

CECI-AID

Canadian Center for Studies and International Cooperation
International Development Agency

**Annual Report
January to December 2002**

Communities in Transition Project
USAID/Guatemala # 520-0413-to-00-513-00

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INTRODUCTION

The Communities in Transition Project (PCET) USAID No. 520-04310-a-00-513-00 managed by the Canadian Center for Studies and International Cooperation – CECI, is ending its seventh year of activities.

The PCET, better known as CECI/AID situated in the Department of Huehuetenango, has developed its activities in the Municipalities of Santa Cruz Barillas and San Mateo Ixtatán to offer socio economic alternatives to these communities, particularly for those hit most hard during the armed conflict, and where the signing of the Peace Accord as well as in the rest of the country, has generated much hope for a better future.

From 25 through 29 November 2002, we have performed a series of activities in Programming – Balance of the second phase of the Communities in Transition project with our beneficiaries, collaborators, and counterparts, with the purpose of evaluating the pertinence of our action in the zone and to provide orientation for its continuity. To ensure the necessary transparency and objectivity to this exercise, we relied on the presence of *Villalobos y Cordón*, independent consultants, who have accompanied this process and will make a report for later distribution.

One of the strong points during this week was the presentation of the *Photographic Exposition and the PCET Fair* in the Municipal Hall in Barillas on November 26, to which our counterparts from the Municipalities of Barillas and San Mateo Ixtatán had been invited to bring stalls in which their achievements could be shown to the institutions and to the public in general. They could offer as well, the goods and services resulting from our accompanying presence during the second phase of the project.

This activity brought many people and created a favorable space for future trade among our counterparts and collaborators present in the event: the Barillas Farmers' Association (ASOBAGRI), the National Coffee Association (ANACAFE), Integral Services for Development Center (CESIDE), BANRURAL, The Municipality of Barillas, the Municipality of San Mateo Ixtatán, the Integral Cooperative for Production of the Barillas Womens' House R.L. (CBM), the University of San Carlos Northwest University Center (CUNOROC), the Exporters' Trade Union for Non-traditional Products (AGEXPRONT), the National Forest Institution (INAB), the Human Rights and Alternative Resolution for Conflicts Association (ADHRAC), and others.

We also inaugurated the new seat of the Integral Production Cooperative of the Barillas Womens' House (CBM) in the Villa of Santa Cruz Barillas during this week. Hundreds of persons came to this event to celebrate with the women this new phase that opens for the cooperative. The CBM is currently situated in a many-sided center of beautiful architecture, and has legal cooperative bylaws which will strengthen their productive activities, as well as the possibility of offering diverse social services to the women in the zone.

On behalf of the PCET/CECI-AID team in Barillas and in San Mateo Ixtatán who have worked with dedication and personal interest in carrying out the project goals during the years, and their proper adapting to the needs and changing conditions in the zone, we want to extend our grateful appreciation to the institutions that allowed the promotion of new attitudes towards sustainable development with the participation of the margined men and women of this region.

In the same manner, we want to congratulate the project counterparts for their high level of commitment in the efforts to pacify and develop the region. We invite you to continue with these processes so important for the populations in the zone.

Ahead, Okanek', Ochanh'ek

AGRICULTURAL PRODUCTION

AND

ENVIRONMENTAL CONSERVATION

AREA

ORGANIZATION

AND

ASSOCIATIVE COMMERCIALIZATION

AREA

MICRO ENTERPRISES

UNDER EDUCATIONAL CREDITS

(FICOTRANS)

AREA

SAN MATEO IXTATÁN

AREA

ANNEX

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II) USAID/G-CAP SPECIAL OBJECTIVE: SUPPORT THE IMPLEMENTATION OF THE PEACE ACCORDS

The Goal: To improve the living conditions of the rural populations most affected by 36 years of conflict.

ACTIVITY: CECI – Barillas and San Mateo Ixtatán				
ACTIVITY LEVEL INDICATORS	Cumulative Results Achieved Up To Previous Period	Results Achieved this Period	Cumulative Results Achieved including this Period	COMMENTS: Assessment of performance
Lower level result #1: Sustainable, income producing agriculture				
2,700 small farmers from 58 communities using sustainable agricultural practices	1,467 small farmers from 62 communities	0 small farmers from 0 communities	1,467 small farmers from 62 communities	Members of ASOBAGRI and small farmers of ANACAFE in the agreement ASOBAGRI – ANACAFE 2002 financing by CECI-AID including San Mateo Ixtatán activities
Production area of 1,700 hectares, using sustainable agricultural practices	969.7 hectares	0.73 hectares	970.43 hectares	Coffee, cardamom and fruit diversification including San Mateo Ixtatán activities
12 communities implementing natural resources management plans	16 communities	1 community	17 communities	Including San Mateo Ixtatán
12,000 hectares under natural resources management plans	5056.5 hectares	1,942.4 hectares	6,998.90 hectares	Resources management plans and reforestation program in San Mateo Ixtatán
On the average, agricultural productivity of target population increased by 25%	Agricultural productivity increased by 59%	Agricultural productivity increased by 0%	Agricultural productivity increased by 59%	
450 small farmers producing 322 metric tons of coffee and cardamom are certified as organic producers	463 small farmers 368.76 metric tons	450 small farmers 368.76 metric tons	463 small farmers 368.76 metric tons	

II) USAID/G-CAP

SPECIAL OBJECTIVE:

SUPPORT THE IMPLEMENTATION OF THE PEACE ACCORDS

The Goal: To improve the living conditions of the rural populations most affected by 36 years of conflict.

ACTIVITY: CECI – Barillas and San Mateo Ixtatán				
ACTIVITY LEVEL INDICATORS	Cumulative Results Achieved Up To Previous Period	Results Achieved this Period	Cumulative Results Achieved including this Period	COMMENTS: Assessment of performance
Lower level result #2: Strengthen the local capacity for higher value production and marketing.				
ASOBAGRI is financing 100% of its operation costs through incomes generated by itself from services delivered to Barillas producers in general and to its membership in particular	ASOBAGRI is financing 83% of its operation costs	ASOBAGRI is financing 90% of its operation costs	ASOBAGRI is financing 90% of its operation costs.	
ASOBAGRI, is commercializing 40% of the coffee produced in Barillas.	Commercializing 66% of the coffee produced in Barillas	Commercializing 66% of the coffee produced in Barillas	Commercializing 66% of the coffee produced in Barillas.	
ASOBAGRI is directly exporting 25% of its coffee trade	Exporting 87% of its coffee trade	Exporting 87% of its coffee trade	Exporting 87% of its coffee trade	Based on the organic coffee production in the zone
ASOBAGRI is sustainable in intermediating credit funds for agriculture, agroindustry and marketing.	Value of loans Q193,208.88 to 69 member with 3 sources of incomes	Value of loans Q160,192.11 to 26 member with 3 sources of incomes	Value of loans Q160,192.11 to 26 member with 3 sources of incomes	

II) USAID/G-CAP SPECIAL OBJECTIVE: SUPPORT THE IMPLEMENTATION OF THE PEACE ACCORDS

The Goal: To improve the living conditions of the rural populations most affected by 36 years of conflict.

ACTIVITY: CECI – Barillas and San Mateo Ixtatán				
ACTIVITY LEVEL INDICATORS	Cumulative Results Achieved Up To Previous Period	Results Achieved this Period	Cumulative Results Achieved including this Period	COMMENTS: Assessment of performance
Lower level result #3: Strengthen the local capacity for servicing micro enterprise demands for technical assistance and credit.				
190 micro entrepreneurs received loans to create or expand their businesses	291 micro entrepreneurs	0	291	
300 new full time employments created by new or expanded micro enterprises.	597 new full time employments	8	601	
Lower level result #4: Consolidate community organizations or groups involved in productive activities.				
12communal groups sustainably operating small agro industrial processing plants	12 communal groups sustainable	12 communal groups sustainable	12 communal groups sustainable	
15 women groups sustainably operating productive services	12 women groups sustainable	12 women groups sustainable	12 women groups sustainable	

REPORT OF THE CREDITS GRANTED, ACCUMULATED FROM JANUARY 1997 TO NOVEMBER 2,002

Project Area	Total Loans	Mestizo			Inative Maya			Total Loans	Paid	Active	Number of Communities	Total Recovered
		Women	Men	Total	Women	Men	Total					
II. Economic Area												
1) Associative commercialization												
ASOBAGRI												
A) Pre crop credit												
Export coffee Fund 1998/1999	Q 300,000.00	1	57	58	2	21	23	81	68	5	3	Q 281,431.11
Wealti Fund 1997/1998	Q 600,000.00	3	59	62	4	85	89	151	123	7	4	Q 560,664.72
B) Coomercialization Fund												
BANRURAL Trust Q2,300,000.00												
Ecologic FORESTRADE Q600,000.00												
C) Infrastructure Fund												
BANRURAL Fund Q500,000.00												
Motorized Coffee pulp removers	Q 166,225.00	0	9	9	0	16	16	25	16	9	18	Q 147,703.34
Cardamom driers	Q 222,356.00	0	20	20	8	77	85	7	1	6	7	Q 113,412.01
2) Micro enterprises												
BANRURAL Trust Q1,000,000	Q2,295,750.00	31	30	61	108	120	228	289	189	91	100	Q 1,957,823.91
III. Organizational Area												
1)ASOBAGRI associative Organization												
D) Commercialization Credit												
Morelia commercialization committee	Q 60,000.00	0	29	29	0	0	0	1	0	1	1	Q 56,447.92
Floresta1 commercialization committee	Q 20,000.00	0	0	0	0	10	10	1	0	1	1	Q 3,894.18
Floresta2 commercialization committee	Q 20,000.00	0	0	0	0	16	16	1	0	1	1	Q -
Yulmacapcommercialization committee	Q 35,000.00	0	0	0	5	15	20	2	0	2	1	Q 33,265.30
Tzalampinul Commercialization committee	Q 20,000.00	0	0	0	0	10	10	1	0	1	1	Q 4,484.51
Quixabaj Cooperative	Q 50,000.00	0	0	0	9	39	48	1	0	1	1	Q 31,573.96
2) Women's Group Organization												
-----E) Women's Group Loan												
BANRURAL Trust Q 250,000.00												
Mills	Q 93,750.00	0	0	0	163	0	163	8	8	0	9	Q 93,750.00
Associative funds	Q 20,800.00	0	0	0	46	0	46	3	2	1	9	Q 18,861.26
Weaving	Q 24,102.00	0	0	0	36	0	36	4	4	0	4	Q 24,102.00
Embroidery	Q 88,505.25	0	0	0	82	0	82	8	2	6	8	Q 69,860.29
Total	Q4,016,488.25	35	204	239	463	409	872	583	413	132	168	Q 3,397,274.51

III:) GUIDE OF THE INTERMEDIATE INDICATORS

1. PRODUCTIVE AREA AND ENVIRONMENTAL CONSERVATION					
EXPECTED RESULT AND/OR FINAL INDICATORS	PROGRESS TOWARDS THE OBJECTIVES OF CHANGE AND THEIR INTERMEDIATE INDICATORS	GOAL 1999- 2002	PROGRESS IN 2002		
			Jan/02 April/02	May/02 Aug/02	Sept/02 Dec/02
Area with sustainable agricultural practices	1. Number of producers practicing one or more agro ecological management techniques and number of communities (including producers and communities served under the CECI/AID – ANACAFE agreement)	2,700 producers 58 communities	1,310 49%	1,310 49%	1,310 49%
	2. Number of hectares with sustainable agricultural practices (including area of producers served under the CECI/AID – ANACAFE agreement)	1,700 Hectares	963 57%	963 57%	963 57%
Area under management plans of natural resources	3. Number of communities carrying out their natural resources plans	12 communities	6.00 50%	12 100%	12 100%
	4. Number of hectares under natural resources management plans	12,000 hectares	4,144 35%	4,948.1 41%	6,908.9 58%
Family income complement with agricultural diversification	5. Increase in the productivity percentage of the income generating crops	25%	59% 236%	59% 236%	59% 236%
	6. Number of certified organic coffee producers	325 producers	377 116%	377 116%	354 108%
	7. Number of certified organic cardamom producers	125 producers	86 69%	86 69%	67 54%
	8. Volume of organic coffee production	4,690 qq parchment	6,456.23 138%	6,456.23 138%	6,456.2 138%
	9. Volume of organic cardamom production	1,750 qq parchment	919 52%	919 52%	919 52%
	10. Percentage of women served within the groups	30%	22%	22%	22%
	11. Number of groups trained to extend the agro ecological management	10 groups	8.00 80%	8.00 80%	8.00 80%
Diversification of the nutritional diet through production of family vegetable gardens. Person in Charge: Juan C. Ríos	12. Number of family vegetable gardens with organic management	250 family vegetable gardens	233 93%	233 93%	233 93%

PRODUCTION AND ENVIRONMENTAL CONSERVATION AREA

- **AREA WITH SUSTAINABLE AGRICULTURAL PRACTICES.**

Number of producers in 55 communities practicing one or more agro ecological management techniques (including producers served under the CECI-AID/ANACAFE agreement)

The producers benefited during this year total: 1,310. This reduction has been mainly due to the implementation of sanction measures and to the problems faced by the coffee crops. In the following chart, the communities have been detailed and the different productive activities developed by the members are presented.

CHARTS DETAILING THE BENEFITED COMMUNITIES AND THE AGRICULTURAL ACTIVITY DEVELOPED.

