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Strategic Alliance for Social Investment

Annual Report: January 19, 2005 –
September 30, 2005



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Strategic Alliance for Social Investment

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LIST OF ACRONYMS

AGES	Asociación Guatemalteca de Educación Sexual (Guatemalan Association for Sexual Education)
AGEXPRONT	Asociación Gremial de Exportadores de Productos no Tradicionales (Guatemalan Non Traditional Product Exporters Association)
AIEPI AINM-C	Atención Integrada a las Enfermedades Prevalentes de la Infancia, Atención Integrada a la Niñez y la Mujer en la Comunidad (Integrated Attention to Prevalent Childhood Illness -Integrated Attention to Children and Women at Community Level)
APROFAM	Asociación Pro-Bienestar de la Familia (Pro-Family Wellness Association)
ASOREDES	Asociación de Redes (Networks Association)
CAM	Central America and Mexico
CCAS	Comité Central de Acción Social (Central Committee for Social Action)
CCAP	Cross cutting action plan
CEFI	Consejo de Empresas, Fundaciones e Institutos Privados (Council for Private Companies, Foundations and Institutes)
CentraRSE	Centro para la Acción de la Responsabilidad Social Empresarial en Guatemala (Center for Corporate Social Responsibility Action in Guatemala)
CD	Compact disc
COED	Cooperación para la Educación (Cooperation for Education)
COEDUCAS	Comités Educativos (Education Committees)
COP	Chief of Party
CSR	Corporate Social Responsibility
CTO	Cognizant Technical Officer
CV	Curriculum Vitae
DICADE	Dirección de Calidad y Desarrollo Educativo (Office for Quality and Educational Development)
DIGEBI	Dirección General de Educación Bilingüe Intercultural
DLGA	Democratic Local Government Activities
FP	Family Planning
FP/RH	Family Planning/Reproductive Health
FUG	Fondo Unido de Guatemala (United Way Guatemala)
FUNCAFE	Fundación de la Caficultura para el Desarrollo Rural (Coffee Foundation for Rural Development)
FUNDABIEM	Fundación Pro Bienestar del Minusválido (Pro Wellness for the Handicapped Foundation)
FUNDAZUCAR	Fundación del Azúcar (Sugar Foundation)

GDA	Global Development Alliance
IEC	Information, Education and Communication
IGSS	Instituto Guatemalteco de Seguridad Social (Guatemalan Institute for Social Security)
IMCI	Integrated Management Childhood Illness
IP	Implementing Partner
IR	Intermediate Result
LLR	Lower Level Result
MCH	Maternal and Child Health
M&E	Monitoring and Evaluation
MINEDUC	Ministerio de Educación (Ministry of Education)
MOE	Ministry of Education
MOH	Ministry of Health
MOU	Memorandum of Understanding
MSPAS	Ministerio de Salud Pública y Asistencia Social (Social Assistance and Health Ministry)
NGO	Non Governmental Organization
OHE	Office of Health and Education
PAHO	Pan American Health Organization
PAEBI	Programa de Educación Bilingüe Intercultural (Intercultural Bilingual Education Program)
PCI	Project Concern International
PROCONDE	Proyectos, Consultorías, y Desarrollo S.A. (Projects, Consulting and Development)
PRONADE	Programa Nacional de Autogestión para el Desarrollo Educativo (National Program of Self Management Educational Development)
PROREDES	Pro-redes de Salud (Pro-networks for Health)
PSAG	Private Sector Advisory Group
RCO	Regional Contracting Office
RH	Reproductive Health
RTI	Research Triangle Institute
SOSEP	Secretaría de Obras Sociales de la Esposa del Presidente (First Lady's Secretariate for Social Work)
STI	Sexually Transmitted Infections
TRC	Technical Review Committee
TBA	Traditional Birth Attendant

TIC	Tecnología de Información y Comunicación (Information and Communication Technology)
UNICEF	United Nations Children's Fund
UPS1	Unidad de Provisión de Servicios de Salud del Primer Nivel de Atención (Unit for Provision of First Level Attention Health Services)
URC	University Research Corporation
USAID	United States Agency for International Development
WHO	World Health Organization
WINGS	Women's International Network for Guatemalan Solutions

1. YEAR ONE ACCOMPLISHMENTS (SUMMARY)

This report covers the first project year (comprised of eight months) of activities planned under the Strategic Alliance for Social Investment Project, January through September 2005. The Project began implementation on January 19, 2005 with the signing of USAID Cooperative Agreement no. 520-A-00-04-00204-00.

Although this report covers all activities planned for FY05, as specified by the 2005 Annual Work and Implementation Plans (approved by USAID in July), as part of the development of the Annual Work Plan, the *Alianzas* team identified certain activities as having the highest priority. With the exception of one, all other priority activities were achieved (some were exceeded) during the first project year.

- Develop all technical and administrative tools and templates to be used over the life of the project. (Completed during the first, second and third quarters.)
- Collect updated information on technical norms, policies, and successful approaches to the delivery of health, nutrition, and education programs that can be provided to potential implementing partners (IPs). This was done in close consultation with the Ministry of Education (MOE) and the Ministry of Health (MOH) and was completed during the first and second quarters.
- Establish the Private Sector Advisory Group (completed during the third quarter) and Technical Review Committee (completed during the second quarter), including a description of their roles and functions, membership, and scopes of work.
- Assist *FUG* with implementing their alliance subagreement, including the provision of formats for soliciting proposals, proposal design and selection criteria, and formats for implementing and evaluating subprojects.(completed during the first quarter)
- Design a project communication and branding strategy. (completed during the first quarter)
- Plan and hold the Alliances Project Launch.(completed during the second quarter)
- Establish at least two new alliances. (Eighteen alliances were established by the end of the first project year)
- Finalize the project fundraising and leveraging strategies. (These two strategies have not yet been finalized; they will be finalized and presented to USAID during the first quarter of the second project year.)
- Leverage US\$1 million in cash. (US\$4 million was leveraged by year end)

Although it was not originally included as a priority activity in the *Alianzas* 2005 Annual Work Plan, because of the rapid pace of project implementation, one additional activity was designated a priority:

- Hold a widely advertised “Open Call” for proposals. (The “Open Call” was published in July in three major newspapers; 56 proposals from all around the country were received.)

The Guatemala-based *Alianzas* team is comprised of 6 Guatemalan staff who opened the office and began operations in February 2005. The first major task was to develop the Life of Project 5 Year Strategic Plan, Monitoring and Evaluation Plan, Annual Work Plan for 2005 and First Quarterly Report. Approval for the Annual Work Plan and acknowledgement of receipt of a solid first Quarterly Report were received from USAID, as well as comments on the Strategic Plan and M&E Plan which were incorporated and re-submitted in July. Approval for these plans was still pending by the end of the reporting period. In July, the second quarterly report was submitted to USAID.

During much of the first project year, the *Alianzas* team focused on developing the systems (financial, reporting, management) and procedures for all work to be conducted over the life of the project. To complete this, in-country project staff received solid support from RTI staff based in the USA. Strategies, criteria, and technical guidelines for the solicitation, preparation, selection and approval of specific proposals for Implementing Partners (IPs) were developed and a package of templates for IPS, including formats for solicitation, instructions on preparing proposals, selection criteria and steps to be followed for the competitive process was created during the second quarter.

A data base with current partners, potential implementing partners, private-sector business leaders, corporate representatives, foundations, and networks was developed in the first quarter and has been updated in every report to reflect new information received.

A communications and public relations strategy which included the design, reproduction and distribution of an *Alianzas* corporate image and promotional materials was developed by a local advertising company under the direction of *Alianzas* staff. Promotional materials were printed for distribution during the project launch held in April to all potential partners and collaborators.



Mr. Glenn Anders, Mission Director USAID Guatemala, Tere Ligorria, Director Alianzas Project, Mrs. Wendy de Berger, First Lady of Guatemala, Mr. Oscar Berger, President of Guatemala

These included an information brochure; fact sheets for alliance building; information on health and nutrition and education priorities; acrylic banners; letterhead paper; envelopes; business cards (with logo); and a promotional video.

One of the most significant accomplishments during the year was the *Alianzas* project launch held on April 26, 2005. The event was well attended with approximately 500 guests representing major private sector companies, the Government of Guatemala, local NGOs working in social sector programs, international private voluntary organizations, donors, USAID and US Embassy, and the President and First Lady of Guatemala, Oscar Berger and Wendy Widmann de Berger.

During the third quarter an “Open Call” for proposals was published in all major newspapers and 56 proposals were received. Of this number, 13 proposals focused on health; 6 involved both health and nutrition activities; 5 involved both health and education activities; 3 focused on nutrition; 3 involved integrated health, nutrition and education activities; and 25 focused only on education. Only 1 fell into an “other” category (none of the above). Ultimately, only six out of the

56 proposals were deemed in compliance with project requirements (having matching funds and an implementing partner) and found acceptable for review by the Technical Review Committee.

During the second quarter, the project Technical Review Committee (TRC) was formed, its membership determined and a manual describing the Committee's role, its procedures and materials necessary for presenting proposals to the TRC were finalized. During the first project year, the TRC met four times and a total of 30 qualified projects were reviewed. Of that number, 18 projects were approved, 4 were approved pending more information or a visit, 2 projects were put on hold pending the approval of the scholarship program amendment and 6 were not approved because the objectives did not match those of *Alianzas*. The approved projects represent approximately US\$4,056,792.49 in leveraged cash funding and US\$1,629,156.51 in in-kind contributions, for a total of US\$5,685,949 in funds from the private sector and US\$1,568,685.58 from *Alianzas*. Thus, for the first project year, work done by *Alianzas* resulted in a total of US\$7,254,634.58 for social development. Approved projects will be finalized into agreements during the next project quarter with start up expected by the end of October or early November.

The Private Sector Advisory Group (PSAG) was formed and the first meeting to present annual leveraging and approved projects was held in September. All members that were invited to join accepted. *Alianzas* developed a guide for PSAG members which explained the role of the group and expected results. Half of the permanent members of the PSAG will rotate each year so there is continuity as well as new ideas that will keep the project responsive to changing needs. During the meeting PSAG members concluded that their participation would be proactive in assisting the development of the annual work plan, developing strategies for specific interventions such as family planning and reproductive health, and promoting CSR practices in all approved projects.

Alliance building and leveraging funds was a major thrust of the first project year's activities. Some of the more notable highlights of *Alianzas*-sponsored alliance building and fund raising interventions during this period included:

Primera Gala Blanco y Negro: Celebramos la Raíz de la Vida. (May) This fundraiser for breast cancer awareness was planned in coordination with *Cascadia*, and *Industrias Licoreras de Guatemala*. Seventeen other companies and suppliers provided cash and in-kind donations for the event. Twenty-seven artists accepted the invitation to participate in a silent art auction which involved donating all or part of the value of their art work.



First Lady, Wendy de Berger and participating artists

“*Amigos de la Escuela*”, is a school infrastructure repair program that was developed through corporate networks established by *FUG*, *Cámara de Industria*, *AGEXPRONT*, and *CCAS/SOSEP*. The *Alianzas* team attended the symbolic delivery of the first foundation stone in schools supported by *Amigos de la Escuela* through *FUG*. Site visits took place in Escuintla and Sololá during the third quarter.

Creciendo Bien, is a community based child nutrition program developed by the First Lady’s office and supported by *Alianzas* through different activities, which matches funds with those from *Asociación de Padres de Niñez Guatemalteca Adoptada* in Murcia, Spain and *Asociación de Diplomáticos de Guatemala*. *Alianzas* also supported and matched funds in activities such as the Miami Baptist Health Conference on Women’s Health and the art expo/sale at *Ana Lucía Gómez* Gallery, supporting a two-year intervention that involves training women in improved health, nutrition and child care-related practices.

Becatón is an initiative developed by UNICEF to raise funds for scholarships provided to 140,000 first and second grade students in 2,500 public schools in the rural areas. *Alianzas* is coordinating the private sector participation in this activity and matching funds collected up to US\$400,000.00. This effort will end during the next project quarter.



Exterior of the school with students

2. PROJECT MANAGEMENT

During the first project year, *Alianzas* focused on a number of project management tasks including completing the hiring of project staff necessary for project start-up (see section 2.3 for more details) and the opening the Project office. These two tasks were completed in February when the Project moved into the USAID/Guatemala building. Other start up tasks included conducting an inventory of equipment (which was completed in February when the storage room at *Caniz* was emptied – equipment not used by the Project was distributed to other USAID partners such as *FUG* and *Genesis Empresarial*); establishing reporting and accounting systems and templates (completed during the first project quarter); signing project subcontractor agreements (first quarter); developing a Five-Year Strategic Plan (submitted to USAID in April and are awaiting Mission written comments); developing the first Annual Work Plan (approved by USAID in July); developing the Five-Year Monitoring and Evaluation Plan (submitted to USAID in May and awaiting written comments); finalizing a policies and procedures manual (submitted to USAID in the first quarterly report); preparing and submitting two quarterly reports (covering the periods January through March and April through June); holding a project launch (second quarter); and signing the one-year subagreement with *FUG* (signed on January 26, 2005). During the second quarter, the Project formed the Private Sector Advisory Group (PSAG) and the Technical Review Committee (TRC).

During the year, technical assistance visits were made by RTI staff to support the project including: Barbara Kennedy, RTI Home Office Manager (to finalize work plans, assist with project launch, assist with reporting, assist with partnership promotion; in February, May and July); Susan Voskuil, Manager, Project Administration (to review the USAID contract and budget and train staff in financial reporting; in February); Chito Padilla, Research Contracts Director (to develop contract documents for alliances and train staff in their use and to assist in legal requirements with USAID; in July); Judy Webb, Contracts Officer (to review the USAID Cooperative Agreement and review and sign the subagreement with *FUG*; in February); Jill Martin, International Finance Senior Manager (to review budget reporting documents and train staff in financial reporting and documentation; in July); Dupre Jones, Contracts Specialist (to assist with contracts training and establish adequate channels of communication with USAID RCO; in July) and Pablo Destefanis, Information, Communication and Technology Specialist (to resolve IT and communications issues; in September). In addition, RTI consultants provided assistance during key stages of the start-up period, which included Marianne Burkhart (to assist with developing all deliverables under the Cooperative Agreement; in February and March).

2.1 MODIFICATION TO RTI'S COOPERATIVE AGREEMENT

On July 19, 2005, USAID requested RTI to present an amendment to modify the current Cooperative Agreement No. 520-A-00-00204-00, which supports work under the *Alianzas* Project. The purpose of this modification was to increase funding to the RTI *Alianzas* Project to further achieve the intermediate results (IRs) and lower level results (LLRs) stated in the original Agreement. The funding will also broaden the project's scope to provide support for higher education within Guatemala's Cross-Cutting Activities Program (CCAP) to better prepare Guatemala's future leaders. This modified agreement will:

- Add US\$200,000 of GDA Incentive Funds to support a Welcome to School alliance with Save the Children which will increase access to education in coffee growing areas
- Provide \$163,000 of basic **CCAP-FUNDED** education funding to combine with \$300,000 in the existing agreement for a total of \$463,000 to support the basic education scholarship program
- Create a new CCAP-funded lower level result to provide higher education scholarships for youth and indigenous populations at a level of \$485,000. Both basic and higher education scholarship programs will include outreach, leadership and life skills training.

The intermediate result 3.2 will change to **IR 3.2**. Increased Access and Improved Quality of Education and the LLR 3.2.1 Improved Access, Quality and Efficiency of Basic Education will remain the same. A new LLR 3.2.3 will be added which is Improved Access to, Quality and Efficiency of Higher Education for Youth and Indigenous Leaders.

2.2 PROJECT BUDGET OVERVIEW (INCLUDING AMENDMENTS AND MODIFICATION)

Alianzas financial status as of September 30, 2005 is:

Expenses

Quarter expenses (July-September 2005)	US \$	223,233
Accumulated expenses	US \$	622,721

Pro-rata allocation

Percentage of funds spent	6.45 %
Percentage of time spent	15.78 %
Estimated expenses for the next quarter	US \$ 787,216

See budget details in Annex B.

2.3 PROJECT STAFFING AND ADMINISTRATION

At project start-up all project personnel were in place with the exception of the M&E manager. During the second quarter, *Alianzas* reported to USAID that it would delay the hiring of that position since it could cover project needs with existing staff and guidance from the RTI home office. During the third quarter, the Project determined that it may be more cost-effective to outsource that position to a consultant or group. As a result, a proposal was requested from the Economic and Social Development Research Institute of *Universidad Rafael Landivar*, which will be received by mid-October. Once received and assessed, a decision will be made regarding this position.

In July and August, an assessment was made of the Project's resource mobilization and alliance building capabilities and ability to respond to new needs, requirements and opportunities. This was prompted by the departure of key staff member, Tatiana Solares, who served as Resource

Mobilization and Alliance Manager. As a result of the review, it was decided that the position not be filled as the operational support skills necessary to maintain adequate monitoring of alliance leveraged funding, sub-award documentation for English and Spanish language project reporting to USAID, and for specific sub-program coordination were more critical than first envisioned and that the current position, as written did not stress these skills. The assessment revealed that the skills required for these functions were more non-technical and operations support. Thus, in August RTI asked for approval from USAID (granted on August 30) to create two new positions: (1) a Program Manager, who will coordinate the day-to-day operational and administrative aspects of the project office and each alliance in issues involving document preparation, financial tracking of in-kind and cash contributions and monitoring of project implementation; and a (2) Grants Manager, who will be responsible for quality control and the handling of agreement administration under the program in accordance with established terms and conditions and applicable regulations. These will include all project-related memoranda of understanding (MOUs), grants and subagreements.

David M. Kraus, previously Chief of Party for the USAID - AGEXPRONT Project, will be hired starting in October to fill the Project Manager position. His experience with USAID funded projects as well as Guatemalan private sector contacts and personal and professional skills and competencies placed him above the other eight candidates interviewed for the position. The candidates for the Grants Manager position are currently being evaluated by RTI Home Office staff and hiring is planned for mid- October.

As a result of the modification of the original cooperative agreement in July, which added a new scholarship component, the project created another new position: Scholarship Coordinator. This position will be responsible for assisting the Education Manager in several areas. First, the Coordinator will help with developing a final plan for the new Scholarship Program which must include a complete program description and M&E Plan that will be presented to USAID for review. Second the Coordinator will help develop the process by which scholarship candidates will be evaluated and selected, including guidelines and procedures for the Scholarship Selection Committee to ensure compliance and transparency of the process, proper administration of the scholarship program and adequate qualification requirements for institutions of higher education and universities. An ad in newspaper advertising this position was published and hiring is expected in October.

2.4 MANAGING PARTNERS, SUBAGREEMENTS, AND SUBCONTRACTS

URC. In addition to providing *Alianzas'* Health and Nutrition Manager, Ruth Elena de Arango, URC's role on the project is to keep the project technically up -to-date on MOH guidelines, norms and practices; MOH priorities (such as Maternal Mortality Reduction Plan); and specific MOH needs regarding private sector. As a result, the project attends weekly meetings with URC at *Calidad en Salud* offices. *Alianzas* is also broadening its health and nutrition relationships directly with the private sector companies to determine joint interventions and common issues of interest in the health and nutrition field.

During the year, URC home office staff made three visits to the project. First, URC's home office manager Peggy Koniz Booher came during the second quarter and focused on adapting tools and methodologies from existing health projects. Tisna Veldhuyzen Van Zanten, VP International

Division also visited during this same quarter in order to become better acquainted with the project. During the third quarter, a visit was paid by the newly assigned URC project coordinator for *Alianzas*, Erin McCarthy. Developing a first-hand understanding of the Project, Erin worked closely with Ruth Elena de Arango, *Alianza's* health and nutrition manager. They also discussed coordination efforts between URC's home and field offices, project technical assistance needs and next steps. Erin left a report on her visit with recommendations that included: (1) the need for weekly phone calls between URC/Bethesda and Ruth Elena de Arango to ensure she receives adequate and appropriate technical support; and (2) the need to increase communication and coordination between *Calidad en Salud* and *Alianzas*.

FUG. Over the course of the year, *Alianzas* developed a closer working relationship with *FUG* by holding regular meetings to provide guidance on technical priorities for subprojects, budget presentation, due diligence requirements, alliance forming and general orientation for new *FUG* personnel. During the Technical Review Committee meeting held during the second quarter, *Alianzas* approved five subprojects. During the third quarter, visits were paid to the communities where the *Amigos de la Escuela* projects were being implemented. *FUG* prepared its first quarterly report and turned it in to *Alianzas* at the end of the Project's third quarter. (See Annex E)

2.5 MAJOR ACTIVITIES

2.5.1 TEMPLATES

During the first quarter *Alianzas* developed a package of formats and procedures for grants solicitation; instructions to IPs on preparing proposals; an explanation of technical priorities (health, nutrition and education); a proposal format; a format on institutional experience and background information of IPs; financial reporting requirements and pre-award audits; and a description of the steps in the competitive process including grant selection criteria and how implementation partners will be selected. These were submitted to and approved by USAID. To standardize reporting and ensure compliance with project objectives and USAID, during the third quarter, *Alianzas* developed templates for "Sub-Contractor Profile" and "Due Diligence". These will be included in the package of forms and formats developed for IPs (see Annex F). Many of the templates included in the package were modeled on standard formats used by USAID. A Policies and procedures manual for administrative operations and reporting requirements was also developed and submitted during this quarter.

During this first quarter, *Alianzas* also developed and submitted to USAID for its approval a grid that identifies the types of in-kind contributions that would be accepted by the project. The form for reporting cash and in-kind donations from Alliance Partners has not yet been developed.

New templates for MOU's, Grants and Subagreements were developed at RTI's Research Contracts Office by Research Contracts Director, Chito Padilla in July (see Annex G). During his July visit, *Alianzas* staff in Guatemala was trained in the use of these documents according to the specific relationship, duration of intervention and subproject budget with each partner.

2.5.2 COMMUNICATIONS STRATEGY

During the first and second quarters, *Alianzas* finalized its corporate image and communication materials in English and Spanish in order to have them ready for distribution at the project launch

planned for April. The *Alianzas* corporate image, defined by the Project logo and tag line “*Alianzas* investing in Guatemala” is always accompanied by USAID and RTI logos when publicly presented. Staff developed a set of fact sheets that described the objectives and activities planned under (1) alliance building, (2) education and (3) health and nutrition. Since health and nutrition together is too broad topic, when the first set of printed materials have all been distributed, the project will separate the two areas and develop separate sheets in order to highlight priority activities under each one.

Along with fact sheets, letterhead paper and envelopes, business cards, and document covers have been printed with the logo and tag line. The Project also had acrylic banners produced to use during special events and other occasions when the presence of the *Alianzas* image is needed. The marketing concept and graphic design was created by The Ad Company, a local advertising firm with previous USAID experience in Guatemala. The Project also created an audiovisual presentation with written information and visual images to promote the project with prospective alliance and implementation partners.

Our website is still in the process of being designed and quotes for the best hosting and cost effectiveness are being evaluated. This will be finalized in the next quarter.

2.5.3 ALIANZAS LAUNCH

The public launch of the *Alianzas* Project was held at *Salón Los Reyes*, at the Hotel Marriott Guatemala, on Tuesday, April 26, at 7:00 p.m. In addition to the President of Guatemala and First Lady, more than 500 people from corporate sector, NGOs, government and USAID officials (including the Mission Director) attended as well as individuals and representatives of entities who had expressed support to the project since its planning stages, such as the Rotary Club. With contributions from *CentraRSE*, *Empresarios por la Educación*, *FUNDAZUCAR*, *FUNDESA*, *AGEXPRONT* and *FUG*, *Alianzas* was able to expand an approved (by USAID) guest list. Over one thousand invitations were sent out either electronically, through courier service, or delivered personally by *Alianzas* staff. The Promo Company, a public relations and media firm was hired to coordinate the event location at the hotel, including audiovisual and technical presentations, image, the coordination of the children’s choir and the handling of relations with the protocol office of the Presidency.

2.5.4 TECHNICAL REVIEW COMMITTEE

During the second quarter, the project Technical Review Committee (TRC) was formed, its membership determined and a manual describing the Committee’s role, its procedures and materials necessary for presenting proposals to the TRC were finalized.

During the third quarter, the TRC evaluated only 6 proposals out of 56 received from the “Open Call” for proposals published in all major newspapers in July. The six reviewed were the only ones that complied with the requirements of having their own matching funds and an implementing partner. Of the 56 proposals received as a result of the Open Call, 13 proposals involved health; 6 involved both health and nutrition; 5 involved both health and education; 3 focused on nutrition; 3 involved health, nutrition and education; and 25 focused only on education. Only 1 fell into an “other” category (none of the above). A chart with the description of all these proposals received can be found in Annex H.

To sum up the results of the work of the TRC for the year, the Committee met a total of four times and evaluated a total of 30 qualified projects. Of that number, 18 projects were approved, 4 were approved pending more information or a visit, 2 projects were put on hold pending the approval of the scholarship program amendment and 6 were not approved because the objectives did not match those of *Alianzas*. The approved projects represent approximately US\$4,056,792.49 in leveraged cash funding and US\$1,629,156.51 in in-kind contributions, for a total of US\$5,685,949 in funds from the private sector and US\$1,568,685.58 from *Alianzas*. For the first project year, these projects represent US\$7,254,634.58 for social development. Approved projects will be finalized into agreements during the next project quarter with start up expected by the end of October or early November.

2.5.5 PRIVATE SECTOR ADVISORY GROUP

The potential list of Private Sector Advisory Group members was approved by USAID and invitations were sent out. *Alianzas* also developed a guide which explains what the project expects from these meetings (see membership list below). Half of the permanent members of the PSAG will rotate each year so there is continuity as well as new ideas that will keep the project responsive to changing needs

Although initially *Alianzas* had established that PSAG meetings would be held twice a year, project staff in consultation with USAID determined that more frequent meetings were necessary. As a result, they will be held at the end of each quarter. By doing this, the project will receive more timely feedback on interventions, which will allow *Alianzas* to more frequently revisit fund raising and alliance building strategies to ensure they respond to alliance partner's interests. For example, with regard to channeling remittances, *Alianzas* would request opinions from fiscal and banking authorities as well as remittance brokers in the country; on scholarships *Alianzas* would invite faculty deans, private sector foundations which have experience with scholarship giving and, possibly, scholarship recipients to receive feedback on their experiences.

The first PSAG meeting was held on September 21, during a breakfast meeting at *Cascadia*. All members invited accepted the invitation and during this meeting *Alianzas* presented project results for the year. Isabel Stout, USAID CTO, and Julia Richards, Head of OHE were present on behalf of USAID.

The members of the PSAG concluded that their participation would be proactive in assisting the development of the annual work plan, developing strategies for specific interventions such as family planning and reproductive health, and promoting CSR practices in all approved projects.

The only activity involving the PSAG not completed during this year was developing a plan for capturing and channeling remittances for social investment. *Alianzas* approached fiscal authorities and the banking sector but there was little interest in pursuing this intervention. In Guatemala, remittances are the largest source of foreign currency and the main focus of investment is housing. During the next project year, another request will be made after researching banks and other remittance agents that have operations in the USA. The results of these future meeting will be presented to the PSAG for possible plan development.

PRIVATE SECTOR ADVISORY GROUP –PSAG- MEMBERS

Name	Institution	Position
Tere Ligorria	ALIANZAS	Director
María Silvia Pineda	ASAZGUA	Director
Rodrigo Bustamante	URC	Director
Mario Nathusius	CEMACO	President
Guillermo Monroy	CENTRARSE	Director
Héctor Centeno	SENACYT	President
Floralma Meza*	MOE	Vice Minister
Jaime Gómez*	MOH	Vice Minister
Arabella Castro*	PROPERTY REGISTRAR	Director
Barbara Kennedy*	RTI	Senior Technical Manager
Isabel Gutiérrez de Bosch	FUNDACION JUAN BAUTISTA GUTIERREZ	President
Isabel Stout*	USAID	CTO
Sra. Julia Richards*	USAID	Head OH&E

* These members participate as observers only.

The manual developed for the PSAG and minutes of the first meeting can be found in Annex I.

3. INCREASED AND IMPROVED SOCIAL SECTOR INVESTMENTS

3.1 PRIVATE-SECTOR ALLIANCES ESTABLISHED

3.1.1 PRIVATE SECTOR ALLIANCES

Alliance building

During this first year, some of *Alianzas'* most important activities have been related to developing and furthering relationships with our private sector alliance partners. *Alianzas* has focused our efforts on building close relationships with them and developing alliances that respond to both project objectives and our partners' corporate social responsibility (CSR) strategy. Since the start-up of *Alianzas*, eighteen alliances have been formed, five of them under the FUG subagreement. During the course of the year, the project has learned that the most crucial and time consuming part of actually starting and funding projects has been developing the necessary contractual documents that define each alliance. The other key but time consuming task has been to establish a detailed template that adequately tracks leveraging in cash as well as in kind contributions that meets all USAID and RTI requirements but is easy enough to use by all alliance partners. These include not only those who have strong private sector financial experience but also implementing partners who have little or no previous experience with a US government -related project.

The response from our private sector partners to the goals and objectives of *Alianzas* has been high. Although there is an updated list of contacts (see Annex J) and meetings that reflects the number and interests of partners and potential partners, the list cannot indicate the huge level of interest by these parties, including the number of calls *Alianzas* has received.

Some of the highlights related to alliance building include: *Alianzas* was asked to become a member of three of the most important organizations in the country involved with promoting CSR and private sector investments: *CentraRSE*, *Empresarios por la Educación*, and the Council for Private Companies, Foundations and Institutions (*CEFI*). With *CentraRSE*, *Alianzas* signed an MOU for the life of the project based on training in CSR best practices and channeling private sector projects and funds. This signing took place during the National CSR Conference in Guatemala City, and the witness to the signing was the Vice President, Eduardo Stein who arrived to deliver the closing speech. The project also established an alliance with *Empresarios por la Educación* specifically for BECATON, a multisectorial scholarship funding effort led by UNICEF in support of the Ministry of Education. The Council for Private Companies, Foundations and Institutions – *CEFI* – also invited *Alianzas* to participate and requested a proposal for a joint investment in a nation wide project, possibly related to health.

Implementing alliance partner public recognition and awards program

Alianzas also developed its first activity under the project's partner recognition program, the Alliance "Partner Recognition Breakfast", which was held in September and presented results achieved during the year. Glenn Anders, USAID Mission Director was the keynote speaker and partners received a CD with the presentation given during the event. More than 50 guests attended and each entity received a diploma to recognize their support. It was an excellent opportunity not only to present our results to a larger audience but also to establish contacts among partners. The event had outstanding attendance and was widely covered in the press. It was an excellent opportunity not only to present project results to a larger audience but also to establish contacts among partners. The invitation, presentation, diploma and press coverage can be found in Annex K.

3.1.2 LEVERAGING AND FUND RAISING

The leveraging ratio achieved during this first year was 3.5:1. This was in great part due to the ability to establish alliances among partners without needing to contribute cash funds and also the high amount of in kind contributions leveraged. Annex L contains a table summarizing these results. Based on this year's experience, the COP will document each case and prepare guidelines that can be rolled out in other projects similar to the Guatemala case.

Strategy development

Due to the large number of proposals received by the project, a specific portfolio menu of priority health, nutrition and education of activities was not developed but will be created next year. *Alianzas* has learned that health and nutrition activities must be presented to the private sector under a different, more proactive strategy since traditionally the topic of interest has been education. On the other hand, education funds are limited so these efforts will be directed to fundraising. During the second quarter, the project created an updated list and a database of networks of private sector businesses and associations.

Although *Alianzas* has developed a communications, public relations and media strategy (see section 2.5.2), the project has not yet finalized the formal leveraging plan or fund-raising

procedures (including the sales pitch). This will be done in October and November and follow the successful formula that the project has used to date. During the year, project staff evaluated the existing successful fund raising mechanisms in use Guatemala. For FY2006, specific options such as *Teletón*, *Raspa y Gana* (a scratch lottery) and alliances with retailers in collection processes such as rounding final sales will be considered.

Partners have received brand recognition, have contributed cash funds and in kind resources and therefore have obtained benefits for their business and better use of their social investment funds. An example of this is BECATON, a multisectorial scholarship funding effort led by UNICEF in support of the Ministry of Education. The corporate partners are varied in nature of their business but the public recognition received across the board has been a strong motivator to enter into nation wide alliances.

Developing alliances with the media

The project also established a number of close relations with media. For example, *Prensa Libre*, the newspaper with highest circulation in the country, granted *Alianzas* a 25% discount on all publications for the life of the project. Other newspapers and television stations have covered all *Alianzas* events and currently 3 proposals to hire permanent media coverage are being evaluated. This coverage includes interviews with editorial directors and publishing articles related to the funded interventions.

Fund raising events

During the year, two key fund-raising events were held. First, in May, *Alianzas* organized a successful fundraising event called *Primera Gala Blanco y Negro: Celebremos la Raíz de la Vida*. The event was planned in coordination with *Cascadia*, a fusion cuisine restaurant in Guatemala City and *Industrias Licoreras de Guatemala*. The objective of the event was to generate awareness and raise funds for reproductive health, specifically for promotion, early diagnosis and treatment of breast cancer. The main target beneficiaries for these funds will be low income women with no little or no access to quality health information and services. *Alianzas* organized the event which included *Cascadia* providing US\$1,052.00 in food, *Industrias Licoreras* donating US\$4,605.00 in liquor, and another 17 other companies and suppliers providing donations for the event, which included a silent art auction. Also 25 artists accepted the invitation to participate in the auction donating total or partial value of their sold pieces to the cause. *Alianzas* invited *APROFAM*, who provided mammograms and prevention pamphlets, and *the Liga Nacional Contra el Cáncer*, who will serve as beneficiary and the recipient of the funds raised. *Alianzas* agreed to match the cash raised through the tickets and artwork sold up to \$15,000.00. The event was a great success and raised awareness of the importance of early testing for breast cancer along with US\$22,714.00 for the cause, which included half of *Alianzas/USAID* funding.

Second, in August, as part of the *Creciendo Bien* alliance, an art expo and sales was organized with *Ana Lucía Gómez Art Gallery* and *SOSEP*. More than 20 Latin American artists donated part of the proceeds from sales of their pieces to this child nutrition program developed by the First Lady. *Alianzas* supported the event by inviting private sector representatives, art collectors and USAID officials. More than 200 people attended, achieving a record-breaking total sales of US\$65,800 which the project will match for a total investment of approximately US\$140,000. These funds will be assigned to priority communities in the highlands. Other private sector partners included *BAC (Banco de América Central; Voluntarias en Acción)* and *Industrias Licoreras de Guatemala*. Press coverage of this event is found in Annex M.



Wendy de Berger, First Lady, Mirna de Stein Vice President's wife, Julia Richards USAID Guatemala, Tere Ligorria, Ana Lucía Gómez

3.2 GREATER COMMUNITY INVOLVEMENT IN HEALTH AND EDUCATION

According to the criteria for the selection and classification of implementing partners, *Alianzas* updated the list of potential partners categorized according to the technical expertise and geographical area in which they have experience.

As part of promoting greater involvement in health and education, *Alianzas* created templates and guidelines for project proposals from community groups, NGOs and foundations. *Alianzas* ensured that guidelines and formats for proposal presentation were appropriate and according to the established IRs and LLRs. During the third quarter, *Alianzas* staff provided technical assistance to NGOs, community groups and Foundations that were interested in submitting proposals during the "Open Call for Proposals" announced in newspapers. Technical assistance provided included: how to present proposed projects; how to define and align objectives with those of *Alianzas*; how to design activities that will achieve such objectives, including adding expanding activities beyond construction. As already mentioned, *Alianzas* staff reviewed these proposals and helped organizations to revise them to better fit project goals and objectives.

Develop alliances among NGOs, companies, and other private sector entities.

In all approved projects, special attention has been focused on bringing together funding and implementing partners. An example was the breast cancer prevention awareness gala during which APROFAM met private sector partners and was able to present their health services portfolio to human resource departments of different companies.

Another important result was introducing Wings, an NGO based in Antigua that specializes in reproductive health, to FUNDAZUCAR, the CSR branch of the national sugar industry and one of the largest private foundations in the country. Both entities are working together to develop training programs and technical assistance that will benefit all the communities they work in.

