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BASICS

REPORT

USAID CENTRAL AMERICA HEALTH, POPULATION, AND NUTRITION CONFERENCE

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USAID
CENTRAL AMERICAN
HEALTH, POPULATION, AND NUTRITION
CONFERENCE

Guatemala City, Guatemala

November 13-15, 1996

Facilitators

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ACRONYMS

AIN	Atención Integral al Niño (integrated child care program)
BASICS	Basic Support for Institutionalizing Child Survival
CA	Cooperating Agency
CARE	Cooperative for American Relief Everywhere
CDC	Centers for Disease Control and Prevention
DC	District of Columbia
DHS	Demographic and Health Survey
HIV	Human Immunodeficiency Virus
IDB/WB	Inter-American Development Bank/World Bank
IMCI	Integrated Management of Childhood Illnesses
INCAP	Institute of Nutrition for Central America and Panama
IPPF	International Planned Parenthood Federation
LAC	Latin America and the Caribbean
MCH	Maternal and Child Health
MOH	Ministry of Health
NGO	Nongovernmental Organization
PAHO	Pan American Health Organization
PCH	Primary Health Care
PHN	Population, Health, and Nutrition (Officer)
PHR	Partnerships for Health Reform
SOTA	State of the Art
STD	Sexually Transmitted Disease
TA	Technical Assistance
USAID	United States Agency for International Development

EXECUTIVE SUMMARY

A conference was held in Guatemala City, Guatemala, from November 13-15, 1996, for PHN staff from the USAID Missions in Guatemala, El Salvador, Honduras, and Nicaragua, and for representatives from the USAID/Washington LAC and Global bureaus. The purpose of the conference was to encourage the four Central American Missions to devise ways to work more effectively on a regional basis with each other and with other donors, synthesize trends throughout the region, share expertise, form networks around specific issues, define points of commonality and areas where common challenges might be addressed, and, as a consequence, devise some regional strategies and plans of action.

Throughout the three days of the conference, seven substantive and interactive mini state-of-the art (SOTA) courses were held covering the topics of Mission and Global Strategic frameworks, health reform, child health in USAID Central American programs, safe motherhood and reproductive health, commercial sector/social marketing, micronutrients, and family planning sustainability. A participant-centered process was used throughout the conference. After experts in each topic presented technical content during each session, participants were then given the opportunity to take part in a lengthy question and answer period. As a result of a subsequent small group exercises, during which all of the participants were given the opportunity to provide input, 'common challenges' were defined in each topic area.

During the final afternoon-long session entitled "Conclusions, Networking, Communications, and Closure," a synthesis of all sessions was presented by Melody Trott of the USAID Global Bureau. The participants were then asked to choose from a long list of possible topics for further action. Two distinct areas, health reform and reproductive and peri/neonatal health, were identified as the prime areas requiring action in the immediate future. Action plans in these areas were then designed by two working groups.

Pat O'Connor, regional PHN director from USAID/Guatemala, conducted a final wrap-up session, during which certificates of acknowledgment and accomplishment were presented to all participants and presenters.

ACKNOWLEDGMENTS

Special thanks to all those who made this conference possible, including Pat O'Connor, USAID/Guatemala; Melody Trott, USAID/Global Bureau/Washington; Ellyn Ogden, LAC Bureau/Washington; Dick Nelson, Todd Shenk, and Ellin Kao from BASICS; the staffs of the USAID Missions in Guatemala, El Salvador, Honduras, and Nicaragua; the expert presenters; and all of the participants whose time and energy made the conference a success. A complete list of all conference attendees is found in Appendix A of this report.

BACKGROUND AND PURPOSE OF VISIT

Through a series of discussions between representatives of the PHN offices of the USAID Central American Missions and the LAC and Global bureaus in Washington, the idea of a regional workshop in Central America was developed and designed with three objectives:

1. Disseminate 'state of the art' knowledge and information about selected health topics that are integral to Central American USAID Mission programs.

2. Determine the commonalities across the four Central American USAID health sector programs for the purpose of improving coordination, sharing lessons learned, and establishing better communication channels among the Missions, and the bureaus of LAC and Global.

3. Initiate the participatory planning process of how the various new LAC regional programs can support ongoing bilateral efforts in each of the four Central American countries.

A three-day workshop, to be held in Guatemala City, was designed to meet these objectives. The services of two facilitators, Mary Jo Lazear and O. Massee Bateman, were provided through BASICS in order to assist in the final design, logistical arrangements, and facilitation of the workshop. This report summarizes the proceedings of the workshop and its conclusions and results.

WORKSHOP ACTIVITIES

During the introductory session, Bateman (facilitator), explained that tables in the meeting room had been arranged to maximize participation by the USAID participants. To this end, the participants were asked to sit at the tables in the front of the room and all other attendees, including presenters, at the tables at the rear of the room.

Lazear (facilitator), reviewed the ground rules and the logistics that would be followed during the sessions and provided an explanation of the process that would be followed, including the role of the facilitators. She stated that the agendas and objectives for each session would be finalized in meetings held in advance of each session and attended by the group leader(s) for that session along with the facilitator for that session (Bateman or Lazear), as well as the presenters. Agendas would be distributed at the beginning of each session (refer to Appendix B of this report for the finalized agendas for all sessions). Materials would be available throughout the conference on a table at the back of the room for participants to take and/or order. Copies of all materials distributed would also be available through the Information Center at BASICS (a bibliography of materials by session is found in Appendix C of this report).

Bateman explained that the activities conducted during the three days would constitute a building process that would feed into the final afternoon's session. He explained the small group process that would take place on the last day in order to synthesize all of the common challenges which had been brought forth in the technical content sessions.

He then explained the common challenges task that would be assigned to small groups at the end of each technical content session. The task would be carried out by (1) forming a group at each table; (2) deciding on roles; (3) briefly discussing the topic and identifying one or more challenges common to the Central American region; (4) writing them on a flip chart; (5) raising a hand when the group is finished; and (6) choosing one person to present the group's decisions to all participants.