PRODUCTIVE ACTIVITY								
No. / Group and/or Seat	COMMUNITY	Beneficiaries	Organic coffee	Organic cardamom	Conventional coffee	Family vegetable gardens	Corn with bean fertilizer	Diversification
1. Morelia	Santa Rosa Morelia, Chajul, El Quiche	23	23			2	9	
2. Nueva America	Nueva América, and Santa Marta, Nebaj el Quiche	23	23			4	19	
3. Nueva Esperanza	Nueva Esperanza Yulha San Juan Barillas, Huehuetenango	28 12	28		12	4	9	5
4. Cocola	Cocola Grande and Cocola Chiquito, Santa Eulalia; Palo Grande, Chiantla, Huehuetenango	24	24			11	24	
5. Palestina	La Palestina, Manantial Carretera, La Florida, Yulmacap, San Carlos las Brisas, Balli, San Jerónimo, Buenos Aires Chiblac, Jolomtaj, Barillas, Huehuetenango	63 68	38	12	68		39	4
6. Momonlac	Momonlac, San Francisco Momonlac, Monte Bello, Barillas, Huehuetenango	57 60	37	17	60	34	12	27
7. Chojzunil	Centro Chojzunil y Quixabaj Santa Eulalia, Huehuetenango	26	26			7	10	
8. Puente Alto	Puente Alto, Bontac, Yalanca Yulatizú, San Agustín, Barillas Huehuetenango	54	28			37	14	28
9. Maxbal	San José Maxbal y Yulwitz Grande, Barillas Huehuetenango	110	49		28	35	11	40
10. Buena vista	Buena Vista Palo Grande	30	30			1	9	2
11. El Porvenir Yulha San Juan	El Porvenir Yulha San Juan	22	10		12			
12. Nuevo San Mateo	Nuevo San Mateo, San Juan Las Palmas, Union las Palmas	52	38	16	14			38

CHART OF BENEFITED COMMUNITIES AND AGRICULTURAL ACTIVITY DEVELOPED

PRODUCTIVE ACTIVITY								
No. / Group and/or Seat	COMMUNITY	Beneficiaries	Organic coffee	Organic cardamom	Conventional coffee	Family vegetable gardens	Corn with bean fertilizer	Diversification
13. Capilla San Ramon	Capilla San Ramon	1		1				1
14. Tzalampinul	Tzalampinul	37		9	32	2	8	
15. Victorias Chancolin	Victorias Chancolin	40		12	40		2	4
16. Ojo de Agua Chancolin	Ojo de Agua Chancolin	38		8	38	2	8	2
17. Rio Azul	Rio Azul	27		4	20		18	
18. Acalpoxlac	Acalpoxlac	9						
19. San Carlos Chancolin	San Carlos Chancolin	20			20			
20. Manantial Zapotal	Manantial Zapotal, Zapotal II, Eden Villa Laura, San Felipe Sachen	32			32		15	20
21. Buena Vista Chancolin	Buena Vista Chancolin	22			22			
22. Tres Ranchos La Concepción and Santa María Yulwitz	Tres Ranchos, La Concepción and Santa María Yulwitz	38			38			
23. Blanca Flor	Blanca Flor	22			22			
24. Nuevo Sija	Nuevo Sija	33			12	12	15	6
25. Nuevo Cuilco	Nuevo Cuilco	58			15		24	3
26. Nuevo Maravilla	Nuevo Maravilla	52			19	15	18	3
27. Canchoch	Canchoch	30			30			
28. Centro Jolomtaj	Centro Jolomtaj	32			17	15	2	
29. Buena Vista San Antonio	Buena Vista San Antonio	13			13			
30. Buena Vista Jolomtaj	Buena Vista Jolomtaj	30			30			
31. Monte Cristo	Monte Cristo	20			20			
32. Montenegro	Montenegro	30			30			
33. Tutlac	Tutlac (PMRNR)	65						
34. Yuljobe	Yuljobe	9		9				
	Total	1310	354	88	618	181	267	183

3. Number of hectares with sustainable agricultural practices (including area of producers served under the CECI-AID/ANACAFÉ agreement.

There are currently **963 hectares** under management. These are the object of intervention in the following agricultural production activities: Organic coffee growing, organic cardamom production, medicinal plants, sustainable coffee growing, corn crops with bean fertilizer, and agricultural diversification that includes the following crops: black pepper, allspice, avocado trees, forestry, and fruit trees.

TERRITORIAL ORDER AND NATURAL RESOURCES MANAGEMENT IN THE NORTH ZONE

- **Area under plans of natural resources management.**

4. Number of communities carrying out their natural resources management plans

5. Number of hectares under natural resources management plans

Introduction

The PCET team created a method where the intervention in the communities was planned with the objective of producing a short term effect on the population considering the use of the natural resources, and on a long term, achieve a sustainable equilibrium. Delivering the documents: Rural Diagnostic of Participation (essential stage for the management plans which consist in being aware of the local reality of the communities, with the participation of all the women, men, youths, children, and elders); Local Integral Management Plans (alternatives to solve the problems found, their description is simple and easy to understand for the population in the communities); and Bio diversity (Generating information from the region of Barillas on the existing natural resources in the area. Such information is available and useful to the population) in 12 communities: Maxbal, Montebello, Yulwitz Grande, San Juan las Palmas, Unión las Palmas, Nuevo San Mateo, Yalancá, Victorias Chancolin, Edén Villa Laura, Manantial Zapotal, Manantial Zapotal II, and San Felipe Sacchen.

Carrying out projects in each of the communities where the local integral management plans were worked as a follow-up.

2. Progress

2.1 The Rural Participating Diagnostic

The Rural Participating Diagnostic (DRP) is an essential stage in the management plan; it is a learning of the local reality of the communities. During this year, 6 DRPs were carried out including the communities of Yalancá, Victorias Chancolin, Edén Villa Laura, Manantial Zapotal, Manantial Zapotal II, and San Felipe Sacchen. Through the DRPs, participation of the different groups (men, women, children, youths, and elders) has been achieved by presenting their community's problems to the population, and through different approaches according to their levels. This situation brings a diversity of solutions, and motivates them to participate in the community's operation.

Chart 3: RURAL DIAGNOSTICS OF PARTICIPATION

NAME OF THE TYPE OF TRAINING	COST US\$ FOR USAID	DATES		No. OF PARTICIPANTS		
		STARTED	ENDED	WOMEN	MEN	YOUTHS AND CHILDREN
1. Rural Diagnostic of Participation of San José Maxbal	289.87	20/06/2000	24/06/2000	57	57	286
2. Rural Diagnostic of Participation of Unión las Palmas	318.98	19/03/2001	23/03/2001	30	30	101
3. Rural Diagnostic of Participation of Yulwitz Grande	231.68	23/04/2001	27/04/2001	36	36	85
4. Rural Diagnostic of Participation of San Juan las Palmas	329.23	21/05/2001	25/05/2001	48	48	171
5. Rural Diagnostic of Participation of Nuevo San Mateo	256.41	09/07/2001	13/07/2001	60	60	240
6. Rural Diagnostic of Participation of Monte Bello	244.41	07/09/2001	09/09/2001	26	21	90
7. Rural Diagnostic of Participation of Caserío de Yalancá	151.66	09/04/2002	11/04/2002	26	28	98
8. Rural Diagnostic of Participation of Victorias Chancolin	288.84	22/04/2002	25/04/2002	51	51	222
9. Rural Diagnostic of Participation of Zapotal II	201.66	27/05/2002	30/05/2002	51	52	191
10. Rural Diagnostic of Participation of Manantial Zapotal	269.87	04/06/2002	07/06/2002	39	39	164
11. Rural Diagnostic of Participation of Edén Villa Laura	239.1	10/07/2002	12/07/2002	28	29	83
Total	2821.71			452	451	1731

2.2 Study on the bio diversity

A document on the Bio diversity, illustrated with photographs, was made this year. This information is important as it constitutes an important support to the flora and the fauna, as well as how to improve the crop systems of corn, peanuts, vegetable gardens, and coffee.

2.3 Making the local integral management plan

The integral local management plans were made in: Yalancá, San Felipe Sacchen, Edén Villa Laura, Victorias Chancolín, Manatíal Zapotal, and Zapotal II, where alternatives to the solution of the problems were specified. Their description is simple and easy to understand for the families in the communities. With each family's involvement, the management of these components and the natural resources management will be sustainable on the long term.

Twelve different communities were involved in the Local Integral Management Plans (with their corresponding Rural Diagnostics of Participation) with 6,908.87 hectares under management: Maxbal, Montebello, Yulwitz Grande, San Juan las Palmas, Unión las Palmas, Nuevo San Mateo, Yalancá, Victorias Chancolín, Edén Villa Laura, Manatíal Zapotal, Manantíal Zapotal II, and San Felipe Sacchén.

Chart 13 : Description of the evolution of the management plans along the time according to their limiting factors and the feedback of their strategies.

1995 - 1998	1999 – 2000	2001 - 2002
<p>Territorial order and natural resources management in the North Zone</p> <p>Strategy: Making the natural resources management plans: The first step is to collect information on the socio economic situation of the population in the priority communities as well as of their bio ecology. Later, these communities will receive agricultural technical aid which will help us to earn the confidence of the people in order to inform them better, to give them proof of the previous studies (EER and socio economic evaluation). Later, starting with the data base and the experience in the technical aid, integral management plans are designed and executed. An Integral Management Plan comprises a study of the community's total area, and then define production areas of damping and protection.</p> <p>Major objective: The communities in transition project wishes to contribute in the eco sustainable development of the communities of recent settlement in the north of the municipality of Barillas, Department of Huehuetenango. In this sense, the project looks toward encouraging an interinstitutional coordination to join the efforts of the different groups and organizations that work in the same region on aspects related to the conservation of the environment as well as to agricultural production, in order to achieve the elaboration of working strategies that are coherent and efficient.</p> <p>Specific objectives:</p> <ul style="list-style-type: none"> ▪ Make a coherent natural resources management strategy based on updated knowledge of the region (data base), both on a socio-economic as well as on an ecological level. ▪ Encourage stabilization initiatives of the crops for ecological management ▪ Launch an energetic agricultural diversification plan, both for consumption and for local commercialization ▪ Extend ecology knowledge through the support provided to the environmental education of the students ▪ Encourage the creation and the sustainable management of protected areas in a participating process. <p>Organize a coordination among the institutions working in the environmental conservation and agricultural production topics in the North Zone of Barillas.</p>	<p>There are no communities executing Integral Local Management Plans.</p> <p>Limiting factors: Poor habits of the community populations to plan and to project towards the future..</p> <p>The problems existing among the communities due to need to own land, that is to say, opposing lots, run-on limits, lack of legal property deeds, etc.</p> <p>The decision to submit the whole area that is the property of all the community to a management plan must be a decision taken by all the members of the community, and up to the moment not all the members belong to the groups of beneficiaries that the project has in each of these communities.</p> <p>The impact that some of these management plans could have in an isolated manner has been analyzed. We have started to consider the possibility of changing the strategy and begin to work on a more complete idea, declaring a Bio Reserve that would include as a minimum, areas of ecological importance from Barillas and Ixcán. In order to achieve this, we will contact and negotiate the possibility of a joint working plan with CHF.</p> <p>Strategy: We propose to design a regional management plan for natural resources before starting the local management plans. The goal is to create different protection and multiple use zones. The area of interest is situated in the middle of an imaginary square around four conservation areas: <i>Montebello National Park</i> (México), <i>Lacandona Biosphere Reserve</i> (México), <i>Los Cuchumatanes National Park</i> (proposed area in Guatemala) and the <i>Cerrobicis Natural Reserve</i> (Guatemala). We are then to create an ecological corridor.</p> <p>We will give priority to one village. Our idea is to work with the regional plan while the local work can start with a village that will be a laboratory in which our vision for a regional and local management plan may be proven. The information collected in this manner will serve for the application of our activities in the rest of the territory under management.</p>	<p>Executing 12 Integral Local Management Plans, previously having worked 12 Rural Diagnostics of Participation.</p> <p>Strategy: The first step: Inform the community, evidence by means of a written document where the whole community participates (Elders, Men, Women, Youths, Children) including working dates, the document is delivered to the PCET team, which plans the work with the Rural Diagnostic of Participation (collection, voluntary, involvement, sensibilization, educational-participational), using an integral method. Later, copies of the document of the Local Integral Management Plan are delivered to each committee in the community, and we give follow-up to the projects contemplated within the same, as well as improvement of their activities.</p> <p>It has two Purposes:</p> <ul style="list-style-type: none"> - It has an educational character as to instill the basic knowledge to the population of the need to plan their community's development in view of the negative aspects which, the use of a working pattern of development of the natural and human resources that was not planned beforehand would represent in the future. - Construct a programmed guide where the population will be able to refer to in taking decisions for the execution of concrete activities and alternatives to be developed, and that would benefit the whole community as well as the environment, on a long term.

2.4 Projects: These projects are the follow-up of the activities presented in the Local Integral Management Plans

- **Raising Rabbits (*Oryctolagus uniculus*):** This work was done in the community of San José Maxbal with 36 persons (16 women and 16 men). They built 16 cages with a total of 32 rabbits (16 males and 16 females) and received training on their handling, construction of cages, feeding, etc. The manure, an excellent fertilizer, was used for worm farms and for crops. The persons were trained in the construction of wooden crates, worm farm management, and in the amount of manure used for the crops. There is currently a new litter of 17 rabbits.
- **Beekeeping industry (*Apis mellifera*):** The first pilot farm for the beekeeping industry (*Apis mellifera*) was established in the community of Yulwitz Grande, for the sale of honey and the use of the sub products (polen, beeswax, propolis or bee glue, royal jelly) and for use in feeding the families in the community. Three different families worked in this project, each with a set of 4 beehives. They received training on the handling, collection of honey, feeding, and they also went on a tour to Suchitepequez and beeking Cooperatives in La Democracia, Huehuetenango. The follow-up to this project will be carried out by the Farmers' Association of Barrillas -ASOBAGRI. There is a promoter in charge, Jaime Pérez, and a Production Coordinator, Baltasar Francisco. The ASOBAGRI is committed to continue extending the project annually (for a duration of six years).

Chart No. 4: Extensión of the beekeeping industry

Year/Activity	Number of Communities	Number of Families	Number of Beehives
2002	Yulwitz Grande	3	9
2003	Two Communities	6	18
2004	Four Communities	12	24
2005	Eight Communities	24	28
2006	Sixteen Communities	48	96
2007	Thirty-two Communities	96	192
Total: 6 years	63 Communities	189	367

Projections:

First crop

- **Minimum expected production (12 beehives).....720 lbs of honey**
- **Average price of honey Q 4.00 per lb, currently Q 2,880.00**

Second crop

- **Minimum expected production 1,440 lbs of honey**
- **Average price of honey Q 4.00 per lb, currently Q 5,760.00**

- **Pisciculture, Fish-breeding (*Tilapia sp.*):** Fish tanks were built in the community of Monte Bello, Momonlac, and Nuevo Cuilco, and the fish tanks were enlarged in Monte Bello to an area of 159 square meters, benefiting 21 persons comprising 3 families. With this extension, there will be an improvement in fish-breeding that will include 4 fish tanks, training and follow-up. The production has grown to 110 lbs, but the largest fish have been chosen for breeding. The persons in the community have taken over the project.