Strengthen organized community groups that are part of an alliance partnership.

One of the goals of the alliance with CentraRSE is to strengthen community groups. Through this alliance the project now has access to 55 major companies in Guatemala and in turn, CentraRSE offers technical training in budget, project presentation and fundraising strategies to its implementing partners.

4. INCREASED ACCESS AND IMPROVED QUALITY OF BASIC EDUCATION

During the first year, *Alianzas* focused on opening channels of communication with the private sector, NGOs, Universities, Foundations and the Ministry of Education (MOE) in order to identify and create an inventory of potential funding and implementing partners, successful projects, and communities that could be considered as beneficiaries. The intent was to begin building a foundation of experiences that will give valuable information for the development of a portfolio of education projects. The initial compilation of NGOs working in the education field yielded information on program areas being addressed by different organizations as well as the location of current projects. *Alianzas* staff also gathered information project results to have valuable data to share with potential implementing partners who might replicate such projects.

After the program launch, the project received requests from different institutions that were willing to share their projects, results and needs. Some of these organizations brought their own funds and were asking for matching funds to expand and continue working in specific areas. These organizations included: Maya Works, *Universidad Rafael Landívar*, *Becatón*, *Amigos de la Escuela*, *Fundación Castillo Córdova*, *Fundación Castillo Love*, *Fundación Novella*, and Save the Children Inc. among others.

During the last quarter the TRC met and approved six projects in the education sector:

a. Welcome to School-Save the Children USA.

The project will increase access to education in coffee-growing communities of Guatemala. Funding will benefit 40 pre-primary and primary schools, and 2,400 secondary students.

b. Scholarships presented by *Kinal*

The project will increase access and improve the quality of education for students in rural and urban-marginal areas. Funds are directed to scholarships for 25 students with low income and obstacles to continue their studies.

c. *Amigos de la Escuela* by payroll deduction (*FUG*)

The project includes a school repair and infrastructure program that will benefit five schools sponsored by private sector companies in different departments of the country.

d. Becatón-ASIES¹

The Ministry of Education’s scholarship program is funded with governmental money, but it is insufficient to cover all students in different levels. Under this project, international organizations, the private sector and Guatemalan citizens will join efforts to raise money to cover 140,000 students in rural areas. The idea is to encourage all Guatemalans to come together and “invest” Guatemala’s children and the country’s future.

e. Teachers Training by *Fundación Novella*

The project will reinforce elements of the *Reforma Educativa* through training sessions for First and Second grade teachers in *El Progreso*. The project’s goal is to involve all teachers in *El Progreso* and measure impact by monitoring and evaluating the learning process.

f. Fotokids by American Society

The Project will help break the cycle of poverty through education and give students a set of skills which can lead to employment, leadership and an opportunity to continue their education.

Annex H contains the list of all education-related proposals submitted.

4.1 IMPROVED ACCESS, QUALITY, AND EFFICIENCY OF BASIC EDUCATION

4.1.1 INCREASE COVERAGE AND QUALITY OF PRE-SCHOOL, PRIMARY, AND SECONDARY EDUCATION

During the first year *Alianzas* gathered information on Ministry of Education guidelines to ensure that the project follows those guidelines and supports its educational goals. Meetings with Technical Vice Minister Floridalma Meza, Indigenous Vice Minister *Celso Chaclàn* and *DICADE*’s Director, *Herminia de Muralles*, were instrumental in defining MOE goals and priorities and helped to define the projects and activities that could be supported by *Alianzas*. The project team received information about the MOE’s strategy for teacher training as well as the calendar it follows throughout the year. It was explained to *Alianzas* that no training session would be permitted without MOE permission. It was also made clear that the new government is moving to close oversight and control over department-level education activities throughout the country. With *Dicade*’s Director and co-workers, *Alianzas* developed the broad outlines of a project

¹ As a result of the *Becatón* project, *Alianzas* was recognized for having strong and effective communication with the private sector. UNICEF and the Ministry of Education had asked *Alianzas* to mobilize the private sector for the implementation of the project; the response was tremendous as 18 companies are now participating in this effort.

called “*Creciendo Bien* in the school” and also defined the type of materials that they were interested in developing in both Spanish and Mayan Languages.

Alianzas also received the list of MOE’s programs that focus on increasing access to education. Among them was PRONADE, a program that will be supported with the approved *Alianzas*-sponsored project, “Welcome to School”; and Telesecundaria and SAT, which are focused on increasing access to secondary education. *Alianzas*’ support of the latter program was put on hold pending approval of the modification where it will be covered by new scholarship program

In other meetings with private sector organizations such as FUNCAFE, *Alianzas* collected information on a variety of successful education (including scholarship) programs being implemented in Guatemala. These included: *Programa Escuela Activa Rural* (Active Rural School), *Proyecto de Becas Proniño* (Scholarship program for boys in rural areas), *Proyecto de Becas AMC-Target* (Scholarship Program for boys and girls in marginal areas), *Proyecto IPEC/OIT Sector Café* financed by IPEC-OIT, *Becas para la Paz* (Peace Scholarships), and *Proyecto de Telesecundaria* (Active Learning in Secondary School). *Alianzas* also shared information with PAEBI, learned about its methodologies, and discussed a potential alliance. Other successful groups/programs the *Alianzas* team met included: AGES (a program that provides scholarships for secondary students, where students received the money and do social work with younger students); Mayan Works (which supports a program with to support women in business -- a percent of earnings is directed to scholarships in the community); *Asociación Enlace Quicé*, (which helps students improve their computer skills; and *Fundación Castillo Love* (which promotes literacy for young adults and mothers).

4.1.2 INTEGRATE HEALTH/NUTRITION AND EDUCATION PROGRAMS

During the first quarter, *Alianzas* developed a list of minimal criteria for the design and implementation of integrated health and education projects. *Alianzas* Health and Education Managers shared information about possible projects in both sectors to look for opportunities for integration. The managers also collaborated on compiling an inventory of successful integrated projects and methodologies as a basis for developing criteria and guidelines for proposal preparation. Guidelines and a proposal format for integrated health and education projects have been developed, and are ready to be presented to the MOE and MOH for their approval.

During the second quarter, *Alianzas*’ Health and Education Managers developed an integrated project called *Escuelas Promotoras de la Salud*, which includes a number of integrated health and education activities that go beyond addressing infrastructure problems.

During the third quarter, *Alianzas* worked closely with the MOE and MOH to prepare an implementation plan for a major integrated project, *Creciendo Bien en la Escuela*. Both the MOE and MOH presented programs they already implement in schools, and the team learned that all initiatives toward school improvements have been focalized through the *Juntas Escolares* in order to reinforce community organization and the administration of funds. In October the *Creciendo Bien* project proposal will be submitted to both Ministers for their approval.

4.1.3 INCREASE INVOLVEMENT OF PARENTS AND COMMUNITIES TO MAKE IMPROVEMENTS IN CLASSROOM PERFORMANCE

During the third quarter, *Alianzas* collected information on *Juntas Escolares*. The MOE has established this program as the link between parents, teachers, schools and MOE authorities. All administrative, remodeling, and extra curricular activities done at a school will be managed and supported by the *Junta Escolar* program. Every *Junta Escolar* will be composed by parents, members of the community and the principal of the school; their main goal will be to assure a transparent and sensible use of funds donated by the MOE. During the development of the *Becaton* Project, it was determined that *Junta Escolar* will directly receive the funds and will administer them according to the needs of the school. Funds will be directed to first and second grade students and their classrooms.

MOE guidelines on responsibilities given to organized communities were verified by *Alianzas* during the second and third quarters, including the role of each member of the community and how parents could be involved in the process. The *Creciendo Bien en la Escuela*, an integrated health-nutrition-education project that will be implemented in schools with parent involvement through *Juntas Escolares* follows such guidelines. The guidelines and formats are ready to be presented to Ministry of Education and Ministry of Health for their approval.

4.1.4 TRAINING TEACHERS AND PRINCIPALS

Alianzas met with MOE officials and received information about the Ministry's teacher training strategy, guidelines and the teacher training calendar for the year. MOE officials explained that any teacher training activities supported by *Alianzas* must be approved by the MOE. With DICADE's Director and staff, *Alianzas* worked on defining topics that would be covered in project-supported teacher training sessions and the times which these sessions could take place.

Since teacher training supported by the MOE is conducted through NGOs or foundations, *Alianzas* staff held information gathering meetings with the organizations which have had the most successful teacher training experiences with communities in greatest need for education. These included: FUNCAFE, PAEBI, Proyecto MEDIR, Enlace Quiché, COED, Universidad Rafael Landívar, PAEBI, Maya Works, DICADE, Programa Nacional de Autogestión para el Desarrollo Educativo (PRONADE), Programas de Becas. The project also met with potential partners interested in expanding and improving teacher training such as Mercy Corps, Editorial S y M, AGEXPRONT, SOSEP, Programa de Becas para la Excelencia, Becatón. Using the "Activity Close Out Reports" provided by USAID, the project created a list of programs already being implemented in order to see the possibility of continuing with the effort.

During the year, the *Alianzas* TRC approved several projects with a strong teacher training component: Tecnología en Tecpán by COED, Capacitación de maestros by Novella, Welcome to School by Save the Children, Computer Lab by Camino Seguro, Amigos de la Escuela Phase II, Escuelas Demostrativas del Futuro by Siemens.

4.1.5 PROVISION OF SCHOLARSHIPS TO PROMOTE THE ENROLLMENT AND RETENTION OF CHILDREN IN SCHOOLS

Section 4.1.1 describes project work concerned with gathering research results on current scholarship programs operating in Guatemala. *Alianzas* assessed current and past initiatives—

such as those of *FUNCAFE* and *FUNDAZUCAR*, among others—and met with the organizations that have expertise in this program area to collect their results and gather lessons learned.

As also discussed, *Alianzas* coordinated with the MOE to develop the project's scholarship strategy, including possible recipient schools. The recipient schools will be located in the 110 municipalities defined by INE as municipalities with high rates of unsatisfied need and by Ministry of Education as having low coverage, high repetition and high drop out rates. The program will focus on *Huehuetenango, San Marcos, Alta Verapaz, Quiché, and also in Baja Verapaz, Chimaltenango, Chiquimula, Izabal, Jalapa, Jutiapa, Quetzaltenango, Retalhuleu, Santa Rosa, Sololá, Suchitepéquez, Totonicapán, Zacapa, Petén y Escuintla.*

During the third quarter, *Alianzas* was invited by UNICEF, *Empresarios por la Educación* and the Ministry of Education to a meeting to discuss how to involve the private sector in the *Becatón* Program, which collects funds for scholarships for poor out-of-school elementary-level children from the 110 municipalities where education rates are the lowest. To plan the implementation of *Becatón* and engage the private sector, *Alianzas* held different meetings with owners and General Managers from *Cemaco, Telefónica, La Fragua, Mc Donalds, Hotel Princess Reforma, Hoteles Porta, Paleta, Corona Paint Center, Distelsa, Super Tiendas Max, Zapaterías Cobán, Magno* and *Magno Music Center, Tre Fratelli, Sarita, Agencias Way, Domino's Pizza, and Bancafé.* All agreed to participate. Guatemalan citizens were also asked to donate their change to the cause and *Alianzas/USAID* will match donations up to \$300,000.00.

Another important activity that will contribute to enrollment and promotion of students is the basic education scholarship program that is covered under the Cooperative Agreement modification. This program will target mainly indigenous youth from rural and marginal areas between 10-25 years of age. The scholarships will cover basic education, adult literacy training, and teacher training. Program content will also include appropriate outreach, leadership and life skills training. Three types will be offered: elementary scholarships; secondary and youth scholarships; and higher education scholarships. Next quarter, *Alianzas* will form a committee to establish the selection criteria for institutions and students.

Project activities related to announcing the scholarship programs, setting up a review committee and holding the first round of review/approvals were put on holding pending the signing of the modification.

4.1.6 COLLECT INNOVATIVE MATERIALS AND INSTRUCTIONAL RESOURCES FOR USE BY POTENTIAL IMPLEMENTING PARTNERS

Although the project collected some materials and other instructional resources for possible use by IPs, relatively few have been collected so far nor have guidelines been developed for their use in rural areas. This activity will take place during the next quarter.

4.2 INNOVATIVE APPROACHES APPLIED TO INCREASE AND IMPROVE EDUCATIONAL OPPORTUNITIES

During the year *Alianzas* met with and received information from different organizations and foundations that have developed methodologies to improve educational opportunities for children and adolescents. These include: *Escuelas Demostrativas del Futuro, Enlace Quiché, and COED.* The innovative program *Escuelas Demostrativas del Futuro* will begin working in 12 schools

where teachers are currently receiving training in order to give technological opportunities to children in Quiché and Quetzaltenango by integrating the use of computers in schools. *Alianzas* also had a brief meeting with *Proyecto de Desarrollo Santiago (PRODESSA)* and shared initial information on how to present proposals. Approved *Alianzas*-supported projects that involve innovative approaches designed to increase and improve educational opportunities include:

a. Computer Labs by COED

The project, which will improve access to technology for students living in rural areas and benefit 500 students from El Tejar, Chimaltenango, will require matching funds for technical assistance and teacher training.

b. Computer Labs by Camino Seguro

The project will give students improved access to computer labs and develop their technological skills; it will take place in an urban marginal area in Guatemala City.

c. Escuelas Demostrativas del Futuro by Siemens

To improve schools, the project includes the installment of a computer lab, books for the library, teaching materials, teacher training, Internet access, and audiovisual aides such as DVD, TV, cable.

d. Extension of the program: “Educación Integral Nuevo Milenio” by Fundación Ramiro Castillo Love

Fundación Ramiro Castillo Love has worked with *CONALFA* since 2001 in a joint literacy program. Both entities share expenses of technical personnel, materials, books, training sessions, monitoring and evaluation activities. The *EDINUME* program has worked in literacy program for older girls and women in *Momostenango, Chichicastenango, Jocotán and Camotán*.

4.2.1 INCREASE ACCESS TO AND STRENGTHEN EDUCATION, ESPECIALLY SECONDARY EDUCATION, THROUGH ALTERNATIVE DELIVERY SYSTEMS.

As already described in section 4.1.1, information was collected on private and public sector delivery systems and current approaches. In addition, *Alianzas* met with *Telesecundaria*, Enlace Quiché, COED and AGES, to collect information on some of their successful approaches as the MOE is interested in expanding such programs to other communities. These approaches will be useful for the development of future *Alianzas*-supported projects.

During the third quarter, *Alianzas* focused on developing the scholarship program planned under the CA modification, which will help increase access and strengthen education at all levels, including secondary education. The program will include scholarships for secondary school attendance near students' homes, scholarships in institutions away from students' homes, and youth scholarships

The following sub-activities planned for the year: create a list of *Institutos por Cooperativa*, their models and approaches; and, develop a package of successful alternative delivery programs and tools for implementing partners, have not yet been carried out. These are planned for implementation during the second project year.

4.2.2 INTRODUCE INFORMATION TECHNOLOGY FOR TEACHERS AND STUDENTS.

Alianzas staff found some technology-related interventions but these were limited to only a few schools due to the lack of resources. The MOE has plans to work with 12 schools and equip them with computers, providing appropriate technology training to teachers. This program is called Demonstration School of the Future (*Escuelas Demostrativas del Futuro*). As part of project efforts to develop an inventory of current approaches and programs for the introduction of TIC/IT in education, *Alianzas* met with the director of *Escuelas Demostrativas del Futuro*. Discussions focused on the viability of the model and suggestions were made about how to improve it. To date, *Alianzas* has supported one of those schools, and the results from this activity will be assessed during the following project year.

Alianzas also met with *Enlace Quiché* a program financed by USAID/Guatemala. As part of this program the Centers for Excellence in Bilingual Technological Learning (CETEBI) were established, and students were able to have access to bilingual education with technology. Teachers were trained with this methodology and students developed materials to be used in other areas.

Although *Alianzas* did not have time this year to analyze or revise skill development software and develop guidelines, *Alianzas* did analyze the methodology used by the schools supported by COED. With this methodology teachers are trained in using the computer as a tool for instruction and students develop technical skills to use the computer as a tool for their own learning. The methodology involves students in an active learning process through the development of projects.

4.2.3 IMPROVE EDUCATIONAL MATERIALS

Some samples of educational materials were collected by the project; more will be collected during the next project year.

5. INCREASED USE OF HIGH-QUALITY MATERNAL, CHILD, AND REPRODUCTIVE HEALTH SERVICES

During this year, much of the work focused on start-up, collecting information and reviewing best practices for child and reproductive health programs. Guidelines and formats for appropriate proposal presentations for health and nutrition projects as well as strategies to categorize different types of in-kind donations were developed. Informational materials outlining the priorities for maternal and child health and family planning practices were analyzed by the *Alianzas* team in an effort to arrive at a congruous strategy in line with national guidelines and norms. *Alianzas* also conducted meetings and seminars to assist the development of proposals for this component.

Periodic meetings were held to coordinate with *Calidad en Salud*, the *MSPAS* RH Program, and *MSPAS/UPSI* to explore collaboration possibilities and to organize efforts to work in compliance with the latest official guidelines and IEC materials. The meetings were held with initial contacts and organizations that conduct programs in nutrition, maternal, child and reproductive health. Project ideas were revised and selected based on the expertise of the project technicians before the first open call for proposals.

During this period, *Alianzas* determined that many different organized intervention efforts focused on achieving better nutrition and dietary and hygiene practices exist throughout the country. Such interventions include: *AIEPI AINM-C*, *Creciendo Bien* and *Mejores Familias* of *FUNDAZUCAR*. All of these efforts conduct monthly growth monitoring, use similar tool kits and materials, provide weekly supplementation of micronutrients and develop educational activities for mothers. Furthermore, these strategies correspond with *Alianzas* IRs and LLRs and are in the process of implementation in different communities throughout the country, thus increasing the impact of efforts by the Ministry of Health to reduce malnutrition.

The technical team developed a proposal presentation to encourage private sector social investment in reproductive health, which included possible economic benefits to companies. This proposal was presented to both *APROFAM* and the project coordinator of *Fondo Unido de Guatemala*, to facilitate alliances among their partners with *APROFAM* as the implementing partner. The *Alianzas* team held several meetings with Center of Corporate Social Responsibility (*CentraRSE*) to begin an alliance and to encourage the incorporation of reproductive health services into their agenda. *APROFAM* management was encouraged to become a *CentraRSE* member. Both *Alianzas* and *APROFAM* agreed to work together in CSR programs to support the inclusion of reproductive health services into their programs to benefit the workers.

The *Alianzas* technical team developed a proposal to expand interventions under the *Amigos de la Escuela (FASE II)* program which includes detailed health, nutrition and education objectives. *Alianzas* invited representatives from the Ministry of Education, Ministry of Health, PAHO/WHO and *SOSEP* to discuss potential integrated activities between these institutions. The objective of this project is to educate children, youth, teachers, parents and community members on best practices in health and nutrition.

A closer working relationship was developed with *FUG* and meetings were held to provide technical guidance on health and nutrition component priorities. At this moment, the *Alianza* team is awaiting several projects that will fulfill requirements in these areas.

Efforts have focused on working with with NGOs and other organizations that have presented proposals in nutrition, maternal, child and reproductive health for clarifications and modifications. Also meetings were held with other possible partners such as Project HOPE, WINGS, *FUNDABIEM*, *CASAMAR*, *Compañía Guatemalteca de Niquel* and *Fundación Rajshe*, among others.

5.1 IMPROVED AND EXPANDED FAMILY PLANNING SERVICES AND INFORMATION/EDUCATION

5.1.1 EXPAND REPRODUCTIVE HEALTH (RH), FAMILY PLANNING AND STRENGTHEN INFORMATION, EDUCATION, AND COMMUNICATION (IEC).

Proposals were revised and consequent telephone conversations were held with different organizations that presented proposals for this health component. Recommendations were discussed on ways to identify and attract other potential donors. Finally, meetings were conducted with *MSPAS MSPAS/UPSI* to coordinate with these programs on the latest RH norms

and IEC materials and to assure that proposals submitted will not duplicate other efforts in the country.

Through websites and hard copies of program materials, a review was made of successful RH initiatives, lessons learned and best practices of existing project/programs, including those of different those of such groups as the CATALYST project, URC and others.

Training guidelines for RH implementing partners was completed in third quarter. During this quarter, an alliance was initiated between WINGS and *FUNDAZUCAR* in order to strengthen the reproductive health component in *FUNDAZUCAR* projects. The two institutions had already initiated alliance work via a training activity in which WINGS conducted a training workshop for *FUNDAZUCAR* facilitators. Also *APROFAM* is supporting WINGS with methods, materials and in other logistical aspects. A highlight of these efforts culminated in a meeting with *FUNDAZUCAR*, WINGS and *APROFAM* at the same table, resulting in an agreement to coordinate efforts.

5.1.2 INCLUDE REPRODUCTIVE HEALTH ON AGENDA FOR CORPORATE SOCIAL RESPONSIBILITY PROGRAMS

As a result of *Alianzas*' proposal to encourage private sector social investment in reproductive health, *APROFAM* presented specific reproductive health projects to *FUG* and to *BANCAFE*.

The first draft of the design of *Sala Situacional* on Reproductive Health for Private Companies was penned, to be finalized during the first quarter of 2006.

5.1.3 RH FOR SPECIFIC UNDERSERVED GROUPS.

During this year, successful RH/FP initiatives for adolescents and men such as the *Asociación Guatemalteca de Educación Sexual (AGES)* and *APROFAM* were reviewed for lessons learned. The project also met with the Adolescent National Commission and Reproductive Health Program and obtained guidelines to work with this age group. Guidelines for potential implementing partners for addressing needs of adolescents were developed during the second quarter. These guided the *Escuelas Promotoras de la Salud* proposal (phase II of *Amigos de la Escuela*) *Alianzas* has not developed guidelines specifically for men as they are currently being addressed by the National RH Program.

The project also conducted meetings with organizations such as *AGES* to present proposals for the dissemination of information on reproductive health for underserved populations. Other proposals were presented by *APROFAM* to *FUG*.

5.2 IMPROVED AND EXPANDED MATERNAL CHILD HEALTH CARE AND INFORMATION/EDUCATION

5.2.1 EXPANSION OF AIEPI AINM-C AND STRENGTHENING OF IEC SKILLS

During this year, consultations to *MSPAS* and *UPSÍ* were made in order to obtain the current norms, modified training procedures and the information system used for the *AIEPI-AINM-C* strategy.

There were also working meetings with *ASOREDES* along with representatives from their 9 member networks to encourage them to present proposals to extend coverage of this strategy.

The Mercy Corps draft proposal, an initiative to work in Tukurú, Alta Verapaz to strengthen *AIEPI AINM-C*, was revised and negotiated. A coordination meeting was held with authorities of MOH and a meeting is currently pending in conjunction with Mercy Corps.

A proposal was also presented in which *CentraRSE* would collect funds for a national Rubella vaccination activity (see Annex N). The central idea is to encourage private sector companies to organize and sponsor the vaccination of their employees and families.

FUNDABIEM presented a project proposal *Campaña Nacional para la Prevención de la Discapacidad, con Énfasis en la Mujer* to strengthen its traditional treatment activities, which will include a national prevention campaign targeting women of reproductive age and future mothers. The campaign will be focused on ways to prevent and detect early disability problems in children. The project seeks to inform new mothers on recognizing disability signs in their children as to reduce the severity of these cases.

Through coordination with the URC-managed program, *Calidad en Salud*, and the MOH, an agreement was reached that all *Alianzas* IPs will use existing IEC materials and tools to maintain a standardized message to the population and avoid duplicating efforts and resources. These materials include training guidelines for IPs in quality service delivery according to national norms.

5.2.2 INCREASE THE NUMBER OF BIRTHS ATTENDED BY QUALIFIED HEALTH PERSONNEL AND STRENGTHENING OF THE REFERRAL AND RESPONSE SYSTEMS

The project reviewed successful initiatives in running maternity homes, community maternities, and use of situational analyses by implementing partners. Proposals were received to strengthen *Casas Maternas* and to train traditional birth attendants. Meetings were facilitated with USAID health and nutrition experts to discuss key points related to these proposals. All parties agreed that more information and evaluation is needed to make the decision on whether funding maternity homes is the most effective intervention available. Inquiries will be made with USAID Washington officials to further investigate this topic and additional information was requested from PCI. Follow-up was given to coordination efforts with *PROCONDE*, the institution in charge of the research effort entitled “*Fortalecimiento de la atención materna-neonatal en el segundo nivel de atención: Fortalecimiento de la Estrategia de Hogares Maternos*”. The technical team will utilize the findings, conclusions and recommendations of the report in the final decision on whether or not to collaborate with *Casas Maternas*.

A proposal was received from the Save the Children - USA project *Salvando la Vida de Madres y Recién Nacidos* for the *Ixil* area. It was approved by the TRC with a pending visit. This proposal addresses the need for IPs to coordinate with the local public health system in order to improve referral and response. This would have positive impact on saving lives of mothers and newborns and was approved by the TRC pending a visit.

The project developed guidelines for training community health care providers in essential obstetric care and strengthening of the referral and response system. Coordination efforts were held with *Calidad en Salud* and the decision was made to use the official *MSPAS* RH Program and *MSPAS/UPS* guidelines.

As a result of an agreement with the MOH, guidelines used for community and women’s training to recognize danger signs will be those officially approved since they have recently been updated.

5.2.3 STRENGTHEN COMMUNITY PARTICIPATION AND IMPROVING QUALITY OF SERVICES

The possibility of developing guidelines for IPs who want to work in MCH, including adopting the community participation model that is part of the AIEPI AINM-C strategy (which includes emergency plans) was explored. However, all IPs which are currently active in delivering health services have already adopted MOH guidelines since their recent revision and update. As agreed with the MOH, *Alianzas* will support and reinforce these efforts in order to maintain a consistent message and format for public communication.

At year end, *Alianzas* still has not engaged IPs to deliver services, so checklists for facility quality assurance and training according to updated norms has been postponed to the next project year when health services delivery will be rolled out through IP projects.

5.3 BETTER NUTRITION AND DIETARY AND HYGIENE PRACTICES

5.3.1 REDUCE CHRONIC MALNUTRITION AND MICRONUTRIENT DEFICIENCIES.

During this quarter it was determined that many different organized intervention efforts exist in the country. Examples include *AIEPI AINM-C*, *Creciendo Bien* and *Mejores Familias* by *FUNDAZUCAR*. All of these strategies have been accepted for alliance projects. To the date, *Alianzas* is coordinating efforts with *Creciendo Bien* (21 communities), *Mejores Familias-FUNDAZUCAR* (72 communities) and Mercy Corps (in negotiation 68 communities).

Rather than develop a new tool kit for use by IPs to incorporate *AIEPI AINM-C* as the main strategy to reduce malnutrition *Alianzas* will use existing tools kits developed by *AIEPI AINM-C*, *Creciendo Bien* and *Mejores Familias* by *FUNDAZUCAR*. These groups conduct monthly growth monitoring, have similar tool kits and materials, and provide supplementation of micronutrient and educational activities for mothers. The strategies used by these groups correspond with *Alianzas* Project IRs and LLRs and are being implemented in different communities throughout the country.

As part of Identifying potential IPs who work/are interested in designing subprojects to reduce micronutrient deficiencies and improve feeding and hygiene practices, *Alianzas* provided technical assistance to *Creciendo Bien* to establish project budget guidelines. It was necessary to obtain the real costs of each intervention in order to compare it with other like initiatives. For example, training and production of educational materials are obtained through other donations and this cost was not reflected in the original budget. Still, these expenses are indispensable and must be included for further implementation and sustainability. These results of this analysis will be useful to determine cost-benefit similarities between similar projects.

Guidelines were developed by the project to involve companies and schools in programs to prevent malnutrition and micronutrient deficiencies and improve hygiene practices. Programs such as the Phase II portion of *Amigos de la Escuela* (which was presented to the First Lady her approval) were developed to improve nutrition and hygiene practices. Under the *Creciendo Bien en la Escuela* project, companies are engaged as funding partners and schools as implementing partners with the community, to prevent malnutrition and micronutrient deficiencies and improve hygiene practices in school age children.

The following list summarizes health and nutrition projects that have been approved by the TRC, listed by LLR.

LLR 3.3.1 Improved and Expanded Family Planning Services and Information/Education

To date, no specific family planning project has been presented to the TRC. However, family planning components can be found in integrated projects such as *Creciendo Bien* and *Mejores Familias*.

LLR 3.3.2 Improved and Expanded Maternal and Child Health Care and Information/Education

a. *Celebremos la Raíz de la Vida*: fundraising activity APPROVED

Cascadia Restaurant and *Industrias Licoreras de Guatemala* sponsored a concert and cocktail party to create awareness and promote preventive care related to breast cancer. *Cascadia* invited its suppliers and a total of 17 private sector companies to participate. Additionally, 27 Guatemalan artists supported a silent art auction by donating their work. Target beneficiaries for funds raised will be low income women with little or no access to quality health information and services.

b. Increase access and quality of health services presented by Mercy Corps PENDING INFORMATION

The project will improve reproductive health with special emphasis on family planning, training and community involvement, life-saving emergency plans and promotion of *AIEPI AINMC* in 68 communities of *Alta Verapaz*.

c. *Salvando la Vida de Madres y Recién Nacidos* presented by Save the Children USA APPROVED pending visit

The training Model “mujer a mujer” is designed to improve and expand reproductive health services, maternal and child, specifically for indigenous women. This project receives funds from the San Simon Fund and will expand the target population with USAID funds for an additional 150 women of reproductive age; 48 health providers; 200 health facilitators and 81 traditional birth attendants.

d. Campaña nacional para la prevención de la discapacidad, con énfasis en la mujer. Presented by FUNDABIEM APPROVED

FUNDABIEM presented a project to strengthen its traditional treatment activities. The campaign will be fixed on means to prevent and detect early disability problems in children. The project proposal contains a large in-kind donation from the private sector in the form of mass media communications.

e. *Facilitación del Acceso a Servicios de Salud con Calidad, Seguridad Alimentaria y Nutricional a los Habitantes de las Ciudades Dormitorio, Urbanas y Rurales, del Sur de la Capital de Guatemala* presented by NUESTRAS CLÍNICAS/FALACON PENDING INFORMATION

The project is aimed at Guatemalans with little or no income to pay for health services. Public and private funds will be combined to have a greater impact and optimize the investment while providing access to health, nutritional and food security services. The project has three components: 1.) Behavioural change through a communication campaign 2.) Monitor the growth of children, and 3.) Provide quality medical attention to women in reproductive age and children.

INTEGRATED PROPOSALS

LLR 3.3.2 Improved and Expanded Maternal and Child Health Care and Information/Education and

LLR 3.3.3 Better Nutrition and Dietary and Hygiene Practices

a. *Creciendo Bien* presented by SOSEP

APPROVED

The project intends to improve nutrition practices by training mothers and women in reproductive age in each community. Training activities will include topics on food security and malnutrition prevention. The project will kick-off activities with funds from the *Asociación de Padres de Niños Guatemaltecos Adoptados en Murcia España*. Two fund raising activities were also approved to collect funds for this project (Baptist Health Conference and an art sale in the Ana Lucia Gomez Gallery). Other activities will be planned to collect funds for *Creciendo Bien*.

b. *Mejores Familias* presented by FUNDAZUCAR PENDING INFORMATION

APPROVED

The project will focus on women of reproductive age and includes training, promotion and monitoring of growth in children of less than 5 years of age, development of self management skills, decentralization, and citizen and community participation. The *Alianzas* COP, Health Manager and USAID CTO, Isabel Stout, visited the FUNDAZUCAR program in order to evaluate the program *Mejores Familias*. Recommendations included the selection of the poorest communities as well as other communities to be proposed by FUNDAZUCAR management.

6. MONITORING AND EVALUATION

A Monitoring and Evaluation Plan was developed and submitted to USAID for written comments and approval in May. Receipt of these comments was still pending at the end of the project year. As part of the plan, the *Alianzas* team identified critical core indicators, process indicators and a list of optional indicators to be used to measure results of the whole program (optional indicators only apply to projects with implementing partners). *Alianzas* also developed general M&E guidelines that IPs must comply with to monitor project implementation and evaluate success. Together, the implementing partner and *Alianzas* technical team will select indicators they determine are the most appropriate to the specific objectives and activities of each project, as well as those that will contribute to the expected results of *Alianzas*. Each project M&E plan will be designed to meet the needs and interests of the implementing partners, USAID, the funding partners and *Alianzas*. With reference to the CAM Strategy PMP provided by USAID as well as project IRs and LLRs, *Alianzas* drafted a menu of indicators that implementing partners should

use to measure program progress. While assuring that results will continued to be tracked, the nature of this new and innovative program, the project will retain some flexibility in M&E planning to make mid-course corrections as it gains more project implementation experience .

During the last quarter *Alianzas* requested that a proposal for M&E work done under the project be submitted from IDIES – the economic and social development research unit at *Universidad Rafael Landívar*. This proposal will be reviewed during October and a decision will be made if outsourcing this function would be more cost-effective than hiring a new staff person to perform this function.

Pending approval of *Alianzas'* M&E plan by USAID, IPs that are currently implementing projects, such as *Liga Nacional Contra el Cáncer*, *Creciendo Bien*, *Amigos de la Escuela*, and *Kinal*, will use their existing M&E systems to report required data.

7. LESSONS LEARNED AND SUCCESS STORIES

During the year, *Alianzas* gained valuable experience and learned many lessons in terms of working with a myriad of private and public sector partners; understanding the priorities, interests and CSR strategies of funding partners; and establishing networks based on common interests. The most relevant lessons for the project included:

- Need to have templates with binding documents, such as Memos of Understanding, small grants, etc., developed in English and in Spanish and approved by USAID before open call for proposals.
- It is very important to have staff in place that have USAID grant management and USAID project management skills.
- Project office is currently located in the USAID building. This had its advantages for startup. Now as the project continues the disadvantages of this location up weigh the advantages. The access to this building is limited due to inadequate parking, limited office hours due to building being closed during US government holidays and for security reasons resulting in the need to hold regular working meetings or events in hotels. This has proven to be very costly. In addition, staff have been forced to go to meetings at partners offices, increasing their time in traffic. Need to review this office situation with USAID early in the next fiscal year.
- Despite having gotten into the role coordinating fundraisers and matching funds and this being more time consuming than expected, the increased project visibility and contact with other partners has been advantageous. *Alianzas* is seen as the common link between other partners.
- Most of the proposals received during the year did not comply with basic requirements requiring much time from *Alianzas* to guide applicants through the process. A much more cost effective way to solve this issue would have been to have a training seminar prior to the open call for proposals to all interested parties. *CentraRSE* will provide this technical training according to required standards.

- Working through existing networks to become part of an alliance has proven much more effective than independently visiting each potential partner. Cases such as *Celebrando la raíz de la Vida*, *Becatón*, Miami Baptist Health Conference, *Ana Lucía Gómez* Art Expo and *FUG* have allowed us to establish contacts and leverage resources from many partners, all committed to the same activity. This saves times, increases effectiveness and opens possibilities to a wide range of partners.
- There is more interest in education than in health by the private sector. We need to design special marketing initiatives such as open call for health (especially for reproductive health) only proposals for implementing partner.
- Since this project is new and contains so many innovative features, it has proven difficult, and may actually be counterproductive (at the very least a waste of resources), to write detailed 5 - year plans. There is simply not sufficient information yet to plan in detail five years in advance. As a result, staff have spent many months of effort developing these plans, when they time may have been more usefully spent on other activities, such as formulating partnerships, spending time strategically monitoring each partnership, etc.