Bateman then asked all of the participants to participate in an exercise to outline their expectations for the conference. The exercise involved (1) forming a small group at each table; (2) discussing expectations (objectives) and agreeing on the two most important expectations; and (3) writing the expectations as defined by the group on a flip chart. The list of the expectations as outlined by the participants was as follows—

- Exchange information, program approaches, and state-of-the-art technical advances and strategies in order to improve the quality and sustainability of country and regional PHN programs.
- Develop regional strategies.
- Improve communication at all levels: Missions, USAID/Washington, and between CAs working in the region.
- Learn what other Missions are doing.
- Exchange information and experiences with other Missions.
- Shopping.
- Establish mechanisms for better and more collaboration to share information, lessons learned, and solutions for unique CA issues, such as war-to-peace transition and health issues (HIV, IMCI, family planning, child health, etc.).
- Identify areas where the Global Bureau, LAC Bureau, and donor coordination could be helpful.
- Ideas for strategic plans.

- Working more effectively on a regional basis.
  - common problems/survey
  - share resources/experiences/solutions
    e.g., IPPF, affiliates, sustainability, IMCIs
  - leveraging other donors

- Interaprendizaje de las experiencias de las diferentes misiones (sustenibilidad, reforma sectional, coordinacion, solucion de problemas).

- Establecer nuevas relaciones solidarias entre los participantes para el logro de los objectivos compartidos.

In conclusion, Bateman stated that he would reiterate, during the final session of the conference, the purpose of the building process that had taken place during the previous three days and the culmination of that process which would take place the final session. After the issues brought forth during the sessions were synthesized and the conclusions summarized, all of the participants would have a chance to choose several areas that different groups would discuss at great length. The task of each group would be to (1) decide on roles; (2) define the common issues to address; (3) define the objective of activity(ies); (4) develop a plan and next steps—what, when, where and who would carry out these steps and who would be the team leader; (5) place on a flip chart what has been defined and decided upon by the group; and (6) prepare a presentation to be delivered by a designated person to all of the participants.

WORKSHOP INTRODUCTIONS

Stacy Rhodes, mission director of USAID Guatemala, set the stage for the conference by welcoming the conference participants and presenters and expressing his delight at witnessing the coming together of representatives from the USAID Missions of Guatemala, Honduras, El Salvador, and Nicaragua, as well as representatives from the LAC and Global bureaus in Washington. He said that the conference gathering was the result of many months of planning to bring representatives of four countries together to network and work on common concerns and issues. He commented on the changing political environment in Central America, noting especially the upcoming peace accord in Guatemala. He thanked those responsible for organizing the conference, especially Pat O'Connor, Melody Trott, Ellyn Ogden, and Marcia Griffiths.

Lazear led the introductions of all USAID participants, as well as presenters. She presented a brief overview of the activities which would occur during the next three days and distributed a graphic outline of the sessions (see Appendix D).

She then reviewed the overall objectives for the three days as follows: (1) to present/share 'state-of-the-art' technical information, and (2) to determine common challenges in four countries in

order to improve coordination, share lessons learned, establish better communication channels, and identify specific action plans. She stated that these were initial objectives which would be supplemented and refined as the sessions progressed.

SESSIONS

Session 1: Introduction and Mission and Global Strategic Frameworks

Objectives

- Brief overview of the framework.
- Set context; provide comparisons.
- Discuss strategic objectives and intermediate results.
- Don't discuss specific activities.

Session Summary

Paul Stubb, Centers for Disease Control and Prevention (CDC) in Atlanta, provided an in-depth overview of population, health, and nutrition indicators in Central America. He pointed out that three of the four Missions represented at the conference do their surveys through CDC; Guatemala does its survey through DHS, but there are commonalities in measurement that would be useful for data sharing purposes among all of the countries. Brief overviews of strategic frameworks from the four Missions were presented by Mary Ann Anderson from Honduras, Brenda Doe from El Salvador, Baudilio Lopez from Guatemala, Maria Alejandra de Bosche from Nicaragua, and Susy de Fernandez from the Central American region. Alfred Bartlett then presented the framework from the Global Bureau. Ellyn Ogden (IMCI and maternal mortality) and Sheila Lutjens (vaccination program) from the LAC Bureau were the next presenters.

Common Challenges

The common challenges defined at the end of the session by the participants feel into the following categories:

1. Indicators
    a. What are graduation targets for maternal mortality rates? (same for all key indicators).
    b. Need for commonality of how indicators are measured—common indicators and definitions.

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2. Inconsistencies
   a. Only one Mission mentioned water supply.
   b. Lack of consistency between the LAC and Global bureaus on defining priority countries.

3. Common Advocacy Positions
   a. Regarding the maternal mortality strategic objective: The LAC and Global bureaus' frameworks show a lack of emphasis on family planning. In the region, there is commonly a lack of political will and it would be useful if PAHO would help the push to reduce unintended pregnancies; there has to be more PAHO/DC awareness. 'Conditionality' is important. There has to be a prevention/treatment balance.
   b. Common advocacy positions are needed. Missions do have common positions in reproductive health and women's integrated health, but the LAC and Global bureaus do not.

4. Sustainability

   Implementing/working through programs to ensure sustainability. Caution: If we put more into sustainability, then something has to give (short-term demonstrable (quantifiable) results). Sustainability and short-term results through interventions must be balanced.

5. Other Factors
   a. Stronger customer approach through integrated women's health.
   b. Donor coordination at the field level (budgeting, planning, and evaluation cycles).
   c. Food security, malnutrition, and children are not being addressed uniformly.
   d. Decentralization.

Session 2: Health Reform

Objective

Inform Mission staff about alternative approaches to health reform trends in the region and world wide, and to familiarize them with some of the tools available to promote health reform.