- **Diversification:**
 - **Family vegetable gardens with irrigation:** This project was worked with 15 families from the community of Monte Bello producing tomatoes, string beans, and cucumbers. The harvest included 200 lbs of tomatoes, 150 lbs of cucumbers, and 75 lbs of string beans, fifty percent of which was sold in the community and the rest was used for the families' nutritional diet (the training included economic management to buy seed and to register their finances on notebooks. The women's group includes a board of directors). The project in Manantial Zapotal was worked with 20 women producing cucumbers, chard, string beans, coriander, and parsley, all used for consumption and for sale. They also produced medicinal plants (spearmint, basil, rue, lemon grass, and aloe).
 - **Peanuts (*Arachis hipogaea L*), Corn (*Zea mays*) with red worm fertilizer (*Eisenia foetida*):** This project was worked with 9 families from the community of Monte Bello with very good results:
 - a. **Corn with worm fertilizer:** planted in an area of one "cuerda", equal to 0.04368 of one Ha. with a harvest of 2 quintals (200 lbs) of corn.
 - b. **Corn with peanuts:** planted in an area of one "cuerda", equal to 0.04368 on one Ha. with a harvest of 2 quintals (200 lbs) of corn and 2 quintals (200 lbs) of peanuts.
 - c. **Peanuts:** planted in an area of one "cuerda", equal to 0.04368 of one Ha with a harvest of 4.5 quintals (450) lbs of peanuts.

The average yield of corn in the community is 2 quintals per -cuerda- using synthetic chemicals (fertilizer: urea and 20-20-20). According to the economic analysis, there was total income of

Q.4,140.00, which when comparing this with only corn and synthetic chemicals, there was a total income of Q. 360.00.

- **Persian Lime (*Citrus aurantifolia*) , Avocado (*Persea americana*), Allspice (*Pimenta dioica*), Cinnamon (*Cinnamomum verum*), Macadamia Nut (*Macadamia ternifolia*), Peach (*Prunus*, Plantain (*Musa paradisiaca*), Pineapple (*Ananas comusus*), Apple (*Malus communis*), Cocoa bean (*Theobroma cacao*):** These projects have brought very good results in the communities of San Juan las Palmas, Nuevo San Mateo, Monte Bello, Manantial Zapotal, Victorias Chancolin, Zapotal II, Ojo de Agua Cahncolin. The areas and the beneficiaries are shown here:

Summary of fruit tree diversification in the communities

COMMUNITY	FAMILIES	CROP	AMOUNT OF TREES	AREA	CONTRIBUTION OF THE FAMILIES
Victorias Chancolin	13	Persian Lemon	221	0.58	Q 650.00
Manantial Zapotal	15	Persian Lemon	297	0.77	*Q 875.00
Zapotal II	22	Persian Lemon	374	0.98	Q 1,100.00
San Juan las Palmas	27	Avocado	150	0.39	*
Nuevo San Mateo	10	Avocado	90	0.44	*
Ojo de Agua Chancolin	2	Avocado	36	0.18	Q 360.00
Manantial Zapotal	1	Avocado	9	0.04	Q 90.00
Union las Palmas	1	Avocado	18	0.09	*
Ojo de Agua San Ramon	1	Avocado	18	0.09	Q 180.00
San Jerónimo	1	Avocado	81	0.40	*
Monte Bello	3	Avocado	51	0.13	Q 510.00
Ojo de Agua Chancolin	6	Allspice	27	0.27	*
Monte Bello	2	Allspice	9	0.13	Q 90.00
Manantial Zapotal	1	Allspice	100	0.26	*
Total	105	Fruit trees	1481	4.75	Q 3,855.00

- Nurseries of these fruit trees were established with follow-up and training; later they were transplanted.

The fruit trees (lots established during the years of 1997, 1998, 1999) of which results from the harvest have been obtained are: Allspice, Macadamia Nuts, Cocoa Beans, Apple, Plantain, Pineapple, Cinnamon, Peach, and Lemon. Fruit trees which have developed well (2000, 2001, 2002) are Avocado and Black pepper.

- Work was done in making the persons sensitive on many aspects, but among these, the environmental protection topic is of the highest priority with youths, children and parents, as well as elders.
- **Reforestation:** Small nurseries of forest trees were built individually with the participation of men and women in the communities of Unión las Palmas, Maxbal, San Juan las Palmas, and Monte Bello, Ojo de Agua San Ramón. Fruit tree nurseries of native Avocado were also implemented and later grafted onto, in the communities of San Juan las Palmas, Unión las Palmas, and Monte Bello.

Production and establishing forest trees in the communities

Tree	No. of Trees	Area Ha.	Current Situation
Cypress	1,885 trees	335	Established
White Pine	900 trees	160	Established
Alder	1,000 trees	178	Established
Casuarina	700 trees	124	Established
Cedar	150 trees	27	Established
Total	4,635 trees	824	Established

- Crop systems with green fertilizer:** For corn crops very good results were obtained by using green fertilizers such as: *Mucuna*, *Canavalia*, *Arachis pintoi*.
 For coffee, good results have been obtained by using *Arachis pintoi* and *Canavalia*, *Trefocia*, and Gandul.
- Construction of a house in Maxbal:** A wooden house was built in the community of Maxbal, including 2 rooms with 6 double bunks and one mosquito net each, one room for the kitchen, with a gas stove, kitchen utensils, a corridor or living-room. This house was initially used for a guest house for technicians and school teachers. Currently, it serves many purposes including it for a tourist guest house managed by the community with persons responsible for its cleaning and maintenance. For the use of Laguna Maxbal, there is a fee for tourists for the room as well as to pay for the guide to take them to the Lagoon (Q35.00). To this date, 15 persons have visited the place (from eco tourism institutions, neighbors from the Municipality of Barillas, and visitors of some NGOs).

2.5 Facilitate resolution of conflicts due to land ownership

The PCET has the policy to offer logistic support, but not direct involvement, in the discussions because CONTIERRA and FONDO DE TIERRA are officially in charge of negotiating with the communities on the problems of land ownership. With the component of conflict resolution there will be a strategy proposed that can be followed, specially where it is important that representatives of the communities (15 communities), mediators, and studies (cadastral, of ownership, etc.) are involved, so that they can manage to solve this problem.

Learning

Along with the methodology developed with the PCET team for planning and intervention in the communities, the Rural Diagnostic of Participation –DRP- an essential stage, there is a learning of the local reality of the communities, achieving the participation of elders, men, women, youths, and children, presenting the problems of their community through a different focus and according to their levels. This situation will produce a diversity of solutions, sensitizing them and motivating them to participate in the management of the community. There has been more conscience, on a short term, in the local population to become aware of the use of natural resources, and on a long term, to achieve an equilibrium between consumption and regeneration of natural resources.

Through this Integral tool, many components of the system have improved, been reinforced, and received follow-up, such as: Honey, Allspice, Black pepper, Avocado, Lemon, Plantain, Peanuts, Medicinal plants, Beekeeping, and other Animals (fish, rabbits, fowl), reforestation (cypress, calabash tree, cedar, pine, the

madre cacao tree, a native species, etc). Work has also been done reinforcing the organic fertilization of coffee and corn, in soil conservation for coffee and corn, in selecting seeds and improving corn planting, planting coffee tree nurseries, improving the quality of coffee, the use of registrations in notebooks, pamphlets, sketches, maps, internal and external inspections. All this cycle of training has produced an impact among the persons involved, since now it is they (men and women) who are interested in receiving all manner of training. We believe that this is the answer to the positive results that have been obtained during this period, and our satisfaction is based mostly on the interest and on the practice that the members of the groups manifested through the aid and availability that they have for the different activities programmed inside and outside the community.

- **Complementing the family income through agricultural diversification**

5. Rise in the percentage of productivity of the income generating crops:

Technical intervention with the organic production method has helped to improve the productivity of these coffee trees 59%, basing this on the fact that before there was technical aid provided by the project, the average production was 15.46 quintals/Ha. (These last data were taken from the regional office records of ANACAFE). It is worthwhile mentioning that the productivity is influenced by factors we do not control, and that may increase or decrease said productivity, for example, the weather and the age of the plantation. The following chart shows the productivity averages of organic coffee by community in the 2000/2001 harvest.

**AVERAGE OF PRODUCTIVITY IN ORGANIC COFFEE
(2000/2001 Harvest)
BY COMMUNITY GROUP OF ASOBAGRI MEMBERS**

No.	Producing group by community	Productivity (qq/Hectare) Harvest 2000/2001
01	Morelia	30.44
02	Nueva América	24.53
03	Nueva Esperanza	27.17
04	Cocola	24.23
05	Palestina	16.77
06	Momonlac	23.22
07	Chojzunil	20.29
08	Puente Alto	21.30
09	Maxbal	32.45
10	Buena Vista	27.05
11	El Porvenir	21.24
12	Nuevo San Mateo	17.53
	GENERAL AVERAGE	23.85

Source: Organic coffee producers – ASOBAGRI records

6. Number of certified organic coffee producers:

For the 2001/2002 harvest, Certification of 354 producers is in the process of transaction, corresponding to 36 communities from the region of Barillas, communities from the municipalities of Chiantla, Santa Eulalia, and San Mateo Ixtatán. The OCIA stamp is still being used.

7. Number of certified organic cardamom producers:

For the 2002/2003 harvest there is certification for 67 farmers and 21 farmers are in the transition process. The Mayacert stamp is still being used with the co certification of BCS Oko Garantie from Germany..

8. Volume of organic coffee production:

During the 2000/2001 harvest, the ASOBAGRI gathered 6,456.23 quintals of organic coffee in parchment, which to date, have been totally commercialized. The members delivered all they were committed to, and a volume of 9,726 quintals parchment should be delivered for the 2001/2002 harvest.

9. Organic cardamom production volume:

Organic cardamom gathered by the ASOBAGRI during the 2000/2001 harvest comprised 919 quintals, commercialized with FORESTRADE.

10. Percentage of women served within the groups:

The percentage of women served within the groups is of 22, from a total of 1310 beneficiaries. This percentage achieved, corresponds to 73% of the goal set for this year (which is 30%). Within this group there are 22 organic cardamom women producers and 26 organic coffee women producers. They received training in horticulture, medicinal plants, candle making, rabbit raising, fruit tree plantations (Persian lemon, avocado trees, etc.) and worm farm management.

11. Number of groups trained to extend agro ecological management:

There are currently 8 groups (7 coffee producers and 1 organic cardamom producer) who have reached this level. The following groups are mentioned: Morelia, Nueva Esperanza, Cocolá, Palestina, Puente Alto, Maxbal, Buena Vista, and Victorias Chancolín. We present the basic criteria on which the groups were evaluated as follows:

**PROPOSED CRITERIA TO EVALUATE THE CAPACITY OF THE GROUPS TO
EXTEND THE AGRO ECOLOGICAL MANAGEMENT:**

- a. Rely on a functional organization where the functions and responsibilities of the members of the group are defined.
 - b. Have received, as a minimum, the following training program:
 - b.1 Organic fertilization methods.
 - b.2 Soil conservation and management
 - b.3 Plant reproduction (coffee and cardamom)
 - b.4 Establishing new plantations
 - b.5 Productive cover and shade management
 - b.6 Ecological management of plagues, plant sickness, and underbrush
 - b.7 Agricultural diversification.
 - b.8 Certification and commercialization of organic farm products.
 - b.9 Processing of coffee and cardamom.
 - b.10 Cultivation and use of medicinal plants.
 - c. Put in practice at least 50% of the contents in the training program (verifiable by means of evaluating the management plans).
 - d. That as a minimum requirement, 2 agricultural representatives from each group participate in the process of intensive training in the Experimenting and Training Center of Organic Farming
 - e. -CECAO- and that they obtain the Promoter Diploma for communities' organic farming
- **Diversification of the nutritional diet through production of family vegetable gardens:**

12. Number of family vegetable gardens with organic management:

The focus here is to include coffee and cardamom producers, as well as diversification in other fruit trees. This activity reports 233 family vegetable gardens developing activities in vegetable garden production, including native plants, fruit tree handling and medicinal plants which normally exist only in the family patio.

ANALYTICAL REPORT:

a) Sustainability elements achieved:

- **Organic production and certification:** The ASOBAGRI now has the technical capacity to plan and execute its organic production and certification program, with bylaws for production and commercialization greatly improved. Internal inspections have improved greatly with internal control, and the information from each organic producer is now being processed by systematization. This year ends with another formation process for Promoters in Organic Farming and Organization, and these members will be serving their association to provide technical aid and internal inspection to each one of the groups.

- **Diversification, sustainability of ecological farming practices:** By establishing the projects of Beekeeping for the production of honey and the use of the sub products, rabbit raising and fisheries, the plots established for Allspice, Cocoa beans, Plantain, Pineapple, Forest trees, Fruit trees, medicinal plants, and practices in these crops, there is an awakening of the population to the importance that each element has in its system and with its own results as it has generated. They have planted the seed so that organizations such as ASOBAGRI or the Casa Barillense de las Mujeres (CBM), may consolidate the projects that will generate more income to the families.

b) Lessons learned or general comments:

It is necessary to provide the following recommendations so that the ASOBAGRI may provide a prompt accompaniment with evaluations, follow-up, and monitors:

- Conform a committee of consultants who may be the directives who have performed well and are committed to their association, by means of a selection process. They can also diversify by agro forestry systems that respect the environment and that can improve the crops and products with alternative products for nutrition and commercialization: Honey, Allspice, Black pepper,

Avocado trees, Lemon trees, Peanuts, Medicinal plants, Beekeeping, and other animals such as fish, rabbits, and bovines. They can also integrate the training strategy, follow-up, and evaluation of Ecological Promoters who would be supporting and providing feedback for the activities of natural resources, coordinating activities with organic promoters, exchanging experiences and trainings with their communities' population (women, men, youths, children, and elders), making them sensitive towards the correct management of the natural resources. They would also generate information from the region of Barillas on the existing natural resources in the area, since such information is available and useful to the population.