Annex A: Implementation Plan Timeline

Annex A. Implementation Plan Timeline

Strategy/Activity	Responsible	Quarter		
Project Management				
Management		Q1	Q2	Q3
Develop Five-Year Strategic Plan	Team			
Develop Annual Work Plan	Team			
Develop Five-Year M&E Plan	Team			
Prepare Quarterly Reports	Team			
Develop templates for project reporting	Team			
Form Private Sector Advisory Group (PSAG)	Chief of Party			
Form Technical Review Committee (TRC)	Team			
Set up office	Team			
Complete hiring of staff	Chief of Party/RTI			
Develop policies and procedures manual	Financial Manager			
Conduct inventory of equipment	Financial Manager			
Sign URC Agreement	RTI Home Office			
Hold project launch	Team			
LLR 3.1.3: Private Sector Alliances Established				
Fund Raising Strategy		Q1	Q2	Q3
Finalize fund-raising procedures including sales pitch to attract alliance partners	Chief of Party			
Develop materials for fund-raising presentations	Chief of Party			
Develop portfolio menu of priority health, nutrition, and education activities	Chief of Party			
Update list and networks of private sector business associations	Chief of Party			
Develop communication, public relations and media strategy	Chief of Party			
Leveraging Strategy		Q1	Q2	Q3
Finalize leveraging plan and begin direct solicitation of individual corporations	Chief of Party			
Develop plan for special fund-raising events and activities	Chief of Party			
Initiate alliances with private corporate foundations.	Chief of Party			
In consultation with PSAG, develop plan for capturing and channeling remittances for social investment.	Chief of Party			
Develop template and plan for generating in-kind resources	Chief of Party			
Negotiate alliances with the media	Chief of Party			
Develop templates for MOU, sub-agreements and subcontracts in English and Spanish	Chief of Party			
Develop an Alliance Partner Public Recognition/Awards Program	Chief of Party			

Strategy/Activity	Responsible	Quarter		
LLR 3.1.4 Greater Community Involvement in Health and Education				
Develop Alliances between NGOs, Companies and Other Private Sector Groups		Q1	Q2	Q3
Develop Template Package for implementing partners	Team			
Update list of potential implementing partners by technical expertise and geographical areas where they work	Res. Mob. & Alliance Manager			
Provide training and guidelines for development of proposals	Res. Mob. & Alliance Manager			
Develop guidelines for training on cash management and alliance building skills	Res. Mob. & Alliance Manager			
Define format for review of implementing partners financial and management systems (pre award audit)	RTI Home Office/Financial Manager			
Hold TRC meetings to select first round of implementing partner subprojects with FUG	Chief of Party			
Conduct pre-award audit for implementing partners	Financial Manager			
Set up implementing and monitoring systems requirements for subproject grantees	RTI Home Office/Financial Manager			
Strengthen Community Groups who are part of an Alliance Partnership		Q1	Q2	Q3
Establish guidelines on strengthening NGO and community alliance building	Res. Mob. & Alliance Manager			
Update lists of NGOs and private sector companies at regional, departmental & local level	Res. Mob. & Alliance Manager			
Identify potential consultants to work with community organizations	Res. Mob. & Alliance Manager			
Begin planning for training and technical assistance	Res. Mob. & Alliance Manager			
IR 3.2: Increased and Improved Basic Education Opportunities				
LLR 3.2.1 Improved Access, Quality and Efficiency of Basic Education				
Increase Coverage and Quality of Pre-school, Primary, and Post-primary Education		Q1	Q2	Q3
Coordinate with the MOE to develop guidelines for coverage and quality	Education Manager			
Identify successful approaches through meetings with experienced project implementers	Education Manager			
Define criteria to include in proposal solicitations	Education Manager			
Integration of Health/Nutrition and Education Programs		Q1	Q2	Q3
Develop list of minimal criteria for integrated projects.	Education Manager			
Review successful integrated projects in priority areas.	Education Manager			
Develop guidelines for integrated proposals with Health Manager	Education Manager			
Share guidelines for integrated proposals with	Education Manager			

Strategy/Activity	Responsible	Quarter		
potential implementing partners				
Improving the Readiness of Children for School		Q1	Q2	Q3
Review successful initiatives and collect useful materials on approaches that can be replicated by implementing partners.	Education Manager			
Coordinate with MOE on guidelines/policies for extending coverage and the procedures to be used.	Education Manager			
Develop criteria and guidelines for proposals so that activities can be replicated.	Education Manager			
Increase Involvement of Parents/Communities in Making Improvements in Classroom Performance		Q1	Q2	Q3
Collect information on <i>Juntas Escolares</i>	Education Manager			
Verify MOE guidelines on responsibilities given to organized communities	Education Manager			
Teacher and Principal Training		Q1	Q2	Q3
Coordinate with MOE on their guidelines for teacher training for the current year.	Education Manager			
Make a list of initiatives of DICADE and DIGEBI and their results.	Education Manager			
Collect guidelines from MOE on teacher training.	Education Manager			
Scholarships to Promote Enrollment and Retention of Children in Schools		Q1	Q2	Q3
Research results of other scholarship projects at all levels, including the MOE.	Education Manager			
Coordinate with MOE on policies for scholarships and strategies that will be implemented in current year.	Education Manager			
Develop scholarship selection criteria and process for application review	Education Manager			
Announce scholarships, set up review committee and hold first round of review/approvals.	Education Manager			
Collect Innovative Materials and Instructional Resources for Use by Potential Implementing Partners.		Q1	Q2	Q3
Review existing materials and develop guidelines for their use in rural areas.	Education Manager			

3.2 LLR 3.2.2: Innovative Approaches Applied to Increase and Improve Educational Opportunities

Increase Access to and Strengthen Education, especially Secondary Education, through Alternative Delivery Systems		Q1	Q2	Q3
Collect information on delivery systems and current approaches.	Education Manager			
Meet with personnel of Telesecundaria and other Learning Resource Centers to assess impact, strengths and needs	Education Manager			
Create a list of Institutos por Cooperativa, their models and approaches.	Education Manager			
Develop a package of successful alternative delivery programs and tools for implementing partners.	Education Manager			

Strategy/Activity	Responsible	Quarter		
		Q1	Q2	Q3
Introduction of Information Technology for Teachers and Students		Q1	Q2	Q3
Develop an inventory of current approaches and programs for the introduction of TIC/IT in education	Education Manager			
Analyze existing materials for skill development, and software and develop guidelines.	Education Manager			
Improve Educational Materials		Q1	Q2	Q3
Assess the possibility of adapting materials written in other languages	Education Manager			
IR 3.3 Increased Use of Quality Maternal-Child and Reproductive Health Services				
LLR 3.3.1: Improved and Expanded Family Planning Services and Information/Education				
Expand RH/FP Activities and Strengthen IEC		Q1	Q2	Q3
Coordinate with the MSPAS RH Program, MSPAS/UPS1 and Calidad en Salud on latest RH norms and IEC materials	Health Manager			
Develop technical criteria for RH subproject proposals	Health Manager			
Review successful RH initiatives, lessons learned and best practices of existing projects/programs	Health Manager			
Develop training guidelines for RH Implementing Partners	Health Manager			
Include Reproductive Health on Agenda for Corporate Social Responsibility Programs		Q1	Q2	Q3
Develop guidelines including economic benefits for companies interested in RH programs for their workers	Health Manager			
Design a <i>sala situacional</i> on reproductive health for private companies	Health Manager			
RH for Specific Underserved Groups		Q1	Q2	Q3
Review successful RH/FP initiatives for adolescents and men to gather lessons learned. Coordinate with the Adolescent National Commission and Reproductive Health Program	Health Manager			
Establish guidelines for potential implementing partners for addressing needs of adolescents or males- in rural underserved areas	Health Manager			
LLR 3.3.2: Improved and Expanded Maternal Child Health Care and Information/Education				
Expansion of AIEPI AINM-C and Strengthening of IEC skills		Q1	Q2	Q3
Consult with Ministry of Health/UPS1 to determine updates to national norms and AIEPI AINM-C strategy, training, and MIS for women and children's health care	Health Manager			
Identify networks of NGOs have worked with the Ministry, ASOREDES and other networks/NGOs who have been involved in expansion of the strategy and invite them to submit proposals	Health Manager			
Coordinate with MSPAS and Calidad en Salud to promote the use of standardized family IEC tools for	Health Manager			

Strategy/Activity	Responsible	Quarter		
potential Implementing Partners				
Design and provide guidelines for training to Implementing Partners to assure delivery of quality services in accordance with national norms	Health Manager			
Increase Number of Births Attended by Qualified Health Personnel and Strengthening Referral and Response Systems		Q1	Q2	Q3
Encourage Implementing Partners to coordinate with public sector to improve the referral and response system. Encourage alliances between local governments and providers of fuel who can provide gas or transport to assure emergency transfers	Health Manager			
Develop guidelines for training community-level providers and women in recognition of the danger signs	Health Manager			
Review successful initiatives in running maternity homes, community maternities, and use of situational analyses for use by Implementing Partners	Health Manager			
Develop guidelines for training community health care providers in essential obstetrical care and strengthening of the referral and response systems	Health Manager			
Strengthen Community Participation and Improving Quality of Services		Q1	Q2	Q3
Develop guidelines for Implementing Partners who want to work in maternal-child health that includes adopting community participation model that is included in the AIEPI AINM-C strategy, including emergency plans	Health Manager & Res. Mob. & Alliance Manager			
Develop checklist for Implementing Partners to assure quality of physical facilities for community services	Health Manager			
Assure that training of community providers in the AIEPI AINM-C strategy complies with updated norms for content	Health Manager			
LLR 3.3.3: Better Nutrition and Dietary and Hygiene Practices				
Reduce Chronic Malnutrition and Reduce Micronutrient Deficiencies		Q1	Q2	Q3
Develop tool kit for use by Implementing Partners to incorporate AIEPI AINM-C as the principal strategy for reducing malnutrition	Health Manager			
Identify potential Implementing Partners who work/are interested in design of subprojects to reduce micronutrient deficiencies and improve feeding and hygiene practices	Health Manager			
Develop guidelines for involving companies and schools in programs to prevent malnutrition	Health Manager & Res. Mob. & Alliance Manager			

Annex C: Project Descriptions

ALLIANCE: AMIGOS DE LA ESCUELA**SECTOR:** Education**EXPECTED DURATION:** 12 months**IMPLEMENTING PARTNER:** AGEXPRONT**FUNDING PARTNER:** Associates from AGEXPRONT**OTHER PARTNERS:** *Ministerio de Educación*

ALLIANCE	CASH CONTRIBUTION	IN-KIND CONTRIBUTION	USAID FUNDS
AGEXPRONT	\$ 23,684	\$0	\$23,684

ALIANZAS OBJECTIVES: (IR-LLR)

3.1.3 Private sector alliances established

3.1.4 Greater community involvement in health, nutrition and education

3.2.1 Improved access, quality and efficiency of basic education

3.2.2 Innovative approaches applied to increased and improve educational opportunities

PROJECT OBJECTIVE	RESULTS ACHIEVED
1. Private sector involvement in education actions through the improvement of a school infrastructure, especially areas related with children's hygienic conditions: kitchen, sanitary services and security water.	IN PROCESS

PROJECT LOCATION: Schools prioritize by *Ministerio de Educación*.**BENEFICIARIES:**

12 schools

PROJECT DESCRIPTION:

Alianzas worked to further expand the “*Amigos de la Escuela*” program. This included working with potential partners from AGEXPRONT.

The project is directed to improve infrastructure of the school including bathrooms, kitchen and recreational areas. The actions will be made in:

- Kitchen
- Recreational area
- Bathrooms
- Put a waterway to collect water from rain
- Installation of drinking water and drains

ALLIANCE: CELEBREMOS LA RAIZ DE LA VIDA

First fund raising activity for reproductive health, specifically for the promotion of early diagnosis and breast cancer treatment for poor women

SECTOR: Health

EXPECTED DURATION: May 2005 to September 2006

IMPLEMENTING PARTNER: LIGA NACIONAL CONTRA EL CANCER

FUNDING PARTNER: Restaurant CASCADIA in coordination with *Industrias Licoreras de Guatemala, Pollo Rey, Empacadora Toledo, BANCAFE, Banco de Occidente, Saul Etiqueta, Azahares, Tigo, APROFAM, Curves, Avon, Pepsi, Chivas Regal, Morpho, Calendarios C.A., Alejandro's Banquetes, Acme, Quality Print, Grupo Equinoxio, Kike Goicolea (Singer) And Harris Whitbeck (CNN en español corresponden).*

ALLIANCE	CASH CONTRIBUTION	IN-KIND CONTRIBUTION	USAID FUNDS
Many Partners	\$11,495.69	\$15,065.79	\$11,495.69
TOTALS	\$11,495.69	\$15,065.79	\$11,495.69

ALIANZAS OBJECTIVES (IR-LLR)

- 3.1.3 Private sector alliances established
- 3.1.4 Greater community involvement in health, nutrition and education
- 3.3. Increased use of quality maternal-child and reproductive health services
- 3.3.2 Improved and Expanded maternal child health care and information/education

PROJECT OBJECTIVES

1. Generate awareness and raise funds for reproductive health, specifically for promotion, early diagnosis and treatment of breast cancer.
2. Raise awareness of the importance of early breast cancer testing.
3. Encourage all Guatemalans to participate in an important cause.
4. Rural and poor women
 - 4.1 early diagnosis and testing
 - 4.2 treatment

RESULTS ACHIEVED

- 1.1 Private Sector involved
- 1.2 Private Sector funded
 - 1.2.1 Cash \$13,199.41
 - 1.2.2 In-kind \$22,059.93
- 2.1 Diffusion of the importance of early diagnosis and breast cancer testing
- 3.1 Private sector committed to continue with this activity on yearly basis.
- 4.1
- 4.2 Beneficiary Women: 11

OTHER PARTNERS:

In addition, 27 Guatemalan artists contributed with their artwork to be auctioned, donating either all or a portion of the original amount of the auctioned pieces. Governmental sector was involved through the *Municipalidad de Guatemala*

PROJECT LOCATION:

The fund raising activity was held in *Cascadia* Restaurant in zone 10, Guatemala City. The *Instituto Nacional de Cancerología* is an institution that receives patients from the national referenced from all the country. This institution selects women that are receiving treatment with the fund raising funds according to criteria provided by *Alianzas*. The treatment must be directed to poor, rural women of reproductive age.

BENEFICIARIES:

The main target is low income women with little or no access to quality health information and services. The purpose is the dissemination of information of preventive activities and early diagnosis of breast cancer for poor women of reproductive age.

PROJECT DESCRIPTION:

The first fundraising event was called *Primera Gala Blanco y Negro: Celebramos la Raíz de la Vida*. The event was planned in coordination with *Cascadia* a fusion cuisine restaurant in Guatemala City and *Industrias Licoreras de Guatemala*. *Alianzas* participated in organizing the event and *Cascadia* invited its commercial partners to be co-funders of the event.

Cascadia provided US\$1,052.00 in food, *Industrias Licoreras* donated US\$4,605.00 in liquor, and another 17 companies and suppliers provided donations for the event in the form of food and supplies. The event included a silent art auction. Twenty seven artists accepted the invitation to participate in the auction of donated pieces of artwork.

Alianzas invited APROFAM, which provided mammograms and prevention pamphlets, and the Liga Nacional Contra el Cáncer, an organization that will serve as the vehicle to reach women in rural areas. *Alianzas* agreed to match the cash raised through the ticket sales and artwork auction up to \$11,495.69 and \$15,065.79 in kind donations. The event was a great success and raised awareness of the importance of early testing for breast cancer along with US\$22,991.38 for the cause, which included half of *Alianzas*/USAID funding.

ALLIANCE: Cimentando las Bases de la Educación/Capacitación a maestros de 1º. y 2º. Grados

SECTOR: Education

EXPECTED DURATION: November 2005 to June 2006

IMPLEMENTING PARTNER: *Fundación Carlos Martínez Durán*

FUNDING PARTNER: *Cementos Progreso*

ALLIANCE	CASH CONTRIBUTION	IN-KIND CONTRIBUTION	USAID FUNDS
Fundación Carlos F. Novella	\$ 40,800.00	\$ 42,500.00	\$ 39,750.00

ALIANZAS OBJECTIVES:

3.2.1 Improved access, quality and efficiency of basic education

3.2.2 Innovative approaches applied to increased and improve educational opportunities

PROJECT OBJECTIVES

1. Rescue the teacher's image
2. Develop processes to strengthen communication
3. Reinforce creative processes to integrate new tools into classrooms
4. Monitoring quality changes in teachers' methodology alter training process
5. Involve parents in an active participation in schools

RESULTS ACHIEVED

In process
In process
In process
In process
In process

PROJECT LOCATION: El Progreso

El Júcaro

San Cristóbal Acasaguastlán

Sansare

Morazán

San Agustín Acasaguastlán

BENEFICIARIES: 304 teachers
9,500 students
Pedagogical-technical trainers

PROJECT DESCRIPTION:

Fundación Novella has worked in teacher's training processes since its creation. Their objectives are: a) increase the Guatemalan economical level through education, b) establish programs with other institutions in order to improve and complete their own program in: community development, improve community living level, production alternatives systems, and c) improve the education quality of the system through programs that pursue participation and integral development of the community.

Teacher training is a powerful tool to improve the quality and efficiency of education. The program will reinforce the image of teachers, improve the process of communication, reinforce creative processes to integrate new tools in classrooms, provide support to teachers with follow up activities and involve parents in school activities.

ALLIANCE: CRECIENDO BIEN**SECTOR:** Health and Nutrition**EXPECTED DURATION:** May 2005 to September 2006**IMPLEMENTING PARTNER:** CCAS/SOSEP**FUNDING PARTNER:** Baptist Health Hospital, Fundraising event with Art sales in Ana Lucía Gómez Gallery and Guatemalan Diplomatic Group funds.**OTHER PARTNERS:** Ministry of Agriculture, *Programa Mundial de Alimentos*, *Fundazucar*, Ministry of Health

ALLIANCE	CASH CONTRIBUTION	IN-KIND CONTRIBUTION	USAID FUNDS
		*	
Asociación de Padres de Niñez Guatemalteca adoptada en Murcia España	\$21,600.00		\$21,600.00
Baptist Health Hospital Conference	\$5,000.00		\$5,000.00
Art Sales Ana Lucía Gómez Galery	\$65,800.00		\$65,800.00
Diplomatic Group	\$4,000.00		\$4,000.00
TOTALS	\$96,400.00	\$404,664.54	\$96,400.00

*\$ 19,269.74 by community for 21

ALIANZAS OBJECTIVES (IR-LLR)

3.1.3 Private sector alliances established

3.3 Increased use of quality maternal-child and reproductive health services

3.3.1 Improved and expanded family planning services and information/education

3.3.2 Improved and Expanded maternal child health care and information/education

3.3.3 Better nutrition and dietary and hygiene practices

PROJECT OBJECTIVES:	RESULTS ACHIEVED
1. Train mothers in adequate selection, preparation and consumption of foods.	In process
2. Educate women and mothers in preventive health and sustainable actions that will improve nutritional and food security conditions for the family and the community.	In process
3. Strengthen community organization, participation and coordination with others sectors in order to ensure self administration and sustainable processes related to food and nutritional security.	3.1 Communities selected: 21
4. Encourage all Guatemalans to contribute in health and nutrition.	At least four groups actively involved in the program.

PROJECT LOCATION: 21 communities from *Sololá* located in priority municipalities: *San Lucas Tolimán*, *Santa Catarina Ixtahuacán* and *Nahualá* and two communities from *Palencia*, Guatemala.

BENEFICIARIES:

21 communities

2 Departments

1,260 children less than five years old

630 women of reproductive age

PROJECT DESCRIPTION

Creciendo Bien emerged as part of *Secretaría de Obras Sociales de la Esposa Del Presidente* to support *El Frente Nacional Contra el Hambre*, an initiative in charge of coordinating and developing a nutritional and food security policy. *Creciendo Bien* has established a solid partnership with the *Ministerio de Salud Pública y Asistencia Social* in order to optimize resources in a mutual effort.

During 2005 the private sector started to be a partner of *Creciendo Bien* by the donation from *Asociación de Padres de niños y niñas guatemaltecas adoptados en Murcia, España*. The first Lady asked *Alianzas* for a match to this and others potential private sector funds.

Creciendo Bien works to improve the nutritional condition as well as nutritional safety. The initiative is directed to a population of children with less than five years of age and women of reproductive age in communities classified as vulnerable. With an integrated approach, *Creciendo Bien* promotes individual and family responsibility, as well as the community's self-capacity to achieve changes. The program has five basic components: organization, training, monitoring growth of children less than five years old, productive projects and community participation.

ALLIANCE: ESCUELAS DEMOSTRATIVAS DEL FUTURO**SECTOR:** Education**EXPECTED DURATION:** September 2005 to September 2006**IMPLEMENTING PARTNER:** FONDO UNIDO DE GUATEMALA (FUG)**FUNDING PARTNER:** Siemens – FUG

ALLIANCE	CASH CONTRIBUTION	IN-KIND CONTRIBUTION	USAID FUNDS
Siemens	\$14,286.51	\$10,921.05	\$14,286.51

ALIANZAS OBJECTIVES (IR-LLR)

3.2.1 Improved access, quality and efficiency of basic education

3.2.2 Innovative approaches applied to increase and improve educational opportunities

PROJECT OBJECTIVES:

1. Introduce information technology to schools in rural areas for undeserved students.

RESULTS ACHIEVED

- 1.1 362 students currently enrolled
- 1.2 Infrastructure materials purchased

PROJECT LOCATION: Municipality of *Tzununil, Quiché***BENEFICIARIES:**

362 students: 189 male and 173 female, between the ages of 7 and 14. The majority are indigenous from with Kiché ethnicity.

PROJECT DESCRIPTION:

Escuelas Demostrativas is a program that seeks to improve school infrastructure and introduce technology into the learning process. The program is closely coordinated with principals, teachers, parents and students.

SIEMENS works with FUG to select a school to improve infrastructure and the quality of learning for undeserved students. The improvements in the school include building remodeling, teacher training, libraries, school materials, Internet access, and video equipment.

ALLIANCE: Extension of the program: “Educación Integral Nuevo Milenio” – EDINUMI-

SECTOR: Education

EXPECTED DURATION: October 2005 to October 2009

IMPLEMENTING PARTNER: *Fundación Ramiro Castillo Love*

FUNDING PARTNER: *Fundación Ramiro Castillo Love*

ALLIANCE	CASH CONTRIBUTION	IN-KIND CONTRIBUTION	USAID FUNDS
Fundación Ramiro Castillo Love	\$134,572.06	\$100,894.74	\$ 75,059.00

ALIANZAS OBJECTIVES:

3.2.1 Improved access, quality and efficiency of basic education

3.2.2 Innovative approaches applied to increased and improve educational opportunities.

PROJECT OBJECTIVES	RESULTS ACHIEVED
1. Increase literacy rates in each municipality where the program is implemented.	In process
2. Increase the success number of participants	In process
3. Promote participation through the implementation of a computer literacy program.	In process
4. Develop a literacy program that can be replied in other communities.	In process
5. Provide computers or increase the number of computers in laboratories in rural communities.	In process
6. Provide students with tools that enable them to be incorporated in the working force with training in topics such as: Administration, self management and community organization.	In process

PROJECT LOCATION: *El Quiché: Chichicastenango*
Totonicapán: Momostenango,
Chiquimula: Jocotán, Camotán

BENEFICIARIES: At least 50% are women
270 community groups
5,400 young adults
Pedagogical-technical trainers

PROJECT DESCRIPTION:

Fundación Ramiro Castillo Love has worked together with *CONALFA* since 2001 in cooperative literacy programs. Both entities work together sharing the expenses of technical personnel, materials, books, training sessions, monitoring and evaluation activities. *EDINUME* program has managed literacy programs for children with over age, girls and women in *Momostenango, Chichicastenango, Jocotán* and *Camotán*.

ALLIANCE: Fotokids – Fundraising Event**SECTOR:** Education**EXPECTED DURATION:** November 2005 to September 2006**IMPLEMENTING PARTNER:** The American Society of Guatemala

FUNDING PARTNERS: Personal Donations
 American Society Expatriate Community
 Delta Airlines
 Hotel Marriott
 IGA
 Hotel Casa Santo Domingo

FUNDING PARTNER	CASH CONTRIBUTION	IN-KIND CONTRIBUTION	USAID FUNDS
Ticket sales	\$15,000.00		\$8,000.00
Sales			
Personal Donations	\$ 4,800.00		
American Society			
Expatriate			
Community	\$ 1,500.00		
Delta Airlines			
Hotel Marriott			
IGA			
Hotel Casa Santo Domingo			
TOTALES	\$21,300.00	\$8,000.00	\$ 8,000.00

ALIANZAS OBJECTIVES (IR-LLR)

3.2.1 Improved access, quality and efficiency of basic education

3.2.2 Innovative approaches applied to increased and improve education

PROJECT OBJECTIVES	RESULTS ACHIEVED
1. Help break the cycle of poverty through education and to give the students a set of skills which can lead to employment, leadership and continued education opportunities.	In process.

PROJECT LOCATION:

Concert: Antigua Guatemala

BENEFICIARIES: 100 Children from rural and urban areas

PROJECT DESCRIPTION:

The American Society of Guatemala was founded in 1960 to promote friendship and further understanding between American expatriate community and the Guatemalan community through social activities, involvement in community affairs and fundraising and support for various charitable organizations. The society currently supports the *Escuela Estados Unidos*, a public school in zone 5, *Camino Seguro*, an educational outreach program for children living with HIV/AIDS, landfills and *Hogar Marco Antonio*, a home for children living with HIV/AIDS.

Fotokids was founded in 1991 by ex-Reuters Photographer Nancy McGirr with 6 children from the city's landfill. The organization has grown geographically to include extremely poor areas both rural and urban Guatemala. Approximately 100 children from 6 distinct communities are now served by this project.

This project was previously named "Out of the Dump" because the objective is to give the tool to be able to escape from the cycle of poverty.

The main focus of the Project is photography but at the same time classes are offered in digital imaging, graphic design, video, advertising and English. Family living conditions, work situations, random violence and drug abuse as well as dreams for the future are reflected in their work.

ALLIANCE: FUNDABIEM - Campaña Nacional para la Prevención de la Discapacidad, con Énfasis en la Mujer.

SECTOR: Health and Nutrition

EXPECTED DURATION: September 2005 to October 2006

IMPLEMENTING PARTNER: *FUNDABIEM*

FUNDING PARTNERS: *FUNDABIEM* and mass media companies.

OTHER PARTNERS: Ministry of Health, *IGSS* and other related institutions

ALLIANCE	CASH CONTRIBUTION	IN-KIND CONTRIBUTION*	USAID FUNDS
FUNDABIEM	\$31,622.63	\$ 335,526.31	\$31,578.95

*Mass media companies

ALIANZAS OBJECTIVES (IR-LLR)

- 3.1.3 Private sector alliances established
- 3.3 Increased use of quality maternal-child and reproductive health services
 - 3.3.1 Improved and expanded family planning services and information/education
 - 3.3.2 Improved and expanded maternal child health care and information/education
 - 3.3.3 Better nutrition and dietary and hygiene practices

PROJECT OBJECTIVES:	RESULTS ACHIEVED
1. To produce a national campaign (printed, radio and television) in the five main Mayan languages and Spanish.	In process
2. To provide information on preventive interventions, contemplated in the national norms. (Micronutrients supplementation, vaccination, recognition of danger signs among others) in order to affect a positive behavioral change.	In process
3. To take advantage of the messages already standardized and validated by others: USAID programs and MOH.	In process
4. To seek alliances between public and private sectors, health, education and communication, for the production and dissemination of the campaign.	In process
5. To broadcast the basic knowledge on detection of some disability symptoms in new born, and help to deal with the problems efficiently.	In process
6. To disclose messages to women about the important periods of their reproductive life: beginnings of reproductive age, pregnancy, partum, post partum and during breast feeding.	In process

PROJECT LOCATION: Nationwide

BENEFICIARIES:

Main target population: women of reproductive age on the national level

Secondary target population: children, men and health providers

PROJECT DESCRIPTION: *FUNDABIEM* is a private and nonprofit organization, legally constituted and widely recognized by its main function: to provide services to the disabled. *FUNDABIEM* plans to start working with a campaign for disability prevention. The experience has demonstrated that several disabilities can be prevented through education. The lack of knowledge on health and nutritional issues, as well as deficiencies in recognizing early signs of disability are all factors that *FUNDABIEM* will address.

FUNDABIEM will develop and implement a national promotional campaign, with special emphasis given towards future mothers and women of reproductive age, to inform and change behaviours in order to reduce the occurrence of disability cases .

The subjects to be addressed in the campaign are:

- Weekly iron and acid folic supplementation for women of reproductive age, during pregnancy and post delivery. This activity will help prevent a number of neural tube problems and anaemia
 - Recognition of danger signs during pregnancy, partum and post partum
 - Recognition of danger signs of new born
 - Vaccination for rubella, to prevent the congenital rubella syndrome
 - Importance of qualified health provider attention during delivery
 - Care of healthy new born and early detection of disabilities
- Importance of the creation of family and community emergency plans

ALLIANCE: Inter institutional collaboration

SECTOR: Private Alliance – Technical Support

EXPECTED DURATION: September 2005 to September 2009

IMPLEMENTING PARTNER: *CentraRSE*

ALIANZAS OBJECTIVES:

3.1.3 Private sector alliances established

3.1.4 Greater community involvement in health, nutrition and education

PROJECT OBJECTIVES	RESULTS ACHIEVED
1. Strengthening NGO training	In process
2. Technical support regarding NGOs/implementing partners and also projects being carried out in the country under corporate social responsibility guidelines.	In process
3. Direct access to affiliated organizations/partners	In process
4. Sharing Information and alliance opportunities	In process

PROJECT LOCATION: Nationwide

BENEFICIARIES: *Alianzas* Partners

PROJECT DESCRIPTION:

The goal is to facilitate technical support and information exchange between *Alianzas* and *CentraRSE*. *Alianzas* will have contact with *CentraRSE* affiliated organizations and will provide feedback to *CentraRSE* to enrich their database. *CentraRSE* also has experience in community training and will support *Alianzas* by offering workshops to partners.

ALLIANCE: LABORATORIO DE COMPUTACIÓN

SECTOR: Education

EXPECTED DURATION: September 2005 to September 2006

IMPLEMENTING PARTNER: *CAMINO SEGURO*

FUNDING PARTNER: *Fondo Unido Guatemala (FUG)*

ALLIANCE	CASH CONTRIBUTION	IN-KIND CONTRIBUTION	USAID FUNDS
AVN	\$8,408.94	\$5,526.32	8,408.94

ALIANZAS OBJECTIVES (IR-LLR)

3.2.1 Improved access, quality and efficiency of basic education

3.2.2 Innovative approaches applied to increased and improve educational opportunities

PROJECT OBJECTIVES:

1. Give students the opportunity to develop technological skills in order to complement their education.
2. Introduce information technology for undeserved students.

RESULTS ACHIEVED

- 1.1 Students currently enrolled 210

OTHER PARTNERS: Ministry of Education

PROJECT LOCATION: Landfill area, *Colonia Landívar*, Zone 7 in Guatemala City

BENEFICIARIES:

210 students: 115 male and 95 female, between the ages of 7 and 15.

PROJECT DESCRIPTION:

Camino Seguro is an organization dedicated to improve children life conditions in the area around the landfill area of Zone 3. Its goal is to give access to technology to undeserved students that study in a public schools and want to complete their education by developing new IT skills. Through different donations it was possible to construct a building where children receive food, computer classes and recreational activities.

ALLIANCE: Laboratorio De Computación

SECTOR: Education

EXPECTED DURATION: November 2005 to June 2006

IMPLEMENTING PARTNER: COOPERACIÓN PARA LA EDUCACIÓN –COED-

FUNDING PARTNER: FUG sub agreement funds and funds from community organization

ALLIANCE	CASH CONTRIBUTION	IN-KIND CONTRIBUTION	USAID FUNDS
AVN	\$3,722.82	\$6,005.13	\$3,722.82

ALIANZAS OBJECTIVES (IR-LLR)

- 3.1.4 Greater community involvement in health, nutrition and education
- 3.2.1 Improved access, quality and efficiency of basic education
- 3.2.2 Innovative approaches applied to increased and improve educational opportunities

PROJECT OBJECTIVES

1. Introduce information technology to teachers and students
2. Encourage parents and community members to contribute to integral student education

RESULTS ACHIEVED

- 1.1 Students currently enrolled: 215
- 1.2 Teachers trained: 2
- 1.3 Lab installation: 10 computers
- 2.1 Parents directly involved in lab maintenance expenses

OTHER PARTNERS: Ministry of Education

PROJECT LOCATION: *Instituto Nacional de Educación Básica* with Industrial Education (*Orientación Industrial*), *El Tejar, Chimaltenango*

BENEFICIARIES:

- 215 students from secondary school - 124 male and 91 female, between the ages of 13 and 17.
- 2 teachers directly, 6 indirectly

PROJECT DESCRIPTION:

The goal of the project is to provide students in rural areas with access to technology in the form of a computer lab. The program will work with a secondary school located in *El Tejar, Chimaltenango*. The computer lab was implemented and structured around a pedagogical methodology that will enable students to use computers as a learning tool. The methodology includes teacher training and performance monitoring in the form of monthly visits from educational supervisors.

The project inspires to instill the necessary technical training to allow students to solve real-life problems. A small fee will be charged to be utilized directly for equipment maintenance and renovation. Computer courses will be given two times per week.

ALLIANCE: Mejores Familias

IMPLEMENTING PARTNER: FUNDAZUCAR

FUNDING PARTNER: FUNDAZUCAR

OTHER PARTNERS: Ministry of Health, Ministry of Agriculture, *Fundación SODIS*

ALLIANCE	CASH CONTRIBUTION	IN-KIND CONTRIBUTION*	USAID FUNDS
FUNDAZUCAR	\$ 631,894.73	\$440,052.63	\$ 521,484.21

*\$6,111.84 for 72 communities

ALIANZAS OBJECTIVES (IR-LLR)

- 3.3 Increased use of quality maternal-child and reproductive health services
 - 3.3.1 Improved and expanded family planning services and information/education
 - 3.3.2 Improved and Expanded maternal child health care and information/education
 - 3.3.3 Better nutrition and dietary and hygiene practices

PROJECT OBJECTIVES	RESULTS ACHIEVED
1. Increase program coverage	1.1 Others 72 poor communities enrolled
2. Promote food and nutritional safety, capitalizing on the positive effects of using women of the community as change agents to improve family and community conditions.	In Process
3. Train mothers in the proper selection, preparation and food consumption.	In Process
4. Educate woman and mothers on preventive health and sustainable environment issues	In Process
5. Strengthen the community's organization and participation in order to ensure self management and sustainable process related to food and nutrition safety.	In Process

PROJECT LOCATION: 72 new priority communities:

Escuintla: 60% communities from *La Democracia, La Gomera, Masagua* and *Puerto San José Retalhuleu:* 40% Communities from *Champerico, El Asintal* and *San Sebastián.*

BENEFICIARIES:

72 communities

2 Departments

3,696 children under five years of age (approximately 3 per each woman)
1,232 women in reproductive age

PROJECT DESCRIPTION: *FUNDAZUCAR* has worked for the last 15 years in social investment programs, promoting sustainability development programs in the southern coast of *Guatemala*. The foundation, a social initiative with participation from all *Guatemala*'s sugar mills, focuses on efforts to develop health, education and other rural issues.

In January 28, 1998 *FUNDAZUCAR* formed the Center for the Promotion and Recuperation of Nutrition, known by its letters in Spanish as *CEPREN*. This year the name of the Program officially changed to *Programa Mejores Familias*. The program will continue to focus on social issues with emphasis on women of reproductive age on topics such as training, promotion and growth monitoring in children below the age of five as well as ways to improve self-management and community participation.

At present, the Program works with 72 communities in the department of *Escuintla* and *Suchitepequez* and plans are in place to expand this coverage to an additional 72 new communities in departments of *Escuintla* and *Retalhuleu*.