Session Summary

An introduction and technical overview of health reform was presented by Jim Knowles and Gerry Wein of the Partners for Health Reform (PHR) Project. A presentation on the role of donors and final summary was provided by Bob Emrey from the Global Bureau. Included in the introduction and technical overview were sessions on what health reform is, alternative visions of the health sector and their relevance to health reform, key issues in health reform, and tools for promoting health reform.

Common Challenges

The USAID participants agreed that the following were challenges in health reform common to the Central America region—

1. What are the strategies for moving from the socialist model to the economist model (or an appropriate combination of the two), taking into account the poverty level of the country?

2. What information does a country need in order to make good decisions?
   - How to decide what needs to change.
   - How to convince policy makers to make the change.

3. What is USAID's role vis-a-vis the political aspects of reform?
   a. increase resources.
   b. increase program changes.
   c. negotiate 'control/power' changes.

4. How can we develop plans to build skills in anticipation of devolution?

5. How can we help countries reduce dependency on donors (e.g., attitudes, values, culture).

6. Coordination/communication among donors (and with MOH).

7. Political pressure to divert efforts in health care reform.

8. Maintaining progress to date in MCH as USAID resources decline. How to keep IDB/WB health reforms focused on key health outcomes.

9. Focusing USAID health reform assistance on the PHC sector; looking for power points where resources mobilized will go for PHC.

10. Donor coordination.

11. How to help the local government realize the necessity for health reform.

Session 3: Child Health in USAID Central American Programs

Objectives

1. Share information on new and innovative approaches to improving child health.

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2. Stimulate discussion on ways that the experience from innovative approaches to improving child health in Central America can be effectively communicated and employed to improve other child health programs.

Session Summary

An introduction to child health interventions and programs was presented by Bartlett (Global Bureau). Barry Smith, BASICS, provided a brief overview of integrated management of childhood illness (IMCI) and reviewed several innovative child health programs in Central America. Marcia Griffiths, Manoff Group, presented a context and examples of community and family approaches to child health care, and reviewed specific issues in growth monitoring and malnutrition. Rene Salgado, BASICS, reviewed work to date and a regional plan for the implementation of IMCI in Central America, working together with PAHO.

Common Challenges

The USAID participants agreed that the following were challenges in the promotion of child health common to the Central America region:

1. Motivate the governments to formulate and implement a policy of integrated child care (atencion).

2. An integrated focus on the health of children, not only focusing on the sick child.

3. Focus programmatically on the problem of mild and moderate malnutrition as a foundation for development in health, education, and the economy (in the countries).

4. Nutritional counseling challenges:
   a. time for health providers.
   b. training how/who.
   c. curriculums.
   d. medical schools.
   e. nursing schools.
   f. supervision.

5. How to involve the community, the private sector, and NGOs.

6. Learn about, share, and evaluate the innovative experiences in child health care in the different countries to determine the viability of implementing them. (Further comment: this should lead to action.)

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7. How to adopt IMCI to the existing system.
   a. How to integrate within IMCI traditional medicine within different cultures.
   b. How to integrate IMCI into the existing systems and not divert attention from current initiatives (including community-level initiatives).

8. IMCI is not focused on neonates, though regional statistics show that neonatal mortality accounts for 50 percent of infant mortality. Where is the mother-baby package?

9. Continuous supervision, monitoring, and evaluation by trained personnel to assure that the program will have an impact.

Session 4: Safe Motherhood and Reproductive Health

Objectives

1. Technical update on integrated reproductive health.

2. Open discussion on integrated reproductive and peri/neonatal health.

3. Identify information-sharing mechanisms in the areas of integrated reproductive and peri/neonatal health.

Session Summary

The four presentations in this session focused on integrated reproductive and peri/neonatal health. There were two mini-panels. The first panel consisted of Jeanne McDermott of MotherCare who spoke about safe motherhood from the mother's perspective, and Kathryn Tolbert of the Population Council in Mexico who spoke about other aspects of reproductive health, including STDs and family planning, and of the importance of achieving gender balance in programs by including men.

The second mini-panel consisted of Carlos Cardenas from CARE/Atlanta who presented information about CARE's reproductive health strategy, including case studies from Nepal and Peru. Bartlett (Global Bureau) spoke about the health impact of a peri/neonatal focus, citing the particular efforts of a program in India.

Common Challenges

1. Exchange lessons in the region on assessing community needs and on dealing with potential disappointment from expectations that cannot be met.

2. Exchange approaches to dealing with neonatal mortality and best practices for prevention.

3. Exchange approaches on raising awareness and improving information for involving men in health, population problem-solving, and in identifying causes of women's and children's vulnerability to abusive behaviors of men.

4. NGO and public sector partnership (community -> institution).

5. Maternal mortality/complications are relatively rare events in the community.

6. Recognition and 'permission' of complications and what to do about them.

7. Determinar las necesidades reales de la communidad, y disenar los servicios de acuerdo a las necesidades. (Determine the real needs of the community and design the services in accordance with these needs.)

8. Identificar y proveer incentivos para brindar mejor calidad de servicios. (Identify and provide incentives for offering better quality services.)

9. Monitoring and evaluation (using real indicators which are client based).

Session 5: Commercial Sector and Social Marketing

Objectives

1. Make participants aware of the methodology for involving the private commercial sector.

2. Make participants aware of existing or planned regional private sector initiatives.

3. Help participants to identify further regional opportunities for mobilizing the private sector.

Session Summary

Camille Saadé, BASICS, gave an overview of how the commercial sector may be involved in public sector activities and provided an example of a regional initiative in working with the private sector: the promotion of handwashing with soap. Maggie Fischer gave an overview of the various ways in which INCAP has and does work with the private sector to market specific products aimed to improve nutrition.

Session 6: Micronutrients

Objectives

1. Update Mission staff on the latest trends in micronutrient interventions in the region.

2. Vet the proposed Central America Micronutrient Initiative Results Package with Mission staff: identify concerns, address questions, and explain plans sufficiently to allow for rapid incorporation of suggestions and implementation.