- Keep every member informed on the activities that are carried out (with report sheets and/or pamphlets, one for each community / month, where at the end of each month the, coordinator for each group in each community may share and discuss the activities with the other members)
 - Update the management plans for organic crops every year.
 - Update the organic production regulations every year.
 - Give more reinforcement to the internal control system for organic production (document for each new member or that may be in transition, follow-ups to the requisites and recommendations).
 - Continue training promoters, mainly to the new groups both for coffee as for cardamom.
 - It is important to implement areas, producers, and production in order to create solidarity and sustainability of the organization
 - Implement more personnel with the capacity to provide complete counseling to its members.
 - Diversify into more organic products to maintain the equilibrium of production and economic income for sustainability of the organization .
 - Improve the capacity for technical aid towards the producers, therefore improving the quality of the products to maintain the current markets and manage to obtain space in others.
 - Create a method and strategies so that women may become more involved in the productive projects that the ASOBAGRI may manage in the future.
 - Provide more reinforcement to technicians and producers through training at an international level, thus providing better follow-up to the project for coffee grown under shade.
 - Provide more reinforcement for the control of "sweet water" (left-over water, used to wash fermented coffee pulp) since it is strong pollution to the environment.
 - Create a specific project to protect water sources that will be used to process wet coffee.
 - Make more frequent evaluations and a correction plan to improve organic production activities.
 - Have organic files made up in advance.
- There was no integral methodology from the beginning of the project (Integral Local Management Plan and Rural Diagnostic of Participation involving the family) as there is now. This situation was due to several factors such as, no customs or habits for the communities to plan and project towards the future, poor participation of the population in the communities in the beginning, the conflicts among the communities due to the problem of land ownership. It is necessary then to consolidate the management plans more with the populations, organizations like Technical Unit of the Municipality, other NGOs that may retake the projects and provide follow-up to the projects with all the population in the communities.

c) Main performances as factors of success:

- Local Integral Management Plans, Rural Diagnostic of Participation, and the document on Bio diversity have been delivered to 12 communities, creating an integral methodology developed by the PCET team with the *-Local Integral Management Plans-*, making women and men aware of the importance of becoming involved within processes that will improve their life expectations, and to sensitize them in the management of their resources. It is necessary thus, to provide follow-up and to establish the bases necessary to develop the farmers' capacity (women, men, youths, children, and elders) in the management of the natural resources: forests, soil, water, agricultural units of production, diversifying and increasing family incomes (on a productive, organizational, and commercial level) with strategies born from the Local Integral Management Plans.

- Management of productive units such as coffee, cardamom, corn, etc., does exist; but as has been mentioned before, it is very important to reinforce the protection of all the natural resources and nutritional diversity, as well as economic income. This reinforcement can be provided by contributing in the diversification of agro forestry systems while respecting the environment and improving the crops and products that provide alternatives in nutrition and marketing, such as: Honey, Allspice, Black Pepper, Avocado trees, Lemon trees, Plantain, Peanuts, Medicinal Plants, Beekeeping, and other animals (fish, rabbits, bovines), integrating the training strategy, follow-up and evaluation of ecological promoters, that would support and give feedback to the activities of natural resources, coordinating activities with organic promoters, exchanging experiences and training with the population in their communities (women, men, youths, children, and elders), sensitizing them in the good management of the natural resources. It can also generate information about the region of Barillas on the existing natural resources in the area, as such information is available and useful to the population.

d) Participation of women and native Maya (men and women)

- The percentage of women served in the groups is 22%, while 87.3 % corresponds to native Maya men. They are benefited by training and technical aid activities of family vegetable gardens management, use of medicinal plants, and organic coffee and cardamom production. The majority of this group is served in coordination with the component women and gender, of which 87.3 corresponds to native Mayas, and the rest to non-native Mayas. Some groups are formed totally by Maya, and in other cases they are of mixed origin. The majority of these are Q'ánjob'áles, some Chujes, Mames, and Ixiles.

Written by:

Juan Carlos Ríos

Official Production and Environmental Conservation Area
Communities in Transition Project
PCET/CECI-AID

ORGANIZATION AND ASSOCIATIVE COMMERCIALIZATION AREA

Expected Result and/or Final Indicators	PROGRESS TOWARDS CHANGE OBJECTIVES AND THEIR INTERMEDIATE INDICATORS	Goal Dec. 2,002	PROGRESS IN 2,002		
			JAN. APRIL	MAY AUG.	SEPT. /DEC.
The associated groups are trained and equipped for practical management on the quality of coffee and cardamom.	1) Total credits granted by the ASOBAGRI to its members for commercialization, infrastructures, or pre harvesting.	Q201,208 .15	Q 201, 208.15	Q193, 208.88	Q160 192.1 1
	2) % of delay in payment of credits granted by the ASOBAGRI to its members.	Less than 15% of delay	100%	100%	100%
	3) Relation of parchment to export quality green bean coffee in dry processing.	1.30 qq. parchment/ 1 qq. green bean	1.30 qq. parch./ qq. green	1.32 qq. parch./ green bean	1.32 qq. par/qq .green
	4) % de organic coffee from the market in Barillas to be gathered and commercialized by ASOBAGRI.	40%	65%	66%	66%
Increase in the income of coffee and cardamom producer by having commercialized associatively	5) Difference in prices in relation to the market in Huehuetenango.	Not higher than Q 40.00	Q 17.50	Q17.50	Q 17.50
	6) % of increase in the value of each qq. of parchment coffee and organic cardamom in relation to the market in Barillas.	10%	19%	19%	19%
	7) % of the coffee gathered by the ASOBAGRI that will be exported directly to markets abroad.	50%	87%	87%	87%
Improvement in the quality of processed coffee and cardamom due to infrastructure installation and training in its use.	9) Number of families benefited by training (women and men) in the transformation process of coffee and cardamom.	400	0	75	67
	10) % of coffee and cardamom commercialized by the ASOBAGRI, certified as organic.	80 % coffee 100% cardamom	87% coffee 100% carda- mom	87% 100%	87% coffee 0% carda mom

PROGRESS TOWARDS THE OBJECTIVES OF CHANGE AND THEIR INTERMEDIATE INDICATORS

EXPECTED RESULT:

Groups of members are trained and equipped for the practical management in the quality of coffee and cardamom

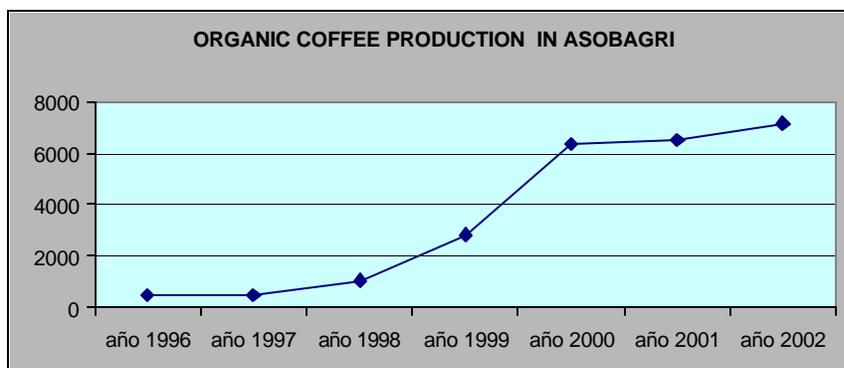
- 1) Total of credits granted by the ASOBAGRI to its members for commercialization, infrastructure, or pre harvest.
The financial statements to October 30, show that the association has an open credit account for its members of up to Q.160,192.11, distributed as follows: 64% as credits for infrastructure, 23% as commercialization fund, and 13% for coffee pulp removers.
- 2) % delay in payment of the credits granted by the ASOBAGRI to its members.
Of the Q160,192.11 granted in credit to 26 members of 9 communities. These credits have totally expired, and the association has started the pertinent legal procedures to recover the credit payments.
- 3) Relation of parchment to green bean coffee for export in dry processing:
The transformation of parchment to green bean coffee for export was done during the 2001/2002 harvest, again with Multiexport S.A. and Orocafé S.A. The cost of servicing for one quintal green bean coffee for export was \$14.56 and of \$10.00. The relation obtained during the current year is of 1.32 qq. Parchment to 1 qq green bean coffee for export. The association obtained the following relation at the end of the harvest:

Parchment coffee	Green bean coffee exported	Reject coffee	Toasted	Hull
7,164 qq.	5422.50 qq.	409.95 qq.	18.55 qq.	1343.36 qq.

EXPECTED RESULT:

Increase in the income of the coffee and cardamom producer by having commercialized associatively.

- 4) % of organic coffee from the market in Barillas to be gathered and commercialized by the ASOBAGRI
Since the association is the pioneer in organic production, the evolution that organic coffee has had for commercialization is the following:



This evolution proves that there has been an annual growth that has allowed the association to carry out commercial operations that benefit the members with a better price for their product, and which allows them to influence the handling of the natural resources of the zone.

For the 2001/2002 harvest, 66% of the production in the zone was gathered, because the other 44% was commercialized by the cooperatives of Quixabaj and Chojzunil, and one association formed by producers from the zone of Cocolá Grande and Cocolá Chiquito.

The following year the association expects to commercialize 9,726 qq. of certified organic coffee.

5) Difference in prices in relation to the market in Huehuetenango

In reference to organic coffee:

During the 2001-2002 commercialization campaign, the association established the following payment modality for its men and women members.

"Hard coffee and strictly hard"		Semi hard coffee	
Heading	Total	Heading	Total
Cash for each member	Q 534.00	Cash for each member	Q484.00
Contribution to ASOBAGRI capital	Q 128.48	Contribution to ASOBAGRI capital	Q128.48
Value added tax	Q 79.49	Value added tax	Q 73.49
Income tax	Q 37.09	Income tax	Q 34.29
Total	Q 779.06	Total	Q720.26

The organic market in the cooperatives and the ADIPCO received Q.500.00 per qq. of parchment coffee and the ASOBAGRI member received Q.650.00. The difference represented Q.160.58 in cash, and there was a contribution to the capital of their organization of Q.128.48.

Conventional coffee:

For the 2001/2002 harvest, the prices of conventional coffee in Barillas fluctuated between Q320.00 and Q370.00. The producer who delivered his coffee to the association obtained between Q5.00 and Q10.00 above the market price, since the association gathered hard and extremely hard coffees.

6) % of increase in the value of each quintal of parchment coffee and organic cardamom in relation to the market in Barillas.

In the Barillas market, the buyers do not distinguish between organic cardamom and conventional cardamom, and they buy it at the same price. The first collection of cardamom for the present year was done during the first week in September; however, on that date there was no certification for organic cardamom, a market to deliver the product, or a financial source, so that the ASOBAGRI was not able to begin its commercial operations.

The organic cardamom producers in the zone have sold their product in some cases, and in other cases are expecting the association to define its situation for the commercialization of organic cardamom. This waiting on the part of the producers is justified due to the speculation existing in the local market where the prices fluctuate between Q850 to Q950 per quintal of parchment cardamom.

In respect to the conventional coffee market, it can be found in the local market between Q.260.00 and Q270.00. The association has not yet decided on the price to pay for coffee. What it has decided is to maintain the payment modality to its members for 75% at the moment of delivery, and 25% at the end of the harvest.

EXPECTED RESULT:

Improvement in the quality of processed coffee and cardamom due to the installation of infrastructure and training in its use.

7) % of the coffee collected by the ASOBAGRI that will be exported directly to markets abroad.

Historically, the association has worked with the following buyers in the international market, Royal Coffee, Paragon Coffee, Equal Exchange, and Elan Coffee. For the 2002/2003 harvest, the association has foreseen gathering 9,726 qq. of parchment coffee, for which it has already signed 8 contracts with Royal Coffee Inc. for export at a fair market price. Considering the tendency in the reduction when gathering conventional coffee, we could foretell that for the 2002/2003 harvest, the association will export 90% of the total of coffee gathered.

8) Number of families benefited through training (women and men) in the transformation of coffee and cardamom.

Seven cardamom driers were given follow-up. These are handled and managed by 67 producers of organic cardamom from the communities of Victorias Chancolín, Ojo de Agua Chancolin, Río Azul, Yulmacap, Yuljobe, Tzalampinul and Momonlac. These 67 producers the necessary support to provide maintenance to their driers and to prepare for the new harvest.

9) % of coffee and cardamom commercialized by the ASOBAGRI to be certified as organic.

The volume of organic cardamom certified during the current year, rises to 1049 qq., which are already waiting for the process of commercialization. The volume of organic coffee inspected rises to 9,726 qq. Currently the association has planned to export coffee of its members, those who are in a period of transition, for a volume of 1,800 qq. This plan will allow us to point out that if this objective is achieved, 100% of the product will be exported; and if it is not achieved, as we have explained in previous entries, it could be maintained at 90%.

ANALYTICAL REPORT:

a) Elements of sustainability and main performances

ASOBAGRI ended on November 26 of this year, a credit contract for Q2,300.000.00 which allowed it to achieve the following objectives

- Ω Commercialize its organic coffee into the United States market during 3 campaigns, consolidating its relationship with the fair or equal market.
- Ω Offer a price that is more fair for the coffee that its members commercialize, improving their families' income.
- Ω Consolidate its position in the local market, turning the organization into a thermometer, so that the producers in the zone who are not members may demand a better price for their product, while forcing the coyotes in the zone to become more efficient and to provide a better deal for the producers.

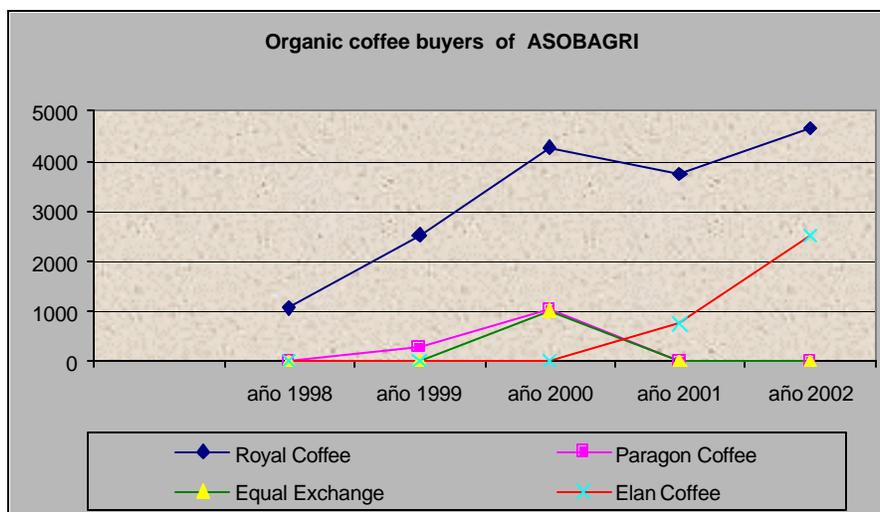
- Ω The use of this commercialization fund has permitted the members to make a donation to the capital of the organization in the current year that rises to Q 922,669.59.
- Ω The association managed to become self-sustaining during the current harvest, so that its commercial operations have generated the capacity to pay for its own administration and commercialization costs..
- Ω The association represents an option that enables the producers in the zone to sell their organic coffee, to get started in the process of organic coffee production, and also to get a start as registered producers in an equal market.