ALLIANCE: Prensa Libre

SECTOR: Private Alliance – Communications

EXPECTED DURATION: June 2005 to September 2009

IMPLEMENTING PARTNER: *PRENSA LIBRE*

ALIANZAS OBJECTIVES:

3.1.3 Private sector alliances established

PROJECT OBJECTIVES

5. Reduce publication costs
6. Access to target population - organizations, partners
7. Share Information and alliance opportunities

RESULTS ACHIEVED

Discount Of 25% in
publications
57 proposals received
180 requests from
organizations

PROJECT LOCATION: Nationwide

BENEFICIARIES: *Alianzas* program

PROJECT DESCRIPTION:

25% discount on each *Alianzas* publication

ALLIANCE: Programa Amigos de la Escuela

SECTOR: Education

EXPECTED DURATION: July 2005 to September 2006

IMPLEMENTING PARTNER: FUG in coordination with Private sector and *PROGRAMA AMIGOS DE LA ESCUELA – SOSEP/CCAS*

FUNDING PARTNER: *Industria La Popular.*

ALLIANCE	CASH CONTRIBUTION	IN-KIND CONTRIBUTION	USAID FUNDS
<i>Industria La Popular</i>	\$2,348.63	\$0	\$2,348.63

ALIANZAS OBJECTIVES (IR-LLR)

- 3.1.3 Private sector alliances established
- 3.1.4 Greater community involvement in health, nutrition and education
- 3.2.1 Improved access, quality and efficiency of basic education
- 3.2.2 Innovative approaches applied to increased and improve educational opportunities

PROJECT OBJECTIVE:

1. Private sector involvement in education actions through the improvement of a school infrastructure, especially areas related with children's hygienic conditions: kitchen, sanitary services and security water.

RESULTS ACHIEVED

- 1.1 Bathroom accessories installed.
- 1.2 Hand washing areas
- 1.3 Tiled walls
- 1.4 Urinals in boys lavatory

PROJECT LOCATION

Las Golondrinas School, Escuintla

BENEFICIARIES: 546 Students: 266 male and 280 female, between the ages of 6-16.

PROJECT DESCRIPTION:

The project started with the goal to improve lavatory areas to eradicate serious health concerns affecting student health, contemplating the introduction of drinking water and the replacement of bathroom equipment.

ALLIANCE: Programa Amigos de la Escuela

SECTOR: Education

EXPECTED DURATION: August 2005 to June 2006

IMPLEMENTING PARTNER: FUG in coordination with Private sector and *PROGRAMA AMIGOS DE LA ESCUELA – SOSEP/CCAS*

FUNDING PARTNER: Procter & Gamble

ALLIANCE	CASH CONTRIBUTION	IN-KIND CONTRIBUTION	USAID FUNDS
Procter & Gamble	\$5,880.42	\$0	\$5,880.42

ALIANZAS OBJECTIVES: (IR-LLR)

- 3.1.3 Private sector alliances established
- 3.1.4 Greater community involvement in health, nutrition and education
- 3.2.1 Improved access, quality and efficiency of basic education
- 3.2.2 Innovative approaches applied to increased and improve educational opportunities

PROJECT OBJECTIVE	RESULTS ACHIEVED
1. Private sector involvement in education actions through the improvement of a school infrastructure, especially areas related with children's hygienic conditions: kitchen, sanitary services and potable water.	1.1 Kitchen rebuilt 1.2 Bathroom remodelling started

PROJECT LOCATION

La Cascada School, Escuintla

BENEFICIARIES:

531 students: 243 male and 288 female, between the ages of 7 - 16.

PROJECT DESCRIPTION:

The main goal of the project is to improve the bathroom area, provide a receptacle for potable water and re build the septic container. Activities will include the purchase of a water container, sanitary equipment, flooring and doors.

ALLIANCE: Programa Amigos de la Escuela

SECTOR: Education

EXPECTED DURATION: November 2005 to June 2006

IMPLEMENTING PARTNER: FUG in coordination with Private sector and PROGRAMA AMIGOS DE LA ESCUELA – SOSEP/CCAS

FUNDING PARTNER: *Porta Hotel del Lago:*

ALLIANCE	CASH CONTRIBUTION	IN-KIND CONTRIBUTION	USAID FUNDS
Porta Hotel del Lago	\$4,709.86	\$0	\$4,709.86

ALIANZAS OBJECTIVES: (IR-LLR)

- 3.1.3 Private sector alliances established
- 3.1.4 Greater community involvement in health, nutrition and education
- 3.2.1 Improved access, quality and efficiency of basic education
- 3.2.2 Innovative approaches applied to increased and improve educational opportunities

PROJECT OBJECTIVE	RESULTS ACHIEVED
2. Private sector involvement in education actions through the improvement of a school infrastructure, especially areas related with children's hygienic conditions: kitchen, sanitary services and security water.	2.1 Kitchen remodeled 2.2 Bathrooms remodeling started

PROJECT LOCATION

Oficial Rural Mixta Los Robles School in San Andrés Sementabaj, Sololá

BENEFICIARIES:

140 students: 75 male and 65 female, between 7 to 15 years of age. The majority are indigenous.

PROJECT DESCRIPTION:

The project is directed to improve infrastructure of the school including bathrooms, kitchen and recreational areas. In the *Los Robles* school the main goal is to improve sanitary conditions to prevent intestinal and respiratory diseases. Executed actions:

- Kitchen
- Recreational area
- Bathrooms
- Waterway to collect rainwater
- Installation of drinking water and drains

ALLIANCE: PROGRAMA DE BECAS PARA NIÑOS DE NIVEL BÁSICO

SECTOR: Education

EXPECTED DURATION: June 2005 to October 2005

IMPLEMENTING PARTNER: FUNDACIÓN KINAL

FUNDING PARTNER: Citigroup – Fondo Unido

ALLIANCE	CASH CONTRIBUTION	IN-KIND CONTRIBUTION	USAID FUNDS
Citigroup	\$13,822.20	\$0	\$10,032.55

ALIANZAS OBJECTIVES (IR-LLR)

3.1.3 Private sector alliances established

3.2.1 Improved access, quality and efficiency of basic education

PROJECT OBJECTIVES:

1. Provide the opportunity for underserved students to finish school
2. Provide students with an educational background to facilitate entrance into the workforce

RESULTS ACHIEVED

- 1.1 25 students currently enrolled
- 2.1 Materials purchased

PROJECT LOCATION: The *Kinal* Institute is located in *Colonia Landívar*, Zone 7 in Guatemala City

BENEFICIARIES:

25 male students, between the ages of 13 -14 from surrounding communities and other rural areas.

PROJECT DESCRIPTION:

The main goal of this project is to provide underserved students with access to high quality education programs. Parents are required to pay a small sum to make the program sustainable in the future and create a sense of co-responsibility between parents and students. The program also provides books and materials for students with scholarships.

ALLIANCE: Recaudación/Redondeo-Becatón

SECTOR: Education

EXPECTED DURATION: September 2005 to September 2006

IMPLEMENTING PARTNERS: *Asociación de Investigación y Estudios Sociales -ASIES*

FUNDING PARTNERS:

1. CEMACO
2. TELEFÓNICA
3. HOTEL PRINCESS REFORMA
4. PORTA HOTEL LEGENDARIO
5. PORTA HOTEL ANTIGUA
6. HOTEL PORTA DEL LAGO
7. ZAPATERÍAS COBÁN
8. PALETA
9. CORONA PAINT CENTER
10. MAGNO
11. MAGNO MUSIC STATION
12. DISTELSA
13. SUPER TIENDAS MAX
14. TRE FRATELLI – PASTA CAFÉ E RISTORANTE
15. HELADOS SARITA
16. MC DONALDS
17. BANCAFÉ
18. HIPER PAIZ

ALLIANCE	CASH CONTRIBUTION	IN-KIND CONTRIBUTION	USAID FUNDS
All Institutions	\$ 1,000,000*	\$ 200,000*	\$ 300,000**

*These amounts are estimated.

**USAID funds have a ceiling of \$300,000

ALIANZAS OBJECTIVES (IR-LLR)

- 3.1.3 Private sector alliances established
- 3.1.4 Greater community involvement in health, nutrition and education
- 3.2.1 Improved access, quality and efficiency of basic education
- 3.2.2 Innovative approaches applied to increase and improve educational opportunities

PROJECT OBJECTIVES	RESULTS ACHIEVED
1. Increase coverage and improve quality of education in priority rural areas	IN PROCESS
2. Increase retention rates, especially for girls	IN PROCESS
3. Encourage all Guatemalans to contribute.	3. Private sector involved: 18 companies

PROJECT LOCATION:

Fund raising: Nationwide: rural areas in 110 more vulnerable municipalities

BENEFICIARIES: 140,000 elementary students in rural areas

PROJECT DESCRIPTION:

The Ministry of Education's scholarship program is funded by the government funds, but it is insufficient to cover all students in the different educational levels. The goal is to encourage all Guatemalans to creatively contribute in the present, permitting this act of solidarity to be continued well into the future.

The program will cover 110 of the poorest municipalities in the country defined by:

1. INE - municipalities with high rates in unsatisfied basic needs.
2. Ministry of Education - municipalities with lowest rates in access to education and high rates in repetition, drop outs and over age students.

The program will focus in the departments of *Huehuetenango, San Marcos, Alta Verapaz, Quiché, Baja Verapaz, Chimaltenango, Chiquimula, Izabal, Jalapa, Jutiapa, Quetzaltenango, Retalhuleu, Santa Rosa, Sololá, Suchitepéquez, Totonicapán, Zacapa, Petén y Escuintla.*

A total of 2,500 schools will receive scholarships. The total number of students covered will be 140,000 boys and girls in 1st and 2nd grade. With USAID funding more than 6,000 students will have access to school.

The Ministry of Education is committed to continue supporting these scholarships throughout elementary school, in order to help the awarded students graduate from 6th grade. Scholarship recipient information as well as follow-up programs will be published on the Internet by student name, geographical location, school name, grade and gender.

ALLIANCE: Welcome to School

SECTOR: Education

EXPECTED DURATION: September 2005 to September 2009

IMPLEMENTING PARTNER: Save the Children USA

FUNDING PARTNER: Starbucks
Kraft
Scholastics

ALLIANCE	CASH CONTRIBUTION	IN-KIND CONTRIBUTION	USAID FUNDS
Starbucks	\$1,500,000.00		
Kraft	\$ 200,000.00		
Scholastics	\$ 20,000.00		
Save the Children	\$ 280,000.00		\$ 200,000.00
Other foundations		\$ 60,000.00	
USAID/W/GDA			\$ 200,000.00
TOTALS	\$ 2,000,000.00	\$ 60,000.00	\$ 400,000.00

ALIANZAS OBJECTIVES (IR-LLR)

3.2.1 Improved access, quality and efficiency of basic education

3.2.2 Innovative approaches applied to increased and improve educational opportunities

PROJECT OBJECTIVES

RESULTS ACHIEVED

Increased access and improved quality and relevance of education for rural indigenous children	In process
More effective community involvement in and support of children's learning in school and at home, in rural areas.	In process
Increased private sector commitment to education and exercising meaningful corporate social responsibility	In process
Increased awareness and buy-in from MINEDUC, partners and other players of successful practices to achieve good learning outcomes, particularly for indigenous rural populations	In process

PROJECT LOCATION: Huehuetenango, Sololá and Quiché

BENEFICIARIES: 40 pre primary and 38 primary schools
210 teachers trained in active learning methodologies
2,500 parents trained
200 parent/community participating

PROJECT DESCRIPTION:

After the signing of the Peace Accords in Guatemala in 1996, Save the Children (SC) designed three initiatives in the war-affected areas of the highlands of Guatemala (Zona Paz) in order to improve the lives of Guatemalan children and their families in rural communities: education; food security and economic opportunities; and reproductive and child health. SC continues to work with local partners in Guatemala, building their administrative capacity, strengthening community networks, and contributing to economic sustainability of those programs in the highlands of the country. SC's early childhood development, preprimary and more recently primary school projects in Guatemala – RICA – prides itself in its specialized implementation strategy that is designed to work with rural Mayan communities to meet their educational needs; strengthen their educational, organizational, and management capacities; and develop a program that is locally owned and sustained. The purpose of the RICA program is to work with partners, especially the *MINEDUC*, to introduce quality education in rural communities.

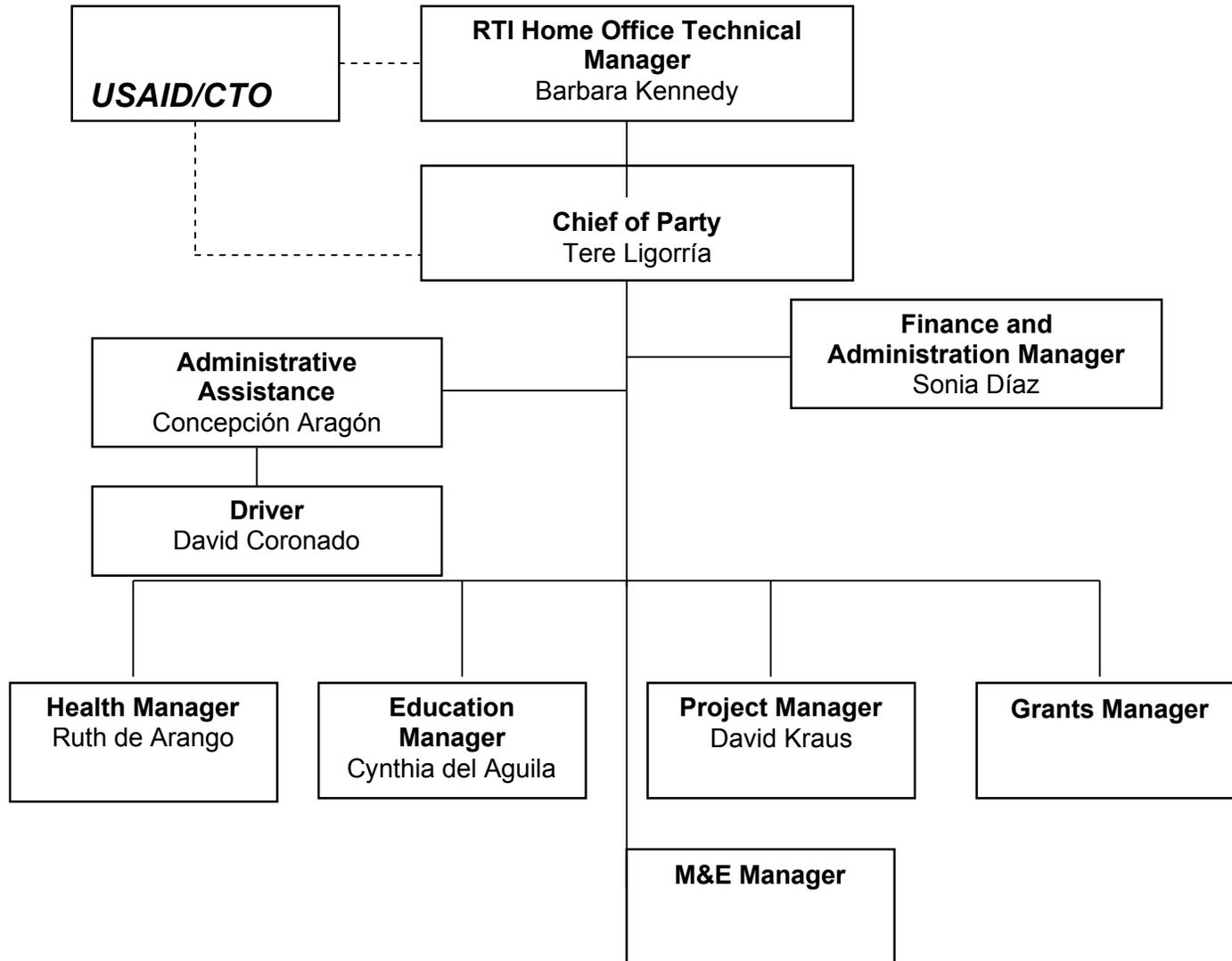
SC will lead the on-the-ground effort and will work with local communities and the Ministry of Education, including school administrators and teachers, to ensure the necessary groundwork and organizational capacity for the successful delivery of basic education. Save the Children Federation/US (SC) proposes to build a public-private alliance to improve education and expand life options for rural indigenous children in Guatemala. The proposed program builds on the successful pilot program Regional Initiative for Central America (RICA), implemented by SC and its partners, *Niños Refugiados del Mundo*, *Asociación de Promotores de Educación Inicial Bilingüe Intercultural Maya-Ixil (APIDIBIMI)*, and the Guatemalan Ministry of Education (MINED), which has provided 19 early childhood development (ECD)/pre-primary schools for over 1,200 rural indigenous children in El *Quiché*, and more recently to *Huehuetenango, Guatemala*.

The Welcome to School Program will enable the RICA partnership to extend the innovative bilingual intercultural curricula and community mobilization methodologies to 40 rural indigenous schools in *Huehuetenango, Sololá* and *Quiché*. Additionally the program will forge stronger and larger alliances among private sector, the government of Guatemala and other multi-lateral actors in order to leverage *Alianzas* resources needed to effectively address the issue of low retention and promotion rates, gender imbalance in education and the digital breach in educational services.

Taking into account the existing partnership with the government, ongoing successful educational programs in 19 communities and SC's strong corporate sponsor relations, the organization is well positioned to efficiently and effectively implement activities and solidified private alliances in order to improve education for rural indigenous children.

Annex D: Alianzas Organizational Chart

ORGANIZATIONAL CHART



Annex E: FUG Quarterly Report



Informe de Avances
CONVENIO ALIANZAS-FUG

Septiembre de 2005

1. Resumen Ejecutivo

PRESENTADO POR: Evelyn Espinoza		PUESTO: Coordinadora de Proyectos	
INFORME DEL PERIODO: Trimestre de julio a septiembre del año 2005			
CONVENIO FUG-RTI/USAID			
RESUMEN DE AVANCES			
<p>El presente informe da cuenta de l nivel de avance de los proyectos financiados por Fondo Unido de Guatemala en alianza con RTI-USAID. A la fecha se están ejecutando 7 proyectos en el área de Educación.</p> <p>A inicios del mes de Agosto se recibió el primer desembolso por parte de RTI -USAID, con lo cual se pudo dar inicio a los proyectos que fueron presentados por FUG y aprobados por RTI-USAID en el mes de mayo.</p> <p>En el mes de agosto se iniciaron las negociaciones con las distintas organizaciones para la firma del Convenio de colaboración. Este in strumento legal permite establecer las responsabilidades de cada una de las partes y delimita los campos de acción en la ejecución de los proyectos y el manejo financiero de los recursos.</p>			
FIRMA:		VoBo Director Ejecutivo:	
FECHA: 26 de Septiembre de 2005			

2. Proyectos ejecutados por la Alianza FUG-RTI

Nombre del proyecto	<i>Escuelas Demostrativas del Futuro</i>				
Organización ejecutora	Ministerio de Educación				
Duración del proyecto	4 meses				
Descripción	El proyecto consiste en trabajar con un escuela escogida por la empresa Siemens brindándole mejoramiento escolar, capacitación en el área pedagógica, instalación de un laboratorio de computación, mini biblioteca, material didáctico, Internet y TV, CD/DVD y VHS.				
Beneficiarios	El número de beneficiarios es de 362 de los cuales 173 son mujeres y 189 son varones, entre los 7 y los 14 años de edad. La mayoría de estos estudiantes pertenece a la etnia kiché.				
Cobertura geográfica	Municipio de Tzununil, Quiché				
Actividades realizadas	<ul style="list-style-type: none"> ○ Reuniones con contraparte de MINEDUC para la selección de la empresa constructora que manejará los fondos y ejecutará las obras de remodelación. ○ Reuniones para establecer términos del Convenio de colaboración y cronograma de trabajo. ○ Firma del Convenio de colaboración con el Ministerio de Educación y JOESA (empresa seleccionada para la ejecución de obras) 				
Progreso del Proyecto	<ul style="list-style-type: none"> ○ Se realizó la compra de materiales para el inicio de la fase I, correspondiente a la remodelación del módulo de baños. 				
Presupuesto del Proyecto	Costo total	Monto financiado por FUG	Monto financiado por RTI-USAID	Monto propio o financiado por otras agencias	Aporte en especie
	Q.300,154.97	Q.108,577.49	Q.108,577.49	Q. 0.00	Q. 83,000.00
	El aporte en especie consiste en la capacitación de los maestros y supervisores sobre la metodología de enseñanza utilizada por Future Kids, (Q.4,000.00) asimismo el gobierno de Korea realizó la donación de computadores para el equipamiento del laboratorio. (Q.72,000.00), Mano de obra no calificada (Q. 7,000.00).				
Presupuesto ejecutado	El monto de Q. 72,529.76 (que corresponde a Q.43,431.00 de RTI y Q. 29,098.76 de FUG), fue entregado con fecha 26/09/2005 para la remodelación del área de baños (primera etapa del proyecto).				
Observaciones generales	<ul style="list-style-type: none"> - El acuerdo sobre el manejo de los fondos provocó atrasos para iniciar el proyecto ya que MINEDUC no puede recibir el dinero del mismo. - El Convenio de colaboración se hizo tomando en cuenta a las 3 partes, MINEDUC, FUG y JOESA, lo cual implicó un mayor tiempo del acostumbrado para la revisión de los términos de colaboración. <p>La empresa constructora se comprometió a entregar la obra a mediados de noviembre, para compensar el atraso producido por la firma del Convenio de Colaboración.</p>				

Nombre del proyecto	Laboratorio de Computación				
Organización ejecutora	Camino Seguro				
Duración del proyecto	1 año				
Descripción	<p>El proyecto tiene como objetivo principal brindar a los niños, niñas y jóvenes beneficiarios de Camino Seguro un laboratorio de computación donde puedan tomar clases y usar las computadoras, complementando su formación.</p> <p>La capacitación se realiza con base al currículo de Future Kids, que contempla el aprendizaje paso a paso y basado en situaciones reales por parte de los estudiantes. Las clases son impartidas dos veces por semana.</p>				
Beneficiarios	El número de beneficiarios del proyecto es de 210 niños(as), de escasos recursos, de los cuales 115 son hombres y 95 son mujeres. Las edades de los estudiantes se encuentran entre los 7 y 15 años de edad.				
Cobertura geográfica	Área del Relleno Sanitario, Colonia Landívar zona 7, Ciudad de Guatemala				
Actividades realizadas	<ul style="list-style-type: none"> ○ Firma de Convenio de colaboración con Camino Seguro ○ Visita para conocer el área destinada a laboratorio ○ Entrega de cheque para la compra del equipo de cómputo 				
Progreso del Proyecto	<ul style="list-style-type: none"> ○ Se construyó el mobiliario para el equipo de cómputo ○ Está en proceso la compra de los computadores y el software 				
Presupuesto del Proyecto	Costo total	Monto financiado por FUG	Monto financiado por RTI-USAID	Monto propio o financiado por otras agencias	Aporte en especie
	Q.169,815.93	Q.63,907.96	Q.63,907.96	Q.42,000.00	Q 000.00
	Este proyecto no cuenta con aporte en especie.				
Presupuesto ejecutado	El monto de Q. 84,227.30 (Corresponde a Q. 63,907.96 de RTI y Q. 20,319.34 de FUG) fue entregado con fecha 31/08/2005 para la compra del equipo de cómputo y pago de primer trimestre del servicio prestado por Future Kids.				
Observaciones generales	- Dado lo avanzado del año, las clases de computación iniciarán en el mes de enero, mientras tanto se trabajara en el equipamiento del laboratorio y la capacitación del maestro por parte de Future Kids.				

Nombre del proyecto	Mejora de Infraestructura en la Escuela de Autogestión Comunitaria La Cascada				
Organización ejecutora	Amigos de la Escuela				
Duración del proyecto	4 meses				
Descripción	<p>El proyecto consiste en la remodelación del área de baños, las acciones a realizar son las siguientes:</p> <ol style="list-style-type: none"> instalación de agua potable , tinaco para agua potable y fosa séptica Cambio de artefactos sanitarios Colocación de puertas de baños Instalación de azulejo Instalación de piso de granito <p>Asimismo, el proyecto contempla la construcción del área de cocina, a través de las siguientes acciones:</p> <ol style="list-style-type: none"> Levantamiento de paredes Colocación de piso de granito Instalación de azulejo Colocación de puertas de ingreso 				
Beneficiarios	El número total de beneficiarios es de 531 de los cuales 243 son varones y 288 son mujeres entre los 7 y los 16 años de edad.				
Cobertura geográfica	Colonia La Cascada, Cabecera municipal de Escuintla				
Actividades realizadas	<ol style="list-style-type: none"> Firma de Convenio de colaboración con la Secretaria de Obras Sociales de la Esposa del Presidente –SOSEP- y el Comité Central de Acción Social –CCAS-. Entrega de cheque para la compra de materiales Entrega de materiales por parte de FUG, RTI y Procter & Gamble a la Junta Escolar. Visita de monitoreo para la verificación de avances en las obras de construcción y remodelación. 				
Progreso del proyecto	<ul style="list-style-type: none"> - Se construyó el área de cocina - Se demolieron los baños antiguos - Se iniciaron los trabajos para la remodelación del área de baños 				
Presupuesto del Proyecto	Costo total	Monto financiado por FUG	Monto financiado por RTI-USAID	Monto propio o financiado por otras agencias	Aporte en especie
	Q.89,382.42	Q.44,691.21	Q.44,691.21	Q. 0.00	Q. 0.00
	Este proyecto no incluye aporte en especie, aunque, la empresa Procter & Gamble está interesada en realizar una jornada de voluntariado que incluye la limpieza del establecimiento y la pintura.				
Presupuesto ejecutado	El monto de Q.37, 3 17.16 (La totalidad de este aporte es de FUG, ya que el aporte de parte de RTI ingreso el 19/09/2005) y fue entregado el 01/09/2005 , correspondiente a un 50% al Comité Central de Acción Social –CCAS- organización encargada del manejo de fondos.				
Observaciones generales	<p>El proyecto dio inicio en el mes de agosto. Durante la visita de monitoreo se pudo observar el nivel de avance de las obras (60).</p> <p>De acuerdo con el cronograma de trabajo, la entrega de obras se realizará a finales del mes de octubre.</p>				

Nombre del proyecto	Mejora de infraestructura en la Escuela de Autogestión Comunitaria Los Robles				
Organización ejecutora	Amigos de la Escuela				
Duración del proyecto	4 meses				
Descripción	<p>El proyecto consiste en la mejora y remodelación de las condiciones de infraestructura para evitar la contaminación que provoca enfermedades intestinales y respiratorias en los escolares.</p> <p>Las acciones a realizar son las siguientes:</p> <ul style="list-style-type: none"> ○ Pavimentar el patio escolar ○ Ampliar la cocina ○ Remodelar el área de baños ○ Construir gradas de concreto ○ Instalar un canal frontal de metal para la recolección de agua de lluvia ○ Instalar agua potable y drenajes 				
Beneficiarios	El número total de beneficiarios es de 140 niños(as) de los cuales 75 son varones y 65 son mujeres entre los 7 y 15 años de edad. La mayoría de estos niños(as) son indígenas.				
Cobertura geográfica	Caserío Los Robles, San Andrés Semetabaj, Sololá				
Actividades realizadas	<ol style="list-style-type: none"> 1. Firma de Convenio de colaboración con la Secretaria de Obras Sociales de la Esposa del Presidente –SOSEP- y el Comité Central de Acción Social –CCAS-. 2. Entrega de cheque para la compra de materiales 3. Entrega de materiales por parte de FUG, RTI y Procter & Gamble a la Junta Escolar. <p>Visita de monitoreo para la verificación de avances en las obras de construcción y remodelación.</p>				
Progreso del proyecto	<ul style="list-style-type: none"> - Se construyó la cocina escolar, únicamente está pendiente la instalación del sistema eléctrico. - Esta pendiente la construcción de una rampa de acceso al módulo de baños y la pavimentación del patio escolar. 				
Presupuesto del Proyecto	Costo total	Monto financiado por FUG	Monto financiado por RTI-USAID	Monto propio o financiado por otras agencias	Aporte en especie
	Q.71,589.93	Q.35,794.97	Q.35,794.97	Q. 0.00	Q. 0.00
	Este proyecto no incluye aportes en especie.				
Presupuesto ejecutado	El monto de Q. 59,777.59 (corresponde al 100% del aporte de RTI y el 100% del aporte de FUG) de fecha 27/07/2005 , fue entregado en su totalidad al Comité Central de Acción Social –CCAS- organización encargada del manejo de fondos.				
Observaciones generales	<ul style="list-style-type: none"> - El proyecto dio inicio en el mes de agosto. - La Junta Escolar de este establecimiento consiguió apoyo de parte del FIS para la construcción de un muro perimetral. - En la visita de monitoreo se observó que la construcción de la cocina está por concluir. - Los trabajos para la pavimentación del patio escolar, aún no han iniciado. - La fecha límite para la entrega de trabajos es el 30 de octubre. 				

Nombre del proyecto	Laboratorio de Computación				
Organización ejecutora	Cooperación para la Educación –COED-				
Duración del proyecto	2 años				
Descripción	<p>El proyecto consiste en trabajar en conjunto con el Instituto Nacional de Educación Básica con Orientación Industrial, ubicado en el municipio de El Tejar, Chimaltenango. Se instala un laboratorio de computación con computadoras donadas y se implementa una estrategia pedagógica aportada por Future Kids, mediante la capacitación del maestro y el seguimiento cercano.</p> <p>Esta metodología permite un aprendizaje paso a paso y basado en situaciones reales por parte de los estudiantes. Las clases son impartidas dos veces por semana.</p> <p>Los alumnos pagan una cuota baja para poder aportar a un fondo revolviente que permitirá cambiar el equipo cuando esté obsoleto, asegurando la sostenibilidad a largo plazo.</p>				
Beneficiarios	El proyecto tiene 215 beneficiarios estudiantes de primero, segundo y tercero básico, de los cuales 124 son hombres y 91 son mujeres. Las edades de los estudiantes están entre los 13 y 17 años de edad.				
Cobertura geográfica	Municipio de El Tejar, Chimaltenango				
Actividades realizadas	<ul style="list-style-type: none"> ○ Visita para conocer el laboratorio ○ Solicitud de notas de los estudiantes para conocer el puntaje promedio obtenido en el curso de computación. ○ Firma de Convenio de colaboración con COED 				
Progreso del proyecto	<ul style="list-style-type: none"> ○ Se equipó el laboratorio ○ Se contrató al maestro ○ Las clases dieron inicio en Enero de este año 				
Presupuesto del Proyecto	Costo total	Monto financiado por FUG	Monto financiado por RTI-USAID	Monto propio o financiado por otras agencias	Aporte en especie
	Q.102,225.83	Q. 28,293.42	Q.28,293.41	Q. 0.00	Q. 45,639.00
	Aporte en especie corresponde a Q. 13,200.00 de computadoras donadas por compañías Estadounidenses, Q.30, 144.00 de Software donado por Microsoft y Q. 2,295.00 de asesoría metodológica de Future Kids.				
Presupuesto ejecutado	Desembolso de Q. 11,812.50 programado para el día viernes 30/09/2005, que corresponde a Q. 7, 073.35 de RTI y Q. 4,739.15 de FUG.				
Observaciones generales	<p>El proyecto dio inicio en enero de este año. COED ha solicitado que el pago sea retroactivo para que podamos cubrir el 2005 y 2006 completos. Hasta ahora, la organización ha hecho uso de sus recursos para pagar los salarios del maestro del laboratorio.</p> <p>Durante la visita de monitoreo se pudo comprobar que el maestro recibe supervisión y retroalimentación constante por parte de COED y Future Kids.</p>				

Nombre del proyecto	Programa de Becas para niños de nivel básico				
Organización ejecutora	Fundación Kinal				
Duración del proyecto	1 año				
Descripción	<p>El proyecto consiste en realizar un aporte al fondo de becas de la Fundación Kinal, lo cual permite que los niños paguen una mensualidad baja por estudiar en el centro educativo.</p> <p>Asimismo, el proyecto contempla la adquisición de material bibliográfico que les será útil a los estudiantes durante los 3 años que dura el ciclo de educación básica.</p>				
Beneficiarios	El número total de beneficiarios de este proyecto es de 25 varones entre 13 y 14 años de edad.				
Cobertura geográfica	El proyecto está ubicado en la Colonia Landívar zona 7 de la Ciudad de Guatemala, y atiende a estudiantes de los municipios aledaños.				
Actividades realizadas	<ol style="list-style-type: none"> 1. Visita al establecimiento educativo para conocer a los beneficiarios y las instalaciones que ocupan actualmente 2. Firma de Convenio de colaboración con Fundación Kinal 3. Entrega de desembolso 				
Progreso del proyecto	<ul style="list-style-type: none"> - Se entregó el primer aporte de la bolsa de becas a los padres de familia de los estudiantes beneficiados - Se compró una parte del material educativo para los niños de primero básico 				
Presupuesto del Proyecto	Costo total	Monto financiado por FUG	Monto financiado por RTI-USAID	Monto propio o financiado por otras agencias	Aporte en especie
	Q.181,296.10	Q.105,048.72	Q.76,247.40	Q.0.00	Q.0.00
	Este proyecto no tiene aporte en especie.				
Presupuesto ejecutado	El monto de Q. 75,689.39 de los cuales corresponde Q. 38,123.70 aporte de RTI y Q. 37,565.69 de FUG. Dicho monto servirá para la cubrir una parte de las becas y comprar el material educativo de los estudiantes.				
Observaciones generales	<ul style="list-style-type: none"> - Este proyecto brinda una mejor preparación a los jóvenes para su ingreso a diversificado. En este año dio inicio la cobertura al ciclo de básico por eso el número de beneficiarios es bajo, también porque hacía falta material educativo y se priorizó esa necesidad. - Citigroup, empresa afiliada a Fondo Unido de Guatemala, patrocina un Programa de Becas beneficiando a 50 jóvenes del área de diversificado, este proyecto sirvió de base para solicitar el matching de RTI-USAID. El aporte de Citigroup es de U\$10,000.00 				

Annex F: Subcontractor Profile and Due Diligence

Para uso exclusivo de RTI:
 RTI #:
 # de RTI:
 Proposal #:
 # de Propuestas:

Subcontractor Profile
 Perfil del Subcontratista
 Request for Quote/Proposal
 Solicitud de Cotización / Propuestas

RTI would like for your firm to submit a quote based on the attached requirements. In preparing your quote, we ask that you answer the questions found in this Subcontractor Profile Form. Please return this form along with your proposal.

A RTI le gustarí que su empresa presente una cotización basada en los requisitos adjuntos. Durante la preparación de la misma, le agradeceríamos que conteste las siguientes preguntas. Por favor devuélvanos la presente solicitud adjunta a su propuesta.

Company Name: Nombre de la empresa: Address 1: Dirección #1: Address 2: Dirección #2: City, State: Ciudad, Estado: Zip Code: Código Postal: Country: País: Name of Parent Company: Nombre de la empresa matriz: Web Page URL: Página web URL:	Contract Negotiator (Pre-Award) Negociador del Contrato (Anteriormente nombrado) Name: Nombre: Title/Position: Título/Posición: Phone: Teléfono: Fax: Fax: Email: Dirección de correo electrónico: Contract Administrator (Post Award) Administrador del contrato (posteriormente nombrado) Name: Nombre: Title/Position: Título/Posición: Phone: Teléfono: Fax: Fax: Email: Dirección de correo electrónico: Technical Manager: Administrador Técnico: Name: Nombre: Title/Position: Título/Posición: Phone: Teléfono: Fax: Fax: Email: Dirección de correo electrónico:
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COMPANY INFORMATION
 INFORMACION DE LA EMPRESA

Business Size (http://www.sba.gov/size/): Tamaño de la empresa (http://www.sba.gov/size/):	Business Classification: Tipo de empresa:
Listed on SBA PRONET?: ¿Incluido en la base de datos en Internet conjunta de la Administración de las Pequeñas Empresas (SBA PRONET)?	
Federal EIN Number: Número Federal de Identificación de Trabajador (EIN):	DUNS Number: Número de Sistema de Información Universal (DUNS):
List all North American Industry Classification System Codes (NAICS) that apply to your company: (http://www.census.gov/epcd/www/naics.html) Por favor enumere todos los Códigos del Sistema de Clasificación Industrial de los Estados Unidos de América (NAICS) que apliquen a su empresa: (http://www.census.gov/epcd/www/naics.html)	

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 *RTI Internacional es el nombre comercial de Research Triangle Institute.

