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UNCLASSIFIED

UNITED STATES INTERNATIONAL DEVELOPMENT COOPERATION AGENCY  
AGENCY FOR INTERNATIONAL DEVELOPMENT  
Washington, D. C. 20523

GUATEMALA

PROJECT PAPER

EXPANSION OF FAMILY PLANNING SERVICES PROJECT  
AMENDMENT NUMBER 4  
2-SUPPLEMENT

AID/LAC/P-681  
(CR-0082, 381, 438)

PROJECT NUMBER: 520-0288

UNCLASSIFIED

AGENCY FOR INTERNATIONAL DEVELOPMENT

PROJECT DATA SHEET

1. TRANSACTION CODE

A = Add  
 C = Change  
 D = Delete

Amendment Number  
2-Supplement

DOCUMENT CODE  
3

2. COUNTRY/ENTITY

GUATEMALA

3. PROJECT NUMBER

520-0288

4. BUREAU/OFFICE

LAC

5. PROJECT TITLE (maximum 40 characters)

EXPANSION OF FAMILY PLANNING SERVICES

6. PROJECT ASSISTANCE COMPLETION DATE (PACD)

MM DD YY  
08 31 92

7. ESTIMATED DATE OF OBLIGATION  
(Under 'B.' below, enter 1, 2, 3, or 4)

A. Initial FY 89

B. Quarter 3

C. Final FY 91

8. COSTS (\$000 OR EQUIVALENT \$1 = )

A. FUNDING SOURCE	FIRST FY 88			LIFE OF PROJECT		
	B. FX	C. L/C	D. Total	E. FX	F. L/C	G. Total
AID Appropriated Total (Grant)	1,250	6,545	7,795	7,291	28,040	35,331
(Loan)	( 1,250 )	( 6,545 )	( 7,795 )	( 7,291 )	( 28,040 )	( 35,331 )
Other						
U.S.						
Host Country						
Other Donors)		2,168	2,168		2,168	2,168
TOTALS		4,644	4,644	38	6,421	6,459
						43,958

9. SCHEDULE OF AID FUNDING (\$000)

A. APPROPRIATION	B. PRIMARY PURPOSE CODE	C. PRIMARY TECH. CODE		D. OBLIGATIONS TO DATE		E. AMOUNT APPROVED THIS ACTION		F. LIFE OF PROJECT	
		1. Grant	2. Loan	1. Grant	2. Loan	1. Grant	2. Loan	1. Grant	2. Loan
(1) PN	440	440		27,061		3,030		30,691	
(2) CS	513	510		4,270		370		4,640	
(3)									
(4)									
TOTALS				31,331		4,000		35,331	

10. SECONDARY TECHNICAL CODES (maximum 6 codes of 3 positions each)

450 490 563

11. SECONDARY PURPOSE CODE  
444

12. SPECIAL CONCERNS CODES (maximum 7 codes of 4 positions each)

A. Code  
B. Amount

13. PROJECT PURPOSE (maximum 480 characters)

The purpose of the project is to expand the utilization of family planning services and information provided by public, private and commercial services through integration of maternal health services and selected child survival interventions which are designed to reduce the reproductive risk of women in fertile age.

14. SCHEDULED EVALUATIONS

Interim MM YY MM YY Final MM YY  
09 92

15. SOURCE/ORIGIN OF GOODS AND SERVICES

000  941  Local  Other (Specify)

16. AMENDMENTS/NATURE OF CHANGE PROPOSED (This is page 1 of a page PP Amendment)

This PP Amendment supplements Project Paper Amendment 2 which was approved in July, 1988. It will increase the project's DA grant funding by \$4.0 million and extend the PACD by eight months to August 31, 1992. This supplement will insure the continued availability of family planning services provided by the Project's cooperating institutions and will maintain the momentum of activities until a new project is in place. I certify that the methods of payment and audit plans are in compliance with the payment verification policy.

17. APPROVED BY

Signature  
Terrence J. Brown  
Title  
Mission Director

Signature  
Gary Byliesby  
Controller

Date Signed  
MM DD YY  
05 30 91

18. DATE DOCUMENT RECEIVED IN AID/W, OR FOR AID/W DOCUMENTS, DATE OF DISTRIBUTION

MM DD YY

PROJECT AUTHORIZATION

Amendment No. 4

Name of Country/Entities: Guatemala Government of Guatemala;  
APROFAM, IPROFASA, S.A.; AGES; and,  
other eligible private organizations

Name of Project: Expansion of Family Planning  
Services

Number of Project: 520-0288

1. Pursuant to Section 104 of the Foreign Assistance Act of 1961, as amended, the Expansion of Family Planning Services Project, for Guatemala and participating public and private organizations, was authorized on August 27, 1982. The authorization was amended on September 25, 1986; July 31, 1987; and July 22, 1988. The authorization is hereby further amended as follows:

a. Paragraph 1 is deleted in its entirety and the following inserted in lieu thereof:

"1. Pursuant to Section 104 of the Foreign Assistance Act of 1961, as amended, I hereby authorize the Expansion of Family Services Project for the Guatemalan Ministry of Health ("MOH"), the Guatemalan Family Welfare Association ("APROFAM"), Importers of Pharmaceutical Products, S.A. ("IPROFASA"), the Guatemalan Association for Sex Education ("AGES") and other eligible private organizations, involving planned obligations of not to exceed Thirty Five Million Three Hundred Thirty One Thousand United States Dollars (\$35,331,000) in grant funds ("Grant") over a nine (9) year period from the date of authorization subject to the availability of funds in accordance with the AID OYB/Allotment process, to help in financing foreign exchange, and if A.I.D. should otherwise agree in writing, local currency costs for the project. The planned life of the project is ten (10) years from the date of initial obligation".

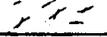
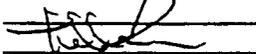
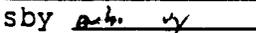
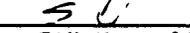
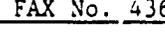
2. Except as hereby amended, the Authorization remains in full force and effect.

  
Terrance J. Brown  
Director

4 23 1988  
Date

Drafted: PDSORFigueroa 

Clearances:

DC/PDSO, JLombardo	<u></u>	<u>5-14-91</u>
OH&E, Rmartin	<u></u>	<u>5-14-91</u>
PDSO, DBoyd	<u></u>	<u>5/2/91</u>
PRM, DAdams	<u></u>	<u>5/5/91</u>
CONT, GByllesby	<u></u>	<u>5/2/91</u>
DDIR, SWingert	<u></u>	<u>5/29</u>
RLA, MWilliams	by FAX No. 436	<u>5/10/91</u>

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**EXPANSION OF FAMILY PLANNING SERVICES**

**PROJECT No. 520-0288**

**AMENDMENT 2: SUPPLEMENT**

**March 1991**

EXPANSION OF FAMILY PLANNING SERVICES  
PROJECT NO. 520-0288  
AMENDMENT 2: SUPPLEMENT

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I. SUMMARY AND RECOMMENDATIONS

A. Recommendations:

The Project Committee recommends that the authorization for the Expansion of Family Planning Services Project (520-0288) be amended to:

- Extend the current PACD of the Project by eight months from December 31, 1991 to August 31, 1992;
- Increase the Development Assistance Grant financing by \$4,000,000 to support selected activities to be carried out during 1991 and the following extension period.

With the addition of the proposed new grant funds, total AID life-of-project (LOP) funding for the Project, which was initiated in 1982, will be \$35,331,000. The goal and purpose remain unchanged.

B. Purpose of Amendment Supplement:

This amendment supplements Project Paper Amendment 2, which was approved in July, 1988. It has two purposes. First, it will provide an eight month "bridge" between this Project and a new USAID/Guatemala Population and Family Health Services Project, which will be obligated in the third quarter of FY 1992. This will insure the continued availability of family planning services provided by the Project's cooperating institutions and will maintain the momentum of activities until a new project is in place. It will also provide continued support for basic research and for family planning activities which are currently reaching Mayan couples (i.e. IPROFASA 9mini-farmacias").

Second, the extension will provide funding for some Project activities which were included and approved in Project Amendment 2, but for which there have been insufficient funds since the amendment was signed.

C. Summary of Proposed Actions:

This Supplement to Project Amendment 2 will extend the Project's PACD to August 31, 1992, and implement the following specific changes in grant agreements with participating institutions:

- La Asociacion Pro-Bienestar de la Familia (APROFAM), (OPG Amendment) - The Grant will be extended for eight months and amended to add \$3.050 million to support the acquisition of

up to four new clinics, rental of a commercial radi-  
station, implementation of a pilot regionalization program  
and various operating costs;

- Importadora de Productos Farmaceuticos S.A. (I PROFASA)  
(Cooperative Agreement Amendment) - The agreement will be  
extended for eight months and \$864,000 dollars will be added  
to the project for operating costs in 1991 and 1992;
- Ministerio de Salud, Unidad de Planificacion Familiar  
(MOH-FPU), (Grant Agreement) - the agreement will be  
extended for eight months at no additional cost, and  
existing funds will be reprogrammed to purchase  
contraceptives and cover operating costs for this period;
- Asociacion Guatemalteca de Educacion Sexual (AGES)  
(OPG Amendment) -the agreement will be extended for eight  
months at no additional cost, and existing funds will be  
reprogrammed to cover operating costs and activities which  
meet both new and/or existing LOP outputs.
- Two PSCs for a US PSC Population Specialist and an FSN PS  
Population Policy Specialist will be signed obligating  
total of \$86,000. These two persons will assist in project  
management.