- Ω The ASOBAGRI managed to develop their experience in commercialization of organic coffee. For several years, it rented the export license from Multiexport in order to export their coffee until they finally obtained their own export license. In order to get all the benefits of being able to export, the association is currently going through the process so that they can register as an agro exporting organization and thus be able to receive the IVA (Value Added Tax) returns generated in the commercial process into their own treasury.
- Ω The organic coffee and cardamom producers have the minimum necessary equipment to process their products in the best possible way, fulfilling the quality requirements that enable them to be identified as organic producers.

b) Elements to be considered for the follow-up:

We have been at the side of the ASOBAGRI for six years, and as this is the last report that will be made referring to these areas, we would like to rescue as experience and based on the same, the following recommendations:

- Ω An association that like ASOBAGRI, has advanced in quality in its growing commercial process, must be careful of its relation with the buyers of its products, trying to keep them happy, satisfied with the product, and convinced that it has been the best possible business for both. The export relation of the association reflects the following:



- Ω This graph reflects the need for the association to revise the relation with its buyers, since there have been some that have stayed on the way, and that it is necessary to reopen the relations to ensure a potential buyer for the future.
- Ω The association must be careful to comply with all its fiscal obligations so that this issue will not be a contingency that will be an obstacle to all its habitual commercial operations. Taxes must be paid opportunely to avoid paying fines according to the volume of the commercial operations made.
- Ω The association must carefully renew its export license annually with ANACAFE.
- Ω It must carefully revise that the organic cardamom inspections be programmed so that when the producers harvest their cardamom, this product has already been duly certified, and not gather a product that lacks a legal acknowledgement of being organic. (Deliver the file in June of each year could be a good option to acquire the certificate opportunely).

- Ω It must carefully revise that in the organic cardamom process, the driers are supervised in their maintenance before the harvest to avoid problems in drying, and after the harvest, so that the equipment may be in optimum conditions as long as possible.
- Ω The organic coffee certification process must also be carefully supervised, so that the certification is ready before the gathering of the coffee. It would be interesting to prepare the technical file during the first internal inspection to provide a wider margin to this operation.
- Ω The organic production standards must be complied with from the planting to the harvest, wet and dry process of the coffee, gathering, transportation, storage, and shipping.
- Ω Support must be provided to the members with the preventive maintenance of their manual and motorized pulp removers before the harvest and after the same is over, in order to increase the useful life of their equipment.
- Ω The regional, ordinary, and extraordinary general assemblies must continue to be celebrated, to inform the members about the costs incurred in by the association for the export of coffee with the purpose of avoiding disagreements with the price received at the end. .

We have accompanied this process of convincement, and hopefully, in perpetuity of the association so that the farmers, both men and women, of the zone continue having an organizational alternative to commercialize their agricultural products, and finally, an economical alternative as well as in their living conditions.

It is now in the hands of the Board of Directors, the Vigilance Committee, and the Electoral Committee, to guide the destinies of the association so that it may continue with its commercialization process. It is in the hands of the Management and of the Administrative Personnel to comply with the requisites needed so that the commercialization be effective, and to carry out the periodic revision of its costs so that it will always be managed with a strong equilibrium between its income/its costs/its capitalization, and the fair price of its products to the members, both men and women.

ORGANIZATION AND ASSOCIATIVE COMMERCIALIZATION AREA

OBJECTIVES AND CHANGE INDICATORS

ASSOCIATIVE ORGANIZATION					
EXPECTED RESULT AND/OR FINAL INDICATORS	PROGRESS TOWARDS THE OBJECTIVES OF CHANGE AND THEIR INTERMEDIATE INDICATORS	GOAL TO DECEMBER 2002	PROGRESS IN 2002		
			January/ April	May/ August	Sept./ Dec.
ASOBAGRI with the capacity to manage credit funds and pay its operation and administration costs generated through its services to men and women members.	1. Number of members registered in ASOBAGRI	750 members. men/women	737	757	776
	2. Number of credit sources well administered and managed by ASOBAGRI	3 credit sources	2	0	0
	3. % of execution of the annual operation plan	100% of the plan	65%	85%	90%
	4. % of active members who pay their fees regularly	90% of the active members	30%	45%	44%
	5. % of women incorporated into the association	10% women	6%	6%	8%
	6. % payment capacity of its operation and administration expenses	100% of its expenses	67%	83%	90%
Associative commercialization groups organized and acknowledged	7. No. of groups organized to commercialize associatively	30 groups	30	32	32
	8. No. of representatives from the communities involved in the Board of Directors	100% local delegates	100%	100%	100%
	9. No. of groups administering productive infrastructures	10groups	6	6	7
Increase in the family income by a more active participation of women in the transformation, commercialization, activities and other productive projects	10. No. of women groups executing economic generating projects	15 groups	15	15	15
	11. No. women groups that start a second productive activity	12 groups	12	12	12
	12. % of increase in the family income through the involvement of women in productive activities	5%	2.33%	2.33%	2.33%
	13. No. of women who participate in the training activities	200 women	87	92	122
	14. No. of women groups involved in the process of constructing a second level organization.	12 groups	10	10	10

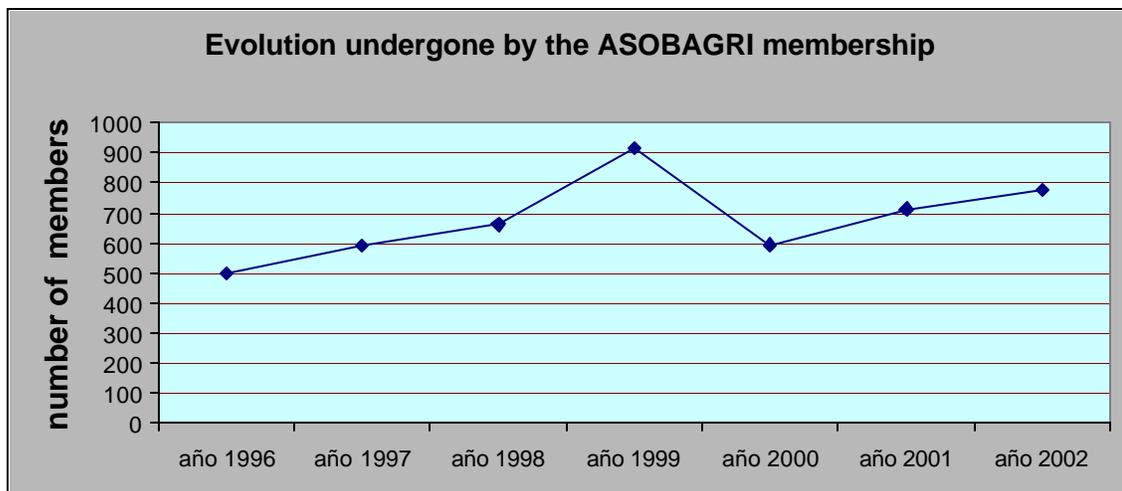
PROGRESS TOWARDS THE OBJECTIVES OF CHANGE AND THEIR INTERMEDIATE INDICATORS

EXPECTED RESULT:

ASOBAGRI, with the capacity to manage credit funds, pay for its operation and administration expenses, with funds generated through the services rendered to its men and women members.

1) Number of members registered in the ASOBAGRI

During six years we have accompanied the institutional development process of the Barillas Farmers' Association. Membership into the association has gone through different stages of development and shows eloquently, the changes it has undergone.



We will go back a few years to be able to evidence some of the more important processes which it had to undergo; we can observe :

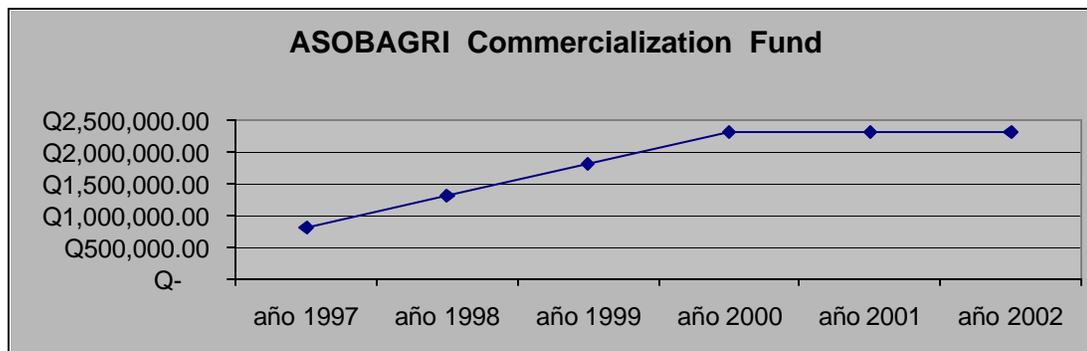
- a) During the years 1998 and 1999 the growth process in the membership of the association started, mainly due to the fact that the farmers in the zone could recognize the advantages that the organic production and the associative commercialization could mean.
- b) In the year 1999, the association suffered an accelerated growth and such long listings of members that it became necessary to revise and establish a policy for membership to allow a process to become a member of the association. A cleansing process became necessary also, where lists of members who did not maintain an active relation were made, and a process of consulting of these members to learn of their interest to become related thereto. This process permitted that by the end of the year 2000, there were 594 members among organic coffee and cardamom producers signed in, as well as members with delayed payments for their credits who could not leave the association because of contracted responsibilities.

This process has allowed them to design the norms and strategies so that the association can clearly understand the process that must be followed to incorporate new groups into the association, based on the principle of incorporating communities and not individuals.

2) Number of credit sources well administered and managed by the ASOBAGRI

CECI/AID Project, Commercialization Fund:

During six harvest periods the ASOBAGRI has had a credit that allows it to carry out its commercial operations and benefit its members with the payment of their product of 100% during the years of 1997 to 2002. Already in the year 2002, the members received 75% of the payment of their product at the moment of delivery and 25% at the end of the commercial campaign of 2001/2002.



Use of this fund has permitted the association to have assets rising to Q.1,676,429.83, to October 31, 2002.

Currently, this credit has expired, and the association is now taking the necessary steps to be able to rely on this fund again; therefore allowing it to carry out its commercial operations in organic cardamom.

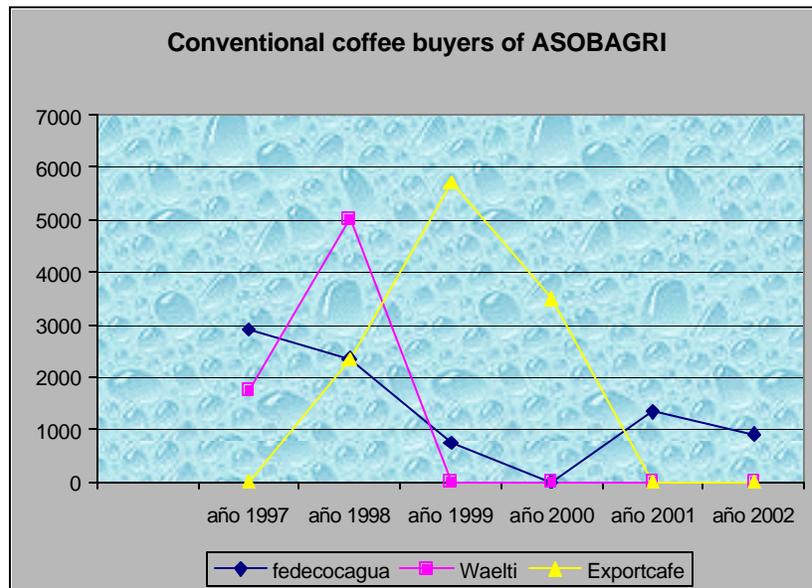
FORESTRADE

During 4 harvest periods of organic cardamom, the ASOBAGRI has relied on the support of this enterprise who had supported them by paying for the certification, and a credit of Q.600,000.00 to purchase organic cardamom, generating interests only if the amount not being used for the purchases was not deposited in the respective account. This process lasted for 4 years; however, in the last 2 harvest periods, problems arose in the purchase of cardamom, the price of which fluctuated constantly and then had a considerable rise. This point did not allow FORESTRADE to comply with its obligation of buying the contracted volume of cardamom, and thus caused a disappointment in the members since not all the amount certified was being purchased.

Facing these problems, the association decided to transact its own certification for the 2002/2003 harvest, and to identify potential markets for the commercialization of its organic cardamom. The association started the process in the month of September with the same company it had regularly been doing so, MAYACERT. This process showed some difficulties such as, FORESTRADE did not validate the process and did not grant the credit for the commercialization of cardamom, and did not assure any purchase until the moment it had the certification from BCSOKO.

The process is delayed, and up to December 4, the association had not carried out any commercial operation with organic cardamom, although the members are still hopeful that some markets offering better prices than the current ones may be identified. As of now, the prices paid in the market of Barillas fluctuate between Q.750.00 and Q.950.00 pr quintal of parchment.

OTHER CREDIT SOURCES IN THE ASOBAGRI:



FEDECOCAGUA:

For several years the federation has carried out commercial operations with the association, which has supported it with the gathering and commercialization of conventional coffee. For five years the federation has supplied the capital for the gathering of conventional coffee in the zone of Barillas; besides, this commercial relation, the association currently has its offices in a building rented to the Federation. The association has maintained this relation with the purpose of rendering services to its members producing conventional coffee and to the community in general.

WALTY AND EXPORTCAFE:

When the conventional coffee commercial operations in the association became legal, the first step was to establish a commercial relation with the strongest buyers already existing in Huehuetenango, houses such as Walty and Exportcafé. These two commercial houses provided pre financing to the association at high interest rates and funds that were regularly used as pre harvest funds.