FEDERAL REQUIREMENTS (Applicable to Federally Funded Projects) REQUISITOS FEDERALES (Aplicable a proyecto con fondos federales)			
Do you have a Federally approved Cost Accounting System (FAR Part 30)? (If Yes, date of last Federal audit:) ¿Tiene un Sistema de Gastos Contables, federalmente aprobado (Sección 30 de la Regulación Federal de Adquisiciones (FAR))? (Si su respuesta es afirmativa, establecer la fecha de la última auditoría Federal)			
Do you have a Federally approved Contractor Purchasing System (FAR Part 44)? (If Yes, date of last Federal audit:) ¿Tiene un Sistema de Contratos de Compra, federalmente aprobado (Sección 44 de Regulación Federal de Adquisiciones (FAR))? (Si su respuesta es afirmativa, establecer la fecha de la última auditoría Federal)			
Do you have a Federally approved Government Property System? (If Yes, date of last Federal audit:) ¿Tiene un Sistema de Propiedad Gubernamental, federalmente aprobado? (Si su respuesta es afirmativa, establecer la fecha de la última auditoría Federal)			
What Federal Agency has administrative cognizance over your Federal work? ¿Qué Agencia Federal tiene conocimiento administrativo sobre su trabajo Federal?			
Agency Name: Nombre de la Agencia:		Address: Dirección:	
ACO Name: Nombre del Oficial Contratante Administrativo (ACO):		Phone: Teléfono:	
If this effort is cost reimbursement (federal), will you provide us a copy of your most recent federally approved indirect rate agreement with your cost proposal? ¿Si este esfuerzo tendrá un reembolso de gastos (federal), no proveerá una copia de su contrato negociado sobre el costo de la tarifa indirecta con su propuesta de gastos?			
Are you listed on the GSA Supply Schedule? If Yes, which schedules are you listed on: ¿Se encuentra en el Programa de Suministro de la Asociación de Proveedores Móvil Mundial (GSA)? (Si su respuesta es afirmativa, ¿en qué programas está en el listado?)			
REFERENCES/PAST PERFORMANCE REFERENCIAS / ACTUACIONES PASADAS			
Have you subcontracted to RTI before? (If Yes, please provide the RTI Subcontract Number (s): ¿Ha sido subcontratada, anteriormente, por RTI? (Si su respuesta es afirmativa, por favor provea el número(s) del subcontrato con RTI):			
Have you performed Federal work before? (If Yes, please name at least two Federal Agencies and Contract Numbers that you have supported in the past two years.) ¿Ha realizado, anteriormente, algún trabajo Federal? Si su respuesta es afirmativa, por favor enumere por lo menos dos Agencias Federales y Número de Contrato que haya apoyado en los últimos dos años. (If No, please provide at least two commercial firm references (Company Name/ Contact/Phone Number) Si su respuesta es negativa por favor provea, por lo menos, referencias de dos entidades comerciales (nombre de la compañía, contacto, número de teléfono)			
Please circle one of the following: Por favor circule uno de los siguientes:			
The company identified on this questionnaire (is / is not) presently debarred, suspended or determined ineligible for an award of a contract by any Federal agency. - La compañía identificada en este cuestionario (está, no está) actualmente impedida, suspendida o identificada de no estar apta para ser contratada, por cualquier agencia Federal.			
The company identified on this questionnaire (is / is not) compliant with FAR 52.222-21, Prohibition of Segregated Facilities. - La compañía identificada en este cuestionario (está, no está) de acuerdo con FAR 52.222-21, Prohibición de Segregación de Servicios.			
The information contained in this questionnaire, accurate and complete to the best of my knowledge and belief. La información que aparece en el presente cuestionario está al día, precisa y de acuerdo a mi real saber y entender.			
Name of Authorized Official Nombre del Oficial Autorizado:	Title Posición:	Signature Firma:	Date Fecha:

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**Research Triangle Institute
Review of Subcontractor/
Subrecipient Financial Systems**

**Research Triangle Institute
Revisión del Subcontratista /
Sistema Financiero del
Subreceptiendario**

Legal name of organization

Nombre legal de la entidad

Name of individual completing questionnaire

Nombre de la persona que
llena el presente cuestionario

Title of individual completing questionnaire

Título de la persona que llena el
cuestionario

Please provide the following information:

Por favor proporcionar la siguiente
información:

- A. Current **Negotiated Indirect Cost Rate Agreement** (NICRA) or other documentation from the firm's cognizant Government Audit Agency, if any.
- B. Audited balance sheets and profit and loss statements for the last two complete years. If audited financial statements are not available, please provide copies of the unaudited financial statements.
- C. Unaudited balance sheets and profit and loss statements for the current year-to-date.
- D. Copies of any audit reports/findings, if any
- E. Organizational chart

- A. El contrato negociado sobre el costo de la tarifa indirecta (NICRA) o cualquier otro documento otorgado por el encargado de la Agencia de Auditoria del Gobierno, si es que existe alguno.
- B. El Balance General y el Estado de Pérdidas y Ganancias auditados de los dos años, completos, anteriores. Si los estados financieros auditados no están disponibles, por favor proveer copia de los estados financieros no auditados.
- C. El Balance General y el Estado de Pérdidas y Ganancias del presente año, hasta la presente fecha.
- D. Copias de cualquier reporte o resultados de una auditoria, si existe alguno.
- E. Organigrama

General Information

What type of organization are you (non-profit, commercial, university, etc.)?

Información General

¿Que clase de entidad es (no-lucrativa, comercial, universidad, etc.)?

Is your organization incorporated or legally registered? If yes, when and where?

¿Está su entidad legalmente inscrita o incorporada? Si su respuesta es afirmativa, cuándo y en dónde?

Is your organization required to pay taxes on revenue/income, or is it exempt from such taxes?

¿Está, su entidad, obligada a pagar impuestos sobre utilidades/ingresos, o está exenta al pago de ellos?

____ Required to pay taxes on revenue/income

____ Obligada a pagar impuestos sobre utilidades/ingresos

____ Not required to pay taxes on revenue/income

____ Exenta al pago de impuestos sobre utilidades/ingresos

Please list the number of employees your organization has:

Por favor enumere el número de trabajadores que tiene su empresa:

____ Full-time employees

____ Trabajadores de tiempo completo

____ Part-time employees

____ Trabajadores de medio tiempo

____ Consultants

____ Asesores

What are the beginning and ending dates of your fiscal year?

Fecha en las que inicia y termina su período fiscal:

Beginning (Month/Year): _____

Inicia (Mes/Año): _____

Ending (Month/Year): _____

Termina (Mes/Año): _____

Does your organization have other sources of US government funds? If yes, please provide the name of the US Federal agency.

¿Tiene su empresa, otras fuentes provenientes de fondos del gobierno de Estados Unidos? Si su respuesta es afirmativa, por favor escriba el nombre de la agencia federal estadounidense.

Financial Resources

Please comment on your company's financial resources as it relates to the performance of this contract, discussing cash and investment balances, debt balances and terms, and the availability of additional funds

Recursos Financieros

Por favor haga un comentario de los recursos financieros de su empresa en relación con el cumplimiento del presente contrato, haciendo énfasis en los balances de inversión y efectivo, balance de deuda y sus términos así como también de la disponibilidad de fondos adicionales.

What percentage of your cash and investments is held at a financial institution? *(the purpose of this question is to ensure that assets are safeguarded)*

¿Qué porcentaje de su efectivo e inversiones se encuentra en una institución financiera? *(El propósito de ésta pregunta es asegurar que los activos están garantizados)*

What percentage of your cash is maintained in petty cash?

¿Qué porcentaje de su efectivo se mantiene en caja chica?

Accounting System *(the purpose of these questions is to ensure that transactions and*

Sistema de Contabilidad *(El propósito de las siguientes preguntas es asegurar que*

events are properly recorded in an accounting system)

Briefly describe your organization's accounting system (including name of software).

Does the accounting system provide for accumulating and recording expenditures by project?

Briefly describe your organization's system for filing and keeping supporting documentation.

Are there any circumstances in which invoices, vouchers and timesheets cannot or will not be obtained?

Accounting Policies and Procedures *(the purpose of these questions is to ensure that there are authorization and approval controls to provide assurance that transactions are in accordance with laws, regulations and company policy, as well as ensure that there are segregation of duties and independent checks performed on the validity, accuracy and completeness of recorded transactions)*

Are duties separated so that no one individual has complete authority over an entire financial transaction? Please briefly describe your segregation of duties (prepare and approve purchase orders, prepare and sign checks, perform bank reconciliations, record transactions in accounting system, etc.)

Does the organization have an accounting manual?

las transacciones y eventos son registrados debidamente en un sistema de contabilidad)

Describa, brevemente, el sistema de contabilidad de su empresa (incluyendo el nombre del programa de computación que utiliza)

¿El sistema de contabilidad que utiliza, provee gastos acumulativos y registrados para cada proyecto en particular?

Brevemente describa el sistema que usa su empresa para archivar y guardar documentos de apoyo.

¿Existen situaciones en las que facturas, comprobantes o planillas de horas de trabajo devengadas no puedan obtenerse?

Políticas y Procedimientos Contables (El propósito de las siguientes preguntas es asegurar que existen controles de autorización y de aprobación; ello para dar seguridad de que las transacciones se hacen conforme a la ley, regulaciones y políticas de la empresa, así como también asegurar de que existe una delegación de trabajos e inspecciones independientes relacionadas con la validez, precisión y cumplimiento de transacciones registradas).

Dentro de su empresa, ¿existen atribuciones independientes para que ningún individuo tenga la autoridad completa sobre una transacción financiera? Por favor describa brevemente la separación de deberes (preparar y aprobar órdenes de compra, hacer y firmar cheques, hacer conciliaciones bancarias, registrar las transacciones dentro del sistema contable, etc.)

¿Tiene, su empresa, un manual de contabilidad?

Does the organization have a policy for approval authority for financial transactions? Please describe.

¿Tiene, su empresa, una política en relación al procedimiento a seguir por una autoridad para aprobar transacciones financieras? Por favor descríbala.

Does the organization have a procurement policy/manual? Please provide a copy.

¿Tiene, su empresa, un manual de políticas de adquisición? Por favor proporcionar una copia.

Does the organization use an operating budget to control funds?

¿Utiliza, su empresa, un presupuesto de operación para controlar los fondos?

How often are financial statements prepared?

¿Con qué frecuencia se preparan los estados financieros?

Please explain the financial statement review process. Are financial statements reviewed by the President, Chief Financial Office, Board of Directors, etc.?

Por favor explique el proceso de revisión de los estados financieros. ¿Son revisados por el Presidente, Director Financiero, Junta Directiva, etc.?

How will your organization ensure that the individual budget categories and overall budget limits for the project are not exceeded?

¿Cómo podrá garantizar su empresa, que las categorías individuales del presupuesto y que los límites del presupuesto en general para el proyecto, no se exceden?

Personnel and Timekeeping

Are personnel files maintained for each employee?

Personal y Marcador de Tiempo

¿Existe un registro para cada trabajador?

If yes, please describe the types of documents that are maintained.

Si su respuesta anterior es afirmativa, por favor describa el tipo de documentos que se archivan.

Does the organization require employees to complete timesheets?

¿La empresa requiere que los empleados completen una tarjeta de control de horario?

If yes, do the timesheets contain the following information?

Si su respuesta anterior es afirmativa, ¿tienen dichas tarjetas la siguiente información?

Daily hours charged to the project?

¿Horas diarias de trabajo empleadas en el proyecto?

Employee signature?

¿Firma del trabajador?

Supervisor's signature?

¿Firma del supervisor?

How often are timesheets submitted?

¿Con qué frecuencia se presentan las tarjetas de control de horario?

Please explain how the timesheets are integrated with the accounting system and the invoicing process.

Por favor explique, ¿cómo se integran las tarjetas de control de horario con el sistema contable y el proceso de facturación?

For budgeting purposes, how many working hours are in a day?
How many working days are in your calendar year?

Para propósitos presupuestarios, ¿cuántas horas de trabajo hay en un día?
¿Cuántos días de trabajo hay en su año calendario?

Property Control

Does the organization maintain a fixed asset/equipment register? Are assets inventoried (tagged)?

Control de su propiedad

¿Tiene, su empresa, un registro de todos sus bienes fijos/equipo? ¿Existe un inventario de bienes (identificados)?

Travel

Are travel expenditures substantiated by a travel voucher/expense report? What documents are required to accompany the travel voucher/expense report?

Viajes

Los gastos de viajes, ¿deben justificarse por medio de un informe de viaje, respaldado por comprobantes? ¿Qué documentos deben ser adjuntados a dicho informe?

Equipment and Facilities

Please comment on your company's office(s) and equipment (computers, e-mail, etc.) *(the purpose of this question is to ensure that the company has adequate equipment and facilities to carry out the contract)*

Equipo y Servicios

Por favor haga un comentario en relación a las oficinas y equipo (computadoras, mensajes de correo electrónico, etc.) de su empresa. (El propósito de la presente pregunta es asegurar que su empresa tiene un equipo y los servicios necesarios para poder cumplir con el contrato.)

Annex G: Grant Memorandum of Understanding (MoU), and Subagreement Templates

Grant

- | | |
|--|---|
| <p>1. Donación No.:</p> <p>2. Tipo de <u>sub-adjudicación</u>:
Costo de reembolso de donación
A una organización no estadounidense
como socio ejecutor (concedido)</p> <p>3. Administrador de la donación:
Research Triangle Institute (RTI)
3040 Cornwallis Road
P. O. Box 12194
Research Triangle Park, NC 27709-
2194
USA</p> <p>4. Oficial de donación de RTI:
Mr. <u>Chito Padilla</u></p> <p>5. Socio ejecutor:
(Nombre de la empresa y dirección
completa)</p> <p>6. Contacto del socio ejecutor
(Nombre de la persona y título)</p> <p>7. Acuerdo corporativo de USAID No.:
520-A-00-04-00204-00</p> <p>8. Título del Proyecto:
Alianzas Estratégicas para el Desarrollo
(Proyecto Alianzas)</p> <p>9. Proyecto de RTI No.: 09490</p> <p>10. Período de la donación:
(Escriba el período)</p> <p>11. Monto de la donación:
(Cantidad en quetzales)</p> <p>12. Monitor de la donación de RTI:
Ms. Teresa <u>Ligorria</u>, Directora</p> | <p>1. Grant No.: 09490-G-00X</p> <p>2. Type of <u>Subaward</u>:
Cost Reimbursement Grant to a Non-
U.S. Organization as an Implementing
Partner (Grantee)</p> <p>3. Grant Administrator:
Research Triangle Institute (RTI)
36040 Cornwallis Road
P. O. Box 12194
Research Triangle Park, NC 27709-
2194
USA</p> <p>4. RTI Grant Officer:
Mr. <u>Chito Padilla</u></p> <p>5. Implementing Partner:
(Enter organization's name and
complete address.)</p> <p>6. Implementing Partner's
Point-of-Contact: (Enter individual's name
and title)</p> <p>7. USAID Cooperative Agreement No.:
520-A-00-04-00204-00</p> <p>8. Project Title:
Strategic Alliances for Development
(<u>Alianzas Project</u>)</p> <p>9. RTI Project No.: 09490</p> <p>10. Period of Grant:
(Enter period.)</p> <p>11. Grant Amount:
(Enter amount in <u>Quetzales</u>)</p> <p>12. RTI Grant Monitor:
Ms. Teresa <u>Ligorria</u>, Chief-of-Party</p> |
|--|---|

Esta donación es otorgada a (escriba el nombre del socio ejecutor) (de ahora en adelante llamado "Socio Ejecutor" o "Donador"), teniendo su sede en (escriba la dirección completa del socio ejecutor), y administrado por Research Triangle Institute (de ahora en adelante llamado "RTI") una corporación no lucrativa que existe bajo las leyes del estado de Carolina del Norte, Estados Unidos, cuya sede principal se encuentra en 3040 Cornwallis Road, Research Triangle Park 27709-2194, bajo el Convenio de Cooperación entre USAID y RTI para Alianzas Estratégicas para el desarrollo de Proyectos de alianzas (de aquí en adelante llamado "Alianzas").

Por Cuanto:

- A. La Agencia de los Estados Unidos para el desarrollo Internacional Misión en Guatemala le adjudica un Convenio de Cooperación (No. 520-A-00-04-00204) a RTI con el propósito de identificar desarrollar y dirigir alianzas entre el sector público y privado para que contribuyan al logro de los resultados intermedios (IRs, siglas en inglés) anotado en el Artículo 1.
- B. Las donaciones para los socios ejecutores serán hechas por RTI para realizar actividades específicas que contribuirá al logro del IRs en el Artículo 1.
- C. Esta donación no deberá: (i) crear relaciones entre el director y el representante, patrón y el empleado, una empresa común o una relación de negocios entre RTI y el socio ejecutor; y (ii) establecer confidencialidad del contrato entre USAID y el Socio Ejecutor.

Esta donación reemplaza y cancela cualquier entendimiento o acuerdo previo, ya sea verbal o escrito entre RTI y el socio ejecutor para esta actividad.

Ahora en adelante, en consideración de las promesas, las alianzas mutuas y los acuerdos contenidos aquí, proponiendo estar limitados legalmente, RTI y el Socio Ejecutor por este medio acuerdan los siguientes términos y condiciones de esta donación.

This Grant is awarded to (enter Implementing Partner's name) (hereinafter called "Implementing Partner" or "Grantee"), having its principal place of business at (enter Implementing Partner's complete address), and administered by **Research Triangle Institute** (hereinafter called "RTI"), a not-for-profit corporation existing under the laws of the State of North Carolina, USA and having its principal place of business at 3040 Cornwallis Road, Research Triangle Park 27709-2194, under the Cooperative Agreement between USAID and RTI for Strategic Alliances for Development Project (herinafter called "Alianzas").

Whereas:

- A. The United States Agency for International Development Mission to Guatemala awarded a Cooperative Agreement (No. 520-A-00-04-00204) to RTI for the purpose of identifying, developing and managing public-private alliances that contribute to the achievement of the intermediate results (IRs) listed in Article 1.
- B. Grants to Implementing Partners will be made by RTI to implement specific activities that will contribute to the achievement of the IRs in Article 1.
- C. This Grant shall not (i) create the relationship of principal and agent, employer and employee, joint venture, or business partnership between RTI and the Implementing Partner; and (ii) establish privity of contract between USAID and the Implementing Partner.

This Grant supersedes and cancels any previous understandings or agreements, verbal or written, between RTI and the Implementing Partner for this activity.

Now, therefore, in consideration of the promises and of the mutual covenants and agreements contained herein, and intending to be legally bound, RTI and the Implementing Partner hereby agree to the following terms and conditions of this Grant.

Artículo 1. OBJETIVOS DEL PROGRAMA

Donaciones a Socios Ejecutores bajo el Proyecto Alianzas busca lograr los siguientes resultados intermedios (IRs):

IR 3.1: Incrementar y Mejorar las Inversiones en el Sector Social

- 3.1.3: Establecido alianzas con el Sector Privado
- 3.1.4: Mayor comunidad involucrada en la salud y educación

Para lograr el incremento y mejoras de las inversiones en el sector social, es necesario que el sector público y privado logre el cuidado básico universal de la salud y la cobertura de la educación para todos los guatemaltecos incluyendo los dos millones de personas que no tienen acceso a los servicios de salud y educación. La participación preactiva del sector privado a través de las alianzas estratégicas es crucial para promover la distribución equitativa y el uso eficiente de los recursos y lograr autosuficiencia (sostenibilidad) de instituciones y programas responsables para el manejo de este servicio.

IR 3.2: Incrementar el acceso y Mejorar la calidad de la Educación Básica

- 3.2.1: Mejorar el acceso, calidad y eficiencia de la Educación Básica
- 3.2.2: Accesos innovadores aplicados para incrementar y mejorar las oportunidades educativas.

No obstante, Guatemala a logrado un progreso significativo en la década pasada extendiendo la cobertura de la educación básica, sin embargo existe todavía un gran número de niños que no cuentan con acceso a los servicios de educación básica. El reto de RTI y sus socios de alianzas es extender el éxito de USAID y otros socios en la educación intercultural y bilingüe, salón único de enseñanza y metodologías de aprendizaje activo, aplicaciones ICT, modelos de enseñanza comunitaria, capacitación a maestros, desarrollo de materiales y otras

Article 1. PROGRAM OBJECTIVES

Grants to Implementing Partners under the Alianzas Project will seek to achieve the following intermediate results (IRs):

IR 3.1: Increased and Improved Social Sector Investments

- 3.1.3: Private sector alliances established
- 3.1.4: Greater community involvement in health and education

Increased and improved investments in the social sector by both the public and private sectors are needed to achieve universal basic health care and education coverage for all Guatemalans and for including the two million individuals with no access to health or education services. The proactive participation of the private sector through strategic alliances is crucial to promote equitable allocation and efficient use of resources and achieve the self-sufficiency (sustainability) of institutions and programs responsible for service delivery.

IR 3.2: Increased Access and Improved Quality of Basic Education

- 3.2.1: Improved access, quality and efficiency of basic education
- 3.2.2: Innovate approaches applied to increase and improve educational opportunities

Although Guatemala has made significant progress in the past decade in extending basic education coverage, there are still large numbers of children with no access to basic education services. The challenge for RTI and its Alliance Partners is to extend USAID's and other partners' successes in intercultural and bilingual education, one-room schooling and active-learning methodologies, ICT applications, community models of schooling, teacher training, materials development and other alternative and innovative delivery strategies. The focus should be on priority communities with

de la monto estimada para esta donación en el período indicado en el artículo 4 es de (quetzalesXXX).

Artículo 6. FONDOS OBLIGATORIOS

La cantidad que actualmente se requiere para esta donación es de (quetzalesxxx). Fondos adicionales al total de la cantidad estimada de la donación que se requiere en el artículo 5 puede ser obligatoria por RTI sujetos a la disponibilidad de los fondos de USAID, progreso satisfactorio del proyecto y la relevancia de continuar con los objetivos del programa Alianzas. RTI no está obligada a reembolsar a los socios ejecutores por los gastos en exceso del monto total obligado.

Artículo 7. PRESUPUESTO DONACION

El siguiente presupuesto es el aprobado. Revisiones a este presupuesto deberán ser de acuerdo con las aprobaciones previas requeridas en el Artículo 14.

Producto	monto
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Artículo 8. PLAN ANUAL

Dentro de 30 días después de la fecha efectiva de esta donación, el socio ejecutor deberá remitir a RTI el monitoreo técnico detallado en plan anual de trabajo y anualmente durante el período de esta donación. El plan anual de trabajo deberá incluir un descripción de las actividades, fechas y presupuestos, incluyendo los fondos en trámite, e identificar pasos críticos y soluciones para completar el periodo de la adjudicación. Los planes de trabajo también incluyen una descripción de cualquier material de capacitación y campañas para cambiar el comportamiento de educación. Todos los materiales producidos deben ser aprobados por el monitor de donaciones de RTI previo a imprimir, reproducir, disseminar o transmitir.

C:/Formatos/Formato Grant Español-Ingles

Esta es una donación de reembolso. El total socios ejecutores para recibir fondos a través de sub-adjudicaciones. Los socios ejecutores pueden ser NGOs locales o en redes de NGO, PVOs, fundaciones, cooperativas, grupos o asociaciones de padres de familia, escuelas y comunidades dando salud básica,

total estimated amount of this Grant for the period indicated in Article 4 is Quetzales XXX.

Article 6. OBLIGATED FUNDING

The amount currently obligated for this Grant is Quetzales YYY. Additional funds up to the total estimated amount of the Grant provided in Article 5 may be obligated by RTI subject to the availability of funds from USAID, satisfactory progress of the project, and continued relevance to Alianzas program objectives. RTI is not obligated to reimburse the Implementing Partner for the expenditure of amounts in excess of the total obligated amount.

Article 7. GRANT BUDGET

The following is the approved Grant Budget. Revisions to this budget shall be made in accordance with the prior approval requirements in Article 14.

Line Item	Amount
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Article 8. ANNUAL WORK PLAN

Within 30 days after the effective date of this Grant, the Implementing Partner shall submit to the RTI Technical Monitor a detailed Annual Work Plan and annually thereafter during the period of this Grant. The Annual Work Plan shall include a description of activities, timelines and budgets, including the pipeline of fund unspent, and will identify critical paths and milestones for the entire period of the award. Work plans will also include a description of any education and training materials and behavior change campaigns planned. All materials produced will be approved by the RTI Grant monitor prior to printing, reproducing, disseminating or airing.

This is a cost-reimbursement Grant. The through subawards. Implementing Partners can be local NGOs or NGO networks, PVOs, foundations, cooperatives, parent groups or associations, schools and communities delivering basic health, nutrition and education services.

Memorandum of Understanding (MoU)

CARTA DE ENTENDIMIENTO

MEMORANDUM OF UNDERSTANDING

Entre

Between

SOCIO DE ALIANZAS

ALLIANCE PARTNER

Y

And

RESEARCH TRIANGLE INSTITUTE (RTI)

RESEARCH TRIANGLE INSTITUTE (RTI)

El propósito de esta Carta de Entendimiento (de aquí en adelante “CDE”) entre SOCIO DE ALIANZAS (de aquí en adelante “socio de Alianzas”) y Research Triangle Institute (de aquí en adelante “RTI”), ambos de aquí en adelante “Las Partes”, es instituir las intenciones y el entendimiento entre las Partes al establecer la alianza para incrementar el acceso a, mejorar la calidad, equidad, eficiencia y uso de los servicios básicos de salud, nutrición y educación en Guatemala. Las Partes desean definir los términos y condiciones de la colaboración a través de la alianza, para la consecución de los objetivos anteriormente mencionados.

The purpose of this Memorandum of Understanding (hereinafter referred to as “MoU”) between XXX (hereinafter referred to as “Alliance Partner”) and Research Triangle Institute (hereinafter referred to as “RTI”), both hereinafter referred to as the “Parties”, is to set forth the understandings and intentions of the Parties to establish an alliance to increase access to, and improve the quality, equity, efficiency and use of basic health, nutrition and education services in Guatemala. The Parties hereby wish to define the terms and conditions of their collaboration through an alliance to pursue the aforementioned objectives.

I. RESUMEN

La Agencia de los Estados Unidos para el Desarrollo Internacional en Guatemala (de aquí en adelante “USAID” por sus siglas en inglés), otorgó el Acuerdo Cooperativo (No. 520 -A-00-04-00204-00) a RTI para gestionar, negociar y administrar alianzas estratégicas para entrega de servicios básicos de salud, nutrición y educación. La actividad es llamada Alianzas Estratégicas para el Desarrollo o el Proyecto Alianzas

I. OVERVIEW

The United States Agency for International Development Mission to Guatemala (hereinafter called “USAID/Guatemala”) has entered into a Cooperative Agreement (No. 520 -A-00-04-00204) with RTI to pursue, negotiate and manage strategic alliances for basic health, nutrition, and education service delivery in Guatemala. The activity is entitled Strategic Alliances for Development or the *Alianzas* Project.

Una alianza es una sociedad entre organizaciones lucrativas y organizaciones no lucrativas del sector privado y RTI como el socio implementador de USAID para el programa Alianzas en Guatemala, que genera recursos, en efectivo y en especie, con un propósito común por el bien de la sociedad. Se prevee que los fondos de alianzas se usarán para:

An alliance is a partnership between private sector for-profit and not-for-profit entities and RTI as the implementing partner of USAID for the *Alianzas* Project in Guatemala that leverage resources, in cash or in-kind, for a common purpose and a social good. It is envisioned that alliance funds will be used to:

- Reducir la morbilidad, mortalidad, y desnutrición de la madre y la niñez;
- Incrementar el uso de los servicios de calidad de salud y nutrición de la niñez.
- Incrementar las tasas de inmunización;
- Incrementar el uso de la planificación familiar para espaciar mejor los

- Reduce maternal and child morbidity, mortality and malnutrition;
- Increase use of quality maternal and child

- embarazos y reducir la fertilidad.
- Mejorar las prácticas de higiene y nutrición de la niñez;
- Reducir las brechas de género y brechas entre las poblaciones Maya y Ladina en cuanto a acceso a servicios;
- Incrementar el involucramiento de la comunidad en salud, nutrición y educación;
- Incrementar las tasas de completación de primaria;
- Incrementar el acceso a pre primaria, primaria, secundaria y diversificado;
- Mejorar la calidad de la educación básica; y
- Reducir las tasas de deserción y repitencia en la escuela.

Las alianzas se forjarán a todo nivel: (i) para generar fondos y recursos del sector privado, (ii) para gestionar colaboración entre entidades interesadas en financiar intervenciones del sector social y organizaciones de entrega de servicios, y (iii) para distribuir recursos a proveedores de servicios básicos de salud, nutrición y educación a las poblaciones en pobreza.

Las alianzas se harán con una amplia gama de socios del sector privado, principalmente con organizaciones lucrativas, tales como pequeñas, medianas y grandes empresas, corporaciones, asociaciones comerciales y otros. Las alianzas también se harán con grupos no lucrativos tales como organizaciones no gubernamentales (ONGs), organizaciones de la sociedad civil, organizaciones basadas en la fe, fundaciones y filantropías individuales y grupales.

Las partes que participan en esta alianza desean mantener sus propias misiones y mandatos separados y únicos, y sus propias responsabilidades. A menos que se detalle específicamente lo contrario, la cooperación entre las Partes descrita en esta Carta de Entendimiento no debe ser considerada o interpretada como una sociedad o como ningún otro tipo de entidad legal o personería jurídica. Nada en esta Carta de Entendimiento debe ser interpretado para reemplazar o interferir en cualquier forma con otros acuerdos o contratos celebrados entre dos o más Partes, ya sea previo o subsiguiente a la firma de esta Carta de Entendimiento. Las Partes especifican además que reconocen que esta Carta de Entendimiento no es una obligación de fondos, ni constituye un compromiso de carácter legal de cualquiera de las Partes.

- health and nutrition services;
- Increase immunization rates;
- Increase the use of family planning to better space births and reduce fertility;
- Improve maternal and child dietary and hygiene practices;
- Reduce the gender gap and the gap between Mayan and ladino populations in access to services;
- Increase community involvement in health, nutrition and education;
- Increase primary school completion rates;
- Increase access to preschool, middle school and high school;
- Improve the quality of basic education; and
- Reduce school drop-out and repetition rates.

The alliances will be forged at all levels: (i.) to leverage funds and resources from the private sector, (ii.) to broker collaboration between entities interested in financing social sector interventions and service delivery organizations, and (iii) to allocate resources to providers of basic health, nutrition and education services for the poor.

The alliances will be with a broad base of private sector partners, primarily with for-profit organizations, such as small, medium, and large businesses, corporations, commercial partnerships and others. Alliances will also be with not-for-profit groups such as non-governmental organizations (NGOs), civil society organizations, faith-based organizations, foundations and individual and group philanthropies.

The Parties entering into this alliance wish to maintain their own separate and unique missions and mandates, and their own accountabilities. Unless specifically provided otherwise, the cooperation between the Parties as outlined herein is not to be considered or construed as a partnership or other type of legal entity or personality. Nothing in this MoU shall be construed as superseding or interfering in any way with other agreements or contracts entered into by Parties, either prior to or subsequent to the signing of this MoU.

II. OBJETIVOS DE LA ALIANZA

Las Partes acceden a colaborar en la consecución de uno o más objetivos descritos en el Artículo I y conjuntamente identificar la metodología del programa. De la misma forma, los proyectos pueden desarrollarse e implementarse en forma conjunta tal y como se establezca periódicamente por las Partes.

(Enumerar los objetivos específicos de esta alianza en particular)

III. PLAN DE IMPLEMENTACIÓN

Las Partes acuerdan colaborar en el desarrollo e implementación del plan para llevar a cabo los objetivos específicos de la alianza. El plan de implementación puede anexarse a esta Carta de Entendimiento a la firma de la misma (si se finaliza para entonces) o en una fecha posterior mutuamente establecida por las Partes.

IV. CONTRIBUCIONES Y DESEMBOLSOS

- A. En apoyo a los objetivos específicos de la alianza descrita en el Artículo II, el socio de Alianzas contribuirá con lo siguiente:

- 1.
- 2.
- 3.

El socio de Alianzas puede (a) enviar sus contribuciones a RTI y combinarlas con las contribuciones propias de RTI para los desembolsos al beneficiario o los beneficiarios, o (b) desembolsar directamente al beneficiario o beneficiarios; o (c) requerir recibir la contribución de RTI y combinarla con los socios de Alianzas.

Las contribuciones del socio de Alianzas se desembolsarán como sigue:

(Describa cómo el socio de la alianza entregará sus contribuciones)

- B. Por su parte RTI proveerá lo siguiente:

- 1.
- 2.
- 3.

II. OBJECTIVES OF THE ALLIANCE

The Parties agree to collaborate in pursuing one or more of the objectives described in Article I and will jointly identify program approaches. Likewise, projects may be jointly developed and implemented as may be agreed upon from time to time by the Parties.

This alliance will seek to achieve the following objectives:

(Enumerate the specific objectives of this particular alliance.)

III. IMPLEMENTATION PLAN

The Parties also agree to collaborate in developing an implementation plan to carry out the specific objectives of this alliance. The implementation plan may be appended to this MoU at the time of signature of this MoU (if finalized by that time) or at a later date that is mutually agreed upon by the Parties.

IV. CONTRIBUTIONS and DISBURSEMENTS

- A. In support of the specific objectives of this alliance described in Article II, the Alliance Partner will contribute the following:

- 1.
- 2.
- 3.

The Alliance Partner may either (a.) remit its contributions to RTI and combine with RTI's own contributions for disbursement to the beneficiary or beneficiaries, or (b.) disburse its contributions directly to the beneficiary or beneficiaries; or, (c.) request to receive RTI's contributions and combine with the Alliance Partners

The contributions of the Alliance Partner will be disbursed as follows:

(Describe how the Alliance Partner will remit its contributions.)

- B. For its part, RTI will provide the following:

- 1.
- 2.
- 3.

RTI hará los desembolsos como sigue:

V. MANEJO DE LA ALIANZA

La gerencia diaria de la alianza estará a cargo de RTI. El socio de la alianza designará a una persona de contacto para que funja como enlace con RTI en lo relacionada con la alianza, incluyendo la implementación de actividades de apoyo específicas.

Las Partes acuerdan no: (a) crear ninguna obligación financiera o de otra índole en nombre de alguna de las otras Partes, (b) asumir compromisos o alguna posición en nombre de las otras sin el consentimiento específico escrito de dicha organización y (c) utilizar distintivos de alguna de las otras Partes, incluyendo su nombre o logotipo sin su consentimiento específico, el cual deberá proporcionarse anticipadamente y por escrito.

Cada Parte proveerá publicidad apropiada a las actividades llevadas a cabo bajo esta alianza, incluyendo reconocimiento adecuado de las contribuciones de la otra Parte. Cualquier publicidad involucrando a la otra parte deberá realizarse respetando (sin afectar) los intereses de la otra Parte.

El socio de Alianzas consultará con RTI previo a enviar comunicados de prensa acerca de la alianza y de las actividades apoyadas por la alianza, será necesaria una aprobación previa de USAID bajo ciertas circunstancias.

VI. PERÍODO DEL ACUERDO

Esta Carta de Entendimiento y la alianza establecida bajo la misma surtirá efecto a partir de la fecha de la firma hasta (fecha), a menos que se de por terminado previamente por cualquiera de las Partes. Esta Carta de Entendimiento y la alianza establecida bajo la misma, podría darse por terminada por una de las Partes, en cualquier momento mediante una comunicación escrita de la otra Parte.

VII. ACUERDO

En reconocimiento de los objetivos comunes para el crecimiento social y económico sostenido de Guatemala, los representantes de las Partes por este medio ejecutan esta Carta de Entendimiento.

SOCIO DE ALIANZAS

RTI

RTI will disburse its contributions as follows:

V. MANAGEMENT OF THE ALLIANCE

The day-to-day management of the alliance will be performed by RTI. The Alliance Partner will designate a counterpart who will serve as the Alliance Partner's liaison to RTI on alliance-related matters, including the implementation of specific alliance-supported activities.

The Parties agree not to (a.) create any financial or other obligations on behalf of the other Party; (b.) make any commitments or take any positions on behalf of the other Parties without that organization's specific, written consent; and, (c.) use the marks of another party, including the name or logo of that Party, without that Party's specific, advance written consent.

Each Party will provide appropriate publicity for activities carried out under this alliance, including appropriate recognition of the contributions of the other Party. Any publicity involving the other Party shall be undertaken with due regard for that other Party's concerns.