#### D. Summary Financial Plan

Under the terms of the amended project grant agreement  
AID will provide additional grant funds of \$4,000,000. This is  
in addition to the \$31,331,000 current project Grant  
obligation. The new total Life-of-Project (LOP) AID funding  
will be \$35,331,000. The new funds will be committed to the  
following implementing agencies in the following manner: APROFAM  
(\$3,050,000), I PROFASA (\$864,000) and the contracting of two  
PSCs (\$86,000). The two other implementing agencies, the  
MOH/FPU and AGES will receive no-cost extensions and existing  
funds will be reprogrammed to cover 1992 operating costs, new  
outputs and the purchase of contraceptives. Counterpart  
contributions total \$8,626,600, of which \$5,940,200 will be  
contributed by APROFAM, \$493,800 by I PROFASA, \$2,167,600 by the  
MOH and \$25,000 by AGES.

## II. PROJECT BACKGROUND AND RATIONALE

### A. Recent Demographic Trends and Projections

Guatemala, with a current annual growth rate of over  
3%, continues to have one of the most rapidly expanding  
populations in Latin America. Despite dramatic increases in the  
numbers of couples adopting family planning, falling death rates  
since the 1950s have offset gains in contraceptive prevalence.  
At present, the population of Guatemala doubles every 20-23  
years, and the number of women in fertile age doubles every  
ten. Average family size is high, and approximately 45% of the  
Guatemalan population is under the age of 15.

These figures alone insure that at the present rate of growth, there will be over 13,000,000 Guatemalans by the end of this decade. Growth of this magnitude is far beyond what the country's food production and natural resources can sustain. It offers a grim future for all Guatemalans, but has particularly serious consequences for Mayan speakers, among whom the problems associated with high fertility are more severe.

The accelerating demand for family planning services, and the related impact of increasing female education and age of marriage, offers Guatemala one of the few areas of hope for addressing these problems. The continuation and expansion of family planning services, coupled with public education and policy initiatives aimed at improving the acceptance and use of these services, is one of the most inexpensive and accessible mechanisms for slowing the population growth rate to levels which will allow the public and private sector to provide housing, food, employment and educational opportunities for its citizens.

#### B. Current Policies and Status of Family Planning Programs

Throughout the ten-year life of this Project, Guatemala has experienced a slow improvement in the political and social climate which surrounds a couple's right to choose the number and spacing of their children. In 1985, the Guatemalan Constitution recognized family planning as a human right and in 1989, the Guatemalan Ministry of Health officially identified birth spacing as a specific activity needed to achieve its goal of reducing maternal mortality rates. Most recently, Guatemala's newly elected government's platform has indicated that reduction of the country's 3% growth rate is a long-term priority of his administration.

These changes offer some hope that Guatemala is beginning to look seriously at the impact of rapid population growth on development. Rural populations remain underserved and difficult to reach. Only 15% of Mayan couples use family planning methods and a sustained politically supported effort is needed to reach these marginalized groups. In this atmosphere, it is important that programs which can provide information, services and political support to this initiative remain strong and financially secure.

#### C. Rationale for Project Extension and Appropriation of Additional Funds

The Project has provided sustained support to a cadre of public and private sector organizations which are working to provide family planning services, educate the public and generate national population agendas which support the rights of Guatemalans to choose the size and spacing of their

families. As such, this support has been a major factor in preparing these institutions to pursue the more open and aggressive programming which now seems feasible for the 1990s.

The new USAID-supported effort in Population and Family Health Services, which is scheduled to begin in September, 1992, will build on many of the initiatives which were developed through this Project. It will also continue to assist this community of family planning agencies to become strong, income generating programs.

This extension will serve as a bridge between these two efforts and will provide continued AID support and contraceptive commodities to the current implementing agencies until the new project is in place. It will also provide continued support for basic research and for family planning activities which are currently successfully reaching Mayan and rural couples. This will prevent a possible reduction in family planning services during the current eight month break between the two projects and facilitate a smooth transition from one project to the other. The extension will also help to maintain an AID presence in these institutions during a period which may see substantial positive changes in the approach which Guatemala's government takes toward family planning and related activities. Sufficient contraceptives for all the implementing agencies will be purchased through the MOH component during the extension period.

### III. CURRENT PROJECT STATUS

#### A. Summary of Project Status

This Project was designed to increase use of family planning services through support of a broad range of activities in the public, private and commercial sector. Originally authorized in 1982, it has a current total obligation of \$31,331,000 and is scheduled for completion on December 31, 1991. The Project has been amended twice, in 1987 and 1988, to increase its funding and extend the PACD. The proposed eight-month extension to August 30, 1992 will bring it to the ten-year authorized completion date. AID/W approved the 4.0 million amendment and PACD extension at the FY 1990-91 action plan review.

There are presently five implementing agencies: La Asociacion Pro-Bienestar de la Familia (APROFAM), Importadora de Productos Farmaceuticos S.A. (IPROFASA), Asociacion Guatemalteca de Educacion Sexual (AGES), Ministerio de Salud, Unidad de Planificacion Familiar (MOH-FPU) and a contract with the Experiment in International Living, (Proyecto de Ayuda Materno- Infantil, PAMI) which is developing grant agreements with Guatemalan organizations in the private sector.

Overall project performance has been consistently high, as supported by external evaluations in 1987 and March, 1988. The last Audit report issued was in January, 1990 and all but one of the recommendations have been closed. The action for this recommendation is with the RIG.

The individual performance of institutions which participate in the Project has also been good, and it is expected that all major outputs will meet or exceed requirements defined in Amendment 2. The high number of Project outputs which already exceed requirements (SAR 4/1/90-9/30/90) can be viewed as indicative of both the quality of institutional participation, as well as the increased demand for family planning services which they have helped to generate. These data further suggest that the Project as a whole, and its individual cooperating agencies, are meeting a critical and escalating need for family planning services. As such, they are a strong argument for continuation of this Project until another support mechanism is in place.

B. Activities Extended with Additional Funding

1. APROFAM (\$3,050,000)

This extension will allow APROFAM to continue its regular program of clinical services, community based distribution (CBD), information, education and communications (IEC), and a number of special programs in the areas of family planning, and maternal and child health. APROFAM has already met and exceeded Project output requirements in the majority of program areas, and will continue these activities through the extension period.

New funding in the amount of \$3.050 million will be added to the APROFAM grant. Of this total, \$137,472 will be added to the budget of the approved 1991 Annual Plan, for which \$1,952,946 have already been obligated. This amount, plus funding which will be reprogrammed, will bring APROFAM's total 1991 budget to \$3,400,000. An additional \$2,912,528 will be earmarked for the 1992 eight-month budget, bringing APROFAM's LOP obligations to \$22,597,000.

Funds obligated through this amendment will be used to support operating costs and additional activities in three areas, discussed below. These additional activities, which will be initiated in 1991 and continued during the extension period, were originally contemplated and approved in Project Amendment 2 as New Initiatives. This section of Amendment 2 provided for the development of new service delivery models, more effective IE&C, and strengthening private sector service providers. Additional activities were not proposed before 1991 because of insufficient funds in the original budget of Amendment 2.

a. Additional Program Activities

Clinics

APROFAM will extend existing family planning services through the acquisition of at least four clinics in 1991 and 1992, and will begin planning for an additional three new installations. APROFAM will carry out this activity in close coordination with the Mission and follow procedures outlined by the PDSO engineering staff to evaluate physical soundness and real estate values on all buildings they consider for purchase. A qualified individual will be retained to direct this activity and will be responsible for selection of buildings to be evaluated (in conjunction with PDSO staff) and recommendations for purchase. The analysis will also include the financial rationale and justification for purchasing a building compared to renting. A specific recommendation for choosing either option will be prepared in conjunction with the engineering analysis on a case by case basis considering the conditions that each case presents such as location, price, condition of building, future plans for expansion, etc. If the decision is to buy a clinic, the use and disposition of the land and buildings after the project is finished will be governed by the provisions of Handbook 13, Chapter 1, Section 1T3. In addition, this individual will initiate pre-construction activities for sites that have been donated to the institution, carry out site selection evaluations for proposed future clinic extension, design needs and other activities that will lead to initiation of construction during the first year of the new family health project.

Estimated costs for the acquisition of the four clinics is \$237,624. APROFAM will initially evaluate the ten departmental clinics they have remodeled and rented under the current project and choose the most appropriate structures for this initial purchase. This will be a strong move to more financial independence for APROFAM since ownership of these clinics will free the institution from renting and the costs in both money and loss of patients when they are forced to relocate their services. The 1992 extension budget includes operating costs for these new clinics and expenses associated with planning future expansion of the clinic system.

Rental of a Commercial Radio Station

In 1991, APROFAM will increase national radio coverage through rental of an existing, licensed radio frequency and physical plant. This facility has been offered to the institution for long term lease at a very moderate price and APROFAM feels this arrangement will complement their current information, communication and education strategy to reach Spanish speakers. Currently the institution has a contract with an international publicity firm to produce inter alia mass media

products, radio spots, informative radio programs and radio soap operas. These radio products will be used on the leased radio frequency at no additional cost to APROFAM and the publicity firm will also be used to plan the format to reach APROFAM'S target population. APROFAM plans to attract other sponsors and make this radio frequency the first commercial informative radio in the country. It is assumed that operation of the radio station will increase coverage of family planning messages directed to the population residing in the valley of Guatemala City. In addition, it is anticipated that the radio station will become a source of income for APROFAM. The objectives, assumptions and expected results of operating the radio station will be documented in project files. The progress of this activity will be monitored periodically and at the end of the first year an assesment will be conducted to determine if the objectives have been met. Funds obligated in the 1992 extension period will provide continued operating costs for this activity.