3) % of execution of the annual operational plan

To this date, the association reports that in its working plan of July 1, 2001 to June 30, 2002, ninety per cent of the plan was executed, where the organizational area reports that training was given to all the groups in the communities, as well as strengthen the ASOBAGRI social base

In the administrative area and management, the methodology to design budgets and annual working plans was defined. There were also the necessary human resources to develop all the activities of the association. The agricultural production area was strengthened by training the members as local promoters, and one group specialized in internal organic inspections.

The commercialization activities permitted the association to obtain an interesting difference of buying-selling, and its gathering, transportation, process, export, and marketing of coffee improved. In the new working plan, effective on July 1, 2002, the association has a tool that, according to its own analysis, has progressed 40%, since activities as strong as an ordinary general assembly, and organic coffee and cardamom certification, have already been finished in their operational part in Barillas.

4) % of members paying their dues regularly

About 44% of the total of 776 registered members has paid dues of Q5.00 a month which according to the new bylaws of the association, cover the husband and his wife in one family. This 44% is mainly represented by the conventional coffee producers. The 66% not paying its dues is represented during the current year, by the organic cardamom producers who have not been able to sell their product in the association, and by the members who have delayed payments of their credits. This situation will become regular when the credit portfolio of the association can become regular.

EVOLUTION OF THE CONTRIBUTIONS

Harvest	Total No.	No. of partners with Contributions
1996	498	19
1997	591	51
1998	660	122
1999	916	529
2000	594	244
2001	711	432
2002	776	341

5) % of women incorporated into the association

This year has been vital for the women members of the ASOBAGRI rising to 8%. At the level of bylaws, it was established that husband and wife are members paying the same monthly fee of Q.5.00. A specific fund was established to strengthen the productive activities with women members or wives of members.

This space will show the significant contribution that women have in the production inside farming families. It will show that coffee and organic cardamom production is a family production where the woman plays a very important role.

It will also allow the rescue of the democratic process of the association since the women will be able to participate actively inside the association, and when the husband is absent, she will have an active participation being well informed of all the activities. For the year 2002, the women members are 62 producers of organic coffee, organic cardamom, or beneficiary of the productive projects.

6) % of capacity to pay for their operation and administration expenses

To October 31, the association reports 90% of self-sustainability due to the fact that the CECI/AID project contributed monthly with Q.18,252.00 to strengthen the development of the activities of the Board of Directives and to contribute to the payroll of ASOBAGRI.

EXPECTED RESULT:

Associative commercialization groups organized and acknowledged

7) No. of groups organized to commercialize associatively:

No.	Communities	Base groups	Members		Ethnic gr-	
			Men	Women	Mes tizo	Maya
Groups with organic cardamom						
1	Yuljobe	Yuljobe Agricultural committee	08	01	00	09
2	Yulmacap Centro	Yulmacap Agricultural committee	10	02	00	12
3	Tzalampinul	Tzalampinul Agricultural committee	09	00	00	09
4	Río Azul	Río Azul Agricultural committee	04	00	00	04
5	Victorias Chancolín	Tacana Agricultural committee	12	00	12	00
6	Momonlac	Momonlac Agricultural committee	12	00	00	12
7	Ojo de Agua Chancolin	Ojo de Agua Chancolín agricultural committee	07	00	00	07
	Sub total		103	06	15	94
Groups with organic coffee						
8	San Francisco Momonlac and Montebello	San Francisco Momonlac Group	16	00	00	16
9	San José Maxbal	Nuevo Ixtateco group	34	00	00	34
10	Yulwitz Grande	Yulwitz group	15	00	00	15
11	Puente alto, San Agustín and Bontac	El Aguacatal agricultural committee	16	02	00	18
12	Bahi	Voluntary Producers group	12	01	00	12
13	Palestina, San Carlos, Manantial, malpais, Florida and Chiblac	Unión Maya group	17	01	01	17
14	San Jerónimo	San Jerónimo group	07	00	00	07
15	Nueva América and Las Brisas	Nueva América group	12	01	06	06
16	Santa Rosa Morelia	Santa Rosa Morelia group	22	01	11	12
17	Nueva Esperanza	Nueva Esperanza group	26	02	16	12
18	Palo Grande	Palo Grande group	06	00	06	00
19	Buena Vista Palo Grande	La Flor del Café group	30	00	23	07
20	Cocola Grande and Chiquito	Cocales group	18	00	00	18
21	Yulatizú	Nueva Vida group	10	00	00	10
22	Chojzunil	Chojzunil group	15	01	00	16
23	Santa Marta	Santa Marta group	10	00	05	05
24	Unión Las Palmas	Unión Las Palmas group	10	00	00	10
25	San Juan Las Palmas	San Juan Las Palmas group	13	00	00	13
26	El Porvenir	El Porvenir de los obreros group	10	00	00	10
27	Quixabaj	Quixabaj group	10	00	00	10
28	Nuevo San Mateo	Los Naranjales group	15	00	00	15
29	Aldea Chiblac	San Fernando group	10	00	00	10
30	San Ildelfonso	La Montañita group	12	00	00	12
32						
	Total					

The association has an ample organizational base that allows it to cover, 3 communities from the Municipality of Santa Eulalia, 2 communities from the Municipality of Chajul, 2 communities from the Municipality of Nebaj, and 22 communities from the Municipality of Barillas. The members of ASOBAGRI, who work in coffee and in organic cardamom rely on an organizational structure which allows them to maintain an open communication with their men and women members, and allows it to develop consultation processes in commercial aspects such as, prices, delivery dates of the product, and others, besides sending its delegate to deal on matters of general interest.

This geographical extension allows it to actually cover 30 groups from 39 communities producing coffee and cardamom. Each one of these groups has its own internal organization, whether it is a Board of Directors, or else a Coordinating Committee. Besides, each one of these groups is represented in the association by 2 delegates in extraordinary assemblies, 2 local promoters, and in some of them, an internal inspector of organic production.

8) % of representatives from groups in the communities incorporated to the Board of Directors:

The current design of representation of the directive organs of the ASOBAGRI allows 14 communities to be represented, since none of the organs can include members of the same community.

This organization permits 100% of the representatives of the Board of Directors, Honor Tribunal, and Electoral Committee in the ordinary general assembly celebrated on August 31, to be from the base groups of the association.

9) No. of local groups administering their productive infrastructure of transformation of coffee and cardamom autonomously

Seven groups are working collectively with their cardamom driers. During the current harvest, the limiting factor has been the lack of a market for the product, and the lowering prices of each dry quintal.

These groups have been provided with consultation during several years, to comply with the necessary requirements to be able to stay within the production framework of organic cardamom. They have managed to establish their processing costs and take over the drying process in order to achieve more added value in their product.

ANALYTICAL REPORT

a) Elements of sustainability achieved :

ASOBAGRI:

This organization has an organizational structure that allows it to maintain democracy and representation in the organization. It is structured in such a way that it has the necessary spaces so that the Board of Directors and the administration may keep the members constantly informed as well as to carry out processes of consensus and consultation on the more important decisions in the associative life of the association; that is speaking specifically of the Regional Meetings, the Extraordinary Assemblies, the ordinary Assemblies, and the visits paid by the Board of Directors to each one of the communities.

It has managed to obtain a credit record with the commercialization fund that is impeccable, and this has allowed it to maintain a good relation with the BANRURAL. It has learned to differentiate the various credit conditions that it may receive from the different credit sources with which it has worked, which will allow it to retake the experience at the moment of needing new financial sources for the development of its commercial activities.

It has faced several fiscal crises so that now it relies on the necessary elements to be able to carry out negotiations within the framework of compliance with the fiscal obligations that an organization like the ASOBAGRI needs to fulfill in public life.

It has faced different stages in associative life, and it has found different cycles of opinion from the community of Barillas, as well as from its national and international buyers, so it is able to recognize those factors that have allowed it to grow and to refine all its norms on internal operation. There is still a task to be done, and it is to strengthen its policy of contracting goods and services and other changing needs of an organization as dynamic as this one, that has experienced different historical moments and different circumstances.

It has adequate bylaws in answer to its current reality, internal norms, membership policies, and capitalization policies. There is a regulation for the operation of the Vigilance Committee, and for the Electoral Committee, and it is now in the hands of the association so that they should be continually revised to avoid their losing force and become obsolete.

b) Lessons learned or general comments:

With the ASOBAGRI:

The democratic, participation, and representation processes have allowed the association to remain close to its members, Aperture to the information related to the interests and needs of the members must remain available and running, so that they feel that they are being considered in the taking of decisions in the organization.

The importance of the spaces in the regional meetings must be maintained, so that at the same time it is constituted in a space to render accounts and to take decisions, it allows a closeness among the members, their directive organs, and their administration.

This year, in the associate life, there was an important issue that is positive, for each quintal that was commercialized, each member contributed to the capital of the association an amount of Q.128.00, which will serve the association to have more capital of its own, and to have a wider range of maneuvering in the management of its commercial operations.

With the groups in the communities

There is a need to continue with periodic campaigns to sensitize the coffee and organic cardamom groups, as well as to increase the producers' entrepreneur mentality and their self-esteem, to give them a feeling of being an important part of the organization.

The current crisis in the production of cardamom should not be underestimated, nor the lack of commercialization as was expected by the association. This important part of the producers of the association must be rescued and aided in looking for viable and practical alternatives that will enable them to cover the current needs of this sector of members.

The impact that the loss of capital and lack of marketing for the products has on the associative life of the organization must be measured, and before any changes are made, it is necessary to make sure there are viable alternatives, specifically in the case of organic cardamom.

The Board of Directors of the Association, The Vigilance Committee, and the Electoral Committee will need to evaluate their administrative personnel periodically. They will have to manage their operation expenses carefully, since the relation established is for higher expenses, lower prices to the coffee from ASOBAGRI. This does not mean that they should surround themselves with inexpert personnel that cannot handle the association's activities, but they should offer the salary conditions adequate to the zone, so that they are not too exaggerated, but at the same time they do not diminish the level of responsibility in which they must manage the activities of the association's employees.

c) Main performances with factors of success:

The representation and democratic policy of the ASOBAGRI, where 100% of its directors come from the base groups, coffee and organic cardamom producers, who must suffer or enjoy the good or bad news in these products, a majority of farmers who live in the rural area, and who know and live the needs and interests of the men and women members.

Incorporation of the woman into the association from the framework of bylaws to the conviction of the members, that the incorporation of women is advantageous for all the participants in developing an organization, a community, or a municipality.

Active participation of men and women members in the activities of the association, allowing it to have a better incorporation, a higher degree of ownership, and the need to take risks jointly with their organization. Example: receive 75% of the price of their product at the moment of delivery, and the difference at the end of the harvest, and to contribute Q.124.48 to the association to capitalize their organization

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ORGANIZACIÓN AND ASSOCIATIVE COMMERCIALIZATION AREA

WOMEN'S ORGANIZACIÓN

EXPECTED RESULT:

Increase of the family income through a more active participation of the women in the transformation and associative commercialization and other productive products.

Progress towards the objectives of change and their intermediate indicators

10. No. of women groups executing economic generating projects.

- a) **At the beginning of the CECI/AID project**, the productive activity it started was the corn mills, which were an incentive tool so that the women started the collective handling of a project, they came to the bank to obtain a credit, made their monthly payments, and above all, they learned to administer funds, to carry their own simple accounting records, and to manage funds.

As an initial strategy, the result obtained was interesting, and women from several communities became incorporated into this service:

Community	Name of Group	Amount granted	Amount Recovered
La Floresta	Flor de Pascua	Q 14, 750.00	Q 14, 750.00
Puente Alto	Flor de Naranja	Q 16, 000.00	Q 16, 000.00
Piedras Blancas	Las Palomas	Q 9, 000.00	Q 9, 000.00
Yulmacap/Yuljobe	Ixmucane	Q 18, 000.00	Q 18, 000.00
Nukwitz	Monja Blanca	Q 9, 000.00	Q 9, 000.00
Yalanca	Las Marías	Q 9, 000.00	Q 9, 000.00
Sn Fco. Momonlac	Las Margaritas	Q 9, 000.00	Q 9, 000.00
Sn. José Maxbal	Las Estrellas	Q 9, 000.00	Q 9, 000.00
Total		Q 93, 750.00	Q 93,750.00

Form these 9 communities there are 8 currently working, except La Floresta, where the group decided to quit the project and allow only 13 families to stay as owners.. This situation taught us an important lesson, since this community is quite poor, and where a family took over the leading role in the project and became a strong support as well as becoming a beneficiary of the same, although it must be acknowledged that one of the objectives that was to render a service to the community, was actually achieved, since the corn mill is still operating.

- b) **After the corn mills** the work was done with associative credits granted in the following manner:

Community	Name of Group	Amount granted	Amount Recovered	Delay in payment
La Floresta	Flor de Pascua	Q 7, 300.00	Q 5, 361.26	Q1,938.74
Centro Jolomtaj	Candelaria	Q 8, 500.00	Q 8, 500.00	0.00
San José Quixabaj	Nueva Unión	Q 5, 000.00	Q 5, 000.00	0.00
Total		Q20, 800.00	Q 18,861.26	Q 1,938.74

This fund helped to strengthen the solidarity among the groups and small productive activities, since they were developing such activities as, breeding fowl, raising hogs, strengthening small stores, and other productive activities.

Of these funds, 89% has been recovered to this date. La Floresta group, as can be seen in the chart, was financed with the proceeds of the sale of basic grains when the credit for the corn mill was canceled, since there are problems in the community some months of the year due to the distance and the difficulty there is to obtain supplies. At the same time they obtained this credit, a new organization arrived in the community and granted it high amounts of financing so that currently, it is the community that presents higher delays in payment of their credits with different financial organizations.

- c) **The third project that was worked was the weaving project, fulfilling the needs of 90% of the women members of the groups being supported. This project installed strategically so that the four cardinal points in the municipality were included, allowed them to continue executing the project.**

Communities benefited:

Community	Name of group	Amount granted	Amount Recovered
Barillas	Yalmox	Q 11, 901.00	Q11, 901.00
Yulmacap	Ixmucané	Q 4, 117.00	Q 4, 117.00
Yalanca	Las Marías	Q 3, 967.00	Q 3, 967.00
Sto. Domingo Chiblac	Comité Maya	Q 4, 117.00	Q 4, 117.00
		Q 24,102.00	Q 24,102.00

In total, in this project 29 women were trained, and they currently have the capacity to weave typical native cloth, generate income, and be able to cover this need in the population of Barillas and other communities from neighboring municipalities.