The Alliance Partner will consult with RTI prior to issuing media releases about this alliance and alliance-supported activities as USAID prior approval may be required in certain circumstances.

VI. PERIOD OF AGREEMENT

This MoU and the alliance established hereunder shall remain in effect from the last date of signing hereof until (enter date), unless earlier terminated by either Party. This MoU and the alliance established hereunder may be terminated by either party at any time upon written notice to the other party.

VII. AGREEMENT

In recognition of their common desires for the sustained social and economic growth of Guatemala, the authorized representatives of the Parties hereby execute this Memorandum of Understanding.

ALLIANCE PARTNER

RTI

Subagreement Template

1. Subcontrato número: 2 - 31U – 9490
2. Clase de adjudicación: Subcontrato para ayudar a una organización no estadounidense.
3. Recipiendario: Research Triangle
Institute
Road
3040 Cornwallis
P. O. Box 12194
Research Triangle Park, NC
27709-2194 USA
4. Ejecutivo encargado: Tim Weinzapfel,
Especialista en Subcontratos.
Tel. (919) 541 –
5906
timw@rti.org
5. Subrecipiendario: (Nombre de la organización)
6. Contacto del subrecipiendario: (Nombre)
7. Número del Contrato Cooperativo de USAID: 520–A–00–04–00204–00
8. Nombre del proyecto: Alianzas Estratégicas para el Desarrollo
9. Número de proyecto de RTI: 09490
10. Plazo del Subcontrato: (Fecha)
11. Monto adjudicado: (Cantidad)
12. Monitor técnico por parte de RTI: María Teresa Ligorria

1. Subagreement No.: { -31U-9490}
2. Award Type: Subagreement for Assistance to a Non-U.S. Organization
3. Recipient: Research Triangle Institute
3040 Cornwallis Road
P.O. Box 12194
Research Triangle Park, NC 27709-2194
USA
4. Agreement Officer: Mr. Tim Weinzapfel, Subcontract Specialist
Tel. (919) 541-5906
timw@rti.org
5. Subrecipient: {Subrecipient}
6. Subrecipient's Point-of-Contact: {Name and Title}
Email:
7. USAID Cooperative Agreement No.: 520-A-00-04-00204-00
8. Project Title: Strategic Alliances for Development
9. RTI Project No.: {To be assigned upon award}
10. Period of Subagreement: One year from the latest date of signature on the signature page of this Subagreement.
11. Award Amount: {USD \$}
12. RTI Technical Monitor: Ms. Barbara Kennedy

El presente Subcontrato se crea y entra en vigencia desde (fecha), entre Research Triangle Institute, (de aquí en adelante denominado "recipiendario" o "RTI") organización no lucrativa, regida por las leyes del estado de Carolina del Norte de Estados Unidos de América; sus oficinas centrales se encuentran ubicadas en 3040 Cornwallis Road, Research Triangle Park 27709 – 2194 y (nombre) (de aquí en adelante denominado "subrecipiendario") con sus oficinas centrales ubicadas en (dirección).

Por lo tanto:

- A. RTI es el recipiendario de ayuda de US Agency for International Development (de aquí en adelante denominado "USAID") bajo el Acuerdo Cooperativo número 520-A-00-04-00204-00 (de aquí en adelante denominado "acuerdo cooperativo").
- B. El objetivo del Acuerdo Cooperativo es el promover alianzas públicas y privadas que aumenten no sólo el acceso a, sino que también mejoren la cantidad, equidad, eficiencia y uso de servicios básicos de salud, nutrición y educación para la población de escasos recursos de la República de Guatemala.
- C. El subrecipiendario aceptó la Carta de Intención, de fecha (Fecha) en la cual acepta participar como una Alianza socia de RTI, regida por el Acuerdo Cooperativo. La Carta de Intención, se adjunta al presente subcontrato en el Anexo A.
- D. El cumplimiento del presente Subcontrato por parte de RTI y

This Subagreement is made and entered into as of {enter date} between Research Triangle Institute (hereinafter called "Recipient" or "RTI"), a not-for-profit corporation existing under the laws of the State of North Carolina, USA and having its principal place of business at 3040 Cornwallis Road, Research Triangle Park 27709 -2194 and {subawardee} (hereinafter called "Subrecipient"), having its principal place of business at {enter complete address} .

Whereas:

- A. RTI is the RECIPIENT of assistance from the US Agency for International Development (hereinafter called "USAID") under the Cooperative Agreement No. 520-A-00-04-00204-00 (hereinafter called the "Cooperative Agreement").
- B. The goal of the Cooperative Agreement is to forge public-private alliances that will increase access to, improve the quality, equity, efficiency and use of basic health, nutrition and education services to low income populations in Guatemala.
- C. The Subrecipient has entered into a Memorandum of Understanding (MOU) on September 24, 2004 as an Alliance Partner of RTI under the Cooperative Agreement. The MOU is incorporated in this Subagreement as *Attachment A*.
- D. The execution of this Subagreement by RTI and subrecipient (hereinafter collectively called "the Parties") shall not

(Nombre de la Organización) (de aquí en adelante denominados colectivamente como “las partes”) no creará: (i) una relación entre poderdante y apoderado, de patrono y trabajador, de empresa colectiva ni de socios de una empresa entre RTI y (nombre) y tampoco (ii) creará una relación particular entre las partes contratantes.

(i) create the relationship of principal and agent, employer and employee, joint venture, or business partnership between RTI and subrecipient; and (ii) establish privity of contract between USAID and subrecipient.

Lo acordado en el presente subcontrato, substituye y deja sin efecto cualquier entendimiento al que se hubiera llegado con anterioridad u acuerdos que se hubieren hecho entre RTI y (nombre) para dicha actividad.

This Grant supersedes and cancels any previous understandings or agreements between RTI and subrecipient this activity.

Por ende, en consideración a las promesas y acuerdos a los que se han llegado en el presente subcontrato y con la intención de crear una relación legal, las Partes por este medio aceptan todos y cada uno de los términos y condiciones contenidos en el presente.

Now, therefore, in consideration of the promises and of the mutual covenants and agreements contained herein, and intending to be legally bound, the Parties hereby agree to the following terms and conditions of this Subagreement.

Artículo 1. DESCRIPCION DEL PROGRAMA.

USAID le adjudicó a RTI el Acuerdo Cooperativo para que éste promoviera, negociara y dirigiera alianzas estratégicas para proveer servicios básicos de salud, nutrición y educación. Las alianzas estarán obligadas a todo nivel a: (i) recaudar fondos y recursos del sector privado, (ii) ser el intermediario entre entidades con interés de financiar actividades del sector social y organizaciones dedicadas a brindar tales servicios, y (iii) asignar los recursos a proveedores de servicios básicos de salud, nutrición y educación para personas de

Article 1. PROGRAM DESCRIPTION

USAID awarded the Cooperative Agreement to RTI to pursue, negotiate and manage strategic alliances for basic health, nutrition and education service delivery. The alliances will be forged at all levels: (i) to leverage funds and resources from the private sector, (ii) to broker collaboration between entities interested in financing social sector interventions and service delivery organizations, and (iii) to allocate resources to providers of basic health, nutrition and education services for the poor. The alliances will be with a broad base of private

escasos recursos. Las alianzas estarán conformadas por un amplio número de socios del sector privado, incluyendo pero no limitándose a: Grupos no lucrativos tales como organizaciones no gubernamentales (ONGs), organizaciones civiles, organizaciones espirituales, fundaciones e individuos y grupos filantrópicos, pero principalmente estarán conformadas por organizaciones lucrativas tales como empresas pequeñas, medianas y grandes, corporaciones, sociedades comerciales y otras.

La descripción del programa bajo el Acuerdo Cooperativo entre USAID y RTI se encuentra en el presente subcontrato en el Anexo B.

Artículo 2. PAPEL DE LAS ALIANZAS SOCIAS

(Nombre) como una alianza socia, colaborará con RTI para lograr los siguientes resultados, previstos en el Acuerdo Cooperativo:

1. Aumentar y mejorar las inversiones del sector social (IR 3.1)

El aumento y mejoramiento de inversiones en el sector social, tanto por el sector público como por el privado, son necesarias para cubrir las necesidades básicas de salud y educación para todos los guatemaltecos y para poder incluir a los dos millones de habitantes que aún no tienen acceso a servicios de salud ni de educación. La participación a favor del sector privado a través de alianzas estratégicas es de gran importancia para poder promover una distribución equitativa y un uso eficiente de los recursos y así lograr una auto-suficiencia

sector partners including, but not limited to, not-for-profit groups such as non-governmental organizations (NGOs), civil society organizations, faith-based organizations, foundations and individual and group philanthropies, but primarily with for-profit organizations such as small, medium and large businesses, corporations, commercial partnerships and others.

Subrecipient and RTI agree that {subawardee} strategy of using their unique and proprietary fund-raising technique of the payroll deduction program will be the source of funding to be used by {subawardee} under this Alliance Program.

The program description under the Cooperative Agreement betw

Article 2. ALLIANCE PARTNER'S ROLE

Subrecipient, as an Alliance Partner will collaborate with RTI to help achieve the following results envisioned in the Cooperative Agreement:

1. Increased and improved social sector investments (IR 3.1)

Increased and improved investments in the social sector by both the public and private sectors are needed to achieve universal basic health care and education coverage for all Guatemalans and for including the two million individuals with no access to health or education services. The proactive participation of the private sector through strategic alliances is crucial to promote equitable allocation and efficient use of resources and achieve the self-sufficiency (sustainability) of institutions and programs responsible for service delivery.

(sostenible) de instituciones y programas responsables de brindar dicho servicio.

2. Aumentar el acceso y un mejorar la calidad de educación básica (IR 3.2)

Durante la última década, Guatemala ha logrado un progreso significativo en relación a la cobertura de educación básica a lo largo de todo el país, sin embargo, todavía existe un gran número de niños que no tiene acceso a tal servicio. La meta de RTI y de las Alianzas socias de RTI es expandir los logros de USAID y de otros asociados en relación a aspectos interculturales y de educación bilingüe, educación de una clase, metodologías de aprendizaje activo, aplicaciones de ICT, ejemplos de comunidades de enseñanza, entrenamiento de maestros, desarrollo de material didáctico y otras alternativas y estrategias nuevas para que efectivamente lleguen a los necesitados. El enfoque debe estar en comunidades con estadísticas que reflejen una educación retrasada y en ellas se deben tratar problemas de acceso, calidad, equidad y eficiencia de educación básica.

3. Mejorar el uso de servicios relacionados con la calidad de salud madre-hijo y reproductiva (IR 3.3)

USAID ha estado trabajando para mejorar la calidad de los servicios de salud para niños y salud reproductiva en los siete departamentos principales del altiplano: San Marcos, Totonicapán, Sololá, Quetzaltenango, Chimaltenango, Quiché y Huehuetenango. Asimismo, USAID ha trabajado y exitosamente ha logrado mejorar, a nivel nacional, el acceso a servicios relacionados con la planeación familiar; por otro parte, en los altiplanos ha logrado mejorar la calidad de cuidados maternos y neonatales. RTI tendrá la experiencia necesaria para construir sobre

2. Increased Access and Improved Quality of Basic Education (IR 3.2)

Although Guatemala has made significant progress in the past decade in extending basic education coverage, there are still large numbers of children with no access to basic education services. The challenge for RTI and its Alliance Partners is to extend USAID's and other partners' successes in intercultural and bilingual education, one-room schooling and active learning methodologies, ICT applications, community models of schooling, teacher training, materials development and other alternative and innovative delivery strategies. The focus should be on priority communities with lagging education statistics to address head-on problems of access, quality, equity and efficiency of basic education.

3. Increased Use of Quality Maternal-Child and Reproductive Health Services (IR 3.3)

USAID has been working to increase the quality of child and reproductive health services in the seven priority departments of the Highlands: San Marcos, Totonicapán, Sololá, Quetzaltenango, Chimaltenango, Quiché and Huehuetenango. USAID has worked to successfully increase access to family planning services nationally at all levels of the health system, and to increase the quality of maternal and neonatal care in the Highlands. RTI will have expertise to build upon these significant achievements of USAID in improved, integrated child and reproductive health, and will direct alliance resources to support NGOs/PVOs and local groups providing family planning, maternal/child

los logros obtenidos de USAID en relación al mejoramiento, salud integral para niños y salud reproductiva, y dirigirá los recursos de las alianzas para apoyar a organizaciones no gubernamentales, organizaciones lucrativas y grupos locales que provean servicios de planeación familiar, de salud y nutrición para la madre e hijo en comunidades que aún no tienen éste tipo de programas o en donde los servicios necesitan ser mejorados.

El uso de los fondos recaudados por USAID en alianzas, deberá ser utilizado para el propósito por el que fueron recibidos; por lo que, aproximadamente el 36% es para alianzas dedicadas a la planeación familiar / salud reproductiva/ salud maternal, 13% para alianzas que luchan por la salud de niños, 28% para alianzas dedicadas al mejoramiento de la nutrición, dieta y prácticas higiénicas y para la calidad de comida, y el 23% para alianzas dedicadas a la educación. Sin embargo, los fondos generados por las alianzas no tendrán que sujetarse a los porcentajes anteriores, pero deberán ser usados en actividades de salud, nutrición y educación negociadas con otras alianzas.

USAID, RTI y Alianzas socias identificarán de manera conjunta propuestas de programas. En Guatemala, el enfoque geográfico de las alianzas será a nivel nacional y su beneficiario será la población de escasos recursos, principalmente de áreas rurales y del interior del país. USAID espera que las Alianzas socias de RTI que se dediquen a mejorar el nivel de salud, sean un fuerte apoyo para alianzas que se encuentren trabajando en los siete departamentos del altiplano, los que son prioridad para USAID: Huehuetenango, Quiché, San Marcos, Totonicapán, Quetzaltenango, Sololá y Chimaltenango, en donde se puede lograr a través de una inversión complementaria de USAID,

health and nutrition services to communities which are not yet covered by existing programs or where services require strengthening.

The use of USAID leveraged funds in alliances shall conform in purpose proportionally to match the types of funds received, with approximately 36% for alliances for family planning/ reproductive health/maternal health, 13% for alliances for child health, 28% for alliances for improved nutrition, dietary and hygiene practices and food security, and 23% for alliances for education. Funds generated through alliances, however, do not have to conform to the above proportions but should be leveraged for and directed to the basic health, nutrition and education activities negotiated with alliance partners.

USAID, RTI and Alliance Partners will jointly identify program approaches. The geographic focus of the alliances in Guatemala will be national and the end-beneficiaries will be low-income populations, primarily in rural areas and in the interior of the country. USAID expects Alliance Partners working in health to give strong consideration to alliances located in the seven highland departments that are priority for USAID's health assistance: Huehuetenango, Quiché, San Marcos, Totonicapán, Quetzaltenango, Sololá and Chimaltenango, where synergies and greater impact can be accomplished through complementary USAID investments.

Article 3. ALLIANCE PARTNER'S

sinergias y un mayor impacto.

Artículo 3. CONTRIBUCION DE ALIANZAS SOCIAS DE RTI

La visión de USAID es que se creen alianzas con una extensa cantidad de socios. Estas incluirían a socios tradicionales de la agencia tales como Estados Unidos, organizaciones no gubernamentales locales y cadenas de organizaciones no gubernamentales, fundaciones e instituciones académicas, pero también y -- esto será una prioridad --, las alianzas estarán conformadas dentro del sector privado por socios nuevos, incluyendo a corporaciones, empresas, asociaciones de intercambio, grupos cívicos, organizaciones espirituales, grupos industriales, organizaciones de envío, clubs de servicios, individuos y grupos filantrópicos. Estos socios nuevos son de gran importancia no solo porque ofrecen una gran base de recursos sino también porque como miembros de la sociedad civil, son participantes activos, son quienes toman decisiones que pueden apoyar la inversión social que necesita Guatemala de manera urgente.

Las alianzas socias de RTI, contribuirán en alguno o todos de los siguientes:

1. Dando efectivo para apoyar a otros socios activos que se encuentren trabajando a favor de la salud, nutrición y educación básica en determinadas áreas geográficas o étnicas.
2. Dando recursos en especie (equipos y accesorios de computadora), y tecnología que directamente contribuya con actividades para mejorar la salud, nutrición y educación.
3. Con tiempo en medios publicitarios y experiencia para promover mejores

CONTRIBUTION

USAID envisions that alliances would be established with an extensive range of partners. These would include some traditional agency partners such as U.S. and local NGOs and NGO networks, foundations and academic institutions, but also -- and this will be a priority -- alliances would be forged with non-traditional partners in the private sector including corporations, businesses, trade associations, civic groups, faith-based organizations, industry groups, remittance organizations, service clubs and individual and group philanthropies. These new agency partners are important not only because they offer a large resource base but also because, as members of civil society, they are key policy and decision-making actors that can support the social investment Guatemala urgently needs.

Alliance Partners will contribute in any or in all of the following:

1. Cash to support selected implementing partner(s) working in basic health, nutrition and education activities in selected geographic or ethnic area(s).
2. In-kind resources (hardware, software, equipment and supplies) and technology that directly contribute to basic health, nutrition and education activities.
3. Mass media time and expertise to promote improved practices in health, nutrition and education.
4. Human resources and management know-how to strengthen implementing partners.

prácticas de salud, nutrición y educación.

4. Con recursos humanos y administración de conocimientos prácticos para fortalecer a socios nuevos.

Artículo 4. INVOLUCRAMIENTO SUSTANCIAL

El Monitor Técnico por parte de RTI, estará sustancialmente involucrado en las siguientes áreas:

1. En la aprobación del Plan de Trabajo Anual de (nombre), que se realice bajo este programa. Cualquier cambio significativo que se le haga al plan aprobado deberá no solo presentarse en el informe trimestral (véase Artículo 9.2), sino que también deberá ser aprobado. El plan de trabajo deberá prepararse en coordinación y bajo la supervisión de RTI e incluir:

- a) Presupuesto detallado por resultado de las actividades, demostrando los fondos de USAID y (nombre), el efectivo recaudado y los recursos en especie.
- b) Actividades por cada resultado.
- c) Indicadores de rendimiento, acontecimientos importantes y objetivos.
- d) Personas responsables por la actividad.
- e) Cronograma

2. En la aprobación del Plan de Monitoreo y Evaluación. Los cambios significativos que haga (nombre) al plan aprobado requerirán de la aprobación del Monitor Técnico por parte de RTI. Durante el plazo del presente subcontrato, RTI monitoreará el progreso de (nombre) hacia el logro de los objetivos del programa. (Nombre) será el responsable de la coordinación y administración del plan de monitoreo y evaluación de los programas fundados en conjunto.

Article 4. SUBSTANTIAL INVOLVEMENT

The RTI Technical Monitor for this activity will be substantially involved in the following areas:

1. Approval of {subawardee} Annual Work Plans under this program. Significant changes to the approved plan shall be presented in the quarterly performance reports (see Article 9.2) and will require additional approval. The work plan must be prepared in coordination and consultation with RTI and include:

- a. Detailed activity level budget by result showing USAID funds and {subawardee} leveraged cash and in-kind resources
- b. Activities for each result
- c. Performance indicators, milestones and targets
- d. Persons responsible for the activity
- e. Timeline

2. Approval of the Monitoring and Evaluation Plan. Significant changes by {subawardee} to the approved plan will require approval by the RTI Technical Monitor. RTI will monitor {subawardee} progress toward achievement of program results during the course of the Subagreement. RTI will be responsible for the coordination and management of the Monitoring and Evaluation of the jointly funded {subawardee} programs.

3. Participation in the private sector advisory group (comprised of a member of {subawardee}, RTI and USAID) and approval of all grants to be awarded by {subawardee} under this Subagreement.

3. Participará en el nombramiento del comité (conformado de un miembro de (nombre), RTI y de USAID) y en la aprobación de todas las cesiones que adjudique (nombre) en base al presente subcontrato.

Artículo 5. PLAN DE TRABAJO ANUAL

Dentro de los 60 días siguientes a la fecha en que entre en vigencia el presente subcontrato, (nombre) deberá presentar al Monitor Técnico de RTI un Plan de Actividades de Trabajo en el que se deberá detallar las actividades a realizar. Dicho plan, deberá iniciar en el día en que el presente subcontrato entra en vigencia hasta hasta (fecha). Si se renueva el subcontrato, (nombre) presentará nuevamente y a más tardar el (fecha) de cada año, su plan de trabajo anual (fecha – un año) para que sea aprobado por RTI; el que deberá incluir una descripción de las actividades, cronograma y presupuestos, incluyendo la información sobre los fondos que no se gastaron y deberá identificar las situaciones críticas y acontecimientos importantes del período anterior. Asimismo, se deberá incluir una descripción de cualquier cambio que se espera hacer en relación al comportamiento o en los materiales de entrenamiento o de educación. Cualquier reproducción de material deberá ser aprobado por el Monitor Técnico de RTI antes de su impresión, reproducción, diseminación o publicación.

Artículo 6. PRESUPUESTO DEL PROGRAMA.

En base al presente subcontrato, (nombre) programará un monto que asciende a (cantidad) en fondos para alianzas; el que consta de:

(a) (Cantidad) en fondos obligatorios

Article 5. ANNUAL WORK PLAN

Within 60 days after the effective date of this Subagreement, {subawardee} shall submit to the RTI Technical Monitor a detailed Activity Work Plan for activities under this subagreement starting on the date of signature of the Subagreement through September 30, 2005. If the Subagreement is renewed thereafter, {subawardee} will submit annual work plans (Oct. 1 - Sept. 30) for RTI approval by October 1 each year. The Work Plan shall include a description of activities, timelines and budgets, including the pipeline of funds unspent, and will identify critical paths and milestones for the entire period of the award. Work plans will also include a description of any education and training materials and behavior change campaigns planned. All materials produced will be approved by the RTI Technical Monitor prior to printing, reproducing, disseminating or airing.

Article 6. PROGRAM BUDGET

Under this Subagreement, a total of \$amount in alliance funds will be programmed by {subawardee}, comprised of:

- (a) \$amount in obligated leveraged funds from USAID;
- (b) \$amount in cash committed by {subawardee} under the *Memorandum of Understanding*

- recaudados por USAID;
- (b) (Cantidad) en efectivo entregado por (nombre) en base a la Carta de Intención de fecha (fecha) y (nombre)
- (c) (Cantidad) en calidad de contribución en especie otorgado por o a través de (nombre).

- dated September 24, 2004 (inclusive of {subawardee} management costs of \$amount); and
- (c) \$amount in the form of in-kind contributions from or given through {subawardee}.

Las contribuciones en especie pueden incluir propiedades, equipo, productos, tecnologías, infraestructura, servicios y equipo siempre que sirvan para brindar un servicio de salud, nutrición o educación.

En base al presente subcontrato, los fondos recaudados por USAID no deberán ser utilizados para pagar los gastos de administración de (nombre). Los gastos de administración serán cubiertos por (nombre), elemento del presupuesto total del programa como se demostró anteriormente. El porcentaje (porcentaje) de los fondos recaudados por USAID para (nombre), ya sea en efectivo o en especie, inclusive los gastos de administración, (cantidad) serán la guía para futuras negociaciones con (nombre).

Artículo 7. SUBADJUDICACIONES A CESIONARIOS

La asignación de fondos para las alianzas será implementada a través de cesiones otorgadas a socios activos (de aquí en adelante denominados "cesionarios") después de seguir un proceso competitivo. El proceso de selección será descrito en el Plan de Trabajo Anual de (nombre) e incluirá la información que se establece en el artículo 8. Dentro de los cesionarios pueden haber Organizaciones no Gubernamentales (ONGs) que hayan apoyado los objetivos estratégicos de USAID en relación con la salud, la nutrición y la educación. Los cesionarios pueden ser Organizaciones No

Other-than-cash (in-kind) contributions may include property, equipment, products, technologies, infrastructure, services and supplies used in delivering basic health, nutrition and education services.

USAID leveraged funds shall not be used to pay for {subawardee} management costs under this Subagreement. Management costs will be covered out of {subawardee} component of the total program budget as shown above. The ratio (ratio) of USAID leveraged funds (\$amount) to {subawardee} cash and in-kind commitment, inclusive of management costs, (\$amount) will guide future negotiations with {subawardee}.

Article 7. SUBAWARDS TO GRANTEES

The allocation of alliance funds will be implemented through grants to Implementing Partners (hereinafter called "Grantees") following a competitive process. The selection process will be described in {subawardee} Annual Work Plan and will include the criteria provided in Article 8. Grantees could include many local NGOs that have supported USAID's strategic objectives in health, nutrition and education. Grantees can be local NGOs or NGO networks, PVOs, foundations, cooperatives, parent groups or associations, schools and communities delivering basic health, nutrition and education services. The award of grants to Implementing Partners, including the grant format, must be approved in advance and in writing by the RTI Technical Monitor identified

Gubernamentales locales o cadenas de las mismas, organizaciones lucrativas, fundaciones, cooperativas, grupos de padres o asociaciones, colegios y comunidades que brinden servicios de salud, nutrición y educación. La adjudicación de cesiones a socios activos, incluyendo el formato de la cesión, debe ser aprobado de ante mano y por escrito por el Monitor Técnico de RTI, a quien se identifica en la primera hoja del presente subcontrato.

De acuerdo a lo que establece el presente subcontrato, (nombre) y sus concesionarios no tienen ningún tipo de relación con USAID. Todas las aprobaciones que sean requeridas de USAID, si es que alguna es necesaria, deberá ser presentada a través de RTI.

El Plan de Trabajo Anual que debe presentar (nombre), está limitado a los proyectos que fundarán de manera conjunta con los fondos de (nombre) y de las Alianzas de USAID.

Artículo 8. CRITERIO PARA LA SELECCIÓN DE CESIONARIOS

A. Criterio Técnico:

El criterio de selección será desarrollado por RTI y (nombre), para que los fondos puedan estar disponibles y cubrir las actividades de los siguientes sectores:

- Planeación familiar / salud reproductiva / salud maternal
- Salud de niños
- Mejorar la nutrición, dieta, prácticas higiénicas y la calidad de alimentos
- Educación

Las cesiones serán adjudicadas de manera individual, en base a como fueron presentados los objetivos de la misma y en

on the cover page of this Subagreement. {subawardee} and its Grantees have no relationship with USAID under the terms of this Subagreement. All required USAID approvals, if any, must be submitted through RTI.

The Annual Work plan to be submitted by {subawardee} is limited to the projects to be jointly funded by {subawardee} and USAID's Alliance funds.

Article 8. SELECTION CRITERIA FOR GRANTEES

A. Technical Criteria

The selection criteria will be developed by subrecipient such that funding can be made available to cover activities in the following sectors:

- Family planning/ reproductive health/maternal health
- Child health
- Improved nutrition, dietary and hygiene practices and food security
- Education.

Individually, grants will be awarded based on how proposed grant objectives will help achieve one or more of the following:

- Quality integrated reproductive and child health services.

como éstos ayudarán a obtener uno o más de los siguientes:

- Calidad integrada en servicios de salud para niños y reproductiva.
- Calidad en servicios de educación nutricional, de crecimiento en el monitoreo y promoción y en la atenuación de hambre para mujeres y niños.
- Apoyar la educación básica (pre primaria, primaria, secundaria, entrenamiento de maestros y alfabetismo para adultos).

Asimismo, el criterio de selección también tomará en cuenta el enfoque geográfico de la actividad propuesta (por ejemplo, áreas rurales y en el interior del país) y si las mismas otorgarán un beneficio a la población-objetivo (por ejemplo, de escasos recursos). Para USAID, las áreas principales de asistencia son: Huehuetenango, Quiché, San Marcos, Totonicapán, Quetzaltenango, Sololá y Chimaltenango.

B. Responsabilidad y Capacidad de Organización

Además del criterio técnico se harán otro tipo de evaluaciones, tales como la posibilidad de que dichas actividades se lleven a cabo por el costo de las mismas así como también se estudiará el costo real de la aplicación de ellas, y el cumplimiento del solicitante en actividades pasadas.

Antes de otorgar una cesión, (nombre) deberá observar detalladamente los siguientes elementos de control:

1. Autorización:
Los controles de autorización están diseñados para brindar seguridad en

- Quality nutrition education, growth monitoring and promotion, and hunger mitigation services for women and children.
- Support basic education (pre-primary, primary, middle and high school, adult literacy and teacher training).

In addition, selection criteria will also consider the geographic focus of the proposed activity (i.e., rural areas and in the interior of the country) and whether they will provide benefit to the target populations (i.e., low-income). The priority areas for USAID’s health assistance are: Huehuetenango, Quiché, San Marcos, Totonicapán, Quetzaltenango, Sololá and Chimaltenango.

B. Organizational Responsibility and Capacity

In addition to the Technical Criteria, other evaluation criteria should include cost effectiveness and cost realism of the application, and past performance of the applicant.

Prior to making a grant award, subrecipient should specifically look at the following elements of management control:

1. Authorization

Authorization controls are designed to

<p>cuanto a que las transacciones, los eventos en las que se originen, y los procedimientos bajo los cuales sean procesadas, sean autorizados de acuerdo con las leyes, regulaciones y políticas de administración.</p>	<p>provide reasonable assurance that transactions, events from which they arise, and procedures under which they are processed are authorized in accordance with laws, regulations, and management policy.</p>
<p>2. Aprobaciones Los controles de aprobación están diseñados para dar seguridad en cuanto a que ciertos individuos sean los responsables de aprobar transacciones registradas de acuerdo con el criterio específico o de la administración.</p>	<p>2. Approval Approval controls are designed to provide reasonable assurance that appropriate individuals approve recorded transactions in accordance with management's general or specific criteria.</p>
<p>3. Delegación de tareas Los controles referentes a la delegación de tareas están diseñados para reducir las oportunidades de que alguien cometa y/ o acepte errores o irregularidades en el curso normal de sus tareas.</p>	<p>3. Segregation of duties Segregation of duties controls are designed to reduce the opportunities for someone to perpetrate and/or conceal errors or irregularities in the normal course of their duties.</p>
<p>4. Diseño y uso de registros El propósito de controles sobre el diseño y uso de registros es para dar seguridad en cuanto a que las transacciones y eventos sean debidamente registrados.</p>	<p>4. Design and use of records The purpose of controls over the design and use of records is to help provide reasonable assurance that transactions and events are properly recorded.</p>
<p>5. Dispositivos de seguridad sobre el acceso y uso de activos y registros Los controles de acceso están diseñados para proteger los activos y registros contra daños físicos, pérdidas, mal uso o cambios sin autorización. Tales controles restringen el acceso sin autorización de los mismos.</p>	<p>5. Safeguards over access to and use of assets and records Access controls are designed to protect assets and records against physical harm, loss, misuse, or unauthorized alteration. These controls restrict unauthorized access to assets and records.</p>
<p>6. Controles independientes Los controles que se hagan dentro de ésta categoría están diseñados para dar controles independientes en la validez,</p>	

<p>precisión y cumplimiento de la información procesada.</p>	<p>6. Independent checks</p> <p>Controls in this category are designed to provide independent checks on the validity, accuracy, and completeness of processed data.</p>
<p>7. Valuación de cantidades registradas. Los controles dentro de ésta categoría están diseñados para proveer un tanto de seguridad que los activos sean valuados en cantidades apropiadas.</p>	<p>7. Valuation of recorded amounts</p> <p>Controls in this category are designed to provide assurance that assets are valued at appropriate amounts.</p>
<p>8. Recapitulación de información contable Los controles que se tomen dentro de tal categoría están diseñados para proveer certeza de que las transacciones están recapituladas con precisión y que cualquier ajuste es válido.</p>	<p>8. Summarization of accounting data</p> <p>Controls in this category are designed to provide assurance that transactions are accurately summarized and that any adjustments are valid.</p>
<p>9. Activos y Pasivos Los controles de ésta categoría están diseñados para dar certeza que (1) la organización es propietaria de los activos registrados; el derecho de propiedad deberá estar respaldado con los documentos necesarios; (2) hasta cierta fecha, la organización tiene el pleno derechos sobre sus activos; (3) los pasivos registrados reflejan las obligaciones legales de la organización a cierta fecha.</p>	<p>9. Assets and liabilities</p> <p>Controls in this category are designed to provide assurance that (1) the organization owns recorded assets, with the ownership supported by appropriate documentation; (2) the organization has the rights to its assets at a given date; and (3) recorded liabilities reflect the organization's legal obligations at a given date.</p>
<p>10. Presentación y Divulgación Los controles que se tomen dentro de ésta categoría están diseñados para dar certeza que (1) las cuentas están debidamente clasificadas y descritas en los estados financieros; (2) que los estados financieros son preparados de acuerdo con los principios de contabilidad generalmente aceptados; y que (3) los pies de páginas contienen toda la información que debe ser divulgada.</p>	<p>10. Presentation and disclosure</p> <p>Controls in this category are designed to provide assurance that (1) accounts are properly classified and described in the financial statements; (2) the financial</p>

statements are prepared in accordance with applicable accounting principles; and (3) footnotes contain all information to be disclosed.

Artículo 9. PRESENTACION DE INFORMES

9.1 Informes Financieros Trimestrales para programas fundados, en conjunto, por (nombres)

Véase Artículo 13(b). RTI le proveerá a (nombre) un modelo para que éstos sean presentados trimestralmente.

9.2 Informes de Ejecución Trimestrales

Los informes de ejecución describirán las actividades regidas por el presente programa que se hayan realizado de manera conjunta durante el trimestre. Asimismo, informará sobre el progreso de las actividades para llegar a los resultados previstos y en él se hará cualquier ajuste necesario de las actividades, cronograma, etc que se llevarán a cabo en el siguiente trimestre. El informe del último trimestre será el Informe Anual y deberá enfocarse en los logros, progresos y problemas que se presentaron en la obtención de los resultados, medidas que se tomaron y puntos de referencia que tengan relación con el Plan de Trabajo Anual y con el Plan de Evaluación objetivo para todo el año.

Artículo 10. MONITOREO Y EVALUACIÓN

(Nombre) y RTI trabajarán en conjunto en el diseño e implementación de un sistema de monitoreo y evaluación (M&E) para proyectos; de esta manera podrán observar

Article 9. REPORTING

9.1 Quarterly Financial Reports for jointly (subrecipient and RTI) funded programs

See Article 13(b). RTI will provide subrecipient with templates for providing these quarterly financial reports.

9.2 Quarterly Performance Reports

These reports will describe activities under this program jointly undertaken during the quarter; report on progress made toward achieving the results; and make any necessary adjustments in activities, timelines, etc. to be undertaken in the next quarter. The final quarterly report shall be the Annual Report and will focus on accomplishments, progress and problems toward achievement of results, performance measures and benchmarks, tied to the Annual Work Plan and Monitoring and Evaluation Plan targets, for the entire year.

Article 10. MONITORING AND EVALUATION

Subrecipient and RTI will work collaboratively on the design and implementation of a Monitoring and

el progreso, medir los resultados y la veracidad de los mismos, y la capacidad de los socios locales de asesorar con pruebas. Por medio del presente subcontrato, se acuerda que todos los proyectos que se hagan en conjunto por (nombre) y la Alianza será monitoreado por el grupo de (nombre). El cumplimiento del proyecto, los indicadores anuales y los objetivos serán establecidos para la medida de los logros. El Plan de Monitoreo y Evaluación deberá ser completado por el grupo de Alianza en coordinación con el Coordinador del Proyecto de (nombre) dentro de los 60 días siguientes a la fecha en la que entro en vigencia el presente subcontrato y deberá incluir los indicadores de cumplimiento propuestos con su definición y la unidad de medida así como también los objetivos para cada resultado deseado.

Evaluation (M&E) systems for projects in order to track progress, measure results and document capacity building of local partners and sustainability of outcomes. It is agreed that all projects jointly funded by subrecipient and the Alliance will be monitored by the staff of the alliance in coordination with the Project Coordinator of subrecipient. End-of-project and annual indicators and targets will be established for the measurement of accomplishments. The Monitoring and Evaluation Plan is to be completed by Alliance staff in coordination with the subrecipient Project Coordinator within 60 days after the effective date of the Subagreement and will include proposed performance indicators with definition and unit of measure as well as targets for each desired result.

Artículo 11. GASTOS ADMISIBLES

(a) A (nombre) se le deberán rembolsar los gastos incurridos en el cumplimiento de los objetivos del presente Subcontrato, los que serán determinados por el Ejecutivo encargado del Acuerdo por parte de RTI. Dichos gastos deberán ser razonables, **asignados** y admisibles de acuerdo con los términos de dicha adjudicación y los principios de gastos aplicables establecidos en la Circular OMB A -122. El contenido completo de dicha circular se puede encontrar en: <http://www.whitehouse.gov/omb/circulars/>

(b) Definiciones breves de qué debe entenderse por gastos razonables, **asignados** y admisibles:

- 1) Razonables: Deberán entenderse como aquellos gastos que son generalmente reconocidos como ordinarios y necesarios y en los que hubiera incurrido una persona

Article 11. ALLOWABLE COSTS (M)

(a) Subrecipient shall be reimbursed for costs incurred in carrying out the purposes of this Subagreement which are determined by the RTI Agreement Officer to be reasonable, allocable, and allowable in accordance with the terms of this award and the applicable cost principles in OMB Circular A -122. The full text of this Circular can be found through this link: <http://www.whitehouse.gov/omb/circulars/>

(b) Brief definitions of what may be considered as reasonable, allocable, and allowable costs are provided below.

- 1) Reasonable. Shall mean those costs which are generally recognized as ordinary and necessary and would be incurred by a prudent person in the conduct of normal business.
- (2) Allocable Costs. Shall mean those costs which are incurred specifically for the award.

prudente en el manejo de un negocio común.

- 2) Gastos **Asignados**: Aquellos gastos en los que se incurren específicamente para la adjudicación.
- 3) Gastos Admisibles: Aquellos gastos que están acorde con las limitaciones de la adjudicación.

(c) Antes de incurrir en un gasto cuestionable o único, (nombre) deberá obtener del Ejecutivo encargado del Acuerdo por parte RTI una aprobación por escrito en cuanto a si el gasto es o no admisible.

(d) Es política de USAID que, de acuerdo al presente subcontrato, ningún fondo le sea pagado como ganancia u honorario a (nombre) o a ningún cesionario,

El presente artículo deberá incluirse en su totalidad en todas las Cesiones que reciban fondos recolectados por USAID.

Artículo 12. CONTABILIDAD, AUDITORIA, y REGISTROS (M)

(a) (Nombre) deberá mantener registros financieros, documentos de apoyo, estadísticas así como cualquier otro tipo de registro que tenga relación con el presente subcontrato; dicha información deberá estar en base a los principios de contabilidad generalmente aceptados, prescritos formalmente en Estados Unidos, o al país que coopera o al Comité Internacional de Principios de Contabilidad (afiliado de la Federación Internacional de Contadores) para justificar los cargos del presente Subcontrato. Los registros contables, respaldados por documentos, deberán como mínimo demostrar todos los gastos incurridos bajo el presente subcontrato, recibo y uso de bienes y servicios adquiridos bajo el mismo, los gastos del programa suministrados por otros medios, y todo el progreso del mismo.

(3) Allowable Costs. Shall mean those costs which conform to any limitations in the award.

(c) Prior to incurring a questionable or unique cost, subrecipient :

(d) It is USAID policy that no funds shall be paid as profit or fee to subrecipient under this Subagreement or any Grantee.

This article must be included in its entirety in all Grants receiving USAID leveraged funds.

Article 12. ACCOUNTING, AUDIT, AND RECORDS (M)

(a) Subrecipient shall maintain financial records, supporting documents, statistical records and all other records pertinent to the Subagreement in accordance with generally accepted accounting principles formally prescribed by the U.S., the cooperating country, or the International Accounting Standards Committee (an affiliate of the International Federation of Accountants) to sufficiently substantiate charges to this Subagreement. Accounting records that are supported by documentation will as a minimum be adequate to show all costs incurred under the Subagreement, receipt, and use of goods and services acquired under the Subagreement, the costs of the program supplied from other sources, and the overall progress of the program. Unless otherwise notified, subrecipient records and Grantee records which pertain to this Subagreement shall be retained for a period of three years from the date of submission of the final expenditure report.

A menos que se notifique lo contrario, los registros de (nombre) y los del cesionario correspondiente al presente subcontrato deberán guardarse por un período de 3 años desde la fecha en la que fueron presentados.

(b) RTI y/o USAID tienen el derecho de llevar a cabo una revisión financiera, solicitar una auditoría o de cualquier otra manera asegurarse de que las organizaciones que posean fondos de USAID estén llevando una contabilidad adecuada.

(c) (Nombre) será el responsable de monitorear a sus Socios Activos que reciban adjudicaciones con fondos recaudados por USAID de acuerdo a estándares establecidos en el presente artículo.

El presente artículo deberá incluirse en su totalidad en todas las Cesiones que reciban fondos recaudados por USAID.

Artículo 13. PAGOS ANTICIPADOS Y REMBOLSOS (M)

(a) Los pagos que se emitan a favor de (nombre) provenientes de fondos recaudados por USAID deberán limitarse a las cantidades mínimas necesarias para satisfacer necesidades actuales de desembolso (generalmente de 30 días). Asimismo, deberán ser programados de tal manera para que los fondos estén disponibles para (nombre) en la fecha más próxima al desembolso actual ya que esto ayudará con los costos del programa. Los pagos que haga (nombre) a los Cesionarios, deberán apegarse a los mismos estándares de tiempo y cantidad anteriormente señalados.

b) Después de recibir el monto inicial, y por cada mes siguiente (período de 30 días), (nombre) deberá presentar a RTI una "Solicitud de Adelanto". Al final de cada trimestre, contado desde la fecha en que se

(b) RTI and/or USAID shall retain the right to conduct a financial review, require an audit, or otherwise ensure adequate accountability of organizations expending USAID funds.

(c) Subrecipient shall be responsible for monitoring its Implementing Partners that receive grants with USAID leveraged funds according to the standards set forth in this article.

This article must be included in its entirety in all Grants receiving USAID leveraged funds.

Article 13. PAYMENT ADVANCES AND REFUNDS (M)

(a) Advances to subrecipient of USAID leveraged funds shall be limited to the minimum amounts needed to meet current disbursement needs (generally 30 days) and shall be scheduled so that the funds are available to subrecipient as close as is administratively feasible to the actual disbursements by subrecipient for program costs. Advances made by the subrecipient to Grantees shall conform substantially to the same standards of timing and amount as apply to cash advances by RTI to subrecipient.

(b) After receipt of the initial advance, and for each upcoming month (30 day period), subrecipient shall submit to RTI a "Request for Advance". At the end of each quarter from the date of the initial advance, and for every quarter thereafter, subrecipient shall submit a "Liquidation of Advances" report to liquidate the advances of the previous quarter.

realizó el pago inicial, y por cada trimestre de allí en adelante, (nombre) deberá presentar una "Liquidación de Dinero", informe que servirá para liquidar los pagos realizados durante el trimestre anterior.

(c) (Nombre) deberá mantener el dinero que se le haya otorgado proveniente de fondos recaudados por USAID en una cuenta ganando intereses, a menos que:

- (1) (Nombre) reciba menos de \$120,000.00 al año en concepto de fondos recaudados por USAID;
- (2) Que la mejor tasa de interés no gane, en concepto de intereses, mas de \$250 al año en balances de efectivo de USAID; o
- (3) Que el depósito requiera un porcentaje o un balance mínimo que sea tan alto que no sea práctico el mantenerlo en tal cuenta.

(d) Los intereses que se obtengan de los montos otorgados, deberán ser remitidos a RTI. Sin embargo, para cubrir gastos administrativos, el receptor puede retener anualmente hasta \$250 de ganancias provenientes de intereses por cada cuenta.

(e) Al vencer el plazo del presente subcontrato o que el mismo se de por terminado, las siguientes clases de fondos deberán ser inmediatamente remitidos a RTI:

- (1) RTI tiene fondos obligatorios para la adjudicación, pero aún no se los ha desembolsado a (nombre), o
- (2) RTI le ha dado fondos por adelantos a (nombre) pero éste aún no se los ha gastado.

A pesar de (c) (1) y (2) anteriormente descritos, los fondos que (nombre) ha

(c) Subrecipient shall maintain advances of USAID leveraged funds in an interest bearing account, unless:

- (1) Subrecipient receives less than \$120,000 in USAID leveraged funds per year;
- (2) the best reasonably available interest bearing account would not be expected to earn interest in excess of \$250 per year on USAID cash balances; or
- (3) the depository would require an average or minimum balance so high that it would not be practical to maintain the advance in an interest bearing account.

(d) Interest earned on advances will be remitted to RTI. However, the subrecipient may retain up to \$250 of interest earnings per account per year, for administrative expenses.

(e) At the time the Subagreement expires or is terminated, the following types of funds shall immediately revert to RTI:

- (1) RTI has obligated funds to the award, but has not disbursed them to subrecipient; or
- (2) RTI has advanced funds to subrecipient, but subrecipient has not expended them.

Notwithstanding (c) (1) and (2) above, funds which subrecipient has obligated in legally binding transactions applicable to this Subagreement will not revert to RTI.

(f) RTI reserves the right to require refund by subrecipient of any amount which subrecipient did not spend in accordance with the terms and conditions of this Subagreement. In the event that a final

comprometido en una transacción legalmente celebrada y acorde al presente subcontrato, no serán remitidos a RTI.

(f) RTI se reserva el derecho de exigir que se le reembolse cualquier cantidad que (nombre) no se haya gastado de acuerdo con los términos y condiciones del presente subcontrato. En el caso de no se haya llevado a cabo una auditoria, antes de la terminación del presente subcontrato, RTI posee el derecho de exigir un reembolso, y mantener dicho monto hasta que todos los derechos que puedan resultar de la auditoria hayan sido resueltos entre RTI y (nombre).

El presente artículo deberá ser incluido en su totalidad en cualquier Cesión que reciba fondos recaudados por USAID.

Artículo 14. REVISION DEL PRESUPUESTO ADJUDICADO (M)

(a) El presupuesto aprobado es la expresión financiera del programa de (nombre) de haber sido aprobado durante el proceso de adjudicación.

(b) (Nombre) tiene la obligación de reportar cualquier desviación del presupuesto o de los planes del programa, y solicitar de ante mano la aprobación del ejecutivo encargado del contrato por parte de RTI para cualquier de las siguientes razones:

- 1) Para cambiar el propósito o los objetivos del proyecto y/o para revisar los fondos distribuidos entre los objetivos del mismo;
- 2) Si necesitan más fondos;
- 3) Para trasladar fondos de un gasto a otro;
- 4) Para la inclusión de gastos que necesitan, de acuerdo al presente subcontrato, ser aprobados de ante mano.

audit has not been performed prior to the closeout of this Subagreement, RTI retains the right to a refund until all claims which may result from the final audit have been resolved between RTI and subrecipient.

This article must be included in its entirety in all Grants receiving USAID leveraged funds.

Article 14. REVISION OF AWARD BUDGET (M)

(a) The approved budget is the financial expression of subrecipient's program as approved during the award process.

(b) subrecipient is required to report deviations from budget and program plans, and

request prior approvals from the RTI Agreement Officer for any of the following reasons:

- 1) To change the scope or the objectives of the project and/or revise the funding allocated among project objectives.
- (2) Additional funding is needed.
- (3) Transferring funds among cost categories.
- (4) The inclusion of costs that require prior approval in accordance with the applicable set of cost principles.
- (5) subrecipient intends to contract or subaward any of the work under this Subagreement, and such contracts or

5) Si (nombre) intenta contratar o subadjudicar cualquier trabajo que este regido por el presente subcontrato, y que tales contratos o subadjudicaciones no hubieran estado incluidas en el presupuesto aprobado.

subawards were not included in the approved budget.

(c) RTI is under no obligation to reimburse subrecipient for costs incurred in excess of the total amount obligated in the form of USAID leveraged funds.

(c) RTI no esta obligado a reembolsarle a (nombre) los gastos a los que éste incurra en exceso y que por ellos se sobrepase del monto total al que estaba obligado a darle RTI, en calidad de fondos recaudados por USAID.

This article must be included in its entirety in all Grants receiving USAID leveraged funds.

El presente artículo deberá ser incluido en su totalidad en cualquier Cesión que reciba fondos recaudados por USAID.

Article 15. TERMINATION AND SUSPENSION (M)

Artículo 15. TERMINACION Y SUSPENSION (M)

(a) The RTI Agreement Officer may terminate this Subagreement at any time, in whole or in part, upon written notice to subrecipient, whenever it is determined that subrecipient has

a) El ejecutivo encargado del contrato por parte de RTI puede dar, en cualquier momento, por terminado el mismo, ya sea en parte o en su totalidad, con un simple aviso por escrito dirigido a (nombre). Sin embargo, se debe determinar que (nombre) ha materialmente incumplido con los términos o condiciones del presente subcontrato.

materially failed to comply with the terms and conditions of the Subagreement.

b) Con el consentimiento de (nombre), el encargado del contrato por parte de RTI podrá dar por terminada la adjudicación, ya sea en su totalidad o en parte. Ambas partes deberán acordar las condiciones de terminación, incluyendo la fecha en la que se llevará a cabo la misma y, en el caso de una terminación parcial, el plazo del resto del subcontrato. La terminación del acuerdo deberá constar en una carta emitida por el ejecutivo encargado del mismo por parte de RTI dirigida a (nombre). Sin embargo, en el caso de una terminación parcial, si (nombre) determina que la parte aún vigente del subcontrato no podrá por si sola llevar a cabo

(b) This award may be terminated at any time, in whole or in part, by the RTI Agreement Officer with the consent of subrecipient. Both parties shall agree upon termination conditions, including the effective date and, in the case of partial terminations, the portion of the Subagreement to be terminated. The agreement to terminate shall be set forth in a letter from the RTI Agreement Officer to subrecipient. However, if subrecipient determines in the case of partial termination that the reduced or modified portion of the Subagreement will not accomplish the purposes for which the award was made, subrecipient may terminate the Subagreement in its entirety in accordance with paragraphs (a) above or (c) below.

(c) This Subagreement may be terminated at any time in whole or in part by subrecipient upon sending written notification to the RTI Agreement Officer with the

los objetivos para los cuales se le dio la adjudicación, (nombre) podrá a la vez dar por terminado el resto del subcontrato de acuerdo a lo establecido en el párrafo (a) anterior o al (c) siguiente.

(c) El presente subcontrato podrá darse por terminado en cualquier momento, en su totalidad o en parte por (nombre) simplemente enviando una notificación por escrito al ejecutivo encargado del contrato por parte de RTI. Dicha notificación deberá contener la siguiente información: La razón por la cual se está terminando, la fecha en la que el subcontrato quedará sin efecto y en el caso de una terminación parcial, el plazo del subcontrato aún vigente. Sin embargo, si RTI determina, en el caso de una terminación parcial, que la parte reducida o modificada del subcontrato no podrá cumplir con los objetivos para los cuales se hizo la adjudicación, podrá dar por terminado el subcontrato en su totalidad de acuerdo con lo párrafos (a) y (b) anteriormente señalados.

(d) Si, en cualquier momento, USAID establece que el mantener el todo o parte de los fondos para un programa debe ser suspendido o terminado debido a que tal ayuda no está en interés de Estados Unidos o el mismo violara una ley aplicable, RTI podrá, después de notificarle a (nombre), suspender o terminar tal adjudicación ya sea en su totalidad o en parte. Asimismo, RTI podrá prohibirle a (nombre) de incurrir en obligaciones futuras que fueran responsabilidad del presente subcontrato a excepción de aquellos gastos especificados en el aviso de suspensión durante el periodo de éste. Si la situación que causa la suspensión continúa por 60 días o más, entonces RTI podrá dar por terminado el presente subcontrato, luego de enviar por escrito un aviso a (nombre) y cancelar la parte de la adjudicación que aun no había sido entregada o comprometida con terceras

following information: the reasons for the termination, the effective date, and, in the case of a partial termination, the portion to be terminated. However, if RTI determines in the case of partial termination that the reduced or modified portion of the Subagreement will not accomplish the purposes for which the award was made, RTI may terminate the Subagreement in its entirety in accordance with paragraphs (a) or (b) above.

(d) If at any time USAID determines that continuation of all or part of the funding for a program should be suspended or terminated because such assistance would not be in the national interest of the United States or would be in violation of an applicable law, then RTI may, following notice to subrecipient, suspend or terminate this award in whole or part and prohibit subrecipient from incurring additional obligations chargeable to this Subagreement other than those costs specified in the notice of suspension during the period of suspension. If the situation causing the suspension continues for 60 days or more, then RTI may terminate this Subagreement on written notice to subrecipient and cancel that portion of this award which has not been disbursed or irrevocably committed to third parties.

(e) Termination and Suspension Procedures. Upon receipt of and in accordance with a termination notice as specified above, subrecipient shall take immediate action to minimize all expenditures and obligations financed by this Subagreement and shall cancel such unliquidated obligations whenever possible. Except as provided below, subrecipient shall not incur costs after the effective date of termination.

subrecipient shall within 30 calendar days after the effective date of such termination repay to RTI all unexpended USAID funds which are not otherwise obligated by a legally

personas.

(e) Procedimientos de terminación y suspensión. Al recibir un aviso de terminación y que éste se encuentre acorde con la información anteriormente descrita, (nombre) deberá tomar acción de inmediato para minimizar todos los gastos y obligaciones financiadas por el presente subcontrato y al ser posible, deberá cancelar las obligaciones pendientes; a excepción de lo que se establece a continuación, (nombre) no deberá incurrir en ningún gasto después de la fecha en la que entra en vigencia la terminación del presente subcontrato.

(Nombre) deberá entre los 30 días calendario siguientes a la fecha en la que efectivamente se dio por terminado el presente subcontrato, rembolsar a RTI todos los fondos recaudados por USAID que no hubieren sido utilizados; sin embargo, no estará obligado a rembolsar aquella cantidad que estuviere comprometida en transacciones que se hayan realizado acorde al presente subcontrato. Si los fondos otorgados por RTI a (nombre) con anterioridad a la fecha en la que se dio por terminado el presente subcontrato fueran insuficientes para pagar obligaciones acordes al mismo, (nombre) podrá presentar a RTI, entro los 90 días calendarios siguientes a la fecha de terminación, un reclamo por escrito solicitando se cubra dicha obligación. El ejecutivo encargado del contrato por parte de RTI deberá determinar la cantidad a pagar por RTI a (nombre) por dicho reclamo, de acuerdo con los Principios de Gastos aplicables.

El presente artículo deberá ser incluido, en su totalidad, en todas las Cesiones que reciban fondos recaudados por USAID.

binding transaction applicable to this Subagreement. Should the funds paid by RTI to subrecipient prior to the effective date of the termination of this Subagreement be insufficient to cover subrecipient's obligations in the legally binding transaction, subrecipient may submit to RTI within 90 calendar days after the effective date of such termination a written claim covering such obligations. The RTI Agreement Officer shall determine the amount(s) to be paid by RTI to subrecipient under such claim in accordance with the applicable Cost Principles.

This article must be included in its entirety in all Grants receiving USAID leveraged funds.

Annex H: Table with proposals received from open call

RECEPCIÓN DE PROPUESTAS DE PROYECTOS

No Inst.	INSTITUCIÓN	FECHA DE RECEPCIÓN	COMPONENTE				Prop No.	MONTO	NOMBRE DEL PROYECTO	TIPO DE SOCIO	APORTE EN ESPECIE		OBSERVACIONES	DURACIÓN
			S	N	E	Otro					SI	NO		
1	Asociación de Desarrollo y Cooperación Familiar (ADECOF)	20-07-05	X			X	1	\$42,740.00 (primer año)	Sistema Educativo Integral Materno Infantil	EJECUTOR		X	Redes familiares de atención materno infantil. Incluye botiquines y venta de medicinas populares. Caravanas de Salud. Incluye créditos y compra de medicamentos.	TRES AÑOS
2	Instituto de Gobernanza	21-07-05			X	X	2	160,000.00	Contrapartida a la cultura del Feminicidio contra las mujeres	EJECUTOR		X	Formación integral para mujeres jóvenes, vulnerables de ser agredidas. Será desarrollado en institutos públicos. Incluye becas para diplomados.	UN AÑO
3	Instituto de Gobernanza	21-07-05	X		X	X	3	912,900.00	Educación y salud mental en jóvenes de áreas	EJECUTOR		X	Incluye pago de salarios y compra de equipo	UN AÑO
4	Asociación Noro Occidente Proyectos de Desarrollo Comunitario/Comisión Nacional Permanente de Reforma Educativa (ANDESCO-CNPRES)	22-07-05			X		4	1,769,835.00	Involucramiento de padres, madres y comunidad en el mejoramiento de la calidad educativa	EJECUTOR	X		Fortalecimiento de las Comisiones de educación de los COMUDES y COCODES. Mejoramiento de la calidad educativa a nivel nacional	UN AÑO
5	Asociación de Vecinos de Cho Cruz	25-07-05			X		5	163,000.00	Educación ocupacional bilingüe en el ciclo básico de Cho Cruz en Totonicapán	EJECUTOR		X	Plan fin de semana. Incluye salarios y compra de equipo, papelería y gastos de funcionamiento	TRES AÑOS
6	Asociación de Desarrollo Integral Atitlán (ADA)	25-07-05		X			6	816,020.00	Seguridad Alimentaria y Nutricional	EJECUTOR	X		Incluye compra de gallinas, pollos, conejos, medicamentos para los animales, compra de semillas, fertilizantes y pesticidas	DOS AÑOS
7	Asociación de Desarrollo Integral Atitlán (ADA)	25-07-05	X				7	65,033.86	Salud Materno Infantil	EJECUTOR		?	Compra de equipo para clínicas	TRES AÑOS

RECEPCIÓN DE PROPUESTAS DE PROYECTOS

No Inst.	INSTITUCIÓN	FECHA DE RECEPCIÓN	COMPONENTE				Prop No.	MONTO	NOMBRE DEL PROYECTO	TIPO DE SOCIO	A PORTE EN ESPECIE		OBSERVACIONES	DURACIÓN
			S	N	E	Otro					SI	NO		
8	Movimondo	25-07-05	X	X			8	209,586.00	Programa de educación y Recuperación Nutricional en comunidades de Chicamán Quiche	DONANTE-EJECUTOR		X	Educación y Recuperación Nutricional y organización comunitaria. Incluye salarios, compra de medicamentos, alimentos y renta de bodegas y oficinas	UN AÑO
9	Fundación Mariano y Rafael Castillo Cordova	26-07-05	X		X		9	778,264.00	Formación de Grupos de Acción en Salud (GAS) en las escuelas	EJECUTOR		X	Fortalecimiento del Sistema Formal de Educación y nutrición, proporcionando un tiempo de comida a los escolares. Incluye pago de salarios, mejoras a instalaciones escolares y compra de alimentos	UN AÑO
10	Fundación Mariano y Rafael Castillo Cordova	26-07-05	X	X	X		10		Intervenciones en salud, nutrición y educación, dentro del marco de escuelas saludables					CUATRO AÑOS
11			X		X		11	329,400.00	Círculos de responsabilidad	EJECUTOR	X		Prevención de VIH/SIDA y embarazo precoz en Institutos de educación Básica. Presupuesto incluye pago de personal, funcionamiento de oficina y reproducción de materiales	UN AÑO
12	Asociación Guatemalteca de Educación Sexual (AGES)	26-07-05	X		X		12	714,600.00	Bolsas de estudio para niñas mayas	EJECUTOR	X		Para niñas de Chimaltenango de 6 a 12 años que nunca han sido inscritas en la escuela y charlas a los padres y madres	CUATRO AÑOS
13	Universidad del Istmo (UNIS)	27-07-05			X		13	59,450.00 ?	Programa de Educación Ciudadana en valores	DONANTE-EJECUTOR		X	Capacitación a maestros y maestras de escuelas públicas de primaria y básico en Tecpán, en valores, durante 70 horas de clase. Entrega de la guía del maestro como material didáctico.	DIEZ MESES
14	Asociación Misión Tecnológica - ONG-	28-07-05			X		14	\$118,817.90	Implementación de tecnología en las escuelas primarias de Alta Verapaz	EJECUTOR		X	Incorporación de cinco centros tecnológicos en 5 escuelas primarias. Incluye salario de personal, renta y funcionamiento de oficina, compra y mantenimiento de equipo	UN AÑO

RECEPCIÓN DE PROPUESTAS DE PROYECTOS

No. Inst.	INSTITUCIÓN	FECHA DE RECEPCIÓN	COMPONENTE				Prop No.	MONTO	NOMBRE DEL PROYECTO	TIPO DE SOCIO	A PORTE EN ESPECIE		OBSERVACIONES	DURACIÓN
			S	N	E	Otro					SI	NO		
15	Proyecto y Organización de Desarrollo Rural (PODER)	28-07-05	X				15	194,225.00	Capacitación a Comadronas Tradicionales de Patzún, Chimaltenango	DONANTE-EJECUTOR		X	Capacitación a comadronas tradicionales en 20 comunidades de Patzún. Contenidos no concuerdan con plan nacional, ni norma nacional. Aporte no concuerda con lo solicitado.	TRES MESES
16	Project Concern Intenational (PCI)	28-07-05	X				16	264,338.00	Seguridad materna y mejor cuidado de la niña y el niño menor de un año	DONANTE-EJECUTOR		X	Fortalecimiento y expansión de casas maternas en Huehuetenango en coordinación con Comunidad y Servicios de salud. Incluye compra de medicamentos	DOS AÑOS
17	Fundación Pro Bienestar del Minusválido (Fundabiem)	28-07-05	X				17	240,000.00	Información, Educación y Comunicación para la Prevención y detección de la discapacidad.	DONANTE-EJECUTOR		X	Se producirá en español y en los cinco idiomas mayas mayoritarios. Falta información sobre el enfoque de la campaña. Tiene un gran aporte en especie de parte del sector privado	8 MESES
18	Asociación 'Ajb'atz' Enlace Quiché	29-07-05			X		18	\$30,000.00	Alianza para fortalecer la capacitación en el Quiché	DONANTE-EJECUTOR	X		Creación de un fondo para cofinanciar la participación de grupos de jóvenes, en los cursos (con tecnología y sin tecnología) ofrecidos por la organización, de los cuales Alianzas cubriría el 50%	UN AÑO?
19	Asociación de Scouts Legendarios de Gilwell	29-07-05			X		19	1,066,600.00	Forjadores de la Paz	EJECUTOR		X	Formar 20,000 nuevos scouts de ambos sexos. El presupuesto incluye renta y funcionamiento de local, pago de personal, equipo de campismo y mobiliario	UN AÑO
20	Asociación Mixta Intercultural de Guatemaltecos del Atiplano Sur Occidental "A.M.I.G.A.S."	29-07-05			X		20	434,500.00	Educación e implementación de servicios de planificación familiar en comunidades mayas de Quetzaltenango.	EJECUTOR		X	Involucrar al hombre en la planificación familiar. Dar a conocer ventajas de espaciamiento entre los hijos. Fondos revolventes para métodos de PF	UN AÑO
21	Asociación CERO	29-07-05			X		21	1,033,461.20	Fortalecimiento del Centro Educativo Comunal	EJECUTOR		X	Fomento del sistema organizativo POP. Incluye salarios y funcionamiento de oficina, así como compra de equipo	TRES AÑOS

RECEPCIÓN DE PROPUESTAS DE PROYECTOS

No Inst.	INSTITUCIÓN	FECHA DE RECEPCIÓN	COMPONENTE				Prop No.	MONTO	NOMBRE DEL PROYECTO	TIPO DE SOCIO	A PORTE EN ESPECIE		OBSERVACIONES	DURACIÓN
			S	N	E	Otro					SI	NO		
22	Asociación CDRO	29-07-05	X				22	1,283,414.60	Unidades de Salud Integrales Comunitarias	DONANTE-EJECUTOR	X		Fomento de prácticas culturales de salud. Incluye pago de personal, gastos de funcionamiento y compra de medicamentos.	DOS AÑOS
23	Cooperación para el desarrollo rural de occidente	29-07-05					23							
24	Asociación para el desarrollo comunitario (ADEDOC)	29-07-05	X				24	91,000.00	Capacitación a comadronas	EJECUTOR	X		Capacitación a comadronas de 7 caseños de Sololá en nutrición y seña de peligro durante el embarazo. Incluye salario de personal y compra de equipo. No concuerda aporte con solicitado. Los contenidos de la capacitación no son los adecuados para lo propuesto.	UN AÑO 9 MESES
25	Asociación de Desarrollo Nuestro Futuro (ADENUF)	29-07-05	X	X			25	607,099.22	Seguridad alimentaria para niñez menor de cinco años	EJECUTOR		X	A ser desarrollado en aldeas de Chiquimula. Incluye compra de alimentos, medicamentos, vacunas y gallinas.	UN AÑO
26	Asociación de Desarrollo, Servicio y Educación Integral Comunitaria (ADSEIC)	29-07-05	X	X			26	6,706,929.00	Mejora del acceso, calidad, equidad y eficiencia de los servicios básicos de salud	EJECUTOR		X	Es implementación de AIEPI-AINM-C. El presupuesto contempla personal, funcionamiento, equipo y fondo revolvente para medicamentos y métodos de PF	TRES AÑOS Y MEDIO
27	Nuestras Clínicas/FALACON	29-07-05	X	X			27	254,446.00	Facilitación del Acceso a Servicios de Calidad en Salud, Seguridad Alimentaria y Nutricional a los habitantes de Ciudades dormitorio Urbanas y rurales del sur de la Capital de Guatemala	DONANTE-EJECUTOR	X		comunicación para el cambio de comportamiento monitoreo de la salud y atención médica a la población ya escolares. Farmacias, laboratorios y consulta.	UN AÑO
28	Asociación de Desarrollo Integral de Mujeres de Ixcán	29-07-05			X		28		Apoyo a la mujer de Ixcán en la Educación.	EJECUTOR			Falta presupuesto, ya se pidió. Incluye becas	?
29	Asociación de Desarrollo comunitario Integral de Ixcán (ADECI)	29-07-05			X		29	800,000.00	Apoyo para la Educación a la mujer, juventud y la niñez.	DONANTE-EJECUTOR		X	Apoyo financiero (medias becas) para 800 alumnos de primaria y secundaria	AÑO Y MEDIO
30	Asociación Multiétnica XNAKIM	29-07-05	X				30	1,300,000.00	Salud Matemática	EJECUTOR		X	Mejoramiento de acceso y calidad de COE y planes de emergencia	UN AÑO

RECEPCIÓN DE PROPUESTAS DE PROYECTOS

No Inst.	INSTITUCIÓN	FECHA DE RECEPCIÓN	COMPONENTE				Prop No.	MONTO	NOMBRE DEL PROYECTO	TIPO DE SOCIO	A PORTE EN ESPECIE		OBSERVACIONES	DURACIÓN
			S	N	E	Otro					SI	NO		
31	Asociación Multiétnica XNA'K'IM	29-07-05			X		31	530,000.00	Conocer trabajando	EJECUTOR		X	Alfabetización con aprendizaje andragógico práctico, elaboración de abonos orgánicos, mejorar la calidad de alimentación. Incluye compra de semillas, botiquines pecuarios, salarios de personal	UN AÑO
32	Asociación de Investigación Desarrollo y Educación Integral (I.D.E.I.)	29-07-05	X	X	X		32	4,626,708.22	Acciones e estrategias de inversión Social en Programas Integrados de Salud, Nutrición y Educación	DONANTE-EJECUTOR	X		Incluye compra de medicamentos, no concuerda aporte de ellos con lo solicitado a Alianzas, ni lo aportado en especie	TRES AÑOS
33	Fundación Tecnológica (FUNTEC)	29-07-05				X	33	200,000.00	Muestras de ciencia y Tecnología	DONANTE-EJECUTOR		X	Es montaje de un museo en la ciudad capital	UN AÑO
34	Grupo Profesional Cambios	29-07-05		X			34	523,625.00	Centinelas de la Seguridad Alimentaria y Nutricional en tres municipios de Totonicapán	EJECUTOR		más en especie que en efectivo, no concuerda lo aportado con lo solicitado	Formación de facilitadores comunitarios en Alerta temprana de Seguridad Alimentaria en sus cuatro componentes: Producción, Disponibilidad, Consumo y Utilización de Alimentos.	UN AÑO
35	Asociación para el desarrollo integral de San Antonio Totenango, B Quiché (ADISA)	29-07-05	X	X	X		35	1,097,407.50	Intervención Holística en Seguridad Alimentaria Nutricional.	DONANTE-EJECUTOR		X	Incluye salarios, compra y mantenimiento de vehículos y combustible, compra de semillas, compra de balanzas, compra de botiquines pecuarios (cerdos, conejos, pollos) y Fondo crediticio empresarial. Incluye becas para niñas	TRES AÑOS
36	Centro Ecueménico de Integración Pastoral (CEIPA)	29-07-05			X		36	1,199,594.00	Educación para niñez y adolescencia trabajadora en sobre-edad escolar y con alto riesgo social en Quetzaltenango	EJECUTOR	X		Educación, capacitación técnica y organización de niñez y adolescencia trabajadora	TRES AÑOS
37	Programas y Proyectos de Desarrollo Integral (PRODI)	29-07-05			X		37	4,197,190.00	Desarrollo Metodológico para 241 escuelas con aulas multigrado en el Departamento de Chimaltenango	EJECUTOR		X	(186 regulares y 75 de PRONADE)	DOS Y MEDIO AÑOS

RECEPCIÓN DE PROPUESTAS DE PROYECTOS

No Inst.	INSTITUCIÓN	FECHA DE RECEPCIÓN	COMPONENTE				Prop No.	MONTO	NOMBRE DEL PROYECTO	TIPO DE SOCIO	A PORTE EN ESPECIE		OBSERVACIONES	DURACIÓN
			S	N	E	Otro					SI	NO		
					X		38	550,000.00	Estudio cuantitativo, de opinión pública de la educación en Guatemala	EJECUTOR		X	Es una Investigación	SEIS MESES
38	Schafer Consultores	29-07-05			X		39	600,000.00	Estudio cualitativo de la educación pública en Guatemala	EJECUTOR		X	Es investigación	OCHO MESES
39	Asociación de Desarrollo Integral	29-07-05	X				40	1,873,361.70	Mejorando vidas a jóvenes	EJECUTOR		X	Corresponde a Salud reproductiva	TRES AÑOS
40	Asociación de Desarrollo Integral para el Occidente (ADIPO)	29-07-05			X		41	1,861,226.80	Educando Vidas	EJECUTOR		X	Modelo de Educación Inicial	TRES AÑOS
41	Cooperativa de Servicios Profesionales (COISEP)	29-07-05			X		42	1,432,501.80	Fortalecimiento de la educación Básica y bolsas de estudio para alumnos de telesecundaria y por cooperativa en municipios productores de café de Huehuetenango	EJECUTOR		X	Se desarrolla en Huehuetenango. Incluye salarios, equipo y bolsas de estudio.	TRES AÑOS
42	Red de Mujeres por la Construcción de la Paz	29-07-05			X		43	661,200.00	Aplicación de Estrategias Innovadoras en la Práctica Educativa, para el Avance de la Equidad y Democracia.	EJECUTOR		X	Provisión de herramientas a docentes y educación bilingüe intercultural en cuatro escuelas de Alta Verapaz, Izabal, Jalapa y Guatemala.	UN AÑO
43	Save the Children USA	29-07-05	X				44	\$106,500.00	Salvando la vida de mujeres y neonatos. Atención obstétrica y neonatal básica y planes de emergencia	DONANTE-EJECUTOR		X	Atención obstétrica y neonatal básica y planes de emergencia incluye aumento de partos atendidos por personal calificado. Incluye pago de salarios y beneficios. Compra y mantenimiento de equipo y vehículos	UN AÑO
44	Asociación de Servicios y Apoyo al Desarrollo de Guatemala (SADEGUA)	29-07-05	X		X	X	45	6,597,553.60	Fortalecimiento al Desarrollo Local en cuatro municipios de Huehuetenango	EJECUTOR		X	Es en 4 municipios de Huehuetenango. Incluye Derechos Humanos y becas. Incluye salarios de personal, compra de equipo (motos y cámara)	TRES AÑOS

RECEPCIÓN DE PROPUESTAS DE PROYECTOS

No Inst.	INSTITUCIÓN	FECHA DE RECEPCIÓN	COMPONENTE				Prop No.	MONTO	NOMBRE DEL PROYECTO	TIPO DE SOCIO	A PORTE EN ESPECIE		OBSERVACIONES	DURACIÓN
			S	N	E	Otro					SI	NO		
45	Fundación Dolores Bedoya de Molina	29-07-05	X				46	603,412.00	Prevención Integral y salud Materno Infantil y Reproductiva	EJECUTOR		X	Capacitación en Salud reproductiva a comadronas y a los integrantes de Comisiones de salud de los COCODES. El contenido es muy general. No concuerda el aporte de ellos con lo solicitado.	UN AÑO
46	Fundación para el Desarrollo Educativo Social y Económico (FUNDADESE)	29-07-05	X			X	47	801,000.00	Desarrollo Humano y Salud Comunitaria	EJECUTOR		X	Tiene salud reproductiva y educación en salud en las escuelas. Incluye compra de medicamentos y de botiquines pecuarios. Incluye pago de personal, combustible y mantenimiento de vehículos	SEIS MESES
47	Representaciones Internacionales y Nacionales S.A. (REINSA)	29-07-05			X	X	48	358,827.00	Protección de Patrimonio Pecuario Familiar	EJECUTOR			Formación de botiquines pecuarios, para mejorar la disponibilidad de alimentos de origen animal en las comunidades	DOCE MESES
48	Asociación Tnam Tchmon Tib Te Txolja (TNA/TM)	29-07-05	X	X			49	pendiente	Salud y vida para jóvenes y madre-niño	EJECUTOR			Fortalecimiento de AIEPI AINM-C que hace ADIPO con salud reproductiva para jóvenes	CUATRO AÑOS
49	Mercy Corps	29-07-05	X	X			50	\$473,851.00	Fortalecimiento de AIEPI AINM-C en Tucurú A.V.	DONANTE-EJECUTOR	X		No trae separado los fondos aportados por MSPAS. Incluye gastos de consultores internacionales, incluye compra de motos y equipo, pago de renta y tel, así como pago de personal	TRES AÑOS
50	Asociación de Desarrollo Integral La Novena (UNIDO V)	29-07-05				X	51	535,984.53	Centro de Educación Alternativa	EJECUTOR		X	Incorporación a la educación de 100 niños trabajadores. No concuerda aporte de ellos con lo solicitado a Alianzas. Incluye pago de personal y prestaciones, compra de equipo y 50 becas.	DOS AÑOS

RECEPCIÓN DE PROPUESTAS DE PROYECTOS

No Inst.	INSTITUCIÓN	FECHA DE RECEPCIÓN	COMPONENTE			Prop No.	MONTO	NOMBRE DEL PROYECTO	TIPO DE SOCIO	APORTE EN ESPECIE		OBSERVACIONES	DURACIÓN
			S	N	E					Otro	SI		
51	Asociación pro Salud Preventiva para la mujer 'Vamos Mejor (APROVIME)	29-07-05	X			52	Q 753,779.75	Espaciamiento intergenésico, nueva estrategia para disminuir la necesidad insatisfecha de planificación familiar	EJECUTOR		X	Para trabajar en demanda insatisfecha en comunidades clave de Quetzaltenango, San Marcos y Totonicapán. Incluye pago de personal, compra de equipo para las unidades mínimas	UN AÑO
52	Centro Nutricional Sor Lucía Rogué	29-07-05			X	53	1,122,225.00	Ampliación de la atención para niños desnutridos	EJECUTOR		X	Ampliar la cobertura de	TRES AÑOS
53	American Society of Guatemala	29-07-05			X	54	\$8,000.00 (estimado)		Recaudación de fondos			Actividad de recaudación de fondos para cubrir las clases vocacionales de fotografía que se dan en FotoKids y donación al Hogar Marco Antonio, que atiende a niñez con VIH/SIDA.	UNA SOLA VEZ
54	Asociación ZOE				X	55		Construcción de Centro Educativo y de capacitaciones para el desarrollo de colonias urbano marginales			X		OCHO MESES
55	FUNCAFE	29-07-05			X	56	Q 2,700,000.00	Expansión de Escuela Rural Activa	DONANTE EJECUTOR		X	Elevar los estándares de calidad educativa definidos por el Ministerio de Educación.	TRES AÑOS

RESUMEN DE PROPUESTAS RECIBIDAS

COMPONENTE	NUMERO	
Salud	11	11
Salud y Nutrición	6	6
Salud y Educación	3	3
Salud y Otro	2	2
Salud, Educación y Otro	2	2
Nutrición	2	2
Salud, Nutrición y Educación	3	3
Nutrición y Otro	1	1
Educación	23	23
Educación y Otro	2	2
Otro	1	1
TOTAL	56	56

Annex I: PSAG Minutes of First Meeting and Resumes/CVs of Private Sector Advisory Group –PSAG- Members

AYUDA DE MEMORIA

REUNIÓN CON EL COMITÉ ASESOR DEL SECTOR PRIVADO Miércoles 22 de septiembre de 2005

PARTICIPANTES:

María Silvia Pineda	-	AZASGUA
Isabel de Bosch -		FUNDACIÓN JUAN BAUTISTA GUTIERREZ
Arabella Castro	-	REGISTRO CIVIL
Héctor Centeno	-	SYNACIT
Floralma Meza	-	MINISTERIO DE EDUCACIÓN
Guillermo Monroy	-	CENTRARSE
Rodrigo Bustamante	-	USAID / URC
Julia Richards	-	USAID
Isabel Stout	-	USAID
Tere Ligorria	-	ALIANZAS

TEMAS INICIALES:

1. Bienvenida a los asistentes por Tere Ligorria.
2. Auto presentación de los participantes.
3. Presentación del audiovisual de Alianzas.
4. Isabel Stout, Oficial de la oficina de salud de USAID, quien ofreció una breve explicación sobre lo que USAID busca al realizar este modelo de proyecto con el sector privado.
5. Tere Ligorria, explico la razón por la que les invito a formar parte del Comité Asesor, es la labor que han desarrollado en Responsabilidad Social, para que nos compartan sus ideas y podamos encontrar soluciones a los problemas que se tienen en Guatemala, así también la invitación que se hizo a los ministerios de Salud y Educación para trabajar en equipo y fortalecer las necesidades.
6. Se hizo entrega de las hojas de información de Alianzas y se les entregó un documento sobre las "iniciativas del cumplimiento de las metas del milenio".
7. Tere Ligorria presentó los logros de Alianzas al 31 de Agosto 2005.
8. Tere Ligorria informo sobre la autorización de la SAT para el proyecto de Becatón, e informo que la reunión de información sería la tarde del 22 de septiembre 2005.
9. Al finalizar la presentación de logros hubo un espacio de comentarios y sugerencias, Tere Ligorria solicito a los miembros del Comité sugerencias de cómo sería la mejor forma para establecer comunicación con los miembros del Comité Asesor, así también les indicó que lo más valioso de contar con ellos es su asesoría. Dentro de los comentarios y sugerencias se obtuvo lo siguiente:
 - Floralma Meza, Viceministra de Educación tuvo varias interrogantes, una fue sobre las Becas de Kinal, si la sostenibilidad sería para ciclos completos de tres años en el área de educación básica, a lo cual Tere Ligorria explico que Citibank hace los aportes para estas becas y en este año nosotros apoyamos lo que fue el 3°. Básico; hizo alusión sobre el programa de Becas que Burger King tiene para niños de primaria con un costo de Q 400.00; incentivo para que haya más educación para apoyar los aspectos de salud. Agradeció la invitación para formar parte del Comité Asesor e indicó que pueden apoyar en la orientación de los proyectos y hacia donde deben ir y que la idea de reunirse cada tres meses parece la adecuada.
 - Isabel Stout, indicó que sería un aliado para el programa, que el Gobierno aumente los presupuestos de salud y educación.

- Rodrigo Bustamante, agradeció la invitación, expresó que es un honor ser parte de un comité de alto nivel, además de felicitar a Alianzas por su presentación y logros a la fecha. Indicó que para URC es una responsabilidad plantear este proyecto al sector público y privado, ya que vemos la necesidad de que exista coordinación en los proyectos de salud y educación. Indicó que la parte preventiva no se toca en estos proyectos y pueden contar con el apoyo de él y su equipo en lo que sea necesario.
- Arabella Castro, felicitó al programa por los logros en tan poco tiempo. Expresó su preocupación por los subsidios que el Ministerio otorga a entidades sin hacer auditorias sobre los mismos; sugirió que sería bueno poner centros de computación a nivel municipal para que varias escuelas tengan acceso a estos beneficios; hizo la pregunta sobre si el Ministerio de Educación tiene capacidad para sostener becas de primaria y pre primaria, a lo cual recibió la respuesta negativa, a lo anterior sugirió si no sería mejor que las becas deberían otorgarse a los lugares donde nunca va a llegar la educación por el Ministerio, a lo cual se le indicó que la Becatón está enfocada a los municipios más vulnerables. En relación a salud indicó que la vacuna pentavalente podría ser una acción de impacto para erradicar estas enfermedades.

Para finalizar indico que una forma de contribuir con Alianzas sería el de tomar decisiones sobre los proyectos que se presenten.

- María Silvia Pineda, agradeció la invitación de compartir con ellos los logros del programa, sugirió trabajar en conjunto sin pensar a que institución representamos, sino enfocarse en un solo objetivo; debemos reconocer el avance de AID y el apoyo que da para realizar estos proyectos; en relación a inversión social, hay que definir lo que se busca con Alianzas; a referirnos a las personas beneficiadas por el programa debemos decir “beneficiarios” y no participantes; se debe visualizar como impactará el programa en la política pública; sugirió hablar con Creciendo Bien, para buscar la manera de ordenar la función pública.
 - Héctor Centeno, agradeció la invitación a formar parte del Comité Asesor, e indicó que solo en la medida que todos participemos vamos a reducir la pobreza; hizo énfasis en la gran obra que hace Kinal, pero se opone al tema de salud reproductiva, que es un tema que se debe trabajar a fondo; sugirió que al aprobar los proyectos debemos hacer concientización en la salud reproductiva, la educación es fundamental.
 - Guillermo Monroy, felicitó a AID, a Alianzas e indicó que la presencia de Tere ha generado confianza, sugirió que al aprobar los proyectos se vean las prioridades que cubrirán el mismo. Debemos educar en responsabilidad social.
 - Isabel Gutiérrez de Bosch, agradeció la invitación a formar parte del Comité Asesor e indicó que se debe trabajar en educación a todo nivel; compartió la experiencia de que las becas universitarias cambian el status de una persona, de su familia y de la población que se tiene cerca.
10. Para finalizar, Tere Ligorría agradeció la valiosa participación de todos y la satisfacción que siente lo que opinan del programa. Indicó que se está trabajando en el plan anual 2006 y el cual se debe incluir programas grandes. La fecha próxima a reunirse queda pendiente de definirse.

RODRIGO BUSTAMANTE ALVAREZ, MD, MPH, MSC

CHIEF OF PARTY

Profile

Dr. Bustamante is a Colombian physician with 25 years of experience in health program management and health sector reform, including health policy and health financing. As manager of URC's largest bilateral project, he oversees the development and execution of a dynamic team in Guatemala. He has provided technical assistance and managerial support to health associations, ministries of health, as well as social welfare institutes. Dr. Bustamante is a strong team leader who has served as the representative of different health institutions to government agencies and is serving as representative of the Calidad en Salud project. His work has focused on the reduction of child and infant mortality in Latin America, transparent financial management, health management, planning, decentralization, information, evaluation, advocacy and quality. He has extensive experience in international and national consultancies throughout Latin America. Dr. Bustamante is fluent in Spanish and English.

Education

MD, General Medicine and Surgery, Facultad de Medicina, Universidad Nacional, Colombia, 1970

Specialist in Public Health, University of Valle, Colombia, 1975

MSc, Social Medicine with honorable mention (Marks of credit), University of London, 1980

MPH, University of Valle, Colombia, 1984

Related Courses

Latin-American Seminary on Health Care Financing, Brazil, 1987; Quantitative Methods in Health Planning, Texas, 1978; Inter-American Course on Rural Health, Costa Rica, 1977

Experience

University Research Co., LLC, Guatemala

- Chief of Party, Calidad en Salud, March 2002 – Present

Responsible for managing overall project activities in support of the Guatemalan MOH and Social Security Institute. Provide technical and managerial support to a large technical assistance team, working in reproductive health, child health, logistics, community mobilization, nutrition strengthening and operations research. Liaise with USAID, counterparts and other relevant partner institutions. Manage project budget and expenses. Serve as corporate representative of URC in Guatemala.

Colombian Health Association – ASSALUD, Bogotá, Colombia

- Executive Director, 1999 – 2002

Designed, executed, and monitored research and technical assistance projects. Served as principal investigator, co-investigator or management director. Provided oversight for establishment and maintenance of administrative and financial processes inside the Association. Maintained contact with external clients, such as Colombian Ministry and Bogotá Health Secretary. Represented the Association in technical, political, administrative and legal matters.

Clapp and Mayne Inc., Guatemala

- Chief of Party, Child Survival Project, 1993 – 1996

Responsible for managing project activities in support of the MOH, project focused on child health with emphasis in immunizations, standardized case management in diarrhea and respiratory infections, development and implementation of administrative and information systems and implementation of a health planning methodology. Worked closely with USAID and Ministry of Health counterparts and responded to specific requests.

Clapp and Mayne, PAHO and Development Technologies Consultant, 1990 -1993 and 1996 – 2001

- Consultancies in the areas of health planning, management, monitoring and evaluation in different countries, among them El Salvador, México, Argentina, Costa Rica, Panama and Nicaragua.

Technical leader in the evaluation team of the Health Sector Reform Program of Argentina and Mexico (team of about 15 people)

Co-leader for the design and implementation of a monitoring and evaluation plan for logistics of the Health Sector Reform Program of Nicaragua

Adviser for the development of a Managerial Module for the Ministry of Health Information System in Nicaragua

Adviser in Health Planning for the Ministry of Health of El Salvador

Adviser for the evaluation of new alternatives of urban care in the Social Security Institute of Costa Rica

Adviser for the development of the MCH Program of the Costa Rican Ministry of Health

Member of the Advisor Committee for the PAHO Director General of Social Security in Washington

In Colombia:

Consultancies to the Ministry of Health of Colombia, the Colombian Social Security Institute, the Superior Education Foundation, the Colombian Health Association – ASSALUD, the Cardio-infantil Foundation and the Central Military Hospital in the areas of management, planning, health care model, health reform, research, quality assurance, training and development and organization of health services.

Bavaria, SA, Bogotá, Colombia

- Director of the Medical Division, 1990 – 1992

Oversight of health care provision to family members of employees; Improve health services; Cost effectiveness.

Leader for the process of planning and provision of general health services for family members of employees and occupational health services for the company

Leader for improvement in quality of health services for family members of employees

Leader for the cost control of health services for family members of employees

Supervision of company health facilities in several departments in the country

Social Security Institute, Bogotá, Colombia

- General Director, 1987 – 1990
Responsible for the design and implementation of the national social security policy for the country; managed political, technical and administrative plans, programs and activities of the Institute; managed 26,000 employees; management multimillion budget of the Institute and its investments; maintained formal relations with the Congress, the Government, the Ministries of Health and Labor, the National Planning Department, three Directive Boards, different employers and workers associations and 14 Institute unions, among others.
- General Secretary (second position in line), Director of the Office of Planning and Information and Director of the Office of Quality Evaluation, 1983-1987
Provided technical support to the staff and 24 regional offices in the topics of personnel, finance, planning, evaluation, information, legal matters, clinical audits and retirement plans.

Ministry of Health, Bogotá, Colombia

- Director of Planning Office, 1980 – 1983
Directed all program activities related to the National Health Plan; coordinated and directed the elaboration of health programs and the national health budget; supervised 33 Health Services throughout the country, including development and execution of respective local Health Plans in conjunction with National Health Plan.
- Planning Advisor, Bogotá, Colombia, 1977 – 1978
Responsible for development and implementation of a planning methodology in 33 Health Services throughout the country, in the area of medical care.

Health Service of Valle, Cali (Valle), Colombia

- Director of Health Services, 1975 – 1977
Responsible for the development and implementation of health norms in all facilities of the Health Service, located in 42 municipalities; provided technical assistance to the staff of these 42 municipalities in health topics and supervision and evaluation of the health services provided by all mentioned facilities.

Regional Health Unit of Palmira, (Valle), Colombia

- Director, 1973 – 1975
Responsible for management of the entire political, technical and administrative plans, programs and activities of the Unit; managed employees, budget and assets; maintained formal relations with the Health Service of Valle staff, the Unit union and several technical and society groups of Palmira's population.

Languages

Spanish, native; English, fluent

References

Tisna Veldhuyzen van Zanten, Vice President, University Research Co., LLC, Work: 301-941-8412

Gustavo Hernández Polanco, Ex-Minister of Health, Guatemala, Cell: (502) 204-3583, Work: (502) 332-3604

Edgar Hidalgo, DHS Technical Director, Cell: (502) 201-8613, Work: (502) 364-0492 Ext. 515, Home (502) 634-1452

ARABELLA CASTRO QUINONES

DATOS GENERALES

Lugar y fecha de nacimiento

Casada

María Sofía y María Inés

I. FORMACIÓN ACADÉMICA**UNIVERSITARIA**

- ◆ UNIVERSIDAD DE BOLOGNA, ITALIA (1981)
Estudios de Post Grado en Derecho Constitucional
- ◆ UNIVERSIDAD RAFAEL LANDIVAR (1974-1979)
Licenciatura en Ciencias Jurídicas y Sociales ,Abogado y Notario

SECUNDARIA**COLEGIO DE LA ASUNCIÓN**

Maestra de Educación Primaria Urbana (1971-1973)

PRIMARIA**COLEGIO DE LA ASUNCIÓN**

(1960-1969)

II. SERVICIO PUBLICO

- ◆ DISTRITO METROPOLITANO
Diputada electa al Congreso de la República 1991-1993
- ◆ Presidenta Comisión de Turismo 1991-1992
- ◆ Miembro Comisión de Legislación y Puntos Constitucionales. Integrante de la comisión

- En la discusión, ponencia y aprobación del Código
Procesal Penal vigente. 1992-1993
- ◆ Vicepresidenta Comisión del Medio
- Ambiente. Ponente y coordinadora del proceso de
consulta de la Ley Forestal vigente. 1992-1993**
- ◆ Renuncia a la Diputación para apoyar la depuración del Congreso de la
República. 1993
 - ◆ **LISTADO NACIONAL**
Diputada electa al Congreso de la República
Encabezando el Listado Nacional Sept. 94-Ene 96
 - ◆ Presidenta del Congreso de la República Sept.94-Ene 95
 - ◆ **LISTADO NACIONAL**
Diputada electa al Congreso de la República
Encabezando el Listado Nacional 1996 - 2000
 - ◆ **MINISTERIO DE EDUCACIÓN PÚBLICA**
Ministra de Educación 15/1/96-10/1/97

Cabe resaltar que como rectora de la política educativa del País en esos años, se fortaleció como una de las metas principales la participación de lo padres de familia en la escuela, la descentralización y desconcentración de procesos, el aumento de cobertura substancialmente a la Pre-Primaria y los tres primeros grados de primaria. Se logró el consenso en la Comisión Paritaria de Reforma Educativa y se inició el proceso de consulta.
 - ◆ **CONGRESO DE LA REPÚBLICA**
Presidenta del Congreso de la República
(Segunda Ocasión) Período 97-98
 - ◆ **MINISTERIO DE EDUCACIÓN PÚBLICA**

Ministra de Educación

Ene 98-Abr 99

- ◆ **CANDIDATA A LA VICEPRESIDENCIA DE LA** 1999
REPÚBLICA POR EL PARTIDO DE AVANZADA
NACIONAL.

La Candidatura Vice presidencial me permitió conocer aún mas de cerca que en los otros procesos de participación, las carencias, la visión, la diversidad cultural.

III. ACTIVIDADES LEGISLATIVAS DE TRASCENDENCIA

- ◆ **EN LA CONSOLIDACIÓN DE LA PAZ** 1997
Promotora de la Instancia Multipartidaria
Agenda Legislativa de la Paz y el Proceso de Reformas Constitucionales.

IV. MODERNIZACIÓN PARLAMENTARIA:

Se diseñó y ejecutó la modernización del sistema de informática del Congreso, con el propósito de darle una intervención directa al diputado, en el proceso e aprobación de una ley. Igualmente, se dejaron constituidas en ley Auditoria Interna y Externa, además de solicitada y establecida una delegación permanente de la Contraloría General de Cuentas. Mecanismos y derechos de representación de minorías en la Ley de Régimen Interior parcialmente vigente.

V. LEYES IMPORTANTES APROBADAS DURANTE LA ADMINISTRACIÓN 1997

- ◆ Discusión y Aprobación del Decreto Legislativo 11-97 (Creación de la Policía Nacional Civil)
- ◆ Discusión y Aprobación del Decreto Legislativo 17-97 (Creación de la Secretaria de Paz)
- ◆ Discusión y Aprobación del Decreto Legislativo 31-97 (Ley para la Protección de Menores en Riesgos de Drogadicción)
- ◆ Discusión y Aprobación del Decreto Legislativo 46-97 (Ley par la Reducción de Riesgos de Habitantes de Zonas Afectadas por el Enfrentamiento Armado, a través del rastreo y desactivación de minas y otros artefactos)
- ◆ Discusión y Aprobación del Decreto Legislativo 75-97(Ley Especial de Documentación)
- ◆ Ponente de Reformas al Código Procesal Penal y Aprobación del Decreto 79-97

IX. EXPERIENCIA LABORAL

- ◆ Registradora General
Registro General de la Propiedad 2004 a la fecha
- ◆ Asesora del Alcalde Metropolitano 2000 al 2003
- ◆ Consultora en la Coordinación y Ejecución de la Capacitación para operadores del Sector Justicia. Secretaria de la Instancia Coordinadora
De la Modernización del sector Justicia. Enero 2000 al 2001
- ◆ Asesoría Legal Externa, Municipalidad de Guatemala Abril-Dic 2000
- ◆ Bufete Profesiona Propio 1982 - agosto 1994
1995-1996
2000 a la fecha
- ◆ Asesora Legal en Financiera Industrial Y Agropecuaria S.A. 1986-1988
- ◆ Asesora Legal, Dirección General
Límites de Aguas.
Ministerio de Relaciones Exteriores 1985
- ◆ Asistente del Asesor Legal para Centro
América del CINDAL, NESTLE 1975-1979
- ◆ Maestra de Cuarto Grado de Primaria
Colegio de la Asunción 1974

CURSOS:

- El Diplomado Empresarial en Arbitraje junio 2003
Comercial Internacional
Loyola Escuela Empresarial para Las Américas



HECTOR ADOLFO CENTENO BOLAÑOS

Cargo: *Comisionado Presidencial para la Ciencia y la Tecnología*

Dirección: 2ª. Calle 21-31, zona 15 V.H.I, Ciudad de Guatemala

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Fax: (502)-3691704

E. mail: hacenteno@intelnet.net.gt

EDUCACION SUPERIOR :

Profesión: *Ingeniero Civil con estudios superiores en Física en Brasil y Universidad de Texas, U.S.A.*

Ocupación: *Catedrático Universidad en Física y Matemáticas
Administración Universitaria*

COMISIONES Y CARGOS INTERNACIONALES

- *Rector de la Universidad del Valle de Guatemala (1992-2000)*
- *Miembro del Consejo Nacional de Ciencia y Tecnología (1992-2001)*
- *Catedrático Universitario en las áreas de Física y Matemáticas en las Universidades de San Carlos, Del Valle de Guatemala y Rafael Landivar.*
- *Director del Departamento de Física en la Facultad de Ingeniería, Universidad de San Carlos de Guatemala.*
- *Miembro del Consejo Superior Universitario de la Universidad de San Carlos de Guatemala.*
- *Fundador y Presidente de la Fundación para la Superación de la Ingeniería (FUNSIN).*
- *Presidente del Colegio de Ingenieros de Guatemala.*
- *Miembro Director del Comité Nacional de INCAE en Guatemala.*
- *Presidente de la Fundación Defensores de la Naturaleza y miembro del Consejo Nacional de Áreas Protegidas –CONAP-.*
- *Miembro de la Comisión de Acompañamiento de los Acuerdos de Paz y del Pacto Fiscal en Guatemala (1998-2001).*
- *Coordinador Nacional del Programa Universitario (OIT-PNUD).*

ACTIVIDADES ACTUALES

- *Comisionado Presidencial para la Ciencia y Tecnología.*
- *Rector Emérito de la Universidad del Valle de Guatemala.*
- *Presidente Honorario y Miembro Directivo de la Fundación Defensores de la Naturaleza.*
- *Miembro Directivo del Centro para la Acción de la Responsabilidad Social Empresarial en Guatemala –CentraRSE-*
- *Miembro de la Fundación de la Universidad del Valle de Guatemala.*
- *Miembro del Consejo Centro Americano para la Acreditación de la Educación Superior.*
- *Directivo del Instituto contra la pobreza.*
- *Representante de la Universidad del Valle de Guatemala en la Gran Campaña por la Educación en Guatemala.*
- *Miembro y past-presidente del Club Rotario Guatemala de la Asunción.*

Participaciones a nivel Nacional e Internacional

Conferencista en: Cursos, Taller, Congresos, Conferencias, etc., en las áreas de Educación, económico-sociales, desarrollo y recursos naturales y protección del medio ambiente.

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CURRICULUM VITAE:

ISABEL GUTIERREZ DE BOSCH

ISABEL GUTIÉRREZ DE BOSCH

Nació en San Cristóbal Totonicapán, Totonicapán, el 23 de julio de 1931. Sus padres fueron los señores JUAN BAUTISTA GUTIERREZ BLANCO y la señora FELIPA GUTIERREZ ALVAREZ, oriundos de Campiellos y Villa Morey en Asturias, España. Realizó sus estudios en el Colegio Teresa Martín de la Ciudad de Quetzaltenango, donde se graduó de Secretaria Ejecutiva.

Desde temprana edad se inició en el Servicio Social al lado de su padre, Juan Bautista Gutiérrez, como su Secretaria Particular.

En 1951 se casó con el señor ALFONSO BOSCH SOTO, viviendo sus primeros ocho años de vida conyugal en la ciudad de Quetzaltenango, donde nacieron sus tres primeros hijos: JUAN LUIS, JORGE ALFONSO Y MARIA ISABEL, unos años después en la Ciudad de Guatemala, nacieron FELIPE ANTONIO y CLAUDIA.

Al trasladarse la familia a la Ciudad de Guatemala en 1959, los hijos del matrimonio Bosch Gutiérrez hicieron sus estudios en el Liceo Javier y Colegio Monte María, donde Doña Isabel encontró también oportunidad para apoyar a la Asociación de Padres de Familia de los colegios. Es así como en el Liceo Javier crea la cafetería del Colegio y en el Colegio Monte María en el año 1976, siendo Presidenta de la Asociación de Padres de Familia, se lleva a cabo la primera edición del libro de cocina “Nuestras Recetas” que sigue circulando en su 7ª. Edición, recaudando fondos para otorgar becas de estudios en el mismo Colegio.

INICIO DE ACTIVIDADES DE SERVICIO SOCIAL

Desde el año 1960 los esposos Bosch Gutiérrez, se integran al Club Rotario de la Ciudad de Guatemala, desempeñando en múltiples oportunidades los cargos de Secretaria, Tesorera, Vicepresidenta y Presidenta, dirigiendo múltiples proyectos de beneficio social en áreas de salud y educación.

Lamentablemente en 1974 cumpliendo la misión Rotaria de llevar víveres a los damnificados por el huracán “Fifi” en Honduras, fallecieron trágicamente su esposo Alfonso Bosch Soto y su hermano Dionisio Gutiérrez.

CURRICULUM VITAE:

ISABEL GUTIERREZ DE BOSCH

ROTARISMO DE 1960 A LA FECHA:

- Rotaria del año Club Ciudad de Guatemala 2004/2005
- Presidente Distrital celebraciones Centenario Rotary (Guatemala, Honduras y Belice) 2004/2005
- Presidente de los Comités Celebraciones y Construcción Obra Centenario Rotary en Guatemala 2004/2005.
- Presidente Club Rotarios Comité de Emergencia 2001 a la fecha
- Asistente Gobernador de Distrito para Guatemala 2003/2004
- Presidente del Club Rotario Ciudad Guatemala 2002/2003
- Secretaria Junta Directiva de la Conferencia Distrital (Guatemala, Honduras, Belice, El Salvador, Nicaragua, Costa Rica y Panamá) 1999
- Rotaria activa del Club Ciudad Guatemala desde 1997
- Presidente del Comité Damas Rotarias 1987
- Presidente Comité Remodelación del Obelisco y Campaña Ladrillos por Amor

ORGANIZACIONES DE BENEFICIENCIA DONDE COLABORÓ:

- Aldeas Infantiles S.O.S.
- CERVOOC
- Presidente Junta Fiscalizadora de los fondos de FUNDABIEM en 1986 a 1995
- Asociación del Corazón Infantil
- Presidente del Consejo de Bienestar Social 1995 a 1997

ORGANIZACIONES DE BENEFICIENCIA QUE COLABORÓ A SU FUNDACIÓN:

- Albergue Hermano Pedro
- Fundación para el Desarrollo de la Mujer FUNDAMUJER
- Fundación de Auxilio a Niñas en Riesgo FUNDANIÑAS

FUNDACIONES QUE PRESIDE ACTUALMENTE:

- * Fundación Juan Bautista Gutiérrez 1986 a la fecha
- * Fundaniñas 1997 a la fecha
- * Fundación Ande Española (representante para Guatemala)

CURRICULUM VITAE:

ISABEL GUTIERREZ DE BOSCH

GALARDONES Y RECONOCIMIENTOS RECIBIDOS:

- Orden del Quetzal en grado de Gran Oficial 2005
- Orden Dolores Bedoya de Molina en grado Gran Collar 1993
- Orden de Obras Sociales del Hermano Pedro 1999
- Reconocimiento “Exaltando Nuestros Valores” del Banco Industrial 1995
- Reconocimiento “Medalla ONAM” la oficina Nacional de la Mujer 1998
- Reconocimiento “Paul Harris” de Rotary Internacional

RECONOCIMIENTO INTERNACIONAL:

- Reconocimientos “Brugal Cree en su Gente” de Fundación Brugal, República Dominicana 1997

CURRICULUM VITAE**LICENCIADA FLORIDALMA MEZA PALMA**

1. Trabajadora Social egresada del Instituto Femenino de Estudios Superiores- IFES- de Guatemala y de la Universidad de Maracay, Venezuela.
2. ~~Politóloga~~, con especialización en Sociología Política, de la Universidad Rafael Landívar.
3. Estudios de Maestría en Docencia e Investigación, de la Universidad Rafael Landívar.
4. Estudios de Maestría en Ciencias Sociales, Universidad Francisco Marroquín

PRINCIPALES CARGOS DESEMPEÑADOS:

1. Maestra de Educación primaria y docente universitaria
2. Secretaria Ejecutiva del Comité Nacional de Alfabetización –CONALFA
3. Gerente de la Paz del Ministerio de Educación.
4. Decana Fundadora de la Facultad de Ciencias Políticas y Sociales de la Universidad Rafael Landívar.
5. Directora de la Escuela de Trabajo social de la Universidad Rafael Landívar.
6. Coordinadora del Proyecto Fortalecimiento Académico de la Sedes Regionales de la Universidad Rafael Landívar.
7. Delegada del Ministerio de Educación en la Comisión ~~Interuniversitaria~~, para la reforma educativa.
8. Miembro de la Comisión, por parte gubernamental, para revisar el Plan Específico de Educación para la Población Desarraigada, formulada por UNESCO, hasta su versión definitiva consensuada con delegados de la población desarraigada (CEPDE).
9. Miembro de la Comisión Consultiva de Reforma Educativa.
10. Miembro de la Comisión Paritaria de Reforma Educativa, que elaboró el Diseño de Reforma Educativa, como delegada de la parte gubernamental.
11. Coordinadora del equipo que formuló la actual Ley Nacional de Alfabetización
12. Actualmente es consultora y asociada de ASIES y tiene a su cargo la Coordinación del Equipo Técnico de la Gran Campaña Nacional por la Educación.
13. Participado como conferencista en diversos eventos nacionales e internacionales en el área educativa y de la ciencia política.
14. ~~Viceministra~~ Técnica de Educación de Guatemala

Guillermo Eduardo Monroy Estrada

Información Personal

Nombre Completo: Guillermo Eduardo Monroy Estrada*
Identificación: [REDACTED]
Dirección: 17 Avenida 1-20 Zona. 14. Edificio Piemonte. Apto. 1B. Ciudad de Guatemala.
Teléfono Oficina: (502) 2366-4679
Teléfono Casa: [REDACTED]
Móvil: [REDACTED]
E-mail personal: [REDACTED]
E-mail oficina: gmonroy@centrase.org
Fecha de Nacimiento: [REDACTED]
Idiomas: Español; Lengua Materna. Inglés; Excelente, TOEFL: 277/300

Experiencia Profesional

Ene 2003 - *CentraRSE* Guatemala

Director Ejecutivo

- CentraRSE el “Centro para la Acción de la Responsabilidad Social Empresarial en Guatemala” es una asociación de empresas. He trabajado como responsable del centro desde su fundación en Enero 2003. La principal función del centro es promover que las empresas hagan negocios competitivos pero al mismo tiempo respetuosos de la ley, el medio ambiente y la sociedad en su conjunto.

Sep 2000- Dic 2002 *PRONACOM/MINECO* Guatemala

Director Ejecutivo

- Responsable de la unidad ejecutora del Programa Nacional de Competitividad y la implementación de sus diversos proyectos. Dicho programa fue creado a iniciativa del Programa Regional de Competitividad promovido por el INCAE y Harvard. El PRONACOM es coordinado por el Ministro de Economía y un Comité Ejecutivo con participación privada. El principal financiamiento del programa proviene del Banco Mundial, por medio de un préstamo para lograr avances en la competitividad de Guatemala, promoviendo clusters y el mejoramiento del clima de negocios del país.

1999 – 2002 *CPN* Guatemala

Director de la Comisión Portuaria Nacional de Guatemala

- Director en representación del Ministerio de Economía

Dic 1999 – Sept 2000 *PRONACOM/MINECO* Guatemala

Coordinador de Clima de Negocios y Consultor

- Vínculo entre el Banco Mundial y las autoridades estatales Guatemaltecas
- Promoción y presentaciones del PRONACOM en diversos foros, conferencias y seminarios.
- Organización de constantes reuniones de trabajo con líderes del Sector Empresarial y Público.
- Apoyo a los diagnósticos y planeación de proyectos para el mejoramiento del Clima de Negocios.
- Coordinador del proyecto de MicroNet.

Dic 1998- Dic 1999 *PRONACOM/MINECO* Guatemala

Coordinador Proyecto Banco Mundial

- Manejo de fondos de una donación del Banco Mundial en coordinación con la oficina del Banco Mundial en Washington.

- Coordinación de proyectos del Banco Mundial para el PRONACOM y el Ministerio de Economía
- Apoyo a consultores internacionales y evaluaciones de proyectos en Guatemala.

1997-1998 *Scandies/Confisa* Guatemala

Asistente de Gerencia

- Empresa familiar de confitería y repostería
- Desarrollo de estrategias empresariales

1996-1997 *Departamento de Tránsito* Guatemala

Asesor Ad-Honorem

- Apoyo en el cambio del Departamento de Tránsito de la Policía Nacional a la Municipalidad e implementación de nuevos procedimientos para la evaluación de solicitudes de primera licencia.

Educación

2004 Universidad Francisco Marroquín Guatemala, Guatemala

- Maestría en Ciencias Políticas y Relaciones Internacionales (pendiente de tesis).

2000 Universidad Pontificia Católica de Chile Guatemala, Guatemala

- Postgrado en Alta Gestión de Empresas.

2000 Universidad Francisco Marroquín Guatemala, Guatemala

- Graduado como Licenciado en Administración de Empresas; Tesis: “Análisis de la Competitividad de Guatemala con enfoque en