#### Regionalization

In 1991, APROFAM will operationalize existing plans for the regionalization of clinic services and associated management systems. Approximately \$13,500 in 1991 funds will be used to establish, staff and supply a regional Pilot area. Fund in the extension period will provide continued operating costs for this activity.

#### b. APROFAM outputs:

Planned outputs for 1991 and the extension period are shown in next page.

#### c. APROFAM Summary Budget

APROFAM Summary Budget is shown in page 9.

ASOCIACION PRO BIENESTAR DE LA FAMILIA  
APROFAM

Major Outputs (in thousands)

	<u>Planned LOP</u>	<u>Accomplished</u>		<u>Planned</u>	<u>Planned New</u>	<u>Total Planned</u>
		<u>CY 1990</u>	<u>% of LOP</u>	<u>CY 1991</u>	<u>Outputs</u>	<u>LOP Outputs</u>
		<u>Cum.</u>			<u>1/1/92-8/30/92</u>	
A. <u>CBD</u>						
New acceptors	194	291	150%	50	33	374
CYP	206	91	44%	30	20	141
Home Visits	347	677	195%	120	80	877
Active Distribution						
Posts	2	1.7	85%	-0-	-0-	1.7
B. <u>CLINICS</u>						
New Users	30	54.5	182%	14	9.3	77.8
CYP (includes VSC)	505	419.7	83%	30	20	469.7
No. ov VSC users	20	25	125%	10	7	42
No. of well baby, MCH & other visits	35	111	317%	40	27	178
C. <u>TRAINING</u>						
No. of courses	0.171	0.278	163%	0.30	0.20	0.328
No. of participants	4	6.932	173%	0.90	0.60	8.432
D. <u>PIPOM</u>						
No. of printed material	26	129	496%	20	13	162
E. <u>IE&amp;C</u>						
Radio spots	670	284.6	42%	200	133	617.6

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ASOCIACION PRO BIENESTAR DE LA FAMILIA (APROFAM)

Summary Financial Plan  
(All in Dollars)

<u>SOURCE</u>	<u>OBLIGATED AND EARMARKED TO DATE</u>	<u>OBLIGATED THROUGH THIS AMENDMENT</u>	<u>NEW FINAN- CIAL PLAN</u>
1. Salaries	5,351,144	1,227,840	6,578,984
2. Technical Assistance	519,920	-0-	519,920
3. Training	511,902	41,884	553,786
4. Commodities	2,005,586	-0-	2,005,586
5. Transportation and Per Diem	991,958	245,368	1,237,326
6. Equipment and Vehicles	1,271,475	89,653	1,361,128
7. Promotion and Publicity	4,271,033	583,793	4,854,826
8. Administrative Costs	331,218	127,124	458,342
9. Supplies	431,639	42,099	473,738
10. Evaluation and Audit	155,947	-0-	155,947
11. Special Programs	592,527	357,581	950,108
12. Indirect Costs	1,166,181	330,500	1,496,681
13. Other Direct Costs	7,573	4,158	11,731
14. New Initiatives	1,938,897	-0-	1,938,897
-----			
TOTAL	19,547,000	3,050,000	22,597,000

Exchange rate US\$1.00 = Q.5.05

Inflation and contingencies included within line items.

2. Importer of Pharmaceutical Products (I PROFASA)  
(\$864,000)

This extension will provide I PROFASA with funding to continue the regular activities of this private, for-profit agency responsible for the Project's contraceptive social marketing program. New funding in the amount of \$864,000 will be added to the I PROFASA agreement to supplement the operating budget and regular project activities of the organization. Of this amount, \$84,779 will be added to the 1991 budget, which AID has already earmarked for 1991 activities. This will bring total 1991 obligations to \$854,053, which was requested in I PROFASA's 1991 Annual Plan and approved by the Mission.

An additional \$779,221 will be added to support operating costs and activities to be conducted during the 1992 eight-month extension period, including technical assistance. These total new funds of \$864,000 bring I PROFASA's total LOP obligations to \$6,617,698.

a. I PROFASA Outputs

I PROFASA Outputs are shown in next page.

b. I PROFASA Summary Budget

I PROFASA Summary Budget is shown on page 13.

IMPORTADORA DE PRODUCTOS FARMACEUTICOS S.A. (IPROFASA)

Major Outputs  
(in thousands 000)

	<u>Planned LOP</u>	<u>Accomplished</u>		<u>Planned</u> <u>CY 1991</u>	<u>Planned New</u> <u>Outputs</u> <u>1/1/92-8/30/92</u>	<u>Total Planned</u> <u>LOP Outputs</u>
		<u>Cum.</u>	<u>% of LOP</u>			
1. Product Sales (Q.000's)	1600	2862.2	179%	1380.8	920.5	5163.5
2. Couple-years protection (CYP) (in thousands 000)	65	96	148%	34	23	153
3. Short Term Specialty Advisors	8	8	100%	-0-	-0-	8
4. Family Planning Advertising Campaign	8	15	188%	-0-	-0-	15
5. Family Planning Training Programs for Retailers						
a. Behind Counter Personal	4	54	1350%	-0-	-0-	54
b. Pharmacists	3	4	133%	-0-	-0-	4
6. Family Planning for Private Sector Training Programs	10	41	410%	-0-	-0-	41
7. Introduction of Add'l Family Planning Products						
a. Low-dose pill	1	1	100%	-0-	-0-	1
8. Outlets supplied	870	1160	133%	-0-	-0-	1160

IMPORTADORA DE PRODUCTOS FARMACEUTICOS S.A. (IPROFASA)

Summary Financial Plan  
(All in Dollars)

<u>SOURCE</u>	<u>OBLIGATED AND EARMARKED TO DATE</u>	<u>OBLIGATED THROUGH THIS AMENDMENT</u>	<u>NEW FINAN- CIAL PLAN</u>
1. Salaries	1,039,112	193,930	1,233,042
2. Technical Assistance	1,267,856	14,000	1,281,856
3. Trans./Per Diem	161,029	23,895	184,924
4. Commodities	551,674	-0-	551,674
5. Equipment and Vehicles	70,539	16,862	87,401
6. Promotion and Publicity	1,960,275	365,326	2,325,601
7. Administrative Costs	446,622	44,587	491,209
8. Evaluation and Audits*	-0-	-0-	-0-
9. Special Programs	256,591	205,400	461,991
<hr/>			
TOTAL	\$5,753,698	864,000	6,617,698

\* Included in administrative costs.

Exchange rate US\$1.00 = Q.5.05

Inflation and contingencies included within line items.

### 3. Personal Service Contracts

In order to carry out project implementation monitoring and initiate policy dialogue activities, the Mission will extend the current US PSC contract to 8-31-92 and hire a new FSN-PSC. The Office of Health and Education has relied on the current US PSC to administer and monitor most of the activities carried out under this project. The OH&E, under the direction of the Mission, has begun to change the focus of this project and of this sector to include more analytic and policy dialogue activities. In order to carry out this work a new FSN-PSC is necessary. A Senior Guatemalan Population Specialist who is known nationally and whose skills and abilities are nationally recognized will lend tremendous credibility and substance to the Mission's policy dialogue efforts. Therefore, this position is considered crucial to achieve Mission objectives in this area.

#### Scopes of Work

##### a. FSN-PSC

a. Represent the Mission's Population Program and policy agenda in discussions with GOG representatives, with institutions of higher learning, with service providers and with members of the donor community.

b. Initiate dialogues with elected and appointed government officials to educate them about the impact of high rates of population growth on national development.

c. Generate support for Population Activities among other donor institutions, including but not limited to the EEC, bilateral government to government institutions, the World Bank, PAHO and UNICEF.

d. Participate in the design of the new population project, especially in the components that involve GOG agencies and institutions (MOH, IGSS, University of San Carlos).

e. Collaborate with donor agencies and potential implementing agencies in drafting population activity proposals as requested by AID.

f. Provide information and technical support to host country agencies, as necessary.

g. Inform AID/W and USAID/Guatemala of major program issues and progress, as deemed necessary by the Health and Population Officer.

h. Provide other special reports related to Population as required by USAID.

i. Participate in project implementation meetings and semi-annual reviews.

j. Periodically visit program sites throughout the country to monitor the quality and impact of the program.

b. US PSC

The US PSC Scope of Work concentrates on project implementation, monitoring and evaluation with special attention to cooperating agency operations.

The implementation/monitoring responsibilities include:

a. Draft all implementation documents as directed for the various components of the project as assigned, e.g. PIO/T's, PIO/C's, PIL's, Grant Agreements, Amendments, cables and other required documents.

b. Examine all project vouchers for accuracy and pass to the Population Officer for approval.

c. Collaborate with implementing agencies in drafting new implementation plans and budgets and adjusting current plans and budgets according to any program modifications.

d. Draft semi-annual reports on progress against goals specified in relevant agreements or implementation plans.

e. Periodically visit program sites throughout the country to monitor the quality and impact of the program as a routine activity and on an emergency basis if the need arises.

f. Maintain contact with all intermediary organizations that are working with host country agencies (e.g. Pathfinder Fund, Development Associates, PFIA, JHPIEGO, CDC, AVSC) and facilitate processing of information flow. Coordinate field visits to Guatemala by intermediary organization personnel.

g. Provide information and technical support to host country agencies, as necessary.

h. Keep AID/W and USAID/Guatemala (OH&E) informed of major program issues and progress, as deemed necessary by the Population Officer.

i. Prepare other special reports related to Population as required by USAID (e.g. WID).

j. Participate in Project Implementation Meetings and Semi-Annual Reviews.

Other activities include:

a. Monitor the progress of ongoing and proposed studies.

b. Review and make recommendations on the findings of all family planning studies and evaluations. Incorporate this findings into ongoing projects or propose new projects or activities to address the findings.

c. Design new studies, evaluations or surveys as deemed necessary by program performance, AID requirements, or proposals of cooperating agencies.

d. Identify appropriate institutions and develop new population activities with these organizations, in accordance with the overall Mission and project objectives.

e. Assist Mission and contractor personnel in carrying out analysis leading to design of new population activities.

f. Orient, train and provide supervision of the new GDI staff person and other Mission Personnel as directed by the Population Officer in such areas as AID population policy, the Guatemala program, AID administrative procedures and other Donor activities in family planning.

g. Provide intensive orientation to family planning contract staff in the area of Population in such areas as overall status of the Project, progress/problems of specific agencies and status of technical area on which consultation is being provided.

ILLUSTRATIVE BUDGET

	<u>1991</u>	<u>1992</u>	<u>TOTAL</u>
a. Salaries	\$20,690	\$41,379	\$62,069
b. Labor Benefits	2,621	5,992	8,613
c. Per Diem/Trans.	1,060	2,060	3,120
d. Training	--	2,748	2,748
e. Miscellaneous (Salary contingencies, FICA contingencies)	3,761	5,689	9,450
	<u>\$28,132</u>	<u>\$57,868</u>	<u>\$86,000</u>

B. Activities with No-Cost Extensions

1. Guatemalan Association for Family Life Education  
(AGES)

The AGES component of the Project will be extended for additional eight months without additional funding. During this period, the organization will continue its program of community-based, culturally-appropriate family life education for Spanish-speaking young adults, teachers, parents and rural Mayan groups. These will include education activities and counseling for young adults at one central and five departmental centers, a rural education program in Mayan Languages, teacher and supervisor training and a scholarship program for girls. Support for these activities in 1992 and for AGES operational costs will be reprogrammed, based on the organization's 1992 Annual Plan.

a. AGES Outputs

AGES Outputs are shown next page

b. AGES Summary Budget

The total authorized and obligated grant funds for AGES under this Project are \$3,175,200. AGES total cumulative Earmarks through CY 1991 were \$2,806,667, including \$599,259 for the approved 1991 Annual Plan. This leaves \$363,522 in grant funding available to support the continuation of activities during the 8 month extension period. The Summary Budget is shown on page 19.

ASOCIACION GUATEMALTECA DE EDUCACION SEXUAL (AGES)

Major Outputs  
(in thousands 000)

	<u>Planned LOP</u>	<u>Accomplished</u>		<u>Planned</u> <u>CY 1991</u>	<u>Planned New</u> <u>Outputs</u> <u>1/1/92-8/30/92</u>	<u>Total Planned</u> <u>LOP Outputs</u>
		<u>Cum.</u>	<u>% of LOP</u>			
1. New Sites	6	6	100%	-0-	-0-	6
2. No. of Current Clients Served*	289	467.8	133%	50	33	550.8
3. No. Trainer/Super- visors Trained	180	153	70%	12	8	173
4. No. of District Supervisors Trained	195	147	71%	18	12	177
5. Scholarship Recipients (all female)	1935	1764	91%	-0-	-0-	1935

\* in thousands

ASOCIACION GUATEMALTECA DE EDUCACION SEXUAL (AGES)

Summary Financial Plan  
(All in US Dollars)

	Obligated to Date	Earmarked as of 1/30/91	Available for Extension	Changes	New Finan- cial Plan
1. Salaries	1,153,980	1,153,980	-0-	132,293	1,286,273
2. Technical Assistance	237,653	235,037	2,616	16,231	253,884
3. Training	176,652	176,652	-0-	24,613	201,265
4. Transport./ Per Diem	531,914	371,661	160,253	(94,989)	436,925
5. Equipment & Vehicles	417,724	350,887	66,837	(42,450)	375,274
6. Promotion & Publicity	238,696	238,517	179	27,220	265,916
7. Administrative Costs	129,106	129,106	-0-	20,717	149,823
8. Supplies	17,955	-0-	17,955	(17,955)	-0-
9. Evaluation & Audits	39,007	6,775	32,232	-0-	39,007
10. Special Programs	144,052	144,052	-0-	22,780	166,832
11. Other Direct Costs	88,460	-0-	88,460	(88,460)	-0-
<b>TOTAL</b>	<u>3,175,199</u> =====	<u>2,806,667</u> =====	<u>368,532</u> =====	<u>-0-</u> ===	<u>3,175,199</u> =====

Exchange Rate US\$1.00 = Q.5.05

2. Guatemalan Ministry of Health- Family Planning Unit (MOH-FPU)

The MOH-FPU component of the Project will be extended for an additional eight months without new funding. During CY 1991 and the extension period, the Ministry personnel will continue the vertical, public sector family planning activities described in Amendment 2 and summarized in the Outputs Table, below. Particular emphasis during this final phase of the grant will be on identification and referral of women with high reproductive risk and on community awareness of factors which influence and reduce maternal risk. This emphasis, however, constitutes no substantive change in the agreement's scope of work.

Funds from this component will be used to purchase contraceptives for the entire project as outlined in the 1991 contraceptive tables. These tables were developed by the implementing agencies with technical assistance by the Centers for Disease Control in Atlanta. Based on these projections the implementing agencies will have enough contraceptive stocks on hand to carry them through to the new project obligations.

a. MOH-FPU Outputs

The majority of LOP output levels defined for the MOH-FPU in Amendment 2 have been met or exceeded. New output levels for the extension period are indicated in the table next page.

b. MOH-FPU Budget Summary

The total authorized and obligated grant funds for the MOH-FPU under this Project are \$2,855,100. The program's total cumulative earmarks through 1/30/91 were \$1,713,042, and included \$402,525 for activities approved in the 1991 Annual Plan. A total of \$ 1,142,055 are available for additional activities in 1991 and the extension period.

MINISTERIO DE SALUD PUBLICA - UNIDAD DE PLANIFICACION FAMILIAR

Major Outputs  
(in thousands 000)

	<u>Planned LOP</u>	<u>Accomplished</u>		<u>Planned</u> <u>CY 1991</u>	<u>Planned New</u> <u>Outputs</u> <u>1/1/92-8/30/92</u>	<u>Total Planned</u> <u>LOP Outputs</u>
		<u>Cum.</u>	<u>% of LOP</u>			
1. Contraceptive dis- tribution to health centers and posts (in 000's)						
Orals (cycles)	950	1396.8	147%	200	133	1729.8
Condoms	800	2367.8	296%	400	267	3034.8
Conceptrol (tablets)	785	1091.8	139%	120	80	1291.8
Coppet "T" (IUD)	4	13	325%	2	1.3	16.3
VSC	0.664	4.8	725%	0.332	0.221	5.353
CYP (includes VSC)	255	114.9	45%	36	24	174.9
2. Training of MOH personnel in family planning (No. of courses)	71	458	5710%	58	20	506

MINISTERIO DE SALUD PUBLICA - UNIDAD DE PLANIFICACION FAMILIAR  
Summary Financial Plan

	Obligated to Date	Earmarked as of 1/30/91	Available for Extension	Changes	New Finan- cial Plan
1. Salaries	262,282	174,568	87,714	(54,005)	208,277
2. Technical Assistance	215,366	130,266	85,100	(85,100)	130,266
3. Training	441,299	359,199	82,100	(27,368)	413,931
4. Transportation/ Per Diem	356,900	180,442	176,458	(114,702)	242,198
5. Commodities	101,900	99,919	1,981	871,726	973,626
6. Vehicles/ Equipment	402,526	173,520	229,006	(229,006)	173,520
7. Admin. Costs	432,111	380,317	51,794	(25,260)	406,851
8. Supplies	234,052	17,533	216,519	(212,031)	22,021
9. Evaluation	28,467	28,409	58	(58)	28,409
10. Special Programs	261,885	131,191	130,694	(43,565)	218,320
11. Inflation	80,633	-0-	80,633	(80,633)	-0-
12. Other Costs	<u>37,679</u>	<u>37,678</u>	<u>1</u>	<u>(1)</u>	<u>37,678</u>
<b>TOTAL</b> =====	<b>2,855,100</b> =====	<b>1,713,042</b> =====	<b>1,142,055</b> =====	<b>-0-</b> ===	<b>2,855,100</b> =====

Exchange rate US\$1.00 = Q.5.05

Inflation Contingencies included within line items.

#### IV. FINANCIAL ANALYSIS AND PLAN

##### A. Project Budget

The total additional funds to be added to the project will be \$4,000,000. These funds will be used to fully fund 1991 activities of two implementing agencies, APROFAM and IPROFASA, and to provide the resources necessary for their continued activity during the extension period, January 1, 1992 to August 31, 1992. The already obligated funds have been programmed for specific activities; the additional funding is being allocated only in the line items that require additional funds. Two other implementing agencies, the MOH/FPU and AGES, will receive no-cost extensions for this period, and existing obligations will be reprogrammed to support their activities.