- d) **The Project of Medicinal Plants arises as a response to the needs of the communities to have access to medicine at a lower cost.** The communities involved in this project were: Piedras Blancas, Yulmacap, San Francisco Momonlac, Victorias Chancolín, Nukwitz, Jolomtj, and Maxbal.

Currently, only 5 of these groups continue working, Jolomtj and Maxbal have decided to incorporate the activity for self-consumption and for the elementary care of their health. This situation allowed these two communities to obtain technical aid to support them towards the knowledge of curative properties of the plants.

Piedras Blancas, Yulmacap, San Francisco Momonlac, Victorias Chancolín, Nukwitz, and Barillas, were trained in the process of medicinal plants to make shampoo, pomades, and soap, since they are external use products.

There was also a transition made from communal vegetable gardens to family vegetable gardens, where some women and their families, decided to plant larger extensions (semi commercial vegetable gardens in the communities of Nukwitz, Yulmacap, and San Francisco Momonlac). This transition responds to a need for women to become organized to commercialize associatively so these products go the Integral Production Cooperative of the Casa Barillense de las Mujeres, R.L.

The products that the women have learned to produce within their list of medicinal plants are syrup and tincture (violeta jenciana)?, that because they are oral consumption products, they need better aseptic conditions.

e) Weaving Project: (2 communities)

The women from Momonlac and San Francisco Momonlac, are women who were refugees in Mexico for around ten years. During this period they were trained in a very interesting form of weaving.

With this project, this capacity was developed in women incorporating concepts of entrepreneur management, quality, and learning of new designs in weaving. Currently, women are weaving bags with new designs.

There are 10 exclusive designs that these women can introduce into the market for a line of new products. It is a possibility that needs to be evaluated for the regional market at first.

f) Embroidery project:

This project was started as a complementary project to the weaving one. The basic purpose is to give the women the capacity to produce the complete wardrobe of the zone and thus to fulfill this need.

The project took on different shades and became adapted to the needs, to new designs, and to the current vogue, so that besides learning to embroider by sewing machine, the women learned hand embroidery with the rococo and beads technique.

This project has allowed 57 women to be trained in the different modalities of embroidery, and to generate economic income for their families by making blouses, tablecloths, pillow cases, and other pieces that have a demand in the market.

g) The basket project:

This project arises from the need of women from communities too far from finding a product that is not perishable and that does not deteriorate easily. Besides being designed to make good use of resources already existing in the community, and generating economic income for the families, it is also a complementary project to the medicinal plants since it is foreseen that they can be combined.

11. No. of groups starting a second productive activity:

The chart appearing below reflects how the different groups have become involved in the projects described before. This chart allows us to analyze the level of involvement of the groups in productive activities.

Community	Name of group	Corn grinders	Textiles	Weaving	Associative funds	Medicinal plants	Embroidery	Baskets
La Floresta	Flor de Pascua	X			X			
Puente Alto	Flor de Naranja	X			X			
Piedras Blancas	Las Palomas	X				X	X	
Yulmacap	Ixmucane	X		X		X		X
Yuljobe	Ixmucane	X						
Nukwitz	Monja Blanca	X				X	X	
Yalanca	Las Marías	X		X			X	
Sn Fco. Momonlac	Las Margaritas	X	X			X	X	
Sn. José Maxbal	Las Estrellas	X				X		X
Sn. José Quixabaj	Nueva Unión				X			X
Jolomtaj	Candelaria			X	X	X	X	
Victorias Chancolin	Villa de Guadalupe					X	X	X
Momonlac	Santa María		X	X			X	
Santo Domingo	Maya			X			X	
Unión Las Palmas	La Paz						X	X
Barillas	Yalmox			X			X	X

12. Percentage of increase of the family income through the involvement of women in the productive activities

Considering the same criteria of the socio economic study of the year 2001, which are:

- ✓ Fifteen groups of women with the total of their active members was taken as reference.
- ✓ From the active members of the 15 groups, a sample of 20% of women and their husbands was taken for interviewing.
- ✓ The women were interviewed by using a socio economic form that permits reflecting their family income and expenses..
- ✓ In the family income part, the productive data were compared with the data provided by their husbands in the area of coffee and organic cardamom production, for the communities where wives of producers receive technical aid from the PCET.

The women with associative funds had an average income of 3.00% of the family income. For the groups with corn grinders, the income continues to be 1%. For those women working at weaving, the average income was 7%, and of those women working in textiles, it is 2%. If we average the activities, we may point out that because of learning and the developing of new productive activities, women have obtained an average income of 3.25%.

13. No. of women groups involved in the construction of a second level organization :

On May 22 of the current year, the Integral Production Cooperative of the Casa Barillense de las Mujeres, R.L. was formed. For this constitution, 45 women participated, being the founding members. During this process, these 45 women were the representatives of 13 women groups.

This was a clear sample of the interest of the women committees to become involved in the construction of a second level organization.

In demonstrating an active participation, the women confirmed the criteria that have been worked for several years, such as:

- Ω Paying for the transportation of their delegate to participate in each delegates meeting..
- Participate in the regional meetings that are promoted..
- Contributing Q50.00 for the construction of the Casa Barillense de las Mujeres
- Contributing Q 100.00 to conform the capital of the cooperative.

A process lasting approximately 2 years in which the women have donated of their time, money, and effort, and that has allowed them to gather important achievements in consolidating an effort, an idea, a dream, and for many of them, Utopia.

ANALYTICAL REPORT

a) Main performances with factors of success and elements of sustainability:

Productive Projects:

- The coordination of institutional efforts to carry out all the productive projects has allowed us to unify efforts, compare costs, and optimize all the human, material, and financial resources. Let us observe how the donations were established:
 - a) Medicinal Plants: IPP human resources and expenses, CECI-AID human resources and training costs, AGIL fund for driers, tanks and thermo gyrometers, women, time, transportation costs, room and board.
 - b) Corn grinders: CECI/AID training and technical aid, credit; women time, tickets for transportation.
 - c) Associative funds: CECI/AID training and technical aid, credit; women time, and transportation tickets.
 - d) Weaving: CECI/AID training and technical aid: women cost of materials, room and board, and training of the other women in the groups.
 - e) Embroidery: INTECAP, PROMUJER with training, CECI/AID, logistic support, technical aid, credit: Women materials, room and board.
 - f) Baskets : CECI/AID training and technical aid: women cost of materials, room and board, and training for the women in the groups.

As can be observed during the entire process, we managed to incorporate other institutions with which we combined efforts to obtain satisfactory achievements.

Construction of the CBM Cooperative seat:

For three years innumerable efforts were made to obtain financing for the construction of the SEAT. Through perseverance and their own conviction, on November 26 of this year, the first seat of women in the zone and the first women's cooperative in the zone were inaugurated.

With much enthusiasm, the women dared to dream of a house, they visited around 15 different organizations seeking financial support. Finally, the Embassy of Japan, the Canadian Local Initiatives fund, the Municipality of Barillas, and the women themselves, donated Q.1,000.000.00 for the construction of the SEAT. This House opens possibilities to the women in the zone to consolidate their organization and to set goals for themselves, to continue dreaming about equity within the framework of respect for the family values and the culture of the zone; but above all, to establish complementary gender between women and men.

Women's organization and its impact in the life of the municipality:

Women have obtained achievements that have allowed them to grow within themselves. They have managed to open space for dialog and discussion with the Mayor and his corporation. They have managed to become incorporated into the municipal diagnostic space, to the strategic planning of the municipality, and to the formation of local promoters in penal justice and alternative conflict resolution. They have earned the acknowledgement of the community as to their being an interlocutor in the zone and an excellent channel for the questions, needs, and interests of the women on Barillas, and in the future for all the women of the zone of Huehuetenango.

b) **Lessons learned**

The participation and direction of women in all the processes, have permitted many of them to know and handle and be part of the success or failures that have occurred. There is a need to fight for women to participate in a real manner, and not only nominally. There is a need to respond to the interests and needs of women, providing for them at the beginning of things they dream of and helping them to achieve those dreams. The growth process in their self-esteem is not something they learn in textbooks, it is a living process where women must feel capable of conducting processes, of feeling capable of analyzing their changes, of feeling capable of facing their reality, and of feeling capable of being interlocutors in all the spaces where they are to participate. An unailing principle is

We must accompany the development processes, not act them out.

Written by: **Licda. Lourdes Ortiz de Chutá**
 Organization and Commercialization Official, CECI/AID

ORGANIZATION AREA AND TRUST FUND

Program for 2003

FINAL RESULT:			
<p>Final objective (1): The organizational and entrepreneur capacity of the Casa Barillense de las Mujeres (CBM) Cooperative has been strengthened.</p> <p>Final objective (2): The organizations benefited by the trust fund, including the CBM, have the norms and mechanisms to guarantee an efficient management of the funds.</p>			
EXPECTED RESULT AND/OR FINAL INDICATORS	PROGRESS TOWARDS THE OBJETIVOS OF CHANGE AND THEIR INTERMEDIATE INDICATORS	GOAL 05/31/2003	PROGRESS 05/31/2003
Developed capacity in production, gathering and associative commercialization of agricultural and textiles products.	1. Number of annual plans of commercialization made	1 plan	1
	2. No. of products made in the medicinal plants format	500 products	500
	3. No. of women trained to commercialize quality products	30	30
	4. No. of women from the directive organs trained	14 women	14 women
	5. No. of trainings received by the administrative personnel in the administrative and credit environment process.	2 trainings	2 trainings
Capacity to negotiate developed to manage the CBM and its credit program.	9. No. of annual plans and strategic plan made	1 plan	1 plan
	11. No. of credit regulations formatted	1	1
	12. Credit policy established	100%	100%
	13. No. of policies and bylaws made	3	3
The trust beneficiaries have the mechanisms to assure the food use of the funds.	14. No. of new members admitted into the CBM	25	25
	15. The organizations have a regulation to norm the use of funds.	7	7
	16. The directive organs of the organizations have established the internal control mechanisms	7	7

MICRO ENTERPRISES UNDER EDUCATIONAL CREDIT AREA (FICOTRANS)

EXPECTED RESULT AND/OR FINAL INDICATORS	PROGRESS TOWARDS THE CHANGE OBJETIVES AND THEIR INTERMEDIATE INDICATORS	GOAL 2002	PROGRESS IN 2002		
			January April	May August	September December
Profitable non agricultural micro enterprises generating products and basic services	1) Number of new or extended micro enterprises supported by the project	10 empresas	10 100%	10 100%	10 100%
	2) Number of credits granted to new businesses or extension of existing micro enterprises	15 credits	11 73%	11 73%	11 73%
	3) Number of jobs created by the activities of the micro enterprise	20 jobs	4 20%	8 40%	8 40%
	4) Number of persons trained in technical formation	40 persons	33 82%	36 90%	36 90%
	5) Number of persons trained in technical formation who created a new micro enterprise	10 persons	4 10%	6 60%	6 60%
	6) % of credits granted to women	55% credits for women	6 54%	6 54%	6 54%
	7) % of credits in delayed payment	No more than 10%	10.82%	13.5%	15.92%
	8) Number of families indirectly benefited through credit	200 families	143	143	143
	9) Number of communities making good use of decentralization of the services (profitable micro enterprises)	70 Communities	93 132%	100 142%	100 142%
Institutional mechanisms of credit and technical aid for micro enterprise in operation	10) CESIDE ensures the support services during all the process of granting and follow-up to micro entrepreneurs	100%	90%	90%	90%
	11) CESIDE has the capacity to pay its operation costs at 100%	60%	75%	75%	75%
	12) The cost of support from CESIDE for each micro entrepreneur is less than \$320	\$225	138%	138%	138%

MICRO ENTERPRISE AREA AND FICOTRANS

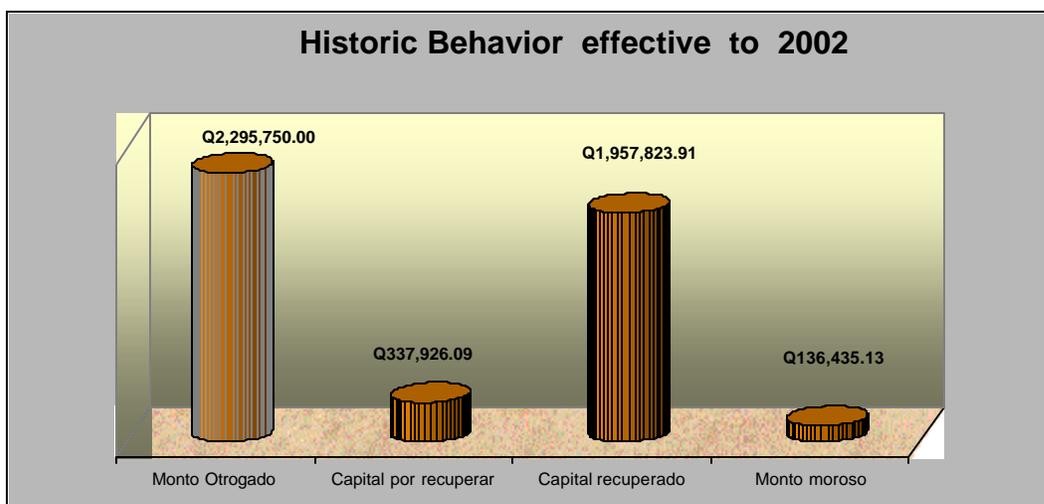
The micro enterprise granted 11 credits for refinancing in 2002, for a total amount of one hundred and eight thousand five hundred quetzales (Q.108,500.00); the balance to be recovered from the initial portfolio in the month of January was of six hundred and sixty-eight thousand seventy-nine quetzales and two cents (Q668,079.62) with a total of 130 beneficiaries.

The current balance of the portfolio is of three hundred and seven thousand nine hundred and twenty-six quetzales and nine cents (Q.337,926.09), which include a due balance of one hundred and thirty-six thousand four hundred and thirty-five quetzales and thirteen (Q.136,435.13) with a total of 91 beneficiaries. In the current year, 49 credits were paid and the recovered capital rises to a total amount of two hundred and twenty-eight quetzales and fifty-three cents (Q.438,653.53).

On November 20 of this year, the agreement signed between CECI/AID y CESIDE, with the participation of representatives from the Banrural, was evaluated; as to delayed payments, Banrural has initiated legal steps to collect from 5 users with delayed payments, CESIDE complying with the agreement, carried out the respective follow-up of enterprise strengthening and motivated the users with delayed payments to update their obligations.