Session Summary

Ogden (LAC Bureau) and representatives from INCAP, OMNI, SUSTAIN, and BASICS presented an overview of micronutrient interventions, specific issues in fortification, and the Central American Micronutrient Initiative. These presentations were followed by a discussion of the initiative, and agreement was reached on several next steps.

Next Steps in the Central American Micronutrient Initiative

1. Detailed workplans by OMNI/SUSTAIN/INCAP/BASICS will initiate an assessment process regarding fortification (with approval from Missions) and will submit workplans to Missions for review by March 1997. (Missions are to respond by the end of March with comments.)

2. Monthly meetings will be held with the task force members (including the LAC Bureau).

3. Keep Missions informed (amplified/strong purpose statement(s) written for TA trips to countries, with initial and follow-up briefings).

4. Increased two-way communication between Missions, USAID/Washington, and project team members—increasing awareness of country programs to assure complementary activities. How can each support the other?

5. Key personnel in Missions will be identified as the contact person(s).

Session 7: Family Planning Sustainability

Objectives

Discuss with USAID staff and representatives of Central American family planning associations (IPPF affiliates)—

a. alternative approaches to increasing self-financing and sustainability of family planning associations.
b. lessons learned and impacts to date of efforts to increase family planning sustainability in Latin America.
c. strategies of each of the four family planning associations for achieving sustainability.

Session Summary

This session was conducted entirely in Spanish. Michael Hall, Management Sciences for Health, spoke about some of the global issues pertaining to sustainability of family planning programs, including quality, sound medical protocols, strategic planning, fiscal monitoring and controls, client-focused services, management systems, and evaluation. Tim Williams, International Planned Parenthood Federation (IPPF)/Western Hemisphere, spoke about the lessons learned in private sector programs in the Transition Project in Latin America. Four speakers from IPPF affiliates presented ways to increase self-financing and sustainability of family planning associations in Central America: Lic. Jorge Hernandez, executive director of PROFAMILIA in El Salvador; Lic. German Peterson, executive director of APROFAM in Guatemala; Lic. German Cerrato, chief of the Division of Administration and Finance of ASHONPLAFA in Honduras; and Dr. Anastasio Saomarriba, vice president of the Junta Directiva, PROFAMILIA in Nicaragua. Each IPPF presenter gave a brief presentation of the strategies for achieving sustainability in their family planning association.

Common Challenges

Retos Hacia la 'Sustentabilidad.'

1. Apoyo de los gobiernos, sin intervencion. (Support of governments <u>without</u> intervention.)

2. Competir contra los servicios privados. (Competition with private services.)

3. Liderazgo posicion amieynto. ((Leadership and positioning.)

4. Definir una estrategia politicamente viable para apoyar a los MSP del area para que asuman mayor liderazgo y compromiso de dar servicios de salud reproductiva a la poblacion mas postergada, con enfasis en PF. (Define a politically viable strategy to support the MOH of the area to assume greater leadership and commitment to providing reproductive health services to the population with the most need (lagging furthest behind), with an emphasis on family planning.)

5. Crear un sistema logistico de compra a nivel centroamericano. (Create a logistics systems of purchasing at the regional level in Central America.)

6. Promover el continuo intercambio de experiencias entre las Asoc. de la area para complementar las estrategias. (Promote the continuous sharing of experiences between the associations of the area, in order to have complementary strategies.)

7. Cambio de la vision incorporando elementos comerciales para la sostenibilidad y financiamiento de servicios cruzados. (Change in vision incorporating commercial elements for sustainability and cross financing of services.)

8. Busqueda de otras fuentes de financiamiento (JICA, UNFPA, etc.) recursos locales. (Search for other sources of financing (JICA, UNFPA, etc., e.g., local resources)

Session 8: Conclusions, Networking and Communications, and Closure

Session Summary

Trott (Global Bureau) provided a synthesis of the issues presented and discussed during the conference. Trott and O'Connor (USAID/Guatemala) led a discussion of common challenges in the region, with participants from the Missions identifying two areas where additional regional coordination and sharing would be useful—health reform and reproductive health (including peri/neonatal health). The participants then divided into two groups to further define what might be done in these two areas and to develop specific next steps. It was emphasized that these two areas are among many important areas, and their selection is meant to provide a starting point for increasing regional communication and collaboration. It was noted that three other regional initiatives are already underway: the regional handwashing promotion activity (public-private sector partnership), the Central American Micronutrient Initiative, and the regional implementation of IMCI.

Synthesis and Conclusions

Trott remarked that two main contextual/structural issues that will influence the development of programs ran throughout the themes of the workshop:

1. Decentralization (health reform).
2. Declining resources at USAID.

Declining resources at USAID are leading to increased emphasis on sustainability (including NGO sustainability) and a shift to leverage other donors.

Four resulting technical or programmatic themes were identified:

1. Focus on communities.
2. Resurgence of interest in nutrition.
3. Greater emphasis on building partnerships.
4. Shift toward thinking and acting regionally.

Increasing focus on communities is related to USAID's customer focus, and includes focusing on households and families. Examples of this increasing focus include demand generation, the AIN

program, increased emphasis on reproductive care, and increasing emphasis on the responsibility of men for family planning decisions.

Resurgent interest in nutrition includes revisiting growth promotion to develop low cost/high impact programs; increasing emphasis on micronutrients and fortification; specific nutritional interventions for pregnant and lactating women, such as the maternal cookie developed at INCAP; and new information on the importance of mild and moderate malnutrition leading to increased interest on reducing all levels of malnutrition—not focusing on severe malnutrition alone.

Greater emphasis on building partnerships includes working in partnership with the private sector (both commercial sector and NGOs), emphasis on partnering to assure sustainability, and collaboration with other donors and leveraging of resources. One special issue related to the latter is the question of how USAID will keep its technical focus when working with other donors.