Table IV.1 presents a summary of new LOP funding by budget line item for all institutions, and reflects both new funding and reprogramming. Tables V.2-V.5 present an LOP Summary Cost Estimate and Financial Plans for 1991 and the extension period for each institution since this is only an 8 month extension, inflation and contingencies were calculated by line items. These are followed by Calendar Year budget for APROFAM (Tables IV.6 - IV.7) and IPROFASA (Tables IV.8 - IV.9) which present new funding added to these projects in 1991 and the extension period. Illustrative budgets for AGES and MOH-FPU activities during the extension period are included as Tables IV.10 - IV.11. Both budgets are based on reprogramming of existing funds (see Summary Financial Plans in text for line item changes). AGES new outputs are based on a 8 month multiplier and funds have been reprogrammed fully within existing line items.

The total LOP counterpart contributions under the Project will be \$8,626,600. Counterpart contributions and foreign exchange and local currency analyses are included by institution in Tables IV.2 - IV.5, Summary Cost Estimate and Financial Plan. A waiver of counterpart contribution requirements is being requested for AGES, as this small organization has no other funding to serve as counterpart and is central to the development of Mayan interventions, a crucial part of the Mission strategy to increase contraceptive prevalence in Guatemala.

TABLE IV.1

SUMMARY LIFE OF PROJECT BUDGET  
(All Components)

	AID		MINISTRY OF HEALTH		OTHERS *		TOTALS
	FX	LC	LC	LC	FX	LC	
1. Salaries	--	9,336,832	185,100		-	89,600	9,611,532
2. Technical Assistance	1,412,122	773,804	-		-	-	2,185,926
3. Training	--	1,168,985	897,100		38,000	313,800	2,417,885
4. Commodities	3,530,886	-	-		-	-	3,530,886
5. Transport. & Per Diem	200,000	1,901,373	-		-	-	2,101,373
6. Equipment and Vehicles	173,520	1,823,803	-		-	-	1,997,323
7. Promotion and Publicity	--	7,446,343	787,400		-	-	8,233,743
8. Administ. Costs	--	1,506,225	298,000			3,750,000	5,554,225
9. Supplies	--	495,759	--		--	--	495,759
10. Evaluation and Audit	--	193,107	--		--	--	193,107
11. Special Programs	--	1,797,254	--			2,267,600	4,064,854
12. Overhead	--	1,496,681	--		--	--	1,496,681
13. Other Direct Costs	--	49,409	--		--	--	49,409
14. New Initiatives	1,938,897	-	-		-	-	1,938,897
15. AID Contracted PSCs	36,000	50,000					86,000
<b>TOTALS</b>	<b>7,291,425</b>	<b>28,039,575</b>	<b>2,167,600</b>		<b>38,000</b>	<b>6,421,000</b>	<b>43,957,600</b>

Exchange rate US\$1.00 = Q.5.05

\* See following Agency budgets for counterpart breakdown.

TABLE IV.2

## ASOCIACION PRO BIENESTAR DE LA FAMILIA (APROFAM)

Summary Cost Estimate and Financial Plan  
Life of Project Budget  
 (All in US Dollars)

	FX	AID LC	FX	OTHERS * LC	TOTALS
1. Salaries	--	6,578,984	--	--	6,578,984
2. Technical Assistance	--	519,920	--	--	519,920
3. Training		553,786	28,000	313,800	895,586
4. Commodities	2,005,586	--	--	--	2,005,586
5. Transport. & Per Diem	200,000	1,037,326	--	--	1,237,326
6. Equipment and Vehicles	--	1,361,128	--	--	1,361,128
7. Promotion and Publicity	--	4,854,826	--	--	4,854,826
8. Administrative Costs	--	458,342	--	3,330,800	3,789,142
9. Supplies	--	473,738	--	--	473,738
10. Evaluation and Audit	--	155,947	--	--	155,947
11. Special Programs	--	950,108	--	2,267,600	3,217,708
12. Overhead	--	1,496,681	--	--	1,496,681
13. Other Direct Costs	--	11,731	--	--	11,731
14. New Initiatives	1,938,897	--	--	--	1,938,897
<b>TOTALS</b>	<b>4,144,483</b>	<b>18,452,517</b>	<b>28,000</b>	<b>5,912,200</b>	<b>28,537,200</b>

Exchange rate US\$1.00 - Q.5.05

TABLE IV.3

IMPORTADORA DE PRODUCTOS FARMACEUTICOS S.A. - IPROFASA  
Summary Cost Estimate and Financial Plan  
 (All in US Dollars)

Source	AID				Totals		OTHERS **		TOTALS	
	Obligations to Date		Obligations this Amendment		FX	LC	FX	LC	FX	LC
	FX	LC	FX	LC						
1. Salaries	--	1,039,112	--	193,930	--	1,233,042	--	89,600	--	1,322,642
2. Technical Assistance	1,267,856		14,000	--	1,281,856					
3. Trans./ Per Diem	--	161,029	--	23,895	--	184,924	--	--	1,281,856	--
4. Commodities	551,674	--	-0-	--	551,674	--	--	--	551,674	--
5. Equipment & Vehicles	--	70,539	--	16,862	--	87,401	--	--	--	87,401
6. Promotion & Publicity	--	1,960,275	--	365,326	--	2,325,601	--	--	--	2,325,601
7. Administrative Costs	--	446,622	--	44,587	--	491,209	--	404,200	--	895,409
8. Evaluation & Audits <sup>x</sup>	--	--	--	--	--	--	--	--	--	--
9. Special Programs	--	256,591	--	205,400	--	461,991	--	--	--	461,991
<b>TOTAL</b>	<b>\$ 1,819,530</b>	<b>3,934,168</b>	<b>14,000</b>	<b>850,000</b>	<b>1,833,530</b>	<b>4,784,168</b>	<b>--</b>	<b>493,800</b>	<b>1,833,530</b>	<b>5,277,968</b>

Exchange rate US\$1.00 = Q.5.05

<sup>x</sup> Included in Administrative Costs<sup>\*\*</sup> Funds generated from sales of contraceptives.

TABLE IV.4

ASOCIACION GUATEMALTECA DE EDUCACION SEXUAL - AGES  
Summary Cost Estimate and Financial Plan  
 (All in US Dollars)

SOURCE	AID		OTHERS		TOTAL
	FX	LC	FX	LC	
1. Salaries	--	1,316,529	--	--	1,316,529
2. Technical Assistance	--	253,884	--	--	253,884
3. Training	--	201,265	10,000 *	--	211,265
4. Transportation and Per Diem	--	436,925	--	--	436,925
5. Equipment and Vehicles		375,274	--	--	375,274
6. Promotion and Publicity		265,916	--	--	265,916
7. Administrative Costs		149,823	--	15,000 **	164,823
8. Supplies	--	-0-	--	--	-0-
9. Evaluation and Audit	--	8,751	--	--	8,751
10. Special Programs		166,832	--	--	166,832
11. Other Direct Costs		-0-	--	--	-0-
<b>TOTAL</b>	<b>--</b>	<b>3,175,199</b>	<b>10,000</b>	<b>15,000</b>	<b>3,200,199</b>

Inflation and contingencies are included within each line item.  
 Exchange rate US\$1.00 = Q.5.05

\* John Hopkins Social Welfare Fund

\*\* Funds generated from sales of educational material.

TABLE IV.5

MINISTRY OF HEALTH - FAMILY PLANNING UNIT  
Summary Cost Estimate and Financial Plan  
 (All in US Dollars)

Source	AID		Changes	New Financial Plan		HOST COUNTRY		TOTAL	
	Obligations to Date			FX	LC	FX	LC	FX	LC
	FX	LC		FX	LC	FX	LC	FX	LC
1. Salaries	--	262,282	(54,005)	--	208,277	--	185,100	--	393,377
2. Technical Assistance	215,366	--	(85,100)	130,266	--	--	--	130,266	--
3. Training	--	441,299	(27,364)	--	413,934	--	897,100	--	1,311,034
4. Transport/Per Diem	--	356,900	(114,702)	--	242,198	--	--	--	242,198
5. Commodities	101,900	--	871,726	973,626	--	--	--	973,626	--
6. Vehicles/Equipment	402,526	--	(229,006)	173,520	--	--	--	173,520	--
7. Promotion/Publicity	--	--	--	--	--	--	787,400	--	787,400
8. Administ. Costs	--	432,111	(25,260)	--	406,851	--	298,000	--	704,851
9. Supplies	--	234,052	(212,031)	--	22,021	--	--	--	22,021
10. Eval./Audits	--	28,467	(58)	--	28,409	--	--	--	28,409
11. Special Programs	--	261,885	(43,565)	--	218,320	--	--	--	218,320
12. Inflation	--	80,633	(80,633)	--	-0-	--	--	--	-0-
13. Other Costs	--	37,679	(1)	--	37,678	--	--	--	37,678
<b>TOTAL</b>	<b>719,792</b>	<b>2,135,300</b>		<b>1,277,412</b>	<b>1,577,688</b>	<b>--</b>	<b>2,167,600</b>	<b>1,277,412</b>	<b>3,745,288</b>

Exchange rate US\$1.00 = Q.5.05

TABLE IV.6

ASOCIACION PRO BIENESTAR DE LA FAMILIA - APROFAM  
Project Expenditures for Extension Period  
 1/1/91 - 12/31/91  
 (All in US Dollars)

	FX	AID LC	OTHERS FX	LC	TOTALS
1. Salaries	--	--	--	--	--
2. Technical Assistance	--	--	--	--	--
3. Training	--	--	28,000 x	--	28,000
4. Commodities	--	--	--	--	--
5. Transportation and Per Diem	--	--	--	--	--
6. Equipment and Vehicles	--	--	--	--	--
7. Promotion and Publicity	--	100,000	--	--	100,000
8. Administ. Costs	--	--	--	514,900 xx	514,900
9. Supplies	--	--	--	--	--
10. Eval. and Audit	--	--	--	--	--
11. Special Programs	--	37,472	--	533,000 xxx	570,472
12. Overhead	--	--	--	--	--
13. Other Direct Costs	--	--	--	--	--
14. New Initiatives	--	--	--	--	--
<b>TOTAL</b>	--	<b>\$137,472</b>	<b>28,000</b>	<b>1,047,900</b>	<b>1,213,372</b>

Exchange rate US\$1.00 = Q.5.05

x JH Piego

xx IPPF New York and IPPF London

xxx Dutch Government, Japanese Development Fund, local resources and AIDSTECH (FHI); see Attachment No. 1, Table 6, page 25 for 1991-1992 counter part budget

TABLE IV.7

ASOCIACION PRO BIENESTAR DE LA FAMILIA - APROFAM  
Project Expenditures for Extension Period  
 1/1/92 - 8/30/92  
 (All in US Dollars)

	FX	AID LC	OTHERS FX	LC	TOTALS
1. Salaries	--	1,227,840	--	--	1,227,840
2. Technical Assistance	--	-0-	--	--	-0-
3. Training	--	41,884	--	--	41,884
4. Commodities	--	-0-	--	--	-0-
5. Transportation and Per Diem	40,000	205,368	--	--	245,368
6. Equipment and Vehicles	--	89,653	--	--	89,653
7. Promotion and Publicity	--	483,793	--	--	483,793
8. Administ. Costs	--	127,124	--	532,000 *	659,124
9. Supplies	--	42,099	--	--	42,099
10. Eval. and Audit	--	-0-	--	--	-0-
11. Special Programs	--	320,109	--	490,000 **	810,109
12. Overhead	--	330,500	--	--	330,500
13. Other Direct Costs	--	4,158	--	--	4,158
14. New Initiatives	--	-0-	--	--	-0-
<b>TOTAL</b>	<b>40,000</b>	<b>2,872,528</b>	<b>--</b>	<b>1,022,000</b>	<b>3,934,528</b>

Exchange rate US\$1.00 = Q.5.05

x IPPF New York and London  
 xx Local resources

TABLE IV.8

IMPORTADORA DE PRODUCTOS FARMACEUTICOS S.A. - IPROFASA

Project Expenditures by Calendar Year  
1/1/91 - 12/31/91  
(All in US Dollars)

Additional Funds to Complement 1991 Budget

	FX	AID LC	OTHERS FX	LC	TOTALS
1. Salaries	--	--	--	--	--
2. Technical Assistance	--	--	--	--	--
3. Trans/Per Diem	--	--	--	--	--
4. Commodities	--	--	--	--	--
5. Equipment and Vehicles	--	--	--	--	--
6. Promotion and Publicity	--	42,389	--	--	42,389
7. Administrative Costs	--	--	--	21,195	21,195
8. Evaluation and Audits	--	--	--	--	--
9. Special Programs	--	42,390	--	--	42,390
<b>TOTAL</b>	--	<b>\$84,779</b>		<b>21,195</b>	<b>105,974</b>

Exchange Rate US\$1.00 = Q.5.05

x Funds generated from sales of contraceptives.

TABLE IV.9

IMPORTADORA DE PRODUCTOS FARMACEUTICOS S.A. - IPROFASA

Project Expenditures by Calendar Year  
 Expenditures for Extension Period  
 1/1/92 - 8/31/92  
 (All in US Dollars)

	AID		OTHERS		TOTALS
	FX	LC	FX	LC	
1. Salaries	--	193,930	--	--	193,930
2. Technical Assistance	14,000	--	--	--	14,000
3. Transport./ Per Diem	--	23,895	--	--	23,895
4. Commodities	--	-0-	--	--	-0-
5. Equipment and Vehicles	--	16,862	--	--	16,862
6. Promotion and Publicity	--	322,937	--	--	322,937
7. Administ.. Costs	--	44,587	--	203,805	248,392
8. Evaluation & Audits (included in Adm. Costs)	-0-	--	--	--	-0-
9. Special Programs	--	163,010	--	--	163,010
<b>TOTAL</b>	<b>\$14,000</b>	<b>765,221</b>		<b>203,805</b>	<b>983,026</b>

Exchange rate US\$1.00 = Q.5.05

\* Funds generated from sales of contraceptives.

TABLE IV.10

ASOCIACION GUATEMALTECA DE EDUCACION SEXUAL - AGES

Illustrative budget for Eight Month Extension  
(All in US Dollars)  
1/1/92 - 8/31/92

1. Salaries	162,549
2. Technical Assistance	18,847
3. Training	24,613
4. Transportation/ Per Diem	65,264
5. Equipment and Vehicles	24,387
6. Promotion and Publicity	27,399
7. Administrative Costs	20,717
8. Supplies	-0-
9. Evaluation and Audits	1,976
10. Special Programs	22,780
 TOTAL	 368,532
=====	=====

Exchange rate US\$1.00 = Q.5.05

See Summary Financial Plan for reprogramming and new LOP  
Financial Plan, in the body of the text page.

TABLE IV.11

MINISTRY OF HEALTH - FAMILY PLANNING UNIT

Illustrative Budget  
No-Cost Eight-Month Extension \*  
(All in US Dollars)  
1/1/92 - 8/31/92

<u>Line Item</u>	<u>Quetzales (Q.)</u>	<u>US Dollars</u>
1. Salaries	Q 170,233	\$ 33,709
2. Training	276,397	54,732
3. Transportation/ Per Diem	311,868	61,756
4. Commodities	4,412,220	873,707
5. Administrative Costs	134,000	26,534
6. Supplies	22,667	4,488
7. Special Programs	<u>440,000</u>	<u>87,129</u>
	5,767,385	1,142,055

Exchange Rate Q.5.05 = US\$1.00

See Attachment No. III, Table 2, page 4 for 1992 projected budget.

\* See Summary Financial Plan for reprogramming and new LOP Financial Plan.

B. Sustainability of Project

One project component, IPROFASA, which was created by AID and the IPROFASA Board, generates funds from its sales to cover operating costs. However, continued AID support will be necessary for contraceptive procurement, mass media promotion and special activities to reach Mayan couples. Two other agencies, APROFAM and AGES, have the ability to recover costs for some services they provide, although they are not-for-profit agencies and serve individuals from low-income families. The Ministry of Health has the infrastructure and human resources to provide limited health services to approximately 30% of the high-risk populations. Without continuous AID support family planning activities will not be a high priority, since these services are not sufficiently institutionalized. This reflects the original purpose of the project which was to expand family planning services and to provide for their increased institutionalization. Sustainability of the participating agencies, however, will be analyzed to a greater extent during the design of the new project.

V. IMPLEMENTATION PLAN (for Extension Period)

A. Implementation Arrangements

This Supplement to Amendment 2 is a continuation to ongoing activities. As such, no major changes in the existing disbursement procedures are anticipated. The dominant methods of financing will be direct payment, advances and reimbursement, and no deviation from the disbursement procedures established under the original Project are foreseen.

Funds will be obligated through grant amendments and funds will be assigned through standard Project Implementation Letters in the case of IPROFASA and Sequential Implementation Letters in the case of APROFAM.

Funds will be disbursed to implementing institutions upon presentation of trimester requests for advances in the required format, and monthly liquidation vouchers which indicate that expenditures were made in conformance with the Project Financial Plan. Implementing institutions will be asked to submit a detailed budget for the extension period, which will serve as a basic guide to monitor the flow of Project Funds.

B. Implementation Plan

The Implementation schedule below indicates the timing of key events under the Project as a whole. Obligation of funds will occur as soon as possible after Authorization of

this Amendment 2 Supplement, and is currently planned for May, 1991. Audits will be scheduled for individual grantees at the end of CY 1991, and are included in the administrative costs of the attached budgets.

Prior to the initial disbursement of AID appropriated funds, the initiation of activities under any agreement with AID or the beginning of each subsequent year a contract should be executed with a firm of independent auditors acceptable to AID for the annual audit of the financial statements of the organization in its entirety to be performed by professionally qualified, full-time employed audit staff in accordance with generally accepted government audit standards issued by the Comptroller General of the United States as revised in 1988 which incorporate the field work and reporting standards included in the "Statements on Auditing Standards" (SAS) issued by the American Institute of Certified Public Accountants.

The audit contract should provide that (1) interim field work be performed by the auditing firm during the course of the year with interim reports in case of any significant findings to be submitted with copies directly sent to AID, and (2) the final audit report including the auditors' comments and recommendations regarding the internal control structure and other management matters together with their opinion on the financial statement presentation and on legal and contractual compliance be submitted within three months after fiscal year end with copy sent directly to AID.

For the funds provided under the agreement the auditors' report should contain (1) a Fund Accountability Statement and the auditors' report thereon; (2) the auditors' report on Internal Controls; (3) the auditors' report on Compliance with the agreement terms, applicable laws and regulations and Host Country Government applicable policies; and (4) the auditors' comments on the status of prior years audit recommendations.

Key implementation events are presented below:

EVENT	RESPONSIBLE INSTITUTION	DATE
PP Amendment Supplement Approved	USAID/Guatemala	3/91
Funding Authorized	USAID/Guatemala	5/91
Agreement Amendment signed with APROFAM	USAID/Guatemala APROFAM	5/91

EVENT	RESPONSIBLE INSTITUTION	DATE
Agreement Amendment signed with IPROFASA	USAID/Guatemala IPROFASA	6/91
Provide APROFAM with engineering opinion for clinic aquisition	USAID/Guatemala	9/91
Approved workplans for all institutions for extension period	USAID/Guatemala	12/91

sdef:0138s

ANNEX 1

ENVIRONMENTAL THRESHOLD DECISION

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Agency for International Development  
Washington, D.C. 20523

LAC-IEE-91-35

ENVIRONMENTAL THRESHOLD DECISION

Project Location : Guatemala  
Project Title : Expansion of Family Planning  
Services, Supplement to Amendment  
Number 2  
Project Number : 520-0288  
Funding : \$4 million  
Life of Project : 8 months  
IEE Prepared by : Alfred Nakatsuma  
USAID/Guatemala  
Recommended Threshold Decision : Negative Determination  
Bureau Threshold Decision : Concur with Recommendation  
Comments : None  
Copy to : Terrence J. Brown, Director  
USAID/Guatemala  
Copy to : Roberto Figueroa, USAID/Guatemala  
Copy to : Alfred Nakatsuma, USAID/Guatemala  
Copy to : Wayne Williams, REA/CEN  
Copy to : Mark Silverman, LAC/DR/CEN  
Copy to : IEE File

John O Wilson Date APR 12 1991

John O. Wilson  
Deputy Chief Environmental Officer  
Bureau for Latin America  
and the Caribbean

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INITIAL ENVIRONMENTAL EXAMINATION

PROJECT LOCATION : Guatemala

PROJECT TITLE : Expansion of Family Planning Services (No.520-0288), Supplement to Amendment 2

FUNDING : \$4,000,000

DESCRIPTION OF THE PROJECT AMENDMENT

The proposed supplement does not change the project's goal and purpose. The project goal is to "improve the quality of life of mothers and children in Guatemala". The purpose is to "expand the utilization of family planning services and information provided by public, private and commercial sources through integration of national health services and selected child survival interventions which are designed to reduce the reproductive risks of women in fertile age."

The proposed Project Paper supplement will extend the current PACD by eight months from December 31, 1991 to August 31, 1992 and will increase the Project's DA grant funding by \$4,000,000.

The proposed supplement will provide an eight month bridge between this Project and a new USAID/Guatemala Population and Family Health Services Project, which will be obligated in the third quarter of FY 1992. This will insure the continued availability of family planning services provided by the Project's cooperating institutions and will maintain the momentum of activities until a new project is in place. It will also provide continued support for basic research and for family planning activities which are currently reaching Mayan couples.

The extension will also provide funding for some Project activities which were included and approved in Project Amendment 2, but for which there have been insufficient funds since the amendment was signed.



**ANNEX 2**  
**PROJECT CHECKLIST**

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SC(2) - PROJECT CHECKLIST

Listed below are statutory criteria applicable to projects. This section is divided into two parts. Part A includes criteria applicable to all projects. Part B applies to projects funded from specific sources only: B(1) applies to all projects funded with Development Assistance; B(2) applies to projects funded with Development Assistance loans; and B(3) applies to projects funded from ESF.

A. GENERAL CRITERIA FOR PROJECT

1. FY 1988 Appropriations Act Sec. 523; FAA Sec. 634A. If money is sought to obligated for an activity not previously justified to Congress, or for an amount in excess of amount previously justified to Congress, has Congress been properly notified?  
Yes, a Congressional Notification for the proposed amendment was requested within a Global Congressional Notification through Guatemala 015158 dated December 14, 1990. Per State 04416 the statutory waiting period expired on December 28, 1990.
2. FAA Sec. 611 (a)(1). Prior to an obligation in excess of \$500,000, will there be (a) engineering, financial or other plans necessary to carry out the assistance, and (b) a reasonably firm estimate of the cost to the U.S. of the assistance?  
Yes
3. FAA Sec. 611 (a)(2). If legislative action is required within recipient country, what is the basis for a reasonable expectation that such action will be completed in time to permit orderly accomplishment of the purpose of the assistance?  
Not applicable.

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4. FAA Sec. 611(b); FY 1989 Appropriations Act Sec. 501. If project is for water or water-related land resource construction, have benefits and costs been computed to the extent practicable in accordance with the principles, standards, and procedures established pursuant to the Water Resources Planning Act (42 U.S.C. 1962, et seq)? (See A.I.D. Handbook 3 for guidelines.) Not applicable.
5. FAA Sec. 611(e). If project is capital assistance (e.g., construction), and total U. S. assistance for it will exceed \$1 million, has Mission Director certified and Regional Assistant Administrator taken into consideration the country's capability to maintain and utilize the project effectively? Not applicable.
6. FAA Sec. 209. Is project susceptible to execution as part of regional or multilateral project? If so, why is project not so executed? Information and conclusion whether assistance will encourage regional development programs. Not applicable.
7. FAA Sec. 601(a). Information and conclusions on whether projects will encourage efforts of the country to: (a) increase the flow of international trade; (b) foster private initiative and competition;
- a. No, except to encourage use of US produced contraceptives.
  - b. Yes, by bolstering the Family Planning activities of APROFAM, a private voluntary organization and by supporting a private commercial retail sales (CRS) program.

(c) encourage development and use of cooperatives, credit unions, and savings and loan associations; (d) discourage monopolistic practices; (e) improve technical efficiency of industry, agriculture and commerce; and (f) strengthen free labor unions.

- c. Yes, by assisting some of these organizations with Family Planning Services in the Community Based Distribution (CBD) project activity.
- d. Yes, by supporting a CRS program which will provide price competition in the local contraceptives market.
- e. N/A
- f. Some labor and trade groups will receive Family Planning Services under the project.

8. FAA Sec. 601(b). Information and conclusions on how project will encourage U.S. private trade and investment abroad and encourage private U.S. participation in foreign assistance programs (including use of private trade channels and the services of U.S. private enterprise).

Project will make use of US-produced contraceptives, and will in part draw on US-based technical advisors in implementing the project.

9. FAA Secs. 612(b), 636(h). Describe steps taken to assure that, to the maximum extent possible, the country is contributing local currencies to meet the cost of contractual and other services, and foreign currencies owned by the U.S. are utilized in lieu of dollars.

Guatemala is providing a substantial contribution to the project in local currency.

10. FAA Sec. 612(d). Does the U.S. own excess foreign currency of the country and, if so, what arrangements have been made for its release?

Not applicable.

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11. FY 1989 Appropriations Act Sec. 521. If assistance is for the production of any commodity for export, is the commodity likely to be in surplus on world markets at the time the resulting productive capacity becomes operative, and is such assistance likely to cause substantial injury to U.S. producers of the same, similar or competing commodity? Not applicable.
12. FY 1989 Appropriations Act Sec. 549. Will the assistance (except for programs in Caribbean Basin Initiative countries under U.S. Tariff Schedule "Section 807," which allows reduced tariffs on articles assembled abroad from U. S. made components) be used directly to procure feasibility studies, prefeasibility studies, or project profiles of potential investment in, or to assist the establishment of facilities specifically designed for export to the United States or to third country markets in direct competition with U.S. exports, of textiles, apparel, footwear, handbags, flat goods (such as wallets or coin purses worn on the person), work gloves or leather wearing apparel? Not applicable.

13. FAA Sec. 119(q)(4)-(6) & (10). Will the assistance (a) support training and education efforts which improve the capacity of recipient countries to prevent loss of biological diversity; (b) be provided under a long-term agreement in which the recipient country agrees to protect ecosystems or other wildlife habitats; (c) support efforts to identify and survey ecosystems in recipient countries worthy of protection; or (d) by any direct or indirect means significantly degrade national parks or similar protected areas or introduce exotic plants or animals into such areas? Not applicable.
14. FAA 121(d). If a Sahel project, has a determination been made that the host government has an adequate system for accounting for and controlling receipt and expenditure of project funds (either dollars or local currency generated therefrom)? Not applicable.
15. FY 1989 Appropriations Act. If assistance is to be made to a United States PVO (other than a cooperative development organization), does it obtain at least 20 percent of its total annual funding for international activities from sources other than the United States Government? Not applicable.

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16. FY 1989 Appropriations Act Sec. 538. If assistance is being made available to a PVO, has that organization provided upon timely request any document, file, or record necessary to the auditing requirements of A.I.D., and is the PVO registered with A.I.D.? Yes.
17. FY 1989 Appropriations Act Sec. 514. If funds are being obligated under an appropriation account to which they were not appropriated, has prior approval of the Appropriations Committees of Congress been obtained? Not applicable.
18. State Authorization Sec. 139 (as interpreted by conference report). Has confirmation of the date of signing of the project agreement, including the amount involved, been cabled to State L/T and A.I.D. LEG within 60 days of the agreement's entry into force with respect to the United States, and has the full text of the agreement been pouched to those same offices? (See Handbook 3, Appendix 6G for agreements covered by this provision). Not applicable.