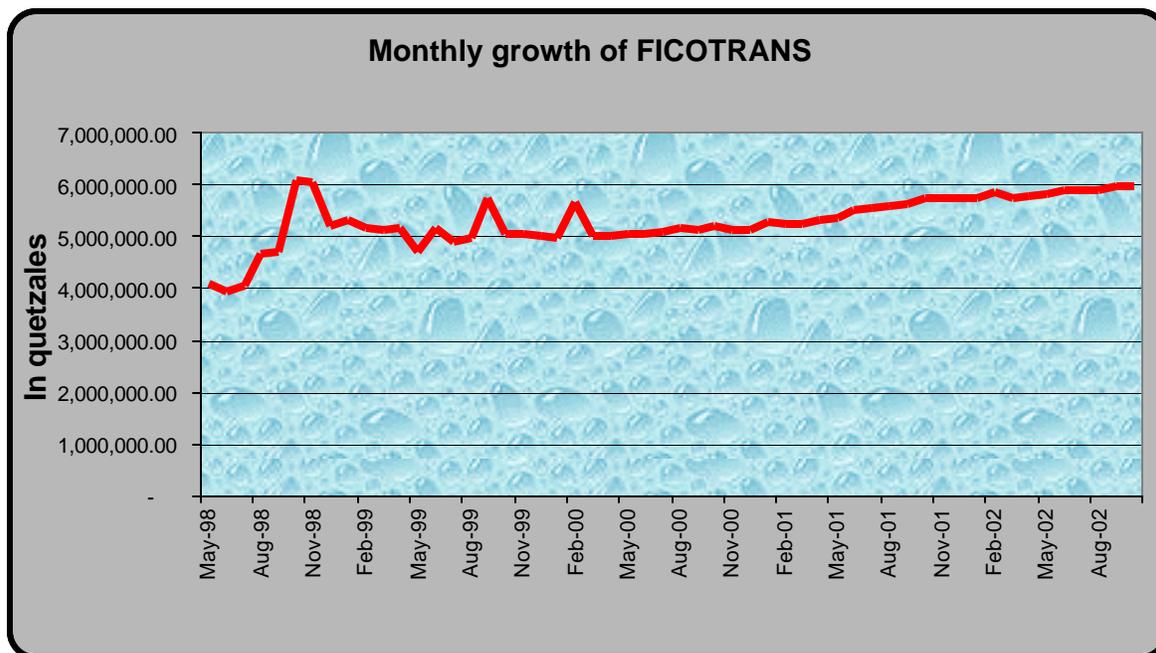
CESIDE, as institutional strengthening received 10 points of the interest rate earned, equivalent to thirty-nine thousand eight hundred and ninety-nine quetzales and sixty-eight cents (Q.39,899.68).

A large part of the delayed payments reflected in the credit portfolios in the zone (micro credit and banks of the system), is due to the economic situation of the users, which has been strongly affected by the fall in the price of coffee and cardamom, main source of income in the families. Currently, one quintal of cardamom is sold in the market for Q.900.00, and the cost of production for quintal is Q.630.00 (gathering, drying, transportation).



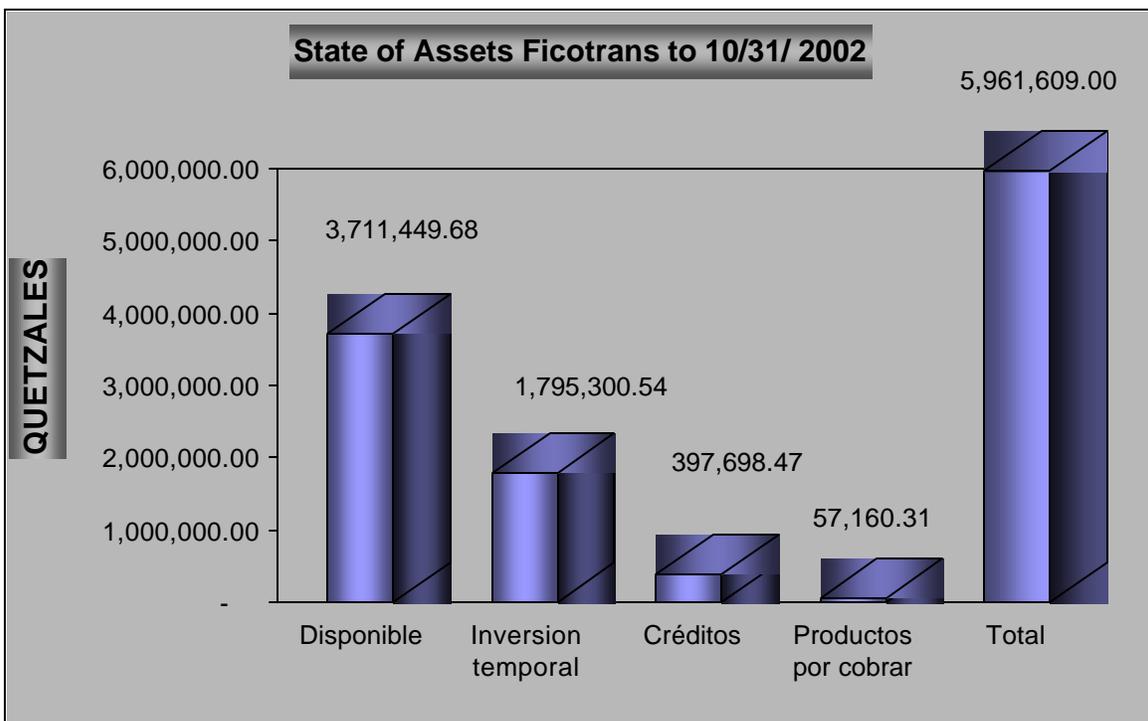
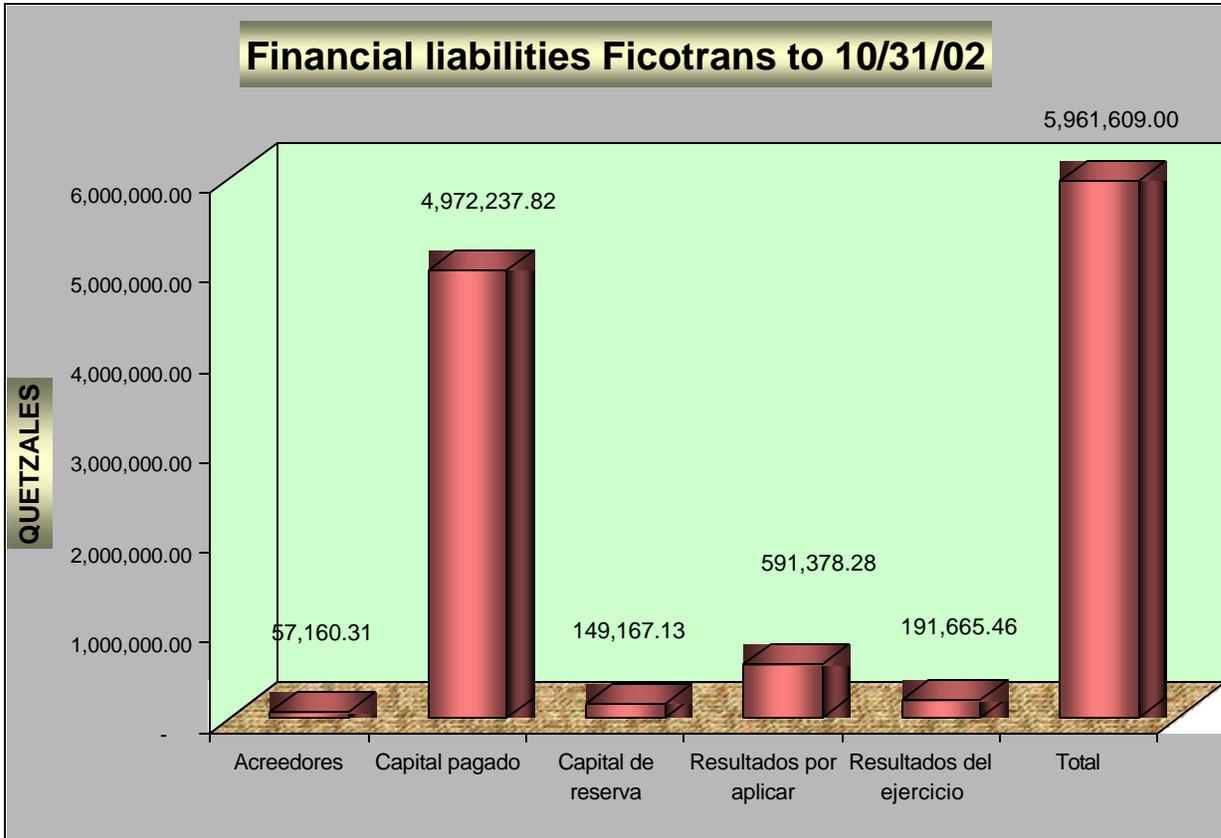
COMMUNITIES IN TRANSITION TRUST FUND (FICOTRANS)

The trust und for communities in transition was established in the Banrural for an initial amount of US\$691,800.00, at an interest rate of Q.7.187392:US\$1.00, to add up to a total **Q.4,972,237.82**. The amount referred to for the financing of different activities through credit has increased to **Q.5,961,609.00** representing an increase of nine hundred and eighty-nine thousand six hundred and seventy-one quetzales and eighteen cents (Q989,671.18), equivalent to **19.90%**.



Considering that the activities of the Communities in Transition Project PCT, would be closing its activities during the current year, the services of the micro finances consultant, Iris Villalobos, were contracted to make a study and to recommend the actions pertinent to the administration of the trust fund in the future with the counterparts of the project. On March 15 of the current year, we received the respective report with the corresponding recommendations.

Attending to the consolidation of the counterpart organizations of the PCT, a proposal in three different scenarios was submitted to AID (A, B, and C) to start the transference of the trust to said organizations; AID was in favor of scenario "C", so the proposal referred to was restructured and presented again before AID for its consideration and authorization, which is still pending. The increase reflected in the financial statements of the trust fund come from the interest rate generated by credits of the Micro enterprise, Woman and Gender, Capital for commercialization of organic coffee of the ASOBAGRI, and fixed interest rate investments.



CONCLUSIÓN

The micro enterprise program in the region of Barillas broke the donation plan scheme and generated training in administration to 435 credit users with one auxiliary, in some cases, the credit owners were accompanied by their husbands, the wife or a son, so that each established enterprise had a support in the absence of the owner.

This reduced usury, generated jobs, helped to bring the micro entrepreneur to the bank and request a second or even a third credit with larger amounts to those authorized in the credit norms of the micro enterprise.

Of the activities installed in 100 communities, some with credit and others as a product of technical training in arts and crafts, we may feel satisfied as a project to have achieved the generating of projects in the communities. With the micro enterprise, we have supported the strengthening and creation of 34 different activities, whether they be commercial, agricultural, of service, or agro industry.

Of the changes that the enterprise activity produced in the families, we may observe an improvement in the quality of life of the micro entrepreneurs. Many users have increased their fixed assets in such a way that 74% of micro enterprises supported by the project remain stable and show a growth, while 5% have decreased, and 1% has had to move to another location, 19% did not subsist when the financing ended, so did the activity.

As lessons learned, we may comment that a strategy that was functional in the handling of micro enterprises was to involve the spouse or the eldest son of the families and train them to handle the business, because it happens that many times the owner of the credit is the man, and he goes to work in the field, and the wife or an eldest son is the one who works the business, while sometimes only the husband receives the training and there is a deficiency in the administration.

The continuity of the micro enterprise in the region of Barillas is more viable through the Cooperativa Casa Barillense de las Mujeres (CBM) because of its legal structure on one hand, and on the other hand, we see the tendency of CESIDE to work only through communal banks.

In the zone of Barillas there is still the need to continue rendering the credit service although there are three banks of the system that are financing commercial activities, however, there are some limiting aspects in respect to the guarantees they demand.

Written by: Eleázar Isaías López
FICOTRANS Official
CECI/AID

ACTIVITIES FINANCED BY THE MICRO ENTERPRISE PROGRAM PCT 97/2002

	Year	1997	1998	1999	2000	2001	2002	Total	Percentage
No	Number of credits	5	60	57	61	95	11	289	by activity
	amount	Q 37,500.00	Q 577,750.00	Q 415,000.00	Q 489,000.00	Q 668,000.00	Q 108,500.00	Q 2,295,750.00	
	Total activities	5	62	60	63	98	13	301	
1	Stores	3	36	33	28	51	7	158	52.49%
2	Bakeries		3	3	8	8	1	23	7.64%
3	Corn mills		2	6	6	2		16	5.32%
4	Drugstores	1	4	4	2	3	1	15	4.98%
5	Diners		1	1	4	3	1	10	3.32%
6	Dressmaking & Design		4	2	2	1		9	2.99%
7	Vegetable Sales	1	1	1	2	3		8	2.66%
8	Buying & selling cattle					7	1	8	2.66%
9	Carpentry		3	1	3			7	2.33%
10	Tailoring		2	3	1	1		7	2.33%
11	Sale of fowl (chicken)			1	1	1		3	1.00%
12	Hardware store		1	1		1		3	1.00%
13	Photo Studio			1	1	1		3	1.00%
14	Basic grains					2	1	3	1.00%
15	Buying & selling hogs				1	1	1	3	1.00%
16	Chicken farm		1			1		2	0.66%
17	Auto repair shop		1			1		2	0.66%
18	Clothing store					2		2	0.66%
19	Clothes by the bale					2		2	0.66%
20	Tin work shop			1		1		2	0.66%
21	Masonry					2		2	0.66%
22	Computer academy		1					1	0.33%
23	Jewelery store		1					1	0.33%
24	Wholesale egg store		1					1	0.33%
25	Tire repair shop			1				1	0.33%
26	Barber shop			1				1	0.33%
27	Atole shop					1		1	0.33%
28	Fruit sales					1		1	0.33%
29	Radio technician					1		1	0.33%
30	Candle making store					1		1	0.33%
31	Lubricants store				1			1	0.33%
32	Construction sand store				1			1	0.33%
33	Cafeteria				1			1	0.33%
34	Wood crafts store				1			1	0.33%
Total of communities served with the ducational credit						100			100.00%