The shift toward thinking and acting regionally was, of course, the main theme of this workshop. Such regional activities are already in evidence with the social marketing of behaviors (handwashing with soap) through private-public sector partnerships in the region, the social marketing of condoms, the regional micronutrient initiative, and the region-wide introduction of IMCI.

Towards a Common Agenda—Selection of Themes for Improved Regional Collaboration

A list of 6 topics of common interest was proposed by Trott and O'Connor, and was further elaborated through group discussion to 11 topics. Each of the four Missions then scored their top four choices. The list, with associated scores, is—

1.	Health reform	9 points
2.	Women's reproductive health and peri/neonatal health	7
3.	Fortification/micronutrients	7
4.	Donor coordination	4
5.	Community approaches	3
6.	Family planning sustainability and the private sector	3
7.	IMCI	3
8.	Social marketing	2
9.	Quality of care	1
10.	Nutrition	1
11.	Water supply	0

Since fortification/micronutrients has already been developed into a regional initiative, this topic was eliminated from further consideration in this session. The two other highest scoring topics—health reform, and women's reproductive health and peri/neonatal health—were selected for

small group work in which specific regional activities were to be developed. Again, this scoring represents priorities for developing activities of regional coordination and collaboration, rather than priorities for strategic objectives, results frameworks, programming, etc.

Next Steps: Health Reform

Common issues in health reform to address—

- Decentralization.
- Donor coordination.
- Role of the private sector.
  - Commercial.
  - NGO.
- Lack of public discussion/involvement.
- Alternatives to finance/payment.
  - Cost recovery.
- Inconsistent government commitment to reform.
- Negotiation/political process.
- Successful strategies to design and implement reform.
- Management changes.
- Incentives.

Regional Activities

Identify major/minor policy issues and how they were addressed in other countries. Action: Global is to get comparative information from the field—regional meetings? Susan Matthies/ENI?

Data collection and analysis.

Strengthening of USAID staff capability; explore one-week course for USAID regional staff (critical).

Actions	Begin Date	Responsible
1. USAID staff training		
a. Distance learning (teach ourselves, provide the basis for a future meeting)	12/1/96	Wein
b. Regional meeting (three days, in Tegucigalpa, set agenda, and next steps)	Mid-1/97	Losk
2. Meeting with donors disseminate information meet with the ministry later	Later (when prepared to take up issues)	
3. Identify opportunities through regional projects for— • meetings • study tours • electronic linkage (missions email to PHR and LAC)	12/1/96	
4. Explain/'analyze' WB/IDB vision/rationale country summary/profile	2/97	PHR
5. Identify study opportunities		

Next Steps in Reproductive and Peri/Neonatal Health

Common Issues

1. Indicators.
2. Monitoring and evaluation.
3. Curricula and skills (facility-based personnel and comadronas).
4. Casas maternales/maternidades.
5. Community mobilization and referral system.

Objective of Common Activities

Raise awareness of what can be done, and do it (lessons learned).

Types of Common Activities

1. Operations research/pilot projects.
2. Evaluations.
3. Dissemination of results at the regional level.
4. Regional meeting with partners on the theme, including a site visit.

Proposed Regional Activity and Work Plan

Who? Mission personnel, agencies involved in the area, and public and private sector partners.

What? Regional meeting on one common issue, with assessment/evaluation of ongoing and completed activities/projects in the region

When? October 1997 (still to be negotiated).

Where? To be determined.

Team Leader: Sheila Lutjens, LAC Bureau.

CONCLUSIONS AND RESULTS

The facilitators were satisfied that the expectations, as well as the overall objectives set forth at the beginning of the conference, had been met. The technical content of the sessions was comprehensive and detailed, trends within regions were well synthesized, and an ample supply of materials was made available for participants to take back to their home offices. The final session produced consensus on important common challenges and the delineation of concrete action plans and next steps. It was agreed that USAID staff would move forward on a regional basis to implement specific activities in the two crucial areas of health reform and reproductive and neonatal/perinatal health.

The process followed throughout the conference was interactive and the participants appeared to have established better ways to encourage and foster networking among the regions, establish a foundation for sharing information and technical expertise among the staff at the four missions, work regionally to identify priority issues of concern, and examine better ways to work with other donors.

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APPENDIXES

APPENDIX A

CENTRAL AMERICA CONFERENCE ATTENDEES

Central America PHN Conference Attendees

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APPENDIX B

CENTRAL AMERICA PHN CONFERENCE AGENDAS

Central America PHN Conference
November 13-15

AGENDA

Wednesday, November 13, 1996 (A.M.)

INTRODUCTION AND MISSION AND GLOBAL STRATEGIC FRAMEWORKS

8:00-8:15:	Welcome, Stacy Rhodes, USAID/Guatemala	
8:15-8:45	Introductions Mary Jo Lazear, Facilitator	
8:45-9:15	Expectations Massee Bateman, Facilitator	
9:15-9:30	Objectives and Agenda Review Mary Jo Lazear & Massee Bateman, Facilitators	
9:30-9:45	Ground Rules and Logistics Mary Jo Lazear, Facilitator	
9:45-10:15	Overview of PHN Indicators in Central America Paul Stupp, CDC-Atlanta	
10:15-10:30	Coffee Break	
10:30-11:40	Strategic Objectives and Results Frameworks (5 - 10 minutes each)	
	Honduras	Mary Ann Anderson
	El Salvador	Brenda Doe
	Guatemala	Baudilio Lopez
	Nicaragua	Maria Alejandra de Bosche
	Regional	Susy de Fernandez
	Global Bureau	Al Bartlett
	LAC Bureau	Ellyn Ogden, Sheila Lutjens
11:40-noon	Questions and Answers	
Noon-1:30	Lunch (on own)	

Wednesday, November 13, 1996 (P.M.)