B. FUNDING CRITERIA FOR PROJECT

1. Development Assistance  
Project Criteria

- a. FY 1989 Appropriations                      Not applicable.  
Act Sec. 548 (as interpreted by conference report for original enactment). If assistance is for agricultural development activities (specifically, any testing or breeding feasibility study, variety improvement or introduction, consultancy, publication, conference, or training), are such activities (a) specifically and principally designed to increase agricultural exports by the host country to a country other than the United States, where the export would lead to direct competition in that third country with exports of a similar commodity grown or produced in the United States, and can the activities reasonably be expected to cause substantial injury to U.S. exporters of a similar agricultural commodity; or (b) in support research that is intended primarily to benefit U.S. producers?

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- b. FAA Secs. 102(b), 111, 113, 281(a). Describe extent to which activity will (a) effectively involve the poor in development by extending access to economy at local level, increasing labor-intensive production and the use of appropriate technology, dispersing investment from cities to small towns and rural areas, and insuring wide participation of the poor in the benefits of development on a sustained basis, using appropriate U.S. institutions; (b) help develop cooperatives, especially by technical assistance, to assist rural and urban poor to help themselves toward a better life, and otherwise encourage democratic private and local governmental institutions; (c) support the self-help efforts of developing countries; (d) promote the participation of women in the national economies of developing countries and the improvement of women's status; and (e) utilize and encourage regional cooperation by developing countries.
- a. The project will insure wide participation of the poor in the benefits of development by extending access to affordable maternal and child health and family planning services at the local level. The project will have a special emphasis on the extension of services to the poor rural population.
  - b. The role of cooperatives in family planning will be enhanced through their participation in the project as community based distributors of contraceptives.
  - c. The project will rely on the local resources and self help of a variety of local public and private agencies in implementing the project.
  - d. Women and women's organizations will be direct project beneficiaries. Most salaried and volunteer providers of family planning services will be women.
  - e. N/A.

- c. FAA Secs. 103, 103A, 104, 105, 106, 120-21; FY 1989 Appropriations Act (Development Fund for Africa). Does the project fit the criteria for the source of funds (functional account) being used? Yes.
- d. FAA Sec. 107. Is emphasis placed on use of appropriate technology (relatively smaller, cost-saving, labor-using technologies that are generally most appropriate for the small farms, small businesses and small incomes of the poor)? Not applicable.
- e. FAA Secs. 110, 124(d). Will the recipient country provide at least 25 percent of the costs of the program, project, or activity with respect to which the assistance is to be furnished (or is the latter cost-sharing requirement being waived for a "relatively least developed" country)? Yes.
- f. FAA Sec. 128(b). If the activity attempts to increase the institutional capabilities of private organizations or the government of the country, or if it attempts to Yes.

stimulate scientific and technological research, has it been designed and will it be monitored to ensure that the ultimate beneficiaries are the poor majority?

- g. FAA Sec. 281(b). Describe extent to which program recognizes the particular needs, desires, and capacities of the people of the country; utilizes the country's intellectual resources to encourage institutional development; and supports civil education and training in skills required for effective participation in governmental processes essential to self-government.

The project recognizes the economic necessity and the desire of the people to limit family size, will encourage institutional development of the Ministry of Health unit charged with supervising and coordinating family planning activities, and will provide information and education to enable people to make rational decisions about family planning.

- h. FY 1989 Appropriations Act Sec. 536. Are any of the funds to be used for the performance of abortions as a method of family planning or to motivate or coerce any person to practice abortions?

No.

Are any of the funds to be used to pay for the performance of involuntary sterilization as a method of family planning or to coerce or provide any financial incentive to any person to undergo sterilization?

No.

Are any of the funds to be used to pay for any biomedical research which relates, in whole or in part, to methods of, or the performance of, abortions or involuntary sterilization as a means of family planning? No

i. FY 1989 Appropriation Act. Is the assistance being made available to any organization or program which has been determined to support or participate in the management of a program of coercive abortion or involuntary sterilization? No

If assistance is from the population functional account, are any of the funds to be made available to voluntary family planning projects which do not offer, either directly or through referral to or information about access to, a broad range of family planning methods and services?

No, the voluntary family planning institutions financed under the project offer a broad range of family planning methods and services.

j. FAA Sec. 601(e). Will the project utilize competitive selection procedures for the awarding of contracts, except where applicable procurement rules allow otherwise? Yes.

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- k. FY 1989 Appropriations Act. What portion of the funds will be available only for activities of economically and socially disadvantage enterprises, historically black colleges and universities, colleges and universities having a student body in which more than 40 percent of the students are Hispanic Americans, and private and voluntary organizations which are controlled by individuals who are black Americans, Hispanic Americans, or Native Americans, or who are economically or socially disadvantaged (including women)?
- To be determined. Gray Amendment organizations will be given strong consideration in the procurement of services.
1. FAA Sec. 118 (c). Does the assistance comply with the environmental procedures set forth in A.I.D. regulation 16? Does the assistance place a high priority on conservation and sustainable management of tropical forests? Specifically, does the assistance, to the fullest extent feasible: (a) stress the importance of conserving and sustainably managing forest resources; (b) support activities which offer employment and income
- Not applicable. This project qualifies for a categorical exclusion as described in Section 216.2 of AID Regulation 16 since it is a program involving nutrition, health care and family planning services.

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alternatives to those who otherwise would cause destruction and loss of forests, and help countries identify and implement alternatives to colonizing forested areas; (c) support training programs, educational efforts, and the establishment or strengthening of institutions to improve forest management; (d) help and destructive slash-and-burn agriculture by supporting stable and productive farming practices; (e) help conserve forests which have not yet been degraded by helping to increase production on lands already cleared or degraded; (f) conserve forested watersheds and rehabilitate those which have been deforested; (g) support and training, research, and other actions which lead to sustainable and more environmentally sound practices for timber harvesting, removal, and processing; (h) support research to expand knowledge of tropical forests and identify alternatives which will prevent forest destruction, loss, or degradation; (i) conserve biological diversity in forest areas by supporting

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efforts to identify, establish, and maintain a representative network of protected tropical forest ecosystems on a worldwide basis, by making the establishment of protected areas a condition of support for activities involving forest clearance or degradation, and by helping to identify tropical forest ecosystems and species in need of protection and establish and maintain appropriate protected areas: (j) seek to increase the awareness of U.S. government agencies and other donors of the immediate and long-term value of tropical forests; and (k) / utilize the resources and abilities of all relevant U.S. government agencies?

- m. FAA Sec. 118 (c) (13).  
If the assistance will support a program or project significantly affecting tropical forests (including projects involving the planting of exotic plant species), will the program or project (a) be based upon careful analysis of the alternatives available to achieve the best sustainable use of the land, and

Not applicable.

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(b)/take full account of the environmental impacts of the proposed activities on biological diversity?

n. FAA Sec. 118 (c) (14).

Will assistance be used for (a) the procurement or use of logging equipment, unless an environmental assessment indicates that all timber harvesting operations involved will be conducted in an environmentally sound manner and that the proposed activity will produce positive economic benefits and sustainable forest management systems; or (b) actions which will significantly degrade national parks or similar protected areas which contain tropical forests, or introduce exotic plants or animals into such areas?

o. FAA Sec. 118 (c) (15).

No

Will assistance be used for (a) activities which would result in the conversion of forest lands to the rearing of livestock; (b) the construction, upgrading, or maintenance of roads (including temporary haul roads for logging or other extractive industries) which pass through relatively

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undegraded forest lands; (c) the colonization of forest lands; or (d) the construction of dams or other water control structures which flood relatively undegraded forest lands, unless with respect to each such activity an environmental assessment indicates that the activity will contribute significantly and directly to improving the livelihood of the rural poor and will be conducted in an environmentally sound manner which supports sustainable development?

- P. FY 1989 Appropriations Act. If assistance will come from the Sub-Saharan Africa DA account, is it (a) to be used to help the poor majority in Sub-Saharan Africa through a process of long-term development and economic growth that is equitable, participatory, environmentally sustainable, and self-reliant; (b) being provided in accordance with the policies contained in section 102 of the FAA; (c) being provided, when consistent with the objectives such assistance, through African, United States and other PVOs that have demonstrated
- No.

effectiveness in the promotion of local grassroots activities on behalf of long-term development in Sub-Saharan Africa; (d) being used to help overcome shorter-term constraints to long-term development, to promote reform of sectorial economic policies, to support the critical sector priorities of agricultural production and natural resources, health, voluntary family planning services, education, and income generating opportunities, to bring about appropriate sectoral restructuring of the Sub-Saharan African economies, to support reform in public administration and finances and to establish a favorable environment for individual enterprise and self-sustaining development, and to take into account, in assisted policy reforms, the need to protect vulnerable groups; (e) being used to increase agricultural production in ways that protect and restore the natural resource base, especially food production, to maintain and improve basic transportation and communication networks, to

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maintain and restore the natural resource base in ways that increase agricultural production, to improve health conditions with special emphasis on meeting the health needs of mothers and children, including the establishment of self-sustaining primary health care systems that give priority to preventive care, to provide increased access to voluntary family planning services, to improve basic literacy and mathematics specially to those outside the formal education system and to improve primary education, and to develop income-generating opportunities for the unemployed and underemployed in urban and rural areas?

No.

- q. FY 1989 Appropriations Act Sec. 515. If deob/reob authority is sought to be exercised in the provision of DA assistance, are the funds being obligated for the same general purpose, and for countries within the same general region as originally obligated, and have the Appropriations Committee of both Houses of Congress been properly notified?

Not applicable.