

Schwab
REPORT U.S.A. 5200200-92

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PROJECT APPRAISAL REPORT (PAR)

1. PROJECT NO. 520-15-157-200
2. PROJECT TITLE
3. COUNTRY GUATEMALA
4. PAR SERIAL NO. 73-11

5. PROJECT CATEGORY (Agriculture)

6. PROJECT DURATION
7. PROJECT START DATE
8. PROJECT END DATE
9. DATE PRIOR PAR 6/16/72

10. B.1. ESTIMATED BUDGET TO COMPLETION AFTER CURRENT FY: \$894,000

11. CONTRACT, PASA OR VOL. AG. NO. AIO/csd-221.9: T.0.13

RECOMMENDED ACTIONS PROPOSED AS A RESULT OF THIS EVALUATION

A. ACTION IN USAID AID# B. DATE OF COMPLETION C. PROPOSED ACTION COMPLETION DATE

Table with 3 columns: A. ACTION IN, B. DATE OF COMPLETION, C. PROPOSED ACTION COMPLETION DATE. The table is mostly blank with some faint markings.

12. APPROVED BY: [] REVISIONS: [] PROJECT MANAGER: Daniel A. Chal DATE: June 19, 1973

13. DATE OF MISSION REVIEW June 7, 1973

AID 1020-2's (10-70)	PROJECT NO.	PAR FOR PERIOD:	COUNTRY	PAR SERIAL NO.
PAGE 2 PAR	520-15-150-200.2	TO 7/1/72 - 6/30/73	GUATEMALA	73-11

II. PERFORMANCE OF KEY INPUTS AND ACTION AGENTS

A. INPUT OR ACTION AGENT CONTRACTOR, PARTICIPATING AGENCY OR VOLUNTARY AGENCY	B. PERFORMANCE AGAINST PLAN							C. IMPORTANCE FOR ACHIEVING PROJECT PURPOSE (X)					
	UNSATISFACTORY		SATISFACTORY			OUTSTANDING		LOW		MEDIUM		HIGH	
	1	2	3	4	5	6	7	1	2	3	4	5	
1. Agricultural Cooperative Development International					X								X
2.													
3.													

Comment on key factors determining rating Delays on the part of the GOG in the chartering of the national federation of regional cooperatives (FECOAR) caused major problems in project implementation. Financing for the 1973 crop cycle was late, and employment of Federation personnel contracted, and work to form a fifth regional cooperative were delayed. Charter was signed by President of Guatemala on June 7, 1973, and project should now return to planned implementation. Contractor has shown diligence and patience in facing the frustration of this delay, and there is no evidence Contractor's actions caused this situation nor that it was in his power to resolve it. Contractor's personnel continue to show technical competence and responsibility in project.

4. PARTICIPANT TRAINING						X							X
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Comment on key factors determining rating

Three participants have been sent for training in Argentina. Courses there seem to have been excellent and of high value to the project. Two participants were also sent to Colombia for a coop. workshop that was quite good.

5. COMMODITIES						X							X
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Comment on key factors determining rating

Work by supply and contracts office has been exceptionally efficient and thorough. All supplies and equipment have arrived on time.

6. COOPERATING COUNTRY	a. PERSONNEL				X								X
	b. OTHER					X							X

Comment on key factors determining rating

- a. Unsatisfactory performance in processing of Federation charter is counter-balanced by outstanding performance by the GOG Agricultural Development Bank (BANDESA) in arranging credit for project.
- b. Generally, Guatemalan personnel hired to work with regional cooperatives show diligence, ability and honesty.

7. OTHER DONORS	Peace Corps				X							X	
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(See Next Page for Comments on Other Donors)

AID 1020-25(10-70)	PROJECT NO. 520-15-150-200.2	PAR FOR PERIOD: 7/1/72 - 6/30/73	COUNTRY GUATEMALA	PAR SERIAL NO. 73-11
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II. 7. Continued: Comment on key factors determining rating of Other Donors

Performance by Peace Corps Volunteers has varied from exceptional to poor. They have generally furthered project development and a new group of PCV's has been requested by the regional cooperatives.

III. KEY OUTPUT INDICATORS AND TARGETS

A. QUANTITATIVE INDICATORS FOR MAJOR OUTPUTS		TARGETS (Percentage/Rate/Amount)					
		CUMULATIVE PRIOR FY	CURRENT FY		FY 74	FY 75	END OF PROJECT
			TO DATE	TO END			
1. Stage of development completed (# regional Coops.) cumulative	PLANNED	4	5	6	6	6	12/31/76 6
	ACTUAL PERFORMANCE	4	4				
	REPLANNED			-	-	-	-
a. Preparatory stage	PLANNED	3	3	4	6	6	6
	ACTUAL PERFORMANCE	1	3				
	REPLANNED			-	-	-	-
b. Initiation stage	PLANNED	1	1	3	4	6	6
	ACTUAL PERFORMANCE	-	1				
	REPLANNED			-	-	-	-
c. Expansion & Institutionalization stage	PLANNED	0	0	1	3	4	6
	ACTUAL PERFORMANCE	0	0				
	REPLANNED			-	-	-	-
d. Initial self-sufficiency stage	PLANNED	0	0	1	3	4	6
	ACTUAL PERFORMANCE	0	0				
	REPLANNED			-	-	-	-
B. QUALITATIVE INDICATORS FOR MAJOR OUTPUTS		COMMENT: Announcements have been published on the formation of new regional cooperatives and several series of educational pamphlets distributed. Increased activity in this area is planned now that Guatemalan Federation exists and it is essential that its image be established.					
1. Publications and public relations activities							
2.		COMMENT:					
3.		COMMENT:					

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IV. PROJECT PURPOSE

A. 1. Statement of purpose as currently envisaged.

2. Same as in PROP? YES NO

The purpose of this project is to develop a viable effective and farmer owned Guatemalan agricultural cooperative system built around a minimum of six (6) regional cooperatives integrated into a federation in the Highlands area.

B. 1. Conditions which will exist when above purpose is achieved.	2. Evidence to date of progress toward those conditions.
<ol style="list-style-type: none"> 1. Self-sufficient - Federation 2. Regional Cooperatives self sufficient 3. Federation investment Capital Availability - \$ 3,000,000 4. Capital-Regional Cooperatives \$ 1,000,000 5. Annual bad debt rate - 5 % 6. Affiliated member families - 20,000 7. Communities affected - 120 8. Regional Cooperatives providing full services 9. Federation providing full services. 	<ol style="list-style-type: none"> 1. Behind schedule - see II.A.1. above. 2. None scheduled to achieve total self-sufficiency as of this date. 3. \$1,000,000 now available to Federation from Loan 013. Additional \$2,000,000 available in AID loan 520-L024 pending final negotiation. 4. Ahead of schedule - \$ 167,489. 5. Final data not yet available but believed to be lower than projected debt percentage. 6. On schedule, but achievement of end of Cy-73 goal may be difficult due to delays in formation of fifth regional (see II.A.1) 7. Ahead of schedule - presently affecting 180. 8. On schedule - 4 cooperatives operating 9. Behind schedule (see II.A.1.)

V. PROGRAMMING GOAL

A. Statement of Programming Goal

The goal of this project is increased rural income.

B. Will the achievement of the project purpose make a significant contribution to the programming goal, given the magnitude of the national problem? Cite evidence.

Achievement of the project purpose will make a significant contribution to the programming goal through the provision of those services which the Highlands farmer needs most to increase productivity and profitability. A study of a random selection of new cooperative members indicates average increased income of roughly three times the cost of inputs. This crop season subject cooperatives will distribute 80,000 cwts. of fertilizer and \$466,000 of production credit, which would result in a total income increase for member farmers of nearly \$1,400,000.

QUANTITATIVE INDICATORS OF MAJOR OUTPUTS

		Cumulative thru prior	Current CY To date	End CY	CY 74	CY 75	CY 76	COMMENTS:
2. Man years of employees	P	7	7	7	7	7	7	Employment of Federat
	A	3	3	X	X	X	X	7 personnel delayed
a. Federation	R	X	X	-	-	-	-	X pending chartering.
b. Regionals (Office staff & field agents)	P	21	27	31	42	42	42	Six office and field
	A	21	24	X	X	X	X	agents have proven
	R	X	X	34	36	36	36	sufficient.
c. ACDI technicians & secretaries	P	4	2	3-2/3	2-1/3	2/3	0	Technical assistance
	A	4	2	X	X	X	X	extended due to delays
	R	X	X	4	3-2/3	2-1/3	2/3	In institutionalizing Federation.
3. Visits by Extensionists	P	4,800	3,000	7,200	7,200	7,200	7,200	Ave. lowered to 1 visit
	A	2,000	1,000	X	X	X	X	per day per extension
	R	X	X	2,500	3,000	3,000	3,000	ist. for more intensive visits.
4. Education courses	P	30	50	120	120	120	120	Definition of course
	A	340	200	X	X	X	X	will be changed from
	R	X	X	12	12	12	12	local to national.
5. Credit outstanding	P	500,000	1,000,000	1,000,000	1,750,000	2,500,000	3,000,000	Delays in receipt of
	A	250,000	581,000	X	X	X	X	external financing hav
	R	X	X	581,000	1,395,000	2,506,000	3,506,000	lowered portfolio p jections.
6. Cwts. Fertilizer sold	P	80,000	90,000	100,000	150,000	200,000	250,000	
	A	35,000	60,000	X	X	X	X	
	R	X	X	80,000				
7. Cwts. Product marketed	P	80,000	N/A	125,000	175,000	225,000	300,000	
	A	130,000	N/A	X	X	X	X	
	R	X	X	-	-	-	-	
8. Participant training cumulative	P	6	6	6	12	22	32	
	A	5	5	X	X	X	X	
	R	X	X	7	13	23	33	

QUANTITATIVE INDICATORS OF MAJOR OUTPUTS

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	A	3	3	X	X	X	X	
a. Federation	R	X	X	-	-	-	-	
b. Regionals (Office staff & field agents)	P	21	27	31	42	42	42	Six office and field X agents have proven 36 sufficient.
	A	21	24	X	X	X	X	
	R	X	X	34	36	36	36	
c. ACDI technicians & secretaries	P	4	2	3-2/3	2-1/3	2/3	0	Technical assistance X extended due to delays 2/3 in institutionalizing Federation.
	A	4	2	X	X	X	X	
	R	X	X	4	3-2/3	2-1/3	2/3	
3. Visits by Extensionists	P	4,800	3,000	7,200	7,200	7,200	7,200	Ave. lowered to 1 visit X per day per extension- ist for more intensive visits.
	A	2,000	1,000	X	X	X	X	
	R	X	X	2,500	3,000	3,000	3,000	
4. Education courses	P	80	50	120	120	120	120	Definition of course X will be changed from 12 local to national.
	A	340	200	X	X	X	X	
	R	X	X	12	12	12	12	
5. Credit outstanding	P	500,000	1,000,000	1,000,000	1,750,000	2,500,000	3,000,000	Delays in receipt of X external financing have lowered portfolio pr. jections.
	A	250,000	581,000	X	X	X	X	
	R	X	X	581,000	1,395,000	2,506,000	3,506,000	
6. Cwts. Fertilizer sold	P	50,000	90,000	100,000	150,000	200,000	250,000	
	A	35,000	60,000	X	X	X	X	
	R	X	X	80,000				
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	R	X	X	-	-	-	-	
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	A	21	24	X	X	X	X	X	
	R	X	X	34	36	36	36	36	
c. ACDI technicians & secretaries	P	4	2	3-2/3	2-1/3	2/3	2/3	2/3	0 Technical assistance X extended due to delays 2/3 in institutionalizing Federation.
	A	4	2	X	X	X	X	X	
	R	X	X	4	3-2/3	2-1/3	2-1/3	2-1/3	
3. Visits by Extensionists	P	4,800	3,000	7,200	7,200	7,200	7,200	7,200	Ave. lowered to 1 visit X per day per extension- 1st for more intensive visits.
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	R	X	X	12	12	12	12	12	
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	A	35,000	60,000	X	X	X	X	
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	A	130,000	N/A	X	X	X	X	
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	A	250,000		581,000	X	X	X		
	R	X		X	481,000	1,335,000	2,506,000	3,506,000	
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	A	130,000		N/A	X	X	X		
	R	X		X	-	-	-		
8. Participant training cumulative	P	6		6	6	12	22	32	
	A	5		5	X	X	X		
	R	X		X	7	13	23	33	