HEALTH REFORM

USAID Leads:	Ellyn Ogden, LAC Bureau Brenda Doe, USAID/San Salvador
Facilitator:	Massee Bateman

Objective: To inform mission staff about alternative approaches to health reform trends in the region and world-wide, and to familiarize them with some of the tools available to promote health reform.

1:30 - 1:40	Startup, Objectives, Agenda
1:40 - 1:45	Introduction Jim Knowles, Partners for Health Reform Project
1:45 - 2:05	What is health reform, and what are it's various dimensions? Jim Knowles, Partners for Health Reform Project
2:05 - 2:35	Alternative visions of the health sector and their relevance to health reform Jim Knowles, Partners for Health Reform Project
2:35 - 3:05	Key Issues in Health Reform (I): Cost Recovery, Decentralization, Insurance Jim Knowles, Partners for Health Reform Project
3:05 - 3:20	Coffee Break
3:20 - 3:50	Key Issues in Health Reform (II): Manpower, Private Sector, Pharmaceuticals Jim Knowles, Partners for Health Reform Project
3:50 - 4:20	Tools for Promoting Health Reform Gerry Wein, Partners for Health Reform Project
4:20 - 4:40	Role of Donors Bob Emrey, Global Bureau
4:40 - 4:50	Wrap Up Bob Emrey, Global Bureau
4:50 - 5:30	Common Challenges

Thursday, November 14 (A.M.)

CHILD HEALTH IN USAID CENTRAL AMERICAN PROGRAMS

USAID Leads:	Pat O'Connor, USAID/Guatemala Melody Trott, Global Bureau
Facilitator:	Massee Bateman

Objectives:

1. To share information on new and innovative approaches to improving child health.

2. To stimulate discussion on ways that the experience from innovative approaches to improving child health in Central America can be effectively communicated and employed to improve other child health programs.

8:00 - 8:10	Startup, Objectives, Agenda
8:10 - 8:30	Introduction Al Bartlett
8:30 - 9:00	Synthesis of Innovative Child Health Programs Barry Smith, BASICS
9:00 - 10:00	Community and Family Approaches to Child Health Care Marcia Griffiths, MANOFF Group
10:00 - 10:15	Coffee Break
10:15 - 11:15	IMCI Rene Salgado, BASICS Barry Smith, BASICS
11:15 - noon	Common Challenges
Noon - 1:30	Lunch (on own)

Thursday, November 14 (P.M.)

SAFE MOTHERHOOD AND REPRODUCTIVE HEALTH

USAID Lead	Mary McInerney, USAID/Guatemala
Facilitator	Mary Jo Lazear

Objectives:

1. Technical Update on integrated reproductive health
2. Facilitate open discussion on integrated reproductive and peri/neonatal health
3. Identify information sharing mechanisms in the area of integrated reproductive health and peri/neonatal health

1:30 - 1:40	Startup, Objectives, Agenda
1:40 - 2:40	Overview of Safe Motherhood/Reproductive Health: Where We Stand and What We are Doing in Central America Jeanne McDermott, MotherCare Kathryn Tolbert, The Population Council, Mexico
2:40 - 3:10	Open Discussion on the two Presentations
3:10 - 3:30	Coffee Break
3:30 - 4:30	Community Approaches in Reproductive Peri/Neonatal Health Carlos Cardenas, CARE/Atlanta Al Bartlett, USAID/Global Bureau
4:30 - 5:00	Open Discussion on the two Presentations
5:00-5:30	Common Challenges

Friday, 15 November (A.M.)

Concurrent Session 1 - a

COMMERCIAL SECTOR/SOCIAL MARKETING

USAID Lead: Stan Terrell, USAID/Guatemala

Facilitator: Massee Bateman

Objectives:

1. Make participants aware of the methodology for involving the private commercial sector.

2. Make participants aware of existing or planned regional private sector initiatives.

3. Help participants to identify further regional opportunities for mobilizing the private sector.

8:00 - 8:05	Startup, Objectives, Agenda
8:05 - 8:30	Involving the commercial sector in public health activities Camille Saade, BASICS
8:30 - 8:50	Examples of successes and challenges in the regional private sector handwashing intervention Camille Saade, BASICS
8:50 - 9:10	Regional experiences and opportunities for the marketing of nutritional products Maggie Fischer, INCAP
9:10 - 9:30	Identification of further private sector and/or social marketing opportunities in Central America Stan Terrell, USAID/Guatemala
9:30 - 9:50	Common Challenges
9:50 - 10:10	Coffee Break

Friday, 15 November (A.M.)

Concurrent Session 1 - b

MICRONUTRIENTS

USAID Lead: Ellyn Ogden, LAC Bureau

Facilitator: Massee Bateman

Objectives:

1. To update Mission staff on latest trends in micronutrient interventions in the region

2. To vet the proposed Central America Micronutrient Initiative Results Package with Mission staff: identify concerns, address questions, and explain plans sufficiently to allow for rapid incorporation of suggestions and implementation

10:10 - 10:15 Introduction
Ellyn Ogden, LAC Bureau
- Link between micronutrient deficiencies and maternal and child health objectives

10:15 - 10:30 Overview of the Micronutrient Situation in Central America
Maggie Fischer, INCAP
- Micronutrient Statistics - Comparisons between countries
- Current Status and Trends on Micronutrient Interventions in Central America
  - Supplementation (policies; coverage; campaigns/routine delivery; sustainability; other donors; level of interest in countries/country commitment)
  - Dietary diversification (what's working and why; other donors; level of interest/country commitment)
  - Fortification (policies; legislation; level of interest/country commitment)

10:30 - 10:40 Cereal Staples as a Vehicle for Iron Fortification
SUSTAIN

10:40 - 10:50 Overview of the Central American Micronutrient Initiative
Ellyn Ogden, LAC Bureau
- Collaboration
- Rationale
- Results Framework

10:50 - 10:55	Fortification as a Tool to Address Micronutrient Deficiencies OMNI
10:55 - 11:30	Presentation of the Framework - Policy (OMNI) - Quality Assurance (SUSTAIN) - Demand (BASICS) - Role of INCAP (Maggie Fischer, INCAP) - Coordination (Ellyn Ogden, LAC Bureau)
11:30 - noon	Questions and Answers (Common Challenges)

Friday, 15 November (A.M.)

Concurrent Session 2

FAMILY PLANNING SUSTAINABILITY

USAID Lead: Mary Ann Anderson, USAID/Honduras

Facilitator: Mary Jo Lazear, Mary Ann Anderson and Mary McInerney

Objective:

To discuss with USAID staff and representatives of Central American family planning associations (IPPF affiliates):

a) alternative approaches to increasing self-financing and sustainability of family planning associations,
b) lessons learned and impact to date of efforts to increase family planning sustainability in Latin America,
c) and strategies of each of the four family planning associations for achieving sustainability.

8:00 - 8:15	Startup, Objectives, Agenda
8:15 - 8:45	Global Issues in sustainability of family planning programs Michael Hall, MSH
8:45 - 9:15	Lessons Learned in sustainability of private sector family planning programs in the Transition Project in Latin America Tim Williams, IPPF, Western Hemisphere
9:15 - 9:30	Discussion
9:30 - 9:45	Coffee Break
9:45 - 10:45	Presentation by four Central America IPPF Affiliates 1. El Salvador; Lic. Jorge Hernandez, Director Ejecutivo, PROFAMILIA 2. Guatemala; Lic. German Peterson, Director Ejecutivo, APROFAM 3. Honduras; Lic. German Cerrato, Jefe de la Division de Administracion y Finanzas, ASHONPLAFA 4. Nicaragua; Dr. Anastasio Saomarriba, Vice-Presidente de la Junta Directiva, PROFAMILIA

10:45 - 11:30	Questions and Answers regarding the four presentations Michael Hall
11:30 - noon	Common Challenges
noon - 1:30	Lunch (on own)

Friday, 15 November (P.M.)

COMMUNICATIONS, NETWORKING AND COMMUNICATIONS, AND CLOSURE

Facilitator:	Mary Jo Lazear
1:30 - 1:45	Startup, Objectives, Agenda
1:45 - 2:15	Conclusions Melody Trott, Global Bureau
2:15 - 5:15	Networking and Communications - Common Challenges
2:15 - 2:30	Small Group Instructions
2:30 - 3:15	Small Group Work Facilitators: Melody, Al, Barry, Pat, Marcia, Mary Ann
3:15 - 3:30	Coffee Break
3:30 - 4:30	Small Groups report out and discussion
4:30 - 5:15	Summary and Synthesis of Small Group Work
5:15 - 5:30	Closure Pat O'Connor, USAID/Guatemala

APPENDIX C

BIBLIOGRAPHY

APPENDIX C

BIBLIOGRAPHY OF MATERIALS/OVERHEADS DISTRIBUTED AT PHN CONFERENCE IN GUATEMALA NOVEMBER 13-15, 1996

Introduction and Mission and Global Strategic Frameworks Session:

"A Compendium of Health and Population Indicators for Central America"

LAC Regional Maternal Mortality Reduction (MM) Initiative (Draft); Immunization and Measles Elimination Project Strategic Objective and Intermediate Results"; "LAC Regional IMCI Initiative"

Results Framework USAID/G-CAP Strategic Objective

"Summary Results Framework for USAID/Nicaragua"

"UN Medium-Variant Population Projection by Countries of Central America"; "Trends in Total Fertility Rates Countries of Central America"; "Total Fertility Rates in Latest Survey by Age Groupings"; "Total Fertility Rates by Urban/Rural/Metropolitan"; "Percent Ever in Union by Current Age"; "Percent Separated, Divorced or Widowed by Current Age"; "Contraceptive Prevalence Trends Countries of Central America"; "Contraceptive Prevalence Among Women in Union by Method Used"; "Percent Distribution of Supply Method Users, by Source of Method"; "Infant and Child Mortality by Country"; "Data [Central America]"; "Distribution of Height-for-Age Z-score Selected Surveys"; "Height-for-Age," "Weight-for-Height"; "Percent Stunted by Residence (Indirect Method)"; and "Height-for-Age as Indicator of Well-Being."
These materials were distributed by Paul Stubb of the Centers for Disease Control and Prevention

"USAID Center for Population, Health and Nutrition, Description, Goal, Functions, and Strategic Objective Tree"

USAID Honduras, "Results Framework Strategic Objective No. 3"

Health Reform Session:

"Alternative Visions of Health Reform"

"Global Partnerships for Health Reform", Partnerships for Health Reform, Washington, DC

"Health Sector Reform in Central America: Roles of International Organizations, Development Banks, and Donor Agencies"

"Political Mapping: Computer-Assisted Political Analysis,"
Methodology by Michael R. Reich, Software by David M. Cooper, Harvard University in consortium with Research Triangle Institute, Intercultural Communication, Inc., 1995

"Tools for Promoting Health Reform", Partnerships for Health Reform (PHR) and USAID: Cost-Effectiveness Analysis; Demand Analysis; National Health Accounts; Stakeholders Analysis/Political Mapping; Pilot Tests (Overheads)

"U.S. National Health Expenditures: Type of Expenditure by Source of Funds, Calendar Year 1993

"What is Health Reform (and Related Issues)"

Child Health in Central American Programs Session:

"Atencion Integral a las Enfermedades Prevalentes de la Infancia (AIEPI)

"Child Health and Nutrition: Common Elements from Strategic Frameworks"

Griffiths, Marcia, Dickin, Kate and Favin, Michael, "Promoting the Growth of Children: What Works: Rationale and Guidance for Programs," The Manoff Group, March 1996

Grummer-Strawn, "The Nutritional Status of Children in Central America," Centers for Disease Control and Prevention, December 7, 1995

