5.1: 67,948 qq of horticulture and coffee products produced during the project.

Goal Progress:

During the present year several agricultural activities by Component 2 were formally consolidated, they were provided with technical assistance during the complete cycle of the project which allowed to obtain a total production of 5688, 2 kilograms of horticulture and fruits, duplicating the goal for the year 2014. The goal for this project has been exceeded and it is expected to continue increasing production volume for the next year, taking into consideration the incorporation of cardamom chains in zona Reyna, Uspantán, Quiché.

Table No. 18: RVCP, Component 2, production volumen in kilograms.

RVCP Indicators	RVCP Global Goal	Advance FY-14	Advance T-1	Advance T-2	Advance T-3	Advance T-4	TOTAL FY-15	RVCP Global Accumulated
Coffee	5,205	0	0	0	0	0	0	0
Vegetables	62,743	28,972.98	10,173	3,610.50	6,737	35,432	55,953	84,926
Cardamom	0	0	0	0	0	0	0	0
Deciduous fruits	0	0	0	0	0	21,450	21,450	21,450
Total production in kilograms	67,948	28,972.98	10,173	3,610.50	6,737	56,882	77,403	106,376

- 52 chains received technical assistance to improve production crops, farmers were assessed to export in subjects related to production of vetch grain, French green beans, sweet peas, cabbage Brussels and other horticulture products trade in the national market.
- 52 active chains of the component are provided with assessment to implement good agricultural and manufacture practices. In this period, fruit growers were provided with assessments for (apple and peach) they were facilitated with technical assistance to apply pesticide and disease control, plants management through pruning and improvement of product cutting during harvest.
- 15 groups of cardamom producers were assisted and trained with TRIPS management (a plague that affects plantations). In spite, it has been difficult to make producers implement actions to control plagues, there are still ongoing efforts to support harvest management.

Global Goal 5.2: Generated sales for US\$3,520,474 in horticulture and coffee during the project.

Goal Progress

- This year. Sales reached an amount of US\$1,722,347 on vegetates and deciduous fruits. Accumulatively, US\$2,565,694 reached in sales, representing 73% advance of the global goal.

Table No. 19: Sales in US\$ of Component 2 of RVCP

Sales by harvest	Global	Advance to FY-14	Advance T-1	Advance T-2	Advance T-3	Advance T-4	Accumulated FY-15	RVCP Global Accumulated
Coffee	\$780,750	\$0	\$0	0	0	0	0	0
Vegetables	\$2,739,724	\$843,347	\$230,665	134,177	211,382	809,477	1,385,701	2,229,048
Cardamom	\$0					0	0	0
Deciduous Fruits	\$0					336,647	336,647	336,647
Total Sales.	3,520,474	843,347	230,665	134,177	211,382	1,146,124	1,722,347	2,565,694

Main obstacles:

- Most of the groups which will integrate chains have few a partners, making it difficult to reach the goal (trained families). Furthermore, the organizational level and existing leadership requires a diligent accompaniment because their incipient degree of maturity makes their membership inconsistent and soon their partners decide to abandon organizations.

Actions to overcome obstacles:

- Identify and constitute RVCP intervention with a larger number of groups, in a way direct beneficiary goal is accomplished.

COMPONENT 3. Improve agricultural productivity.

Leader of C3: AGEXPORT

Strategic Objective: Improve agricultural productivity through the access of new innovation technologies, mitigation and adaptation to climate change, good agricultural practices, certifications required by the market that improve associative MSMEs competitiveness.

The actions of this component are focused on strengthening and/or generating capacities with 31 organization of producers. The component has promoted the use of new production technologies, continues to conduct trainings and has moved forward in the implementation of good agricultural practices, adaptation to climate change and pesticide integrated management for different crops traded in the exports market.

Result 1: Production yielding increased by SMEs.

Global Goal 1.1: A 10% increase in vegetable production yielding, and 12% increase in coffee production yielding.

Vegetable production behavior for this period increased 8% meaning 1654 kilograms by hectare for peas and green beans crops compared to the yielding of a year before. After roya affected coffee crops and report the most lowest yielding levels compared to last year, the project managed to increase 9% of productivity rising from 730 kilograms to 805 kilograms.

Result 2:

Adoption of new technologies or management practices as a result of USG assistance.

Global Goal 2.1: Hectares with improved technologies, good agricultural practices as a result of technical assistance from the United States Government.

Goal Progress

A total of 458 hectares were implemented with different technologies and actions targeted to improve agricultural productivity, in this period producers are focused in the following practices:

Good Agricultural Practices

During this period, there was a monitoring and follow up in the implementation of good practices with 24 groups reported in the previous quarter and 15 new groups with GAP's implementation in 170 hectares

where 4,241 benefited producers were trained.

This implementation enable to equip producers with spay backpacks, protection uniforms, masks, gloves, boots and material to circulate plots, labels, different water lab analysis, soil and cholinesterase, contributing to compliance safety and quality polices in the production of vegetables to export as demanded by companies.

The Global, G.A.P certification awarded to Asociación AIDA will guarantee the market of their products, and will decrease environmental pollution and enhance occupational health.

Good Manufacture Practices

With the purpose of assuring safety of products in the post-harvest processes; 3 organizations were supported with improved storage centers and equipment for implemented BPM's.

Renewal of coffee plantation

A plan to improve coffee growing in the Ixil area renewed 17 hectares with Sarchimor, Caturra and Catimor varieties working together with Las Pilas, Covenorte and Flor de Café groups.



Onion chain Research

RVCP Project completed the Consultancy –“Research for the Onion Value Chain” which emphasized on production, trade, organization, services and support in infrastructure to harvest in the municipality of Sacapulas, Quiché.

Some of the achievements are described as follows:

- 19 communities of Sacapulas agreed to produce onion and a total of 2,318 producers (1911 men and 407 women) are currently working in this activity.
- A total of 700 blocks producing in the zone.
- 49% of the area harvests white onion, 48% yellow onion and 3% red onion.
- It is estimated that production volume reached in the zone, rises to 48159,3 kilograms among different varieties.

Since the onion research, it was carried out the integration of the onion chain which identified five groups located in the municipality of Sacapulas Quiché with whom the project will develop a plan to promote a new intervention modality; which will provide specialized technical assistance under a territorial approach that allows a strengthening of the onion chain; beginning with organizational strengthening of producers, productive improvement, commercial links, market management for collective trading.



Safety Food Centers:

3 safety food centers were implemented in equal number as to the organizations to facilitate reception processes, pre qualifications and vegetable safety, making it easy for organizations keep on in the market with quality products.

1 storage and processing center installed in ACODIPA, co- financed by SIESA an Export Company,

a buyer from United Kingdom (EPVEN- Inspira Farms) and ACODIPA. The infrastructure is implemented by EPVEN-Inspira Farms and AGEXPORT/AID. This storage center will allow ACODIPA make a correct reception of the product, as well as give an adequate management in terms of safety, also allowing to make pre selection activities; which constitutes a mechanism for generating local employment.

Global Goal 2.2: 50 reconverted hectares from spray irrigation to drip irrigation

Goal Progress

45.4 hectares were reconverted from spray irrigation to drip irrigation in 14 organizations. This technology reduced 30% of water consumption (365 cubic water by hectare by season of production) moreover, it increased productivity at least 10% (2000 kilograms by hectare) which represents an increase of Q6, 000.00 Ha



Last year, 60 irrigation hectares were reconverted, accumulating in FY2015 a total of 105.5 reconverted areas.

Global Goal 2.3: 15 MSMEs implement harvest technology under conditions of Mulch coverage (C1).

Goal Progress

As a result of implemented plots in FY2014 which uses plastic coverage (mulch) to the present FY2015, 12 organizations have promoted the use of this technology increasing productivity mainly with green peas, which is the crop where this practice is mostly used.

Global Goal 2.4: 20 hectares implemented with crops technology under conditions of Mulch coverage.

Goal Progress

In FY2015, 276 producers had implemented by their own, 24 hectares of Green peas crops incorporating soil coverage technology (mulch).

Global Goal 2.5: 2,000 producers have implemented new technologies or management practices as a result of the technical assistance provided by the Government of the United States.

Goal Progress

During the FY15, producers have implemented several technologies which contribute mainly to the improvement of productivity, moreover, have enhanced environmental practices. Among these technologies are the following: soil coverage (mulch), irrigation reconversion, good agricultural practices, soil conservation, soil sampling to develop fertilizations plans, and pesticide integrated management.

Result 3: Adoption of new agricultural practices (GAP´S)

Global Goal 3.1: 60 MSMEs implement good agricultural practices (conservation and soil management; maintain safety and quality in their crops and protect health of producers and natural environment) (C1 and C2).

Goal Progress

For the period FY15, 15 new organizations have implemented a good agricultural practices protocol (GAP), which guarantee safety and quality in their traded products. Some of the inputs implemented are:

- 40 latrines
- 29 biodeps
- 1,428 meters of circulated plots
- 104 equipment for personal protection
- 34 garbage dump in field.
- 45 hygienic modules

The aforementioned measures are able to reduce environmental pollution and reduce the chances of contamination in products guaranteeing their safety. The cumulative MSMEs applying GPA up to date are 49.

Global Goal 3.2: 60 MSMEs are implementing quality management systems for their production based upon international norms and market requirements. (C1 and C2).

Goal Progress

For the FY15 period, 18 organizations began with the implementation of quality management systems as a result of GAP's application, with the purpose of having a registry used to the traceability of their products. The accumulative of organizations implementing QMS (quality management system) are 39.

Global Goal 3.3: 30 certified MSMEs in good agricultural and organic practices (C1).

Goal Progress

For this period, AIDA organization was certified in Global GAP, having a 9.5 reach of French peas hectares.

The total of certified organizations in RVCP is 12, from which 6 MSMEs are certified in Global Gap and 6 in organic coffee.

Main obstacles:

- Producers are learning and practicing new technologies, however, investment has not been allocated in this subject due that producers invest their incomes mainly in their household expenses.

Actions to overcome, obstacles

- Coordination and alliances have been made with private companies to boost technologies through credits or through leverage from several private or public actors and from executors of the project.

COMPONENT 4: Expand markets and trade through the innovation of Private Sector.

Leader of C4: AGEXPORT

Strategic Alliance: Facilitate through the creation of a Cooperative Federation the incorporation of small non-traditional vegetable producers to exports markets through the insertion of vegetable rural value chains, generating an export productive offer, expansion of services, transformation and commercialization of their production with a strategic alliance with Cooperative Cuatro Pinos and its horticulture development model.

This component does not present progress in terms of indicators, it is expected at the shortest time to know whether it would be implemented or relinquished for its execution which implies to make arrangements with USAID in order to immediately NOTIFY the decisions taken.

COMPONENT 5: Increase crops 'productivity for self-consumption and improve the use of staple food.

Leader of C5: Save the Children and INCAP

Strategic Alliance: Increase crops' productivity produced in rural households for domestic consumption and improve their utilization.

Progress update of Component 5.

Result 1: Increase food crops yielding for domestic consumption.

Global Goal 1.1: 3,910 households increase food crops yielding for domestic consumption (C2 direct households participating in productive activities).

Goal Progress

- A total of 535 households from 22 chains of Quiché sowed beans from ICTA Hanapú (817440 m²), ICTA Altense (58950 m²), ICTA Super Chiva (172920 m²) and Icta Ligeró (1053240 m²), varieties which represent 23.41 hectares of crops.
- A total of 68 households implemented a demonstrative plot of a square meter, of beans Bolonillo Texel (133620 m²), and Bolonillo Labor Ovalle (133620 m²), to evaluate the behavior of material genetically improved by ICTA, in association with corn in the departments of Quiché (180780 m²) and Quetzaltenango (86460 m²).
- Yielding measurement obtained by households
Will be made in the first months of next year.

Global Goal 1.2:

10% of food crops yielding for domestic consumption Increased. (C2).

Goal Progress



It will be measured in the first months of 2016, due that productive areas are still on development. During the present year a survey analyzed the production of last year (AF13/14), estimating that some households increased 5% average in yielding with the use of Proyecto Mas Frijol seed and ICTA. Furthermore, it was not a technical study, until this this year results will be technically analyzed.

Result 2: New alternatives implemented for domestic rural knowledge to increase crops' productivity for staple food.

Global Goal 2.1: 3,910 households adopt alternatives to increase productivity for staple food. (C2).

Goal Progress

A total of 2,251 households (38% are women) improve food crops productivity, through the implementation of practices to control plagues and diseases, use of varieties for improved seeds, planting distance, rational and suitable use of agrochemicals and store techniques to manage post-harvest.

Result 3: Increase knowledge of practices and preparation techniques and improved storage for staple food in rural households.

Global Goal 3.1: 3,910 households using storage techniques and food preparation.

Goal Progress

During the period, 245 households were trained and will adopt techniques for basic grains storage. The progress up to date reaches 865 households that have basically generated knowledge to apply storage techniques. It will be until next year, when adoption techniques will be monitored and will be implemented with the support of the project and producers' investment.

Among promoted techniques are: Canned fruits of the season, food preparation, grain storage bags.

Global Goal 3.2: 7,280 households trained in the use of staple food through value chains and in the implementation of horticultural gardens for self-consumption and promotion of a diversified diet. (C2).

Goal Progress

The period reporting 1,469 households (77% are women) have participated in activities developed to promote a diversified diet, through the implementation of home gardens and trainings in the use of staple food through the consumption home gardens products.

Among complementary actions are:

- 151 households under implementation, agronomic management, and safety use of pesticides in family gardens, to produce local food and self-consumption.
- 191 households receiving technical assistance and training in the following subjects: food storage, combinations of a nutritional diet, kitchen hygiene, and food preparation practices.
- 79 participants received technical assistance as part of the follow up for home gardens management.
- 60 home gardens were implemented with an area of 25 m² for each family garden, adding a total of 13363.345125 m² for 2 chains of Quiche, in order to improve food availability and

diversification of household's diet.

Result 4: More knowledge regarding alternative practices for domestic animal breeding.

Global Goal 4.1: 7,280 households increase their knowledge in animal breeding as an alternative for domestic consumption, (C2).

Goal Progress

Knowledge has been strengthened and increased in 835 households (61% are women) promoting techniques for birds breeding, right use of their facilities, health, dietary guidelines and production to guarantee a source of food and dietary diversification.

Trainings have thought the following subjects:

- Implementation of practices geared to improve management and breeding of birds species.
- Prevention of diseases, improve food staple and storage importance.
- Vaccination and type of vaccine.

Result 5: Improve Access to diversity and food quality.

Goal Progress 5.1: 3,910 households improved their access to quality food. (C2) Direct households participating in productive activities.

Goal Progress

A total of 347 households (61% are women) were trained in alternatives to generate incomes (linked to markets of backyards' products) and management of family budgets, with the purpose of improving the quality of family diet.

Establishment of home gardens, corn and beans improvement yielding, grain storage, biological manipulation and use of food among other activities that seek to improve access to quality food.

Result 6: Performance related to nutrition improvement.

Global Goal 6.1: 3,910 households improve food performance related to nutrition. (C2).

Goal Progress

A total of 731 households (68% are women) were trained on subjects related to improve homes nutrition, including nutritional diversification, training regarding nutrition and home hygiene and the use of alternatives food sources.

There is an ongoing Assessment to the strengthening of capacities in the implementation of healthy homes practices, health and nutrition improvement of 718 families who participate in 22 chains located in the Department of Quiche.

Result 7: Improve use of health services and maternal and child nutrition.

Global Goal 1: 3,910 households improve the use of health services and maternal and child nutrition. (2).

Goal Progress

In the year, 246 households (50% are women) were trained in food guidelines for pregnant woman and prevention of diseases with members of the family, especially children under 5 years of age and pregnant women.

Several meetings were held with health authorities from communities to analyze health and nutrition issues, however, there has not been any coordination to monitor if there has been any improvement in the use of health services.

Result 8: People were trained on health and child nutrition, through the programs supported by the Project.

Global Goal 8.1: 2,100 people were trained in health and child nutrition through the programs supported by the Project.

Goal Progress

During the year a total of 1,341 households (71% are women) were trained in subjects related to health improvement, nutrition and other aspects such as: hygiene in the preparation of food, safe water consumption, fruits and vegetables consumption, and a complementary diet using food locally produced.

Events to educate about breastfeeding, dangerous signs in the care of newborns, children and a complementary diet were given.

Result 9: Children under five years of age covered with the nutrition programs supported by the Project.

Global Goal 1: 3,000 children under five years of age covered with the nutrition programs supported by the Project.

Goal Progress

There has been a direct and indirect support to 899 children under 5 years of age, currently covered by nutritional actions promoted by the project in benefited homes. The progress achieved to date is 85 % of the expected goal.

Progress in the implementation of Component 5 INCAP.

Objective 1: Improve level of knowledge for the adoption of recommended behaviors related to nutrition through the promotion, communication and nutrition and health education (educational group and individual processes, including activities in Demonstrative Community Centers for Food Safety and Nutrition CCDESAN and nutrition education at a household level).

Global Goal 1: Two thousand four hundred (2,400) families with children under 2 years of age and 90 business chains (EE) of vegetables, coffee, handcrafts, have implemented home gardens for self-consumption which will guarantee a greater diversification of diet, according to Dietary Guidelines For Guatemala –GABAS-.

Goal Progress:

In September 2015, 1500 seed lots and 1500 fruit trees of each of the species, aforementioned, were delivered in equal number of families. AGEXPORT, additionally, offered to deliver 1500 drip irrigation kits to be implemented in families' home gardens.



Global Goal 1.2: Two thousand four hundred (2400) families with children under 2 years of age have received training in subjects regarding post-harvest management and in productive activities of birds breeding, farmyard animals, silvo-pastoral and livestock systems, as a source of animal protein for self-consumption to assure a greater diet diversification according to Dietary Guidelines for Guatemala – GABAS-.

In the quarter of October to December 2014, 948 households from component 1 were trained, according to the following table:

Table No. Households trained in post-harvest management, bird breeding and animals.

Chain	Women	Men	Total
ADIBA	58	0	58
ADIP	18	0	18
ADPRA	13	0	13
AIDA	29	0	29
CHAJULENSE 1	206	0	206
CHAJULENSE 2	142	0	142
AGRIUF 21 0 21	21	0	21
CINASEM	59	0	59
FUNDACION PROGRESAR	43	0	43
RIOS DE AGUA VIVA	11	0	11
NUEVA ESPERANZA	47	0	47
AGROS IXIL	110	0	110
APROCAFI	64	0	64
ADIES	30	0	30
ADESIGUA	38	0	38
APRODEFI	59	0	59
TOTAL	948	0	948

Objective 2: Improve access to a quality and diversified diet, prioritizing an adequate investment of

the incomes generated in nutritional food in quantity and quality.

Global Goal 2.1: Three thousand (3,000) families with children under 2 years of age from 60 business chains of vegetables and coffee were educated at home and 30 business chains of handicrafts receiving education in group activities addressing investment in nutrition, health and education with incomes generated by productive activities of agro-export and non-agricultural activities.

Goal Progress

In October 2014, 62 group meetings were made and 417 people participated. Furthermore, in the same month the PCSAN-G visited 972 families where they included recommendations to food investment, beginning with the selection, preparation, conservation and food family allocation; how to develop a family budget, storage or allocate a line item for times of disease, and to make investments on children's education

Objective 3: Improve level of knowledge to the adoption of recommended behaviors related with nutrition through promotion interventions, communication, and education regarding nutrition and health (group and individual educational processes, including activities given in CCDESAN and education given at homes)

Global Goal 3.1: Sixty (60) community promoters in the main areas of execution of the project, were trained to develop community needs assessments and to implement of activities according to specific objectives.

Goal Progress:

Training events targeted to promoters and supervisors are systematic and have been made in different moments during 2015, these workshops have developed the following subjects:

1. Training to develop community needs assessments: 5 new promoters were trained in November 2014, they were hired to cover the first stage of phase 2 of the agricultural value chains implementation. In June 2015, 1 promoter was trained for Cunén, still pending anthropometric standardization.
2. Reinforcement on health subjects and food security.
 - Pregnant women and breastfed diet
 - Breastfeeding
 - Complementary diet
 - Promotion of product consumption from nutritional home gardens.
 - Good hygiene practices at home
 - Risk Management
 - A practice workshop in anthropometric measures: Measurement practice for women weight and size and weight and length in children under 5 years of age.
 - Nutritional Monitoring: Objectives of nutritional monitoring, and the use of a form that collects data.
 - Staple food for sick children
 - Investment prioritization on health, nutrition and education.
 - Promotion of basic health services
 - Meetings addressing involvement of COSANEs

- Analysis of monitored information.
- Promotion of product consumption in home gardens
- Post - harvest management and bird breeding productive activities, backyard animals and livestock and silvo-pastoral systems.

Global Goal 3.2: Ninety (90) community needs assessments used to develop studies for chains of C1.

Goal Progress

In the period of this annual report, 27 community needs assessments were made, 8 of them are from handicrafts, 19 are from vegetable and coffee. These 27 community needs assessments were used to visit households of 1,868 associates (females, male).

During the months of July to September 2015, data was collected from needs assessments in 14 chains, six of them in Agricultural Value chains and eight in Handcrafts Chains. 1,066 associates' households were visited. Meetings will be held to socialize assessments 'data in rural value chains in November of this year.

Global Goal 3.3: Ninety (90) nutritional monitoring plans developed.

Goal Progress

15 nutritional reports were developed as a result of a conducted survey made in June of this year. Likewise, a socialization was made with the chains boards who are currently receiving training in subjects such as: project development and activities planning in order to manage resources which will allow them to counteract health and nutrition problems in the chains.

Additionally in the period comprised from October 2014 to September 2015, two training activities were made in nutritional monitoring: The first one, was to reinforce subjects related to the implementation of a home visit report to interview mothers and observation; the second activity, consisted on subjects linked to the registry of data obtained during each home visit and its eligibility (in the monitor book) and basic analysis procedures to identify and describe changes in knowledge and practices by mothers.

Main obstacles

- The allocation of seed varieties have suffered adaptation difficulties as they do not adapt to heights less than 900 msnm and require a specific technological package.
- Beans seed has presented growth difficulties in Quetzaltenango, therefore, ICTA and MasFrijol will evaluate the possibility of obtaining a different variety to make the necessary technical tests.
- The process of adopting practices to improve productivity on staple food seems quite difficult due that the lack of incomes from farmers to invest in their production plots.
- This year , there have been difficulties to maintain attendance during training, this is related to the arrival of other projects which deliver food and welfare, together with presidential elections which involves many community leaders in politician parties directly influencing in lack of attendance to training events.
- Because of inconsistencies on the public health system and in general terms ungovernable nature, the progress in the coordination with households and their use of health services were not able to be monitored, and the increase or decrease of these services are not statistically

accounted.

Actions to overcome obstacles.

- Coordination with ICTA to analyze other varieties that can adapt to height where chains are located.
- Manage a technological package required to achieve expected yielding.
- The Project has facilitated some resources such as a grain storage bag, irrigation system, and improved seed prioritizing vulnerable households.
- There has been a re-programming for training events planning in order to adapt them to farmers' schedule.
- A strategy of mayor impact was defined, to provide a personalized attention through home visits, which allows to directly reinforce knowledge to households and to program training events in line with priority needs.
- Internally, INCAP implements a nutritional surveillance survey where it is established the number of mothers receiving support (90%) of them have a card of assistance of at least one time of a medical check up in a health center. Next year, the project will develop two surveys of this nature to have precise data.

COMPONENT 6: Improve competitiveness in handicrafts of the Rural Value Chains.

Leader of C6: AGEXPORT /Handicrafts Commission.

Strategic Objective: To strength the participation of women in value chains handicrafts and increase productivity and competitiveness of MSME producing handicrafts.

During the 2015 period, there have been important progress regarding the incorporation of 21 new chains, as well as, the consolidation of an administrative, productive and commercial strengthening.

The following summary presents the organizations linked to the Rural Chain Project/Component 6, highlighting that it was able to overcome the goal set; until today 31 organizations are being trained.

Goal Progress

- Number of linked organizations: 31 of goal reach in 103%.
- Women: 86%
- Men: 14%
- Coverage of prioritized municipalities: 9
- Beneficiaries

Table No.21 Beneficiaries and Chains by Municipality trained by Component 6

Departaments	No.	Municipalities	Chains by Municipality	Associates to assist			% of women
				M	W	T	
Quetzaltenango	1	San Juan Ostuncalco	1	0	35	35	100%
	2	Concepción Chiquirichapa	3	0	97	97	100%
Quiché	3	Santa Maria Cunen	3	14	130	144	90%
	4	Santa Maria Nebaj	8	43	416	459	91%
	5	San Miguel Uspantan	1	0	74	74	100%
	6	San Gaspar Chajul	3	21	152	173	88%
	7	San Juan Cotzal	2	28	102	130	78%
	8	Chichicastenango	7	53	397	450	88%
Totonicapán	9	Momostenango	3	35	87	122	71%
Total			31	194	1,490	1,684	88%

i. Result 1: Increase sales value in groups of artisans.

Global goal 1: US\$1.500.000 in accumulative sales per artisans groups for 5 years of the project duration.

Goal Progress

- **Accumulative Total Sales: \$ 308,877**
- Sales of the period: \$ 248,308
- Sales to exports markets: 45%
- Sales in local markets: 55%
- Global progress goal: 21%
- Organizations reporting sales: 75% del total de beneficiarios
- Number of linked buyers: 20

Table No. 22 US\$ sales on Artisanal products

	Quarter 1 Oct – Dec2014	Quarter 2 Jan –Mach 2015	Quarter 3 April-Jun2015	Quarter 4 Jul- Sep2015	Total year Oct 14-Sep 15
Reported sales ¹ in quarter reports	\$28,482	\$27,142	\$62,083	\$67,580	\$185,288
Invoiced sales and documented after report	\$44,497	\$15,454	\$290	0	60,240
TOTAL Sales	\$72,979	\$42,596	\$62,373	\$67,580	\$245,528

ANALYSIS:

During the project's elapsed time, interventions have mainly had a business approach, productive strengthening and development of new groups; that is the reason why the sales goal progress is still observed downwards.

At the beginning of the intervention, the project developed a need assessment with each of the organizations which allowed to know sales generated by each organization before the project's intervention. The progress reached is significant, taking into consideration that the total reported in sales summed \$75,000 and currently with the project's support it has been achieved an overall of \$308,877 which means a 330% in sales increase.

Previously, an artisan generated daily incomes under Q 15.00 average, with the project's support, significant progress was made, now, artisans are generating, on a daily basis, between Q 50.00 and Q 75.00

It is important to highlight that the report comprises 17 organizations who had been in the project since 2013. Due that the last 13 organizations were integrated at the end of July, sales do not report any progress considering that the priority is to strength them with new products.

Main obstacles

Although identified municipalities have an artisanal vocation, there many weak organizations with little attractive product offer, mainly based on traditional textiles and clothing, also quality and access to raw material have turned to be the main challenges to overcome, that is why, the first stage has focused on overcoming these weaknesses.

Actions to overcome obstacles

It was developed a HUMANART strategy to address the sales issue, therefore, RVCP is refocusing to strength human resource with personnel with high skills in sales, and this is also in line with product development and generated results in the New World Crafts Fair

HUMANART will be implemented in November 2015:

- Mobile galleries with artworks made by international outstand artist who work with groups

¹ In some cases, buyers make products 'payments to chains on later dates as to the report periods. Taking this into consideration an adjustment was made on sales this year, incorporating sales that were not reported in the moment.

combining designs and artisanal techniques.

- Product development to corporative markets to a national and international levels.
- Make alliances with restaurant, hotel and supermarkets chains to promote artisanal products.
- Participation in national and international fairs.
- Develop a promotional campaign involving Guatemalan businessmen
- Establish a sales team to strength trade and sales areas.

NEW WORLD CRAFTS Results:

The edition of the New World Crafts Fair 2015, generated total sales for more than \$1 million among exhibitors; something very positive is that the launching of new collections in the fair generated sales higher than \$300,000.00. Regarding chains, currently, the project works in the consolidation of these purchase orders through the recollection of designs according to client's requirements through the adaptation of the designs according to customers' requirement, as well as, the assessment of productive capacity and availability of raw materials.

Artisanal traditional textiles offer, is wide and, therefore, prices tend to be low. RVCP develops different activities to make producers add value to a product through the design of new products or improvement of the ones being produced.

Result 2: Generated employment for poor rural artisans.

Global Goal 2.1: 2,250 generated employment (85% women and 15% men)

- **Total beneficiaries: 2,204**
- Global Progress Goal: 98%
- Women %: 86%
- Men %: 14%

Goal Progress

When formulating the project, the indicator used to measure generated employment by agricultural chains does not match with the handicraft sector measurement, as one of the features of this sector is the availability of each person to served households or other productive activities, while generating complementary incomes through the creation of handicrafts.

Based on this, each beneficiary of the project represents a generated job, resulting in a total of 1688 beneficiaries, which represents 75% of the global goal.

As a result of executed actions, producers obtained a job and an income through handicrafts manufacturing such as: tablecloths, rugs, pompons, wooden toy tops, bracelets and bead necklaces, palm leaf crafts, and textiles among a wide variety of products that have been designed during the life of the project, 86% of generated employment is performed by women.

Generated employment by the handicraft sector, has a positive effect on the families and neighbors in the communities, because producers obtain additional incomes complementing the family economy.

Result 3: Integration of groups to marketing channels to exports and value chains

Global Goal: 30 groups of artisans are integrated to marketing channels to export and artisans are participating in marketing events at a national and international level to promote "handcrafted" products.

Goal Progress:

- Number of organizations linked to marketing channels: 80%
- Number of organizations generating new businesses: 100%
- Number of organizations linked to direct and indirect export markets: 80%
- Marketing channels: 5 (local and international fairs, bazars, inverse commercial missions, show rooms)

This is a preview result as it will be the main subject to 2016 and 2017 taking into consideration that it is directly linked to sales goals.

In order to increase MSME's capacities and allow them to access to greater opportunities to market their products with national and international buyers, the following component's activities have been implemented:

Participation in trade shows such as: the New York Now Fair, Apparel Sourcing Show, Commercial alliance with West Elm. These spaces have enabled producers to improve their management capacity, because they are the ones who get to promote their products and establish negotiations with the buyers.

Among the positive aspects that benefited the development of this objective, is that artisans have actively participated in the training and technical assistance processes, which have allowed them to significantly improve the quality of the product required by buyers.

Active participation of artisans in marketing events has been key in understanding the customers' requirements, such as: Quality, delivery times, compliance to contracts, production volumes, and determination of cost pricing of product in order to be competitive in the market.

Within the frame of the Regional Crafts Fair, and the New World Crafts, it was officially launched the collection of new artisanal products developed to 17 artisanal business chains. Likewise, 13 new artisanal organizations participated which were incorporated with the support of RVCP C6.

The Fair was held on September 8th and 9th of 2015, at the Hotel Casa Santo Domingo Convention Center in Antigua Guatemala.

A sales expectation of more than \$ 300,000 was generated, figures will be specified during 2015.

Main Obstacles

- Lack of expertise of the distribution chain
- Constant change in buyers' prices
- Identification of local leaders with a commercial approach
- Low production capacity

Actions to overcome obstacles:

- Strengthening through workshops and training with specific leaders of organizations to overcome these challenges.
- Technical assistance to improve processes and quality

Result 4: Marketing and promotion of artisanal products with added value.

Global Goal: 30 collections that consist of about 600 new products have been designed by local and

international designers.

Goal Progress

- **Total collections accumulated: 152**
- Collections of the period: 118
- % of compliance: 500%
- No. Of Organizations with their own collections: 17
- No. Collections designed by the groups: 34
- **Total accumulated products: 1048**
- Total products in the period: 859
- % of compliance: 175%

Table No 23: Number of new collections and products designed

Indicators RVCP	Advance T-1	Advance T-2	Advance T-3	Advance T-4	TOTAL FY15
30 new collections designed	13	20	33	18	84
600 products from 30 new collections designed	41	81	100	626	848

During this period, 6 consultancies were conducted for the development of 34 new collections forming a total of 510 created products based upon production and technical capacities from the project’s groups, in order to be marketed in international fairs, show rooms, bazaars, and shops. This work is framed within the Human Art strategy, which seeks to diversify markets by offering innovative and high quality products, through the participation in events such as the New World Crafts Fair, Enlazarte, and Guate a Mano.

Three consultants have also been hired to develop 26 new collections for 13 organizations approved during the month of July, representing a total of 60 new collections and 1,800 new products, which will not only increase artisans’ incomes, but will also generate a multiplying impact for the development of the country, as these products will be marketed during the next 20 years.



On the other hand, through the linking with exporting companies, a total of 84 collections have been created, made up by 349 products, which are directly marketed by businessmen.

The collections have managed to combine traditional techniques with innovative designs, which have generated strong demand on both local and international markets. In the process of product development, directors and artisanal boards have been involved, thus, they can replicate designs.

Among the sub-sectors that have been working on the development of these products during this period are:

- a) **TEXTILES:** Development of textiles with new typical designs in roll with jasper technique for developing ties and cosmetic bags,



typical textiles dressmaking creating lady bags, ladies jewelry, and packaging for other items, Wayuú type bags with Guatemalan art, plush puppies, different types and designs pompoms for key chains, cards, necklaces and other decorative for items personal use SPA heaters, other typical canvases with new designs for furniture upholstery back strap loom and pedal loom for foot products, among others.

- b) Wool: Elaboration of wool carpets in different sizes and designs, highlighting a childish type toys (small plane) and decorative wool pompoms.
- c) Wood: Tipis, coasters, folding chairs.
- d) Beads: Cosmetic bags, wallets, necklaces, bracelets, coasters, pillows and canvases in different designs and sizes for different articles such as bags, purses, and women's accessories, as well as products manufactures in pine leaf with bead decorations or finishes. Christmas decorations such as wreaths. A new type of cylindrical bead was used for bracelets
- e) VEGETABLE FIBERS: Basket weaving and other home articles in wicker, pine leaf, palm and other combinations or details in beads, as well as the exfoliating maguey cloths for SPA use.

Main Obstacles

- Raw materials availability
- Consistency in quality
- Knowledge of cutting, sewing and manufacturing of leather goods
- Basic knowledge of some production techniques

Actions to overcome obstacles

- strengthening a marketing team within the handicrafts Commission for products sales
- hiring a production supervisor, who is responsible for ensuring the quality and consistency of products.
- Integration of new artisans who handle apparel issues
- Training to improve finishes and development of new techniques

Increased availability and use of technical assistance and BDS by artisans groups

Global Goal: 30 artisans groups received technical assistance.

Goal Progress

As the present year goes by, several MSMEs were gradually incorporating, and it was possible to facilitate technical assistance and business development services to 31 groups of the project from component 6. 31 training processes were developed where 737 artisans were trained (128 men and 609 women)

Table No. 24 Households benefitted by component 6 RVCP

Indicators RVC P	Global Goal RVCP	Advance to FY 14	Advance T-1	Advance T-2	Advance T-3	Advance T-4	Total FY 15	TOTAL ACCUMULATED RVCP
Households benefited by the project	2,250	374	0	756	537	17	1310	1684

Although it was not possible to provide technical assistance to all producers of the chains during the coming months, the project will continue to strengthen the work to achieve a 100% coverage to beneficiaries

Performed Activities

31 training events from which 737 people attended (128 were men and 609 women).

Chains have been supported in their new image and promotion through the development of logos, brochures, business cards, labels, banners and mini-website, this has helped to improve the image and participation of the organization in other areas that they did not previously participate in.

Trainings were provided to producers thus they could practice cost estimation for production jointly with the administrative and productive area in order to build capacity to determine with greater certainty selling prices.

Technical assistance was provided to the design and development of new products with the support of 6 junior industrial designers and 1 senior designer, assisting 21 organizations to develop new artisanal collections.

VI. Keystones:

Environmental Sustainability

Result 1. Establishment of an Environmental Management System to RVCP

Goal 1.1. An Environmental Management System, including: Identification of potential environmental impacts, Selection of necessary mitigation measures, execution follow-up.

A design for the Environmental Management System of the RVCP was developed, in order to guarantee the process and actions regarding environmental procedures, and adaptation to climate change.

This system, systematizes and replicates efforts to promote environmental performance as a generator of added value, encouraging environmentally responsible practices and sustainable use of soil-water-forest resources. This allows producers to receive added value by the application of good agricultural practices, certifications, organic production, and energy efficiency. In addition, this system intends to, improve MSMEs capacities to the adaptation to climate change, reduce their vulnerability and risk management.

Result 2. Environmental Mitigation Plan and Report (EMPR) implemented in MSMEs

Goal 2.1 140 MSMEs and rural producer groups performing environmental mitigation activities according to EMPR in particular.

A total of 126 EMPR have been developed and adapted to specific conditions of each vegetable, coffee and artisanal MSMEs, as part of the approved EMPR for RVCP/AGEXPORT.

In July 2015 in the City of Quetzaltenango a total of 31 agricultural promoters were trained who at the same time trained several MSMEs in the subject "Environmental Mitigation Plans and Report" (EMPR) based on USAID's environmental regulations (22 CFR 216), promoters are responsible of the following-up of mitigation proposals.

In May 2015, an EMPR monitoring was performed to 26 MSMEs and this year new implementations began in 55 new MSMEs.

Goal 2.2 3.000 Households executing the activities for environmental mitigation

Implementation of EMPR and follow up of different training subjects in 126 organizations and 2455 households where the following actions for environmental mitigations have been implemented:

- 200 Hectares of soil conservation where leveled ditches, live barriers, dead barriers, irrigation ditches, individual terraces, among others, were implemented, this enables to extend the use of soil, increasing natural fertilization, increasing humidity in the land.
- Management of water resources, 45.5 hectares were reconverted from sprinkler irrigation to drip irrigation which reduced water consumption by 30 % (365 cubic meters of water by hectare per production season) besides increasing productivity by at least 10 % (2000 Kilograms per hectare) which could represent an increase of Q6,000.00/Ha.
- Solid waste management:
 - A total of 30 centers of empty bottles were implemented in 14 new chains, reducing odds for soil, water, and human contamination.
 - More than 200 families were trained in composting development and a total of 35 new composting sites of organic waste such as coffee pulp, crop residues were incorporated, this contributes to waste management and to reuse products into fertilizers that once in the soil improve production yields.
- 3 triple washing centers were incorporated.
- in the integrated pest management, 50 new hectares were implemented to use yellow traps, directly reducing plagues and used as an indicator for plagues. Allowing to decide whether to use or not pesticides, decreasing their use which reduces environmental pollution.
- 15 new organizations implement a protocol of good agricultural practices GAP, which guarantee to properly comply with the measures previously settled in the EMP (environmental mitigation plan) and GAPs manuals of AGEXPORT
 - 40 latrines
 - 29 biodep
 - 1,428 mts of circulated parcels
 - 104 personal protection equipment
 - 34 land fill sites
 - 45 hygienic modules.

With the previous measures, environmental pollution is reduced as well as the contamination in safety guaranteed products.

- 10 fertilization plans for export crops based on laboratory analysis of soil fertility, which ensures the use of a required fertilizer decreasing pollution and reducing the production costs.
- 6 organizations implement good manufacturing practices, which ensure safety of their

products and reduce risks of crossed-contamination.



Goal 2.3. Environmental Evaluation RVCP and EMMP (Environmental mitigation-Monitoring plan) for the generation of new crops.

In the FY15, Sun Mountain Company begins an environmental assessment to RVCP, in September 2015, the first cardamom and fruit EMMP draft was finally presented which at the time of its approval will be implemented by organizations.

Result 3. Management Initiatives developed for implementation of demonstration sites to climate change adaptation.

Goal 3.1: 2 initiatives will implement demonstration sites to climate change adaptation.

Demonstration sites, are territories located in micro-watersheds, at a community level, where good practices in productive systems with small and medium producers are adopted and constantly threatened by weather events, as landscape natural dynamic produces in a sustainable way goods and environmental services (water, soil, and forest), essential for human survivor.



RVCP in partnership with CNCG, implemented 3 demonstration sites in the chains of ASODINE, CHAJULENSE and COPECAFE, which were assessed in order to identify threats and suggest which mitigation measures to climate change can be incorporate into AGEXPORT's transferring technology manual, that is expected to reduce effects on climate in the communities and in production areas.

Goal 3.2 1,000 households trained in mitigation measures to climate change.

During the implementation of three demonstration sites a total of 73 households were trained in the following issues:

- Basic terminology of climate change, global warming and Greenhouse effects
- Models and scenarios for Guatemala, with emphasis in the hydro meteorological phenomena that have affected the country (Mitch 1998, Stan 2005 and others such as droughts)
- Climate variability, focused on threats in Highlands (drought, Frost and others)
- National policy, socialization of the Law of CC. 7-2013, thus communities learn about the existence of the law.

- Adaptation based on eco systems and communities.

Result 4. Precise knowledge of agricultural and artisanal practices based on sustainable management of natural resources

Meta 4.1: 140 MSMEs increase their knowledge in agricultural and artisanal products based on sustainable management of natural resources.

126 MSMEs have increased their knowledge based on sustainable resources management through the implementation of EMPR, GAP, already described in results 1, as well as the implementation of demonstration plots and bio factories.

Demonstrative plots:

In partnership with Hivos, 35 demonstration plots were implemented in field to climate change, each one of them is managed by a master farmer. These plots will be used as knowledge transferring points to producers of these areas.

Demonstration plots are developed based on a decision tree analysis using AGEXPORT´s transferring technology manuals and GAPS, different technologies seek to improve soil and water resources, reduce pollution, and increase productivity.



Biofactories

In partnership with HIVOS and CEDECO, and with the intention to decrease agrochemical consumption and to generate an organic or natural culture a total of 22 farmers were trained in the production of bio ferments which are used to improve the nutrition of plants and therefore, its resistance to diseases, besides the developing of bio insecticides (repellent products of insect-based products such as chili, garlic, onion, pepper, among others).

In 2015, 3 bio factories were implemented, two in coffee growing chains in Chajulense and Mayan Ixil and one in Zona Reina, the productive capacity of each bio factory is approximately of 4,800 liters of bio ferments every 60 days, i.e. 28,000 liters per year.

Each bio factory can cover an approximately 150 hectares of farmland per year which represents an economic, efficient and non-polluting option to be used by producers of organic coffee and natural cardamom.

Currently, there is an ongoing follow up in plots where bio ferments are applied to evaluate the increase in production and decrease of crops diseases.



Goal 4.1: 2,000 households trained on sustainable agriculture and the use of best management practices and resource management

1.148 households trained on sustainable agriculture and best practices which are part of 126 MSMEs, some the subjects thought were:

- Climate change
- Technologies to climate change adaptation
- Production of bio ferments
- Integrated pest management IPM
- Management of soil conservation
- Conservation of natural resources
- Quality Management Systems (Certifications)



Main obstacles

- Promotion of environmental friendly practices, requires an awareness of a medium and long term with farmers, therefore, techniques and measurements adoptions promoted by the project is quite slow.

Actions to overcome obstacles

- Demonstrative plots and techniques like bio factories have been established through an alliance management, with special support of HIVOS, which help to replicate and socialize environmental practices.

Rural Financial Services

Strategic objective: Promote banking services to producers supporting the development of value chains.

Result 1: Improve access to credit to associative SMEs.

Global Goal 1.1: 25 Associative SMEs have access to credit with financial institutions

Goal Progress

100% achieved goal for FY2015 which currently comprises 10 organizations managing credits with formal financial system institutions, some of them are, IDB, COSAMI, BANRURAL, FENACOAC, FAFIDES, FEDERURAL, among others.

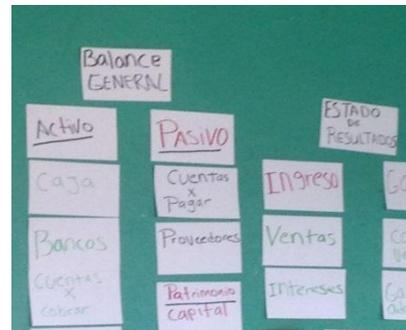
Global Goal 1.2: Establishment of strategic alliances with formal credit financing entities.

Goal Progress

During FY2015, RVCP projected an alliance with a financial entity, this was 100% achieved through OIKOCREDIT's association (international development cooperative financial institution) of the Netherlands, who is strengthening the management of four rural chains within the frame of business chains programs (ADIBA, Rabinal Vargas APROCAFI, and AGROSIXIL). Through this action organizations expect to have at a short and medium term credit options and financing to strength their agricultural activities with formal entities of the financial system.

The strategy lays out a strengthening that begins with the design of a technical plan agreed in each organization taking as a point of reference an assessment and achieved results on phase 1. The priority topics in this strengthening are:

- Accounting and internal control systems
- Finance
- Governability
- Fiscal and tax



HIVOS alliance developed a methodology to strength business and organizational capacities in the chains, aiming to systematize, standardize and direct interventions focused on business and organizational strengthening. The principles of the methodology relies on adult education, the quantification and measurement of performance and a differentiated approach according to development level and context of its leaders in terms of values and learning resources.

A methodology's design was structured in three modules: (i) business assessment module; (ii) process of technical assistance, education and training; and (iii) Protocol of an internal seal that allows graduate companies after the process. The internal seal includes a certification progress; which will guarantee achieved advances and will certify them to assure service providers with a level of development and facilitate access to services. The certification pretends to be an instrument to encourage companies and provide quality control to services providers.

This methodology will reinforce organizations in administrative, accounting and organizational matters; promoting a comprehensive development which directly impacts the use of opportunities with financial credit institutions.

Main obstacles

- The RVCPs chains, although need a credit for productive investments, not all of them are willing to undertake commitments with financial institutions, considering the vulnerability and risks in agricultural and artisanal activities.
- Financial institutions, do not have financing plans with some kind of incentives to encourage farmers to obtain credits which could be agricultural insurance, lower interest rates or others.

Actions to overcome obstacles

- Trainings have been given to producers providing information to financial options , OIKOCREDIT promotes and offers credit advantages.

Gender Equality Promotion

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

Specific Objectives:

- Increase women capacities in a way they can influence in decision making in their households, communities and society in trained MSMEs.
- Promote citizen participation of rural women in the value chains of vegetable, coffee and artisanal sector of the departments of Quetzaltenango, Quiché and Totonicapán.
- Promote women's access to financial and productive resources of rural value chains
- Promote the involvement and participation of women in value chains.
- Incorporate a gender perspective in all actions or activities to be performed by the implementing partners of the JUNAM Consortium to the execution of the rural value chains project.

Advance in execution:

Result 1: Increase women capacities in a way they can influence in decision making in their homes, communities, and society in trained MSMEs

Global Goal 1: 140 women participating in MSMEs from the rural value chain project holding positions in decision making.

Goal Progress:

During the fiscal year, Vital Voices worked with 97 women who currently occupy positions in decision making in different MSMEs of component 1 and 6 from the project, representing 69% of the total goal.

Table No. 25 Women in leadership positions

Component	Number of Women
Component 1	38
Component 6	59
	97

Performed Activities:

- a) Awareness from the technical team and field operation: technicians, rural promoters and females community promoters from SAN-Gender.

There were initially two (2) working meetings in which 7 promoters participated (3 women and 4 men) from the Handicrafts Commission - COMART-(component 6) during this meeting, it was addressed gender awareness subjects.

A working meeting was held with the participation of 26 technicians and promoters (2 women and 24 men) from 13 business chains of Component 1, in this first meeting, following subjects were addressed:

- Differences between sex and gender
- Social construction of gender
- How does sexism affect men?

There was a work meeting involving 25 technicians and promoters (24 men and 1 woman) from 13 business chains of the component, which addressed roles and gender stereotypes:

In the case of chains of C6, a working meeting was held with the participation of 30 promoters and 30 members of the Board of Directors from 30 rural artisanal organizations, addressing the following subjects:

- Differences between sex and gender
- Social construction of gender
- Equity and gender equality
- Tools to promote gender equality from our environment.

- b) Follow-up to the implementation: "Gender equality policy and women's economic empowerment".

The follow-up and monitoring reports determine that awareness modules have motivated participants to begin a reflexing process about gender equality. Participants have had the opportunity know themselves and reflect on their individual and collective attitudes and thus encourage them to changes their thinking perspective according to gender equality both at a personal and productive level where they usually work.

- c) Design and/or adapt materials for the promotion of gender equity.

5 tools were designed to promote gender equality
Using amusing material to guarantee that the approach
And activities are understood by promoters and members
of the organizations.



One (1) experience exchange tour was conducted with 11 women and 10 men of 5 CVR of component and 1 at the headquarters of The Development Cooperation Association of Huehuetenango (ACODIHUE). Currently, ACODIHUE is a second level organization for 18 base organizations, including the women network Awal Nan. This network is certified with seals that allow them to sell abroad enabling them to duplicate women membership. This type of exchanges enrich knowledge and acceptance by members of the value chains in business and marketing processes.

Result 2. Promote involvement and participation of women in value chains.

Global Goal 2.1: 140 MSMEs of the rural value chains project increase the participation of women in productive activities.

Goal Progress:

According to the lists of beneficiaries, it is established that the proportion of female participation (performing as associate) in rural the projects chains rise up to 35%.

Performed Activities

Training events with 140 representatives used a participatory methodology to introduce participants to the equity gender subjects which was effective among participants. Although is a complex subject, the message was understood and has brought awareness in a way people can identify that equity gender is to provide equal opportunities to women and men with the right of accessing to education, employment, talk and participate.

Throughout these activities, participants were able to visualize the joint work carried out in some links in the production chain, the role of women in the productive process and its contribution that in some cases is not highlighted because of the social construction of their roles within the community.

Alliance with HIVOS to promote women economic empowerment:

Through and alliance and Hivos support, it was designed and implemented a women economic empowerment project as part of the rural value chains linked with RVCP. This project is targeted to the strengthening of women's personal and business skills in 24 productive organizations of the RVCP through a participatory and inclusive dynamic. This will allow a comprehensive development, generation of entrepreneurship led by women and personal (self-esteem and leadership) and business strengthening.

Some of the main results of this intervention is the active participation in 5 training and workshops modules regarding community development projects led by women where more than 366 women of 24 chains attended.

As a result of these workshops, women were able to design community projects. Vital Voices role was to direct and asses those projects based upon a business vision, income generation to the families and community as alternative activities besides the agricultural one. These projects were built by defining the main links of a productive activity:

Why? What? where?, how and who?, when?, how much?. It is highlighted, that in this process women delivered ideas, defined needs and challenges to make projects feasible, roles and responsible leaders were assigned and a project's budget was calculated, which will be presented to the boards of Directors allowing new ideas of rural microenterprises to be developed to generate women income. The main projects will include:

- ADIP – Flower Shop La Bendición, vegetable and flower cultivation project
- CINASEM – Cattle raising Cholatense, cow raising project and organic fertilizer
- APROCAFI – Vegetable garden Xeucaulvitz , vegetable garden project

- ADIAP – Batz tze' tu qq, Fruit tree project
- AGROSIXIL –Tailoring Project Cajixaj, machine sewing trainings
- LAS PILAS – Chicken project “Las Pilas”, egg laying hen project
- FLOR DE CAFÉ – Traditional garment women weavers Txi' tetz Chel, Foot loom project
- ADIBA – La Esperanza, Flower cultivating project
- RABINAL VARGAS – Los Ángeles farm, Hen growing project



Moreover, 3 meetings were held to exchange experiences, share learned lessons and stories from 111 leader women from rural value chains; it also had the participation of entrepreneurs, leaders, business specialist women of AGEXPORT and chains promoters.



Global Goal 2.2: 140 MSMEs from the rural value chains project developed a gender equality promotion plan.

Goal Progress:

Gender equality promotion plans were developed for 24 organizations including actions to achieve gender equality.

Performed Activities:

Monthly visits were made by promoters and regional supervisor in gender subjects, to collect data regarding participation level in decision making positions, monitoring action plan generated by MSMEs, also to measure equity gender situation and socialization of the Promotion Plan on Gender Equity.

- Visits were made, to 23 productive organizations with the participation of 232 women and 219 men, representatives of boards of Directors, technicians and agricultural promoters, partners and members of component 1.
- Visits were made to 21 productive organizations (December 2014) with the participation of 117 women and 181 men from boards of Directors, members and agricultural promoters and technical partners of the C1.
- Visits were made to 8 productive organizations (March 2015) to socialize contents of the Promotion Plan on Gender Equity which included 14 women and 25 men representatives of BD, partner, partners, technical and agricultural promoters of C1.

Installing capacities to different associates that show interest and commitment, through leadership training, self-esteem and personal skills, would enrich communication between productive organization and VVG and would make possible to adapt the activities according to the needs of the target group and maximize time and resources.

Some of the achievements to highlight is that boards of Directors gave priority to monitor guidelines regarding gender subject in rural value chains, these guidelines are described follows:

- **Equal access to women and men to training processes:** Organizations considered important that training processes should involve men and women as through these processes they develop skills and knowledge, making people more competitive.
- **Incorporate a gender approach in the productive chain of Organization:** Members and partners are aware of men and women participation in several links of the productive chain, therefore, it is necessary to improve relationships between men and women within the productive chains.
- **Include men and women in processes of technical assistance:** Organizations considered technical assistance a very important element to support the work of producers, thus they can face problems or specific challenges. Assistance may include assessment from productive practices to production strategic plans and marketing, enabling producers to adapt to new challenges of free market and to the new forces that participate and enter in competition.
- **Access to services and resources that improve quality life of men and women:** Organizations are constituted and become legal figures, and according to their statutes have the authority to manage development projects which should be oriented to improve the quality life of men and women. Project proposals should contain a gender equity perspective. ADIP is a good example, since from his legal figure managed 2 mills of nixtamal, which will benefit not only partners but to a whole community.

- **Participation of women in organizations and management positions:** This guideline obtained the lower score within the definitions of the boards, however as it is Vital Voices commitment and as part of the RVCP actions, it was identified that this had to do mainly because of the following reasons:
 - The percentage of associated women in most organizations only represents a third part.
 - Due to low self-esteem, women think they are not capable and believe that if they hold a position at the board of directors, they could not accomplish with the traditional roles (wife and mother) of society.
 - Stereotypes: women are not proposed for high positions because they have a wrong vision of gender (weakness of character, maternity and family commitments), they underestimate their ability to efficiently fulfill leadership's roles.

Cultural identity Subject (Sotzil)

Strategic Objective. Incorporate a vision of respect and surveillance to the RVCP strategy and its different components in line to the strategic aspect of cultural identity from the point of view of the Mayan people.

As part of the lay out strategy, in RVCP proposal, through the cultural identity theme, the RVCP actions will respect cultural identity of indigenous peoples, as well as their approaches and community demands, their traditional productive practices, within the frame of their collective rights and values of their cultural identity and cosmogonist thinking.

Global Goal 1.1: Methodology developed to the incorporation of essential aspects of cultural identity in the RVCP.

Goal Progress:

Four assessment on traditional knowledge in an equal number of chains linked to the rural value chains project were developed, they were selected and prioritized thus they could project or estimate according to the crop or product marketed or region where they are located. Chains under these assessments were:

- Ecological association for Integral Development Sacapulense –ADIES-, onion growers.
- Association for Integral Development for Farmers Nueva Esperanza –ASODINE, Peas and String green bean growers.
- Chajulense association, coffee producers
- Chajulense association, of women United for life, handicraft producers.

The Strategy of Cultural Identity of the Rural Value Chains is still under review; it includes guidelines activities which will orientate the strengthening of cultural identity of MSMEs of the RVCP. During the strategy's implementation two selected value chains have socialized the assessment and action plan to chains leaders to replicate models in RVCPs chains.

Performed Activities

- Coordination meetings between the AGEXPORT and Sotzil teams.
- Definition of sites and chains for systematization of experiences,
- Review specialized studies carried out within the frame of traditional knowledge.
- Semi-structures interviews were made to key actors not probabilistically selected, mainly to field promoters, chains leaders and Agexport's specialists to discuss about the strategies that communities will implement as traditional knowledge directly and indirectly related with productive chains.
- Sorted results and finally interviews were conducted with experts on traditional knowledge of indigenous peoples with whom it was discussed about the research and findings, they gave comments and approaches to the investigation.

The cultural Identify Strategy implementation of RVCP

During the month of July, Rural value chains presented an assessment and a Cultural Identity Strategy. The Results were socialized in August and September with representatives of Association Sotz' il, AGEXPORT and representatives of indigenous peoples and chain leaders. The following actions derived from socialization will be made in October; the delay is due to variables such as general elections held in September, violence in the Ixil territory; as this is the term requested by chain leaders to evaluate their integration into the strengthening plan and considering the beginning of the agricultural activities in begins October.

In August, Association Sotz'il presented the results to members of AGEXPORT's business chains program; this was a reflexing day where results were analyzed; the progress of the project was also presented to the RVCP Consortium. In September results were socialized to chain leaders; the strengthening proposal was approved ASODINE and disapproved by Chajulense Association of women United for life; and as to ADIES Magdalena La Abundancia, Sacapulas, Quiché, requested time to evaluate the proposal, responding on October 10th.



Global Goal 1.2: 5 developed initiatives strengthening cultural identity

Goal Progress

A study of Rural Value Chains in the RVCP demonstrate "that indigenous communities transmit customs, technologies, visions and traditional approaches, to commercial production, regardless of their historical and geographical origin of production and final destination of products. Acknowledgement of traditional elements transferred to production, can be constituted as a mechanism that links the territorial social capital, which may lead to the strengthening of cooperation, solidarity and reciprocity between people and communities."



"A strengthened community organization is a common element in the chains, all active members of associations and groups of producers belong to the community and interpersonal relationship is not limited to the productive sector, but extends to religious, sports, family and political aspects within the community. According to the analysis of institutions (Ostrom 1990), linkages have clearly defined limits in the sense that communities know exactly which members integrate the groups. Also leaders who lead producer organizations are collectively appointed, in all cases, based on their acknowledgement, credibility, trust and service to the community. These elements stand out more than production experience or any academic background"

Global Goal 1.3: 25 Products developed with cultural identity and their promotion.

Goal Progress

RVCP and Sotzil are identifying products with cultural identity that can be incorporated into RVCP's chains. For example, in the case of coffee 15 products have been identified.

Coffee growing has the particularity to partner with fruit trees productions, without affecting the performance, the potential partners described in the previous section are listed below.

- 1 Musaceae, mainly silk banana, gold and manzano banana, as coffee shade
- 2 Orange, as coffee shade
- 3 Lemon, as coffee shade
- 4 Izote, for the local market
- 5 Coffee seedbeds, for the local market
- 6 Fruit tree seedbeds, for the local market
- 7 Forestry seedbeds, for the local market
- 8 Meliponas Bees honey, these bees contribute to the fertilization of fruit shade systems of shade and its honey is medicinal
- 9 Tourist Circuit of the Ixil region, mainly focused on 'coffee tours'
- 10 Gastronomic tour of the Ixil region and coffee tasting
- 11 Macadamia Nut, as coffee shade
- 12 Handicrafts made of sacks of Brin by Chajulense Association
- 13 Opening a coffee shop –Coffee Shop- Which markets in cup Chajulense's coffee, Mid-term, in Santa María Nebaj, Santa Cruz del Quiche or in Guatemala City
- 14 Cardamom, between coffee furrows
- 15 Avocado, as coffee shade

Main obstáculos

- Lack of resources within the frame of RVCP's proposal to give effect and promote cultural identity products.

Actions to overcome the obstacles

- Promote at a board meeting level resource management to encourage production of products with cultural identity, highlighting future benefits.

d) Monitoring and Evaluation

RVCP project carried out different activities to establish systematic actions to improve the implementation of the project. These activities may include the following:

- **Intermediate internal assessment of the RVCP components**

As part of an analysis process of the RVCP, AGEXPORT developed through a monitoring coordination, an internal process to assess progress of the components and level of accomplishment in execution, in order to identify delays and to define strategies to improvement.

At a general level the process included the following activities:

- a) Interviews with chains managers of the components: interviews were conducted with executives of 44 chains (10 of component 1 and component 2-34).
- b) Field visits: visits to demonstration plots were made to assess practices promoted with producers.
- c) Further revisions were made to verify documentation and registration of reported indicators.

An assessment to SAN developed by INCAP within the agreement of AGEXPORT was made in July 2015.

- Visits and interviews with executives, identified mothers within the framework of 1000 days were conducted.
- Home visits were conducted to verify the use of health or nutritional practices adopted in households
- Promoters and supervisors team employed by INCAP were interviewed.

Overall results obtained in these activities:

- Advances that are taking place in terms of creating opportunities, thus, groups have access to market their products with private companies.
- Employment generation contributes to boosting the family economy and reduces people's migration.
- Advances in the promotion of good agricultural practices improving production quality for export markets.
- Women participation in different areas of training (agricultural, SAN, crafts, gender), contributing to the strengthening of capacities and leadership of women of small producer groups.
- Provide alternatives to increase production of basic grains to access to staple food through the implementation of production areas of beans and corn for self-consumption.
- There were difficulties in reaching production due to climate factors.
- Record indicators, such as artisanal employment or sales to informal markets presented difficulties, these are being improved through the implementation of new ways of documenting data clusters, including logging: production plans, lists of producers and volumes produced, cost analysis in the development of artisanal products, among others.

Software: the project is working on a software prototype and its operational capacity to monitor and evaluate indicators, this system will administer data generated by RVCP and the Chains Program.

Socialization of monitoring tools to partners: The monitoring specialist had several work meetings with associates to socialize compilation tools of indicators. They have looked for communication mechanisms for the presentation, review and feedback of quarterly and annual reports.

Advance review meetings: With the support of the general Manager Office, several meetings have taken place with the purpose of reviewing advances of female associates. These spaces show advances and analyze delays in the execution of the project. There has been several modifications and reassessments to the implementation strategy in order to improve the efficiency and effectiveness of operational and financing aspects.

e) Communication

The Communication Unit of the Business Chain Project during the fiscal year 2015, carried out different activities:

- **News Articles:** Drafting 55 notes presenting the progress and achievements of the Rural Value Chains Project. These notes can be located both in the digital platform of "Agexport Hoy" or in bulletins "Nuestro día a día" from the Division of Development and the Rural Value Chains Project (RVCP, for its acronym in English), furthermore, the web page (www.encadenamientoempresariales.com).

- Rural Value Chains Project Brochure:** 400 copies of a brochure of 21 cm by 21 cm, described in a summarized way RVCs results and activities and inform externals about the work made with the different strategic partners.



- Design of visibility banners:** 6 banners were designed, comprising handicrafts, coffee, vegetables, onion of the Rural Value Chains Project, their purpose is to visibilize the project at different events. Designs were adapted for Save the Children and AGEXPORT's Handicrafts Commission partners.



- Power Point presentation Design:** templates were made to visualize the different thematic elements of the Development Division. A graphic line graph was made for each thematic, which is distinguished by colors giving unity to the design.



- **Web Page:** After making a new design of the Development Division at the web platform, it was created a specific space to the Rural Value Chains project following the graphic line managed in different designs, furthermore, it has specific information of each component and supported themes. The site has a section for documents, photography, maps among others that works as part of the knowledge management lead by the Communication Unit (<http://encadenamientosempresariales.com/encadenamientos-empresariales/rvcp/>)



- **Visibility Blankets for Promoters:** The purpose of this material is to give promoters material to visualize the different communities where RVCP works, therefore, 60 designed blankets of 2 m by 1.5 m were printed. The design is similar at to the one used in 2015.



- **Participation in Agriculture Fairs:** AGRITRADE 2015, had the participation of 8 vegetable chains, which had a booth where they exposed their products and exchanged experiences with different buyers. A forum to discuss agricultural innovation was also held which had the participation of ADIP producers, and the support of the RVCP project.



- **Handicrafts Forum:** This forum allowed to exchange experiences and proposals between the different links of the artisanal value chains to encourage an integral growth of the sector, the Communication Unit together with the Handicrafts Commission held the "Transforming the Handicraft Value Chain of Central America", Forum which had the participation of 125 spectators and 7 panelists, among them an artisan of the Agros Ixil Organization.



- **Civic Act:** September, the patriotic month of Guatemala, AGEXPORT carried out a civic act where USAID's representatives were honored. The event was attractively decorated with different materials that displayed USAID's work through the RVCP in different communities of the country.



- **Chains tours:** Accompaniment to different field tours with delegates of the United States Agency for international development (USAID) and other agencies.



- **Tours with journalists:** A tour was conducted with 8 media agencies where it was presented the ANAPDERCH chain and the support that RVCP has provided to fruit and deciduous trees exports.



- **Graphics:** The communication unit, issue and release, in an alluring way, the different actions made by the RVCs components with the purpose of unifying them, 6 infographics were developed and used at the web page. Icons were created to make information more appealing.

COMPONENTE 1 (C1) MEJORAR LA COMPETITIVIDAD DE LAS CADENAS DE VALOR

El CCA, apoyado por AIDEPORT, fortalece la competitividad de las cadenas de valor de los productos agrícolas de exportación, a través de acciones de asistencia técnica, capacitación y desarrollo de capacidades productivas y de negocio en el sector.

COMPONENTE 2 (C2) EXPANDIR LA PARTICIPACIÓN DE LAS CADENAS DE VALOR:

El Objetivo del CCA, apoyado por Sava Chile, es promover el crecimiento de la participación agrícola en el comercio exterior a través de acciones de asistencia técnica, capacitación y desarrollo de capacidades productivas y de negocio en el sector.

COMPONENTE 3 (C3) MEJORAR LA PRODUCTIVIDAD AGRÍCOLA

El objetivo del CCA, es fortalecer al sector agrícola en Chile, a través de acciones de asistencia técnica, capacitación y desarrollo de capacidades productivas y de negocio en el sector.

COMPONENTE 4 (C4) EXPANDIR LOS MERCADOS Y EL COMERCIO, A TRAVÉS DE LA INNOVACIÓN Y LA INVERSIÓN DEL SECTOR PRIVADO:

El CCA, apoyado por AIDEPORT, fortalece la competitividad de las cadenas de valor de los productos agrícolas de exportación, a través de acciones de asistencia técnica, capacitación y desarrollo de capacidades productivas y de negocio en el sector.

COMPONENTE 5 (C5) INCREMENTAR LA PRODUCTIVIDAD DE CULTIVOS Y MEJORAR SU UTILIZACIÓN

El objetivo del CCA, apoyado por Sava Chile, es promover el crecimiento de la participación agrícola en el comercio exterior a través de acciones de asistencia técnica, capacitación y desarrollo de capacidades productivas y de negocio en el sector.

COMPONENTE 6 (C6) COMPETITIVIDAD DE LAS CADENAS DE VALOR DE ARTESANÍAS:

Fortalecer la competitividad de las cadenas de valor de las artesanías a través de acciones de asistencia técnica, capacitación y desarrollo de capacidades productivas y de negocio en el sector.

- **Success stories videos:** Audio-visual material and 6 videos were developed to show within the Rural Value Chain Project , success cases from business chains that have influenced on employment generation and in Guatemala’s Rural Development. Each video last approximately 2:30 minutes, videos show how RVCP has supported them in their community development.

Vegetables:

https://www.youtube.com/watch?v=2l6GmmpO_00



Handicrafts:

https://www.youtube.com/watch?v=Q7yaF_3DtxU



Rural Work:

https://www.youtube.com/watch?v=2M_nlQjAlo8



Environmental management:

<https://www.youtube.com/watch?v=dcASS4eFOXs>



Women Empowerment:

<https://www.youtube.com/watch?v=osTgyJetRm4>



Coffee Table:

<https://www.youtube.com/watch?v=trop8DKMD6k>



f) Entire execution from October, 2014 to September, 2015

The overall implementation of this period amounts to US \$4, 711,015, according to financial report, presented below.

FEDERAL FINANCIAL REPORT (Follow form instructions)								
1. Federal Agency and Organizational Element to Which Report is Submitted Agencia para el Desarrollo Internacional - USAID-		2. Federal Grant or Other Identifying Number Assigned by Federal Agency (To report multiple grants, use FFR Attachment) 520-A-12-00003 RURAL VALUE CHAIN				Page 1	of 1	pages
3. Recipient Organization (Name and complete address including Zip code) Guatemalan Exporters Association - AGEXPORT- 15 Avenue 14-72 zone 13 Postal Code 01013								
4a. DUNS Number 846105302	4b. EIN	5. Recipient Account Number or Identifying Number (To report multiple grants, use FFR Attachment)		6. Report Type <input type="checkbox"/> Quarterly <input type="checkbox"/> Semi-Annual <input checked="" type="checkbox"/> Annual <input type="checkbox"/> Final	7. Basis of Accounting <input checked="" type="checkbox"/> Cash <input type="checkbox"/> Accrual			
8. Project/Grant Period (Month, Day, Year) From: May 29, 2012 To: May 22, 2017				9. Reporting Period End Date (Month, Day, Year) September 30, 2015				
10. Transactions (Use lines a-c for single or multiple grant reporting)						Cumulative		
Federal Cash (To report multiple grants, also use FFR Attachment):								
a. Cash Receipts				\$	10,088,599.94			
b. Cash Disbursements				\$	9,860,930.44			
c. Cash on Hand (line a minus b)				\$	227,669.50			
(Use lines d-o for single grant reporting)								
Federal Expenditures and Unobligated Balance:								
d. Total Federal funds authorized				\$	13,638,163.00			
e. Federal share of expenditures				\$	9,860,930.44			
f. Federal share of unliquidated obligations				\$	3,593,949.00			
g. Total Federal share (sum of lines e and f)				\$	13,454,879.44			
h. Unobligated balance of Federal funds (line d minus g)				\$	183,283.56			
Recipient Share:								
i. Total recipient share required				\$	1,200,000.00			
j. Recipient share of expenditures				\$	789,849.85			
k. Remaining recipient share to be provided (line i minus j)				\$	410,150.15			
Program Income:								
l. Total Federal program income earned				N/A				
m. Program income expended in accordance with the deduction alternative				N/A				
n. Program income expended in accordance with the addition alternative				N/A				
o. Unexpended program income (line l minus line m or line n)				N/A				
11. Indirect Expense	a. Type	b. Rate	c. Period From	Period To	d. Base	e. Amount Charged	f. Federal Share	
g. Totals:				0	0	0	0	
12. Remarks: Attach any explanations deemed necessary or information required by Federal sponsoring agency in compliance with governing legislation:								
13. Certification: By signing this report, I certify to the best of my knowledge and belief that the report is true, complete, and accurate, and the expenditures, disbursements and cash receipts are for the purposes and intent set forth in the award documents. I am aware that any false, fictitious, or fraudulent information may subject me to criminal, civil, or administrative penalties. (U.S. Code, Title 18, Section 1001)								
a. Typed or Printed Name and Title of Authorized Certifying Official Daisy Elizabeth Mazariegos - Administradora Financiera Programa de Encadenamientos Empresariales AGEXPORT				c. Telephone (Area code, number, and extension) 2422-3300 ext 3569				
				d. Email Address daisy.mazariegos@agexport.org.gt				
b. Signature of Authorized Certifying Official 				e. Date Report Submitted (Month, Day, Year) October 30, 2015				
				14. Agency use only: Standard Form 425 - Revised 5/28/2010 OMB Approval Number: 0348-0061 Expiration Date: 10/31/2011				
Paperwork Burden Statement According to the Paperwork Reduction Act, as amended, no persons are required to respond to a collection of information unless it displays a valid OMB Control Number. The valid OMB control number for this information collection is 0348-0061. Public reporting burden for this collection of information is estimated to average 1.5 hours per response, including time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding the burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to the Office of Management and Budget, Paperwork Reduction Project (0348-0061), Washington, DC 20503.								

Annex 1. Budget Execution

Guatemalan Exportes Association
 Development Division
 Business Chains Program
 Budgetary Status of the Rural Value Chains Project



CO	Budget Lines	Activities	Budget	Expenses T1	Expenses T2	Expenses T3	Expenses T4	Total FY15	Balance	%
			POA 2014-2015	October - Dic. 2014	January-March 2015	April- June 2015	July-Sep- 2015			
			USD	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	\$ 272,918	\$ 386,897	\$ 1,128,089	\$ (185,052)	120%
	INCAP	Food Safety and Nutrition	\$ 109,500	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 109,500	0%
	Vital Voices Guatemala	Gender equity	\$ 36,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 36,000	0%
	Dif. Commission coffees	Agricultural productivity, Coffee	\$ 30,000	\$ -	\$ -	\$ -	\$ 26,956	\$ 26,956	\$ 3,044	90%
	Laboratory commission	Tours and activities with the laboratory commission	\$ 5,000	\$ -	\$ -	\$ -	\$ 5,357	\$ 5,357	\$ (357)	107%
	Wages intelligence Markets	Intelligence Wages Markets	\$ 415,929	\$ 115,069	\$ 84,456	\$ 88,401	\$ 139,877	\$ 427,802	\$ (11,873)	103%
	Mobilization, studies, Others	Travel expenses and per diems, hirings, workshops and others	\$ 162,436	\$ 47,975	\$ 20,225	\$ 29,930	\$ 27,413	\$ 125,543	\$ 36,893	77%
	Exchange tours	Tours and trips for experiences exchange	\$ 5,000	\$ 104	\$ 2,122	\$ 2,752	\$ 1,977	\$ 6,955	\$ (1,955)	139%
	Office equipment	Office equipment for PEE staff	\$ 18,000	\$ 2,911	\$ 1,028	\$ -	\$ 8,593	\$ 12,532	\$ 5,468	70%
	ISO 9001-.2008	Recertification SGC PEE	\$ 3,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,000	0%
	AGEX Marketing	Participation in national and international trade shows	\$ 45,000	\$ 11,575	\$ 22,182	\$ -	\$ -	\$ 33,756	\$ 11,244	75%
	Environmental management	Monitoring and environmental specialists staff salaries, gts mobilization	\$ 65,000	\$ 2,715	\$ -	\$ 14,561	\$ 24,323	\$ 41,600	\$ 23,400	64%
Component 1 Subtotal			\$ 1,837,902	\$ 459,147	\$ 319,488	\$ 408,562	\$ 621,393	\$1,808,590	\$ 29,312	98%

CO	Budget Lines	Activities	Budget POA 2014-2015	Expenses T 1 October – Dic. 2014	Expenses T 2 January-March 2015	Expenses T 3 April- June 2015	Expenses T4 July-Sep. 2015	Total FY15	Balance	%
			USD	USD	USD	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	\$ 93,733	\$ 514,861	\$ 841,984	\$ 402,590	68%
		Vital Voices Guatemala	\$ 12,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 12,000	0%
	Mitigation plan	Environmental Mitigation Plan and environmental management activities for 30 horticultural chains and coffee.	\$ 20,000	\$ -	\$ -	\$ -	\$ 10,950	\$ 10,950	\$ 9,050	0%
	Component 2 Subtotal			\$ 1,276,574	\$ 81,878	\$ 151,513	\$ 93,733	\$ 525,810	\$ 852,934	\$ 423,640
Component 3: Improve agricultural productivity	Chain Program	Introduction of alternative technologies to adaptation and mitigation	\$ 453,282	\$ 21,495	\$ 140,671	\$ 5,589	\$ 89,125	\$ 256,880	\$ 196,402	57%
		Technological demonstration plots	\$ 50,000	\$ -	\$ -	\$ -	\$ 23,238	\$ 23,238	\$ 26,762	0%
		School of Foreign Trade - AGEXPORT-	\$ 50,000	\$ 14,019	\$ -	\$ 17,232	\$ 17,155	\$ 48,406	\$ 1,594	97%
	Component 3 Subtotal			\$ 553,282	\$ 35,514	\$ 140,671	\$ 22,822	\$ 129,518	\$ 328,524	\$ 224,757
Component 4: Expand markets and marketing	Chain Program	Expansion of markets and trade, unleashing innovation and investment in the private sector (Private aggregator)	\$ 1,500,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,500,000	0%
		Component 4 Subtotal			\$ 1,500,000	\$ -	\$ -	\$ -	\$ -	\$1,500,000

CO	Budget Lines	Activities	Budget PO A 2014-2015	Expenses T 1 October – Dic. 2014	Expenses T 2 January-March 2015	Expenses T3 April- June 2015	Expenses T4 July-Sep. 2015	Total FY15	Balance	%
			USD	USD	USD	USD	USD	USD	USD	
Component 5: Increase productivity of	SAVE THE CHILDREN	Technical assistance and support basic grains productivity	\$ 617,617	\$ 33,468	\$ 40,247	\$ 37,868	\$ 72,407	\$ 183,990	\$ 433,627	30%
		Productive Diversification								
		Nutrition education								
	INCAP	Demonstrative centers	\$ 40,500	\$ -	\$ -	\$ -	\$ -	\$ 40,500	0%	
Component 5 Subtotal			\$ 658,117	\$ 33,468	\$ 40,247	\$ 37,868	\$ 72,407	\$ 183,990	\$ 474,127	28%
Component 6: Improve competitiveness of handicrafts value chains crafts	Arts and Crafts Commission - AGEXPORT-	Competitive Fund of Direct Technical Assistance to handmade organizations	\$ 326,863	\$ 33,987	\$ 22,630	\$ 54,952	\$ 192,273	\$ 303,841	\$ 23,022	93%
		Market intelligence	\$ 242,400	\$ 44,879	\$ 51,702	\$ 68,099	\$ 86,427	\$ 251,108	\$ (8,708)	104%
		Operating expenses	\$ 86,600	\$ 26,440	\$ 18,019	\$ 18,218	\$ 25,552	\$ 88,229	\$ (1,629)	102%
		Technical assistance to SMEs	\$ 20,000	\$ 1,181	\$ -	\$ 13,077	\$ -	\$ 14,258	\$ 5,742	71%
		Trade promotion	\$ 100,000	\$ 33,519	\$ 9,364	\$ 19,591	\$ 44,559	\$ 107,033	\$ (7,033)	107%
		Informative platform	\$ 8,000	\$ -	\$ -	\$ 111	\$ -	\$ 111	\$ 7,889	1%
	Vital Voices Guatemala	Gender equity	\$ 18,000	\$ -	\$ -	\$ -	\$ -	\$ 18,000	0%	
	INCAP	Food security	\$ 30,000	\$ -	\$ -	\$ -	\$ -	\$ 30,000	0%	
	Mitigation plans	Environmental management	\$ 20,000	\$ -	\$ -	\$ -	\$ 1,304	\$ 1,304	\$ 18,696	0%
	Component 6 Subtotal			\$ 851,863	\$ 140,006	\$ 101,715	\$ 174,047	\$ 350,115	\$ 765,884	\$ 85,979
Cross-cutting Components	Consortium mitigation plan	Environmental sustainability	\$ 50,000	\$ -	\$ 35,949	\$ 20,374	\$ 30,217	\$ 86,539	\$ (36,539)	173%
	Vital Voices Guatemala	Gender Plan Consortium	\$ 14,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 14,000	100%
		Forums, special meetings of women leaders. Visibility of women, publications, documents, systematizations.								
	Association Sotz II	Cultural identity	\$ 50,000	\$ -	\$ 30,000	\$ -	\$ 40,007	\$ 70,007	\$ (20,007)	140%
	IICA	Knowledge management	\$ 120,000	\$ -	\$ -	\$ -	\$ 19,929	\$ 19,929	\$ 100,071	17%
Cross-Cutting Subtotal			\$ 234,000	\$ -	\$ 65,949	\$ 20,374	\$ 90,153	\$ 176,475	\$ 57,525	75%

CO	Budget Lines	Activities	Budget PO	Expenses T 1	Expenses T 2	Expenses T3	Expenses T4	Total FY15	Balance	%
			A	October – Dic.	January-March	April- June	July-Sep.			
			2014-2015	2014	2015	2015	2015			
			USD	USD	USD	USD	USD	USD		
Communications area	Rural Chain Program	Strategic plan of communications - printed materials, visibility of the project	\$ 55,000	\$ 13,748	\$ 7,890	\$ 7,179	\$ 20,142	\$ 48,959	\$ 6,041	89%
		Salaries personnel in charge of implementing the communication plan	\$ 31,800	\$ 8,382	\$ 7,334	\$ 7,351	\$ 9,447	\$ 32,514	\$ (714)	102%
		Presentation of project results	\$ 15,000	\$ 65	\$ 6,104	\$ -	\$ -	\$ 6,169	\$ 8,831	41%
	Communications area Subtotal		\$ 101,800	\$ 22,195	\$ 21,328	\$ 14,530	\$ 29,589	\$ 87,641	\$ 14,159	86%
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	\$ 11,949	\$ 35,893	\$ (2,293)	107%
		Implementation of the monitoring system, field expenses. Program	\$ 60,000	\$ -	\$ -	\$ -	\$ 15,534	\$ 15,534	\$ 44,466	26%
		Initial baseline made with INCAP	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%
	Monitoring and evaluation Subtotal		\$ 93,600	\$ 8,817	\$ 7,555	\$ 7,572	\$ 27,483	\$ 51,427	\$ 42,173	55%
Administration	Rural chain Program	Administration, procurement, accounting	\$ 210,954	\$ 58,742	\$ 45,707	\$ 37,577	\$ 56,808	\$ 198,835	\$ 12,119	94%
		Contribution to space used by the project at Headquarters -AGEXPORT- and offices at the western area.	\$ 39,600	\$ 8,947	\$ 8,822	\$ 8,775	\$ 8,840	\$ 35,385	\$ 4,215	89%
		Administrative and personnel expenses of the project located at headquarters, Quetzaltenango and	\$ 60,000	\$ 18,907	\$ 14,513	\$ 17,934	\$ 17,104	\$ 68,459	\$ (8,459)	114%
	Management Subtotal		\$ 310,554	\$ 86,597	\$ 69,042	\$ 64,286	\$ 82,753	\$ 302,678	\$ 7,876	97%

CO	Budget Lines	Activities	Budget POA 2014-2015	Expenses T1 October - Dic. 2014	Expenses T2 January-March 2015	Expenses T3 April- June 2015	Expenses T4 Julio-sept 2015	Total FY15	Balance	%
			USD	USD	USD	USD	USD	USD	USD	
	PEE	Annual audits	\$ 16,128	\$ 9,606	\$ -	\$ -	\$ 6,400	\$ 16,006	\$ 122	99%
	Auditory Subtotal		\$ 16,128	\$ 9,606	\$ -	\$ -	\$ 6,400	\$ 16,006	\$ 122	99%
Institutional strengthening	PEE	Strengthening the institution administrative capacity	\$ 60,000	\$ 1,684	\$ 36,206	\$ 15,999	\$ 17,810	\$ 71,699	\$ (11,699)	119%
	Institutional strengthening Subtotal		\$ 60,000	\$ 1,684	\$ 36,206	\$ 15,999	\$ 17,810	\$ 71,699	\$ (11,699)	119%
Other direct costs of the project		Institutional staff of AGEXPORT- involved in the Administration and management of the Consortium	\$ 105,000	\$ 21,277	\$ 18,664	\$ 10,938	\$ 8,446	\$ 59,324	\$ 45,676	56%
	Chainings program	Furniture, equipment and institutional vehicles of AGEXPORT-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%
		Other direct costs (building maintenance and repair of AGEXPORT-, technological support and safety)	\$ 35,000	\$ 3,256	\$ 2,587	\$ -	\$ -	\$ 5,843	\$ 29,157	17%
	Other direct costs of the project Subtotal		\$ 140,000	\$ 24,532	\$ 21,251	\$ 10,938	\$ 8,446	\$ 65,167	\$ 74,833	47%
Rapid response fund	Chainings 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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 50,000	0%
	Rapid response fund Subtotal		\$ 50,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 50,000	0%
RURAL PROJECT VALUE CHAIN TOTAL			\$ 7,683,819	\$ 903,444	\$ 974,963	\$ 870,732	\$1,961,877	\$4,711,015	\$2,972,804	61%

Annex 2 Table of strategic alliances of the RVCP



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



No.	Initiative	Type of Alliance	Status (to September)	Scope / objective	Situation
Agreements with other USAID projects					
1	Nutri-Salud	PROJECT USAID WHIP	SIGNED/PARALIZED	Establish inter-institution partnership to develop strategic actions and exchange experiences to contribute to decrease indexes.	Agreement has not been able to operate because we lost contact with NUTRISALUD.
2	Local links / DAI	PROJECT USAID WHIP	SIGNED ONGOING	Purpose: To strengthen coordination and articulation of USAID's projects Interventions at the Highlands within WHIPS scope of work. Specific: Develop jointly a planning initiative	The NEXOS project has been restructuring and we are coordinating with the new team and carrying out a plan
3	PRUCAM	PROJECT REGIONAL USAID	SIGNED ONGOING	Specific: Execute joint business linkages with commercial initiatives of the Central American markets, based on prioritized chains-oriented PEE. (potato, carrot, and onion)	Effective coordination with the RVCP linkages investments underway
4	CLUSA	PROJECT USAID WHIP	SIGNED ONGOING	Purpose: coordinate actions between projects to strengthen food security through training and implementation strategies of	Coordination is already operating. Implementation plan under discussion.
5	BUENA MILPA (CIMMYT)	PROJECT USAID WHIP	SIGNED ONGOING	Purpose: coordinate actions between projects to strengthen food security strategies through training and implementation of community seed banks.	The work plan is being approved
6	MAS FRIJOL	PROJECT USAID WHIP	SIGNED ONGOING		Is already being implemented through component 5 Save the Children
Agreements with external entities and/or cooperation					
7	HIVOS	Private	Signed	Private co-funding to increase market access of associative rural SMEs under a sustainable productive model friendly to the environment.	Implementation of 3 Bio factories for coffee and cardamom crops Development of technologies for adaptation to climate change
8	TNC	Private	Signed	Develop actions of common interest which contribute to reduce impact risks of climate change variability.	3 demonstration sites and 35 plots of adaptation to climate change are being
9	International Development Enterprises -iDE- Honduras	Private	Signed	Creation and consolidation of a cooperation alliance and inter-institutional learning, information exchange and establishment of joint projects in areas of common interest.	Suspended due to lack of interest in providing proposals from low pressure irrigation systems.

No.	Initiative	Type of Alliance	Status (to September)	Scope / objective	Situation
Agreements with external entities and/or cooperationu					
10	Oikocredit	Private	Signed	Technical assistance to the organizational strengthening of small rural community organizations related to agribusinesses in Guatemala.	A methodology for organizational strengthening was developed. 4 productive organizations were assessed and trained in administrative, financial and accounting topics
11	Centro de Paz Barbara Ford	Private	Signed	Objective: The objective of the strategy is to prevent violence and migration through the creation of economic opportunities for young people. The cooperation agreement will state the intention of a Mutual support and manage opportunities. AGEXPORT's role focuses on technical assistance and access to markets and Services that young people create through chains.	There have been training in various topics both productive and commercial. Workshop on identification of productive activities for young people.
12	Vista Volcanes, S.A.	Private	Signed	Creation and consolidation of a cooperation alliance and inter-institutional learning in order to strengthen and develop new technologies for agricultural production.	Training in agricultural best practices, bio pesticides and crops under coverage.
13	Farmer to Farmer	Public	Signed	Creation and consolidation of a cooperation alliance and inter-institutional learning, information exchange and the strengthening of value chains in order to strengthen, verify and make viable productive development subjects and rural food security related with programs and projects carried out in the area of influence.	Knowledge exchange by highly trained volunteers with producers in the rural area in subjects products, SAN and environment
14	CARE Guatemala	Private	Signed	Creation of alliances to strengthen inter-agency learning on the topic of value chains.	Workshop for the exchange of experiences in the development of business chains
15	AGREQUIMA	Private	In process	Purpose: to jointly strength the implementation of GAP'S and, in particular, training processes for safe management of pesticides and empty containers of these products. Specific: Training techniques of safe management pesticide aimed at producing chains, promoters, and technical teams Specific: to coordinate the collection of empty containers of pesticides in the chains of the RVCP-generated.	Exchange of knowledge and phytosanitary solid waste management. Proper handling of pesticides and their residues.



CADENAS DE VALOR RURALES
 QUICHÉ, TONICAPÁN Y QUETZALTENANGO



No.	Initiative	Type of Alliance	Status (to September)	Scope / objective	Situation
Agreements with external entities and/or cooperation					
16	USDA	Public	In Process	Purpose: Strengthen the Coordination and articulation of interventions of USAID projects Specific: Plan and develop process of training on management and control of pests and diseases of vegetables, phytosanitary regulations	Training based on the FSMA standard which will be an obligatory standard in short term.
17	Masfrijol	Public	Signed	Purpose: Strengthen the Coordination and articulation of the interventions of USAID projects Specific: Jointly Plan and develop actions to increase availability and beans quality in the families	Distribution of improved seed to guarantee the average food security of vegetable protein consumption.
Private Alliances with buying companies/ exporters					
1	Servicios Integrales de exportación. SIESA	Private	Signed	Diverse chains horticultural products Buyer	In operation
2	San Juan Agroexport	Private	Signed	Diverse chains horticultural products Buyer	In operation
3	Legumex, S.A.	Private	Signed	Diverse chains horticultural products Buyer	In operation
4	Uniespieces	Private	Signed	Diverse chains horticultural products Buyer	In operation
5	Ghortex, S.A.	Private	Signed	Diverse chains horticultural products Buyer	In operation
6	Cooperativa Cuatro Pinos	Private	Signed	Diverse chains horticultural products Buyer	In operation
7	FECCEG	Private	Signed	Diverse chains horticultural products Buyer	In operation
8	FEDECOCAGUA	Private	Signed	Diverse chains horticultural products Buyer	In operation
9	The Mayan Store	Private	Signed	Diverse chains horticultural products Buyer	In operation
10	Cuero Textil S.A.	Private	Signed	Diverse chains horticultural products Buyer	In operation
11	La Casa Cotzal S.A.	Private	Signed	Diverse chains horticultural products Buyer	In operation
12	Marias Bag	Private	Signed	Diverse chains horticultural products Buyer	In operation



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**CADENAS DE
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QUICHÉ, TOTONICAPÁN Y QUETZALTENANGO



AGEXPORT
ASOCIACION GUATEMALTECA DE EXPORTADORES

Annex 3 Beneficiaries and Municipalities where RVCPs project Chains are located.

Table: Beneficiaries and Chains by Municipality RVPC Project

Departments	Municipalities	Chains in Municipality	Partners to attend		
			M	W	T
Quetzaltenango	San Juan Ostuncalco Concepción	17	342	492	834
Quiché	Chiquirichapa	10	179	316	495
	Santa María Cunén	17	875	449	1,324
	Santa María Nebaj	16	1,047	848	1,895
	Sacapulas	10	689	156	845
	San Miguel Uspantán	32	1,546	544	2,090
	San Gaspar Chajul	11	1,658	481	2,139
	San Juan Cotzal	5	291	122	413
	Zacualpa	7	408	79	487
Totonicapán	Chichicastenango	18	624	546	1,170
	Momostenango	6	131	147	278
	Santa Lucía La Reforma	4	159	89	248
Total		153	7,949	4,269	12,218



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



Annex 4. Documents of FY2015 in USAID clearinghouse platform

FY 2014-2015		
	Document Name	Reference
1	Annual Report FY2014 RVCP/AGEXPORT	a6f75afe-748a-4129-a869-d72ba996ecdc
2	Quarterly Progress Report RVCP/AGEXPORT oct-dec	3ad5b169-4326-4571-8f89-546a580a67b8
3	Quarterly Progress Report RVCP/AGEXPORT jan-mar 2015	3a7bb57c-bf11-45cd-a828-422fa85a76eb
4	Quarterly Progress Report RVCP/AGEXPORT apr-jun 2015	fa424385-dcd2-4fad-81f2-8f075c562ded
5	Research of the Onion Value Chain in the municipality of sacapulas, departament of Quiché.	d3a1267c-df1c-41ee-8698-91a9cf3b58ee
6	Inventory or irrigation systems currently in 12 municipalities of the Western Highlands of Guatemala	a951648d-4a3e-4b36-a729-25345694f267
7	Applied on behalf of communities and identification of products with cultural identity	c035ccd5-cc36-42ea-aae7-18ad39cb59d0
8	Coffee culture analysis- Ixil RVCP/AGEXPORT	6a7703ec-395c-479a-ab00-8f4635631fca

Annex 5: Success Stories

ARTEDIBA: Innovative crafts an opportunity for local development

The Association for the Integral Development (Asociación para el Desarrollo Integral) Buenos Aires, founded on October 7, of 2000, has 203 active partners from which a group of women work in artisanal production, due to artisanal women's willingness and proactive attitude within the Association, it was created the artisanal department denominated ARTEDIBA.

Women are dedicated to artisanal products using beads and pine.

Through the rural value chains project, USAID/AGEXPORT (RVCP, for its acronym in English) women were trained in 6 new techniques in the production of beads products, and in a new technique to the manufacturing of pine baskets, this has contributed in the increase of their productive capacity and in new product designs.

ARTEDIBA used to market only necklaces and bracelets, today, with RVCP support, they are able to create bead canvas, which are used in pillows, bags, and boxes, pine baskets, and items for the table.



Group of ARTEDIBA Artisan Women. Picture by: Rolando López

With these new capabilities, ARTEDIBA has been linked with The Mayan Store buyer, who has



Women Artisans ARTEDIBA Developing Beads and pine products Picture By: Rolando López

developed exclusive products for West Elm, A specialized handmade products store, the largest in the United States market.

ARTEDIBA's commercial linkage, has increased artisans' incomes, from earning Q15 to Q75 daily.

Some of the goals, of ARTEDIBA's President, EmiliaPar Guarcax, is to guarantee access to health services, education and technology to their families. This dream has encouraged artisans to comply not only with the strict quality control of export companies, but also to comply with delivery and designs on time.

According to Guarcax, due to the training provided and the relationship with The Mayan Store Company, they have been able to increase the number of beneficiaries from 20 to 35 artisans producing new products for international markets.

RVCP, has contributed in the development of this rural partnership, through technical assistance, development of new products, training in new production techniques, implementation of best production practices and accounting administrative assistance.

ACODIPA: Production and Added value from the field to the consumer

The Pamq'aAjtikonel Integral Community Development Association (ACODIPA), characterized by having smallholder farmers whose greatest advantage is the joint production of all its members and a growth potential with a comparative advantage as they possess water to irrigation; it was established in 2013, seeking for ways of living in line with the national agricultural reality.

This has enabled them to accumulate in the years 2014/15 incomes of Q1.2 million, according to their sales records.

Productive growth has been constant in their five years of existence, they increased 23000 kilograms per hectare to 32200 kilograms, placing them as one of the leading suppliers of french beans and directly working for Servicios Internacionales de Exportación S.A. With whom they have consolidated a commercial Alliance.



Cultivation Area and Processing Plant for ACODIPA in Zacualpa, Quiché. Picture by: Luis Mendoza

After the company Finlay's of England jointly with SIESA, Rural Value Chains project, Inspira Farms and ACODIPA, identified that the association impact area, has the potential to expand its agricultural production; they created a private alliance of foreign community cooperation, to invest in a vegetable processing plant with modular features with advanced technology, second in its type in Guatemala.

The vision of ACODIPA's Manager, Mr. Mynor Morales, encouraged partners to approve the building of the processing plant project, which will generate permanent jobs in the region, Furthermore, it will be able to manufacture fresh products minimizing transport costs, rejections and thus generating higher profits to partners.

The plant has a cold room, a meteorological station, as well as other facilities for the safe handling of the crop. In addition, facilities also contemplate an isolated agrochemicals storage for responsible handling which has the necessary safety measurements.

The modular construction technology, allows to create the necessary infrastructure for processing vegetables with high standards of quality, enabling to continue growing according to the needs of the Organization, it is energy self-sustainable since it is supplied by solar panels, generating significant savings to the facilities.

RVCP, contributed in the development of this rural partnership, through technical assistance, implementation infrastructure field for good agricultural practices, training producers, administrative accounting and tax assistance, equipment to transform sprinkler to drip irrigation, implementation of plots with technology to climate change adaptation, and a business image that helps organizations to outline their identity with their partners.



CADENAS DE VALOR RURALES
QUICHÉ, TONICAPÁN Y QUETZALTENANGO



COPECAFE, Coffee growing under a Certified Production System, with Organic Seal and Fair Trade

The integrated cooperative saving and credit coffee R.L. - COPECAFE R.L., which is integrated by mestizos' families and Mames of 6 communities, located in 5 municipalities of the departments of San Marcos and Quezaltenango, has 86 associated students, from which 72% (62 members, 47 men and 15 women) located in village Las Barrancas, municipality of San Juan Ostuncalco, Department of Quetzaltenango.

AGEXPORT, begins in the year 2013, to support the cooperative, we had had 29 members, 5 of them from the village Las Barrancas, through the implementation of Eco business chains in partnership with the Federation Trade of special coffee of Guatemala.

-FECCEG, within the frame of the Rural Value Chains project and USAID/AGEXPORT.



COPECAFE Producer Women. Picture by: Carlos Albillo

With the chain underway, the project contributed to the strengthening of COPECAFE's membership, helping the integration of 39 new members adding village Las Barrancas into the exporting chain already established with FECCEG.

AGEXPORT, through eco business chain and in coordination with the FECCEG, provides agricultural technical assistance to producers, associates, to support the strengthening of organic production system in the cooperative; therefore, certifying during the years 2014 and 2015, COPECAFE's production and obtaining the seal of fair trade.



COPECAFE Producers in Bio Factory in Aldea Las Barrancas, San Juan Ostuncalco, Quetzaltenango Picture by: Sebastián XolIAT Agrícola COPECAFE

Certified organic coffee gives an added value to production, allowing producers to improve their income through the access of differentiated markets, from which it is obtained, not only the price of local market, but also a differential for quality generated through consistency in volume compliance and quality demanded by buyers, representing an additional income of US\$ 15 by kilogram Gold Certified organic coffee and US\$ 5 Prize Flo. In addition, regulations verify that inside plots, coffee management is carried out with inputs and natural practices that benefits productivity of soils and coffee plantations as well as the natural living of families, stated Licentiate. Vera Arreaga, representative of COPECAFE.

For this reason, COPECAFE has its own Bio factory producing its own inputs and organic fertilizers; considering health and environment. Products are sold to partners to the management and handling of their coffee plantations, investing the FLO award. As a result, they have managed to combat roya disease. They are currently in the process of implementing a demonstration site to climate change, for the cooperative's environmental sustainability.

Award to Export in the category "RURAL CHAIN to the Integral Association of Agricultural Development "AIDA"

At the night of exports, on October 1st, 2015, the national award for exports, organized by the Guatemalan Association of exporters, 7 Guatemalan companies were acknowledged by the highest business and national authorities for their effort, and commitment, during their performance in global competition, while seeking to place products and Guatemalan services in international markets.

Prizewinners, in the category "Rural Chain", was Association Integral of agricultural development "Aida", located in Cunén, Quiché, which is made up of 96 members with 100 suppliers of its main export product: French bean supported by the Rural Value Chain Project of USAID/AGEXPORT.

The production of this vegetable has generated 123 jobs to producers who live in the surrounding region, reaching more than 1220000 kilograms in annual production, generating sales revenue of Q 4,046,081.72.

AIDA out stands because of the implementation of good agricultural practices used as a replica for other producers. Conservation of natural resources is another important commitment of AIDA's partners, therefore, implements actions to reduce environmental impacts, to protect soil and water sources. Export of the French beans is made through the international export company "SIES", exporting the product to countries like: Europe, United States, United Kingdom, and Netherlands.

"I receive this award with great pride as it means a lot to us. As AIDA we will continue assuming challenges betting in the production of export products, which has taken our country to a higher level worldwide." stated the President of AIDA, José Tiu.



AIDA Asosiation Representatives during Galardón Nacional a la Exportación 2015. (Natational Award for Exports 2015) Picture by: Rolando López.