LESSON 1: "Look at Child Health in Integrated Fashion";"Integrated Care Community Model"; "Integrated Care: IMCI/WHO"; LESSON 2: "Make Careful Rational Decisions About the Approach" LESSON 3: "Balance and Negotiate Decision Making and Control"; LESSON 4: Implement a Comprehensive Strategy Supportive of Community Improvements"; "Conflict between the Quechua-Aymara and Biomedical Systems Regarding Delivery Assistance"; Growth Promotion: Promoting Growth in Young Children"; "Growth Promotion Package" (Overheads)

"Malnutrition and Child Mortality: Program Implications of New Evidence," Basic Support for Institutionalizing Child Survival Project (BASICS), the Nutrition Communications Project (NCP) and the Health and Human Resources Analysis for Africa Project (HHRAA/SARA) with support from USAID

"PAHO/BASICS Proposal for Regional IMCI, Time Line and Initial Steps"

Sample Decision Guide for Integrating and Targeting Actions: "Assess Adequacy of Weight Gain"; Sample Guide to Discussion with Mothers after Weighing: "Assess Growth Status" "Examples of What It Means to 'Target" Advice"; "Nutrition Negotiation"; Examples of Counseling Cards"; "Examples of Mother Reminders Used in the Negotiation Process" (Overheads)

SIAS (in Guatemala) and SILAIS (in Nicaragua); "Management: Capacity-Based Management (Nicaragua/Guatemala); "Health Facilities Level; Improved SCM (Nicaragua); "Community Level: Curative Focus: Pneumonia y Diarrhea (Honduras)"; "Community Level Integral Focus: IMCI (El Salvador)"; "Community Level Integral Focus: SIAS (Guatemala); Atencion Integral del Nino (AIN) (Honduras)"; "Household Level: Community Breastfeeding Counselors (Honduras); Improved Feeding Practices (Honduras); Pneumonia Recognition (Guatemala)"; "Management: Improved Supervision (Nicaragua/Honduras); Community-based Management (Nicaragua/Guatemala)"; "Health Facilities Level: Improved SCM (Nicaragua); AIN (Honduras)"; 'Community Level: Integral Approach; AIN (Honduras), SIAS (Guatemala); Curative Approach Pneumonia y Diarrhea (Honduras), IMCI (El Salvador)"; "Areas in Which Health Officers Have Identified Innovative Actions." (Overheads)

Safe Motherhood and Reproductive Health Session:

McGinn Therese, Maine, Deborah McCarthy, James and Rosenfield, Allan, "Setting Priorities in International Reproductive Health Programs: A Practical Framework," Center for Population and Family Health, Columbia School of Public Health, July, 1996

"Neonatal Mortality Relative to Infant Mortality in Joint Programming Countries," USAID; "Diagnoses of Morbidity and Mortality During the Neonatal and Early Postneonatal (Months 2 and 3) Periods Among 329 Survivors of Birth/Day 1"; Women's/Infants/Children's Conditions and Interventions Examined for Impact and Effectiveness"; "Technical Assessment of Newborn Interventions for Reduction of Neonatal/Infant Mortality"; "Assessment of Potential Impact of Proposed Technical Interventions"; "Prevention, Detection and Treatment Sites Related to Maternal Mortality"; "Packages of Services"; "Health Impact of a Neonatal Focus." (Overheads)

"Reproductive Health Strategy, Health and Population--CARE"

Commercial Sector/Social Marketing Session:

"Regional Experiences and Opportunities for Marketing Nutritional Products", Institute of Nutrition of Central America and Panama (INCAP) and Pan American Health Organization (PAHO), Central American PHN Conference, Guatemala, 1996

Family Planning Sustainability Session:

"Asociacion Hondurena de Planificacion de Familia: Topicos Sobre Sustentabilidad"

Hall Michael, "Sustentabilidad", Management Sciences for Health

"Proceso de Autosuficiencia Red de Clinicas Urbanas de Aprofam: Resultados Financieros 1994-1996"

"Propuesta Para Incrementar La Sustentabilidad En La Oferta de Servicios de Salud Reproductiva y Planificacion Familiar de Profamilia de Nicaragua"

"Sustentabilidad Experiencias de ADS"

Williams, Timothy, "Lecciones Aprendidas en la Sustentabilidad de Asociaciones de Planificacion Familiar en America Latina: La Experiencia del Proyecto de Transicion"

Micronutrient Session:

"Central American Micronutrient Initiative"

"Iron Fortification in Central American Wheat Flour Mills"

"Contenido de Vitamina 'A' en Azucar"; "Efecto del Consumo de Azucar Fortificada"; "Sugar Consumption and Vitamin A Intake from Sugar by Infants of Guatemalan Child Care Centers"; Instituto de Nutricion de Centroamerica y Panama (INCAP): Micronutrient Deficiences in Central America"; "Iodine Deficiency: A 'Success' Story"; "Vitamin A Deficiency: An Improving Central American Product"; "Anemia: Much to Do, Little Time"; Fortification Legislation: Towards Compatible General Laws"; "The Basic Triangle for Food and Nutrition Security"; "Expected Results: Focus on Iron" (Overheads)

"Central American Micronutrient Initiative: Background Information on Fortification", SUSTAIN, November, 1996

"Micronutrient Research Strategy", Draft, USAID

"What is Sustain?"

APPENDIX D

GRAPHIC OUTLINE OF CONFERENCE SESSIONS

Central America PHN Conference

	8:00-12:00 AM	1:30-5:30 PM
Day 1 Nov. 13	Introductions Mission and Global Strategic Frameworks	Health Reform
Day 2 Nov. 14	Child Health	Safe Motherhood Reproductive Health
Day 3 Nov. 15	Concurrent Session 1 a) Commercial Sector/Social Marketing b) Regional Micronutrients Concurrent Session 2 Family Planning Sustainability	Conclusions Networks and Communications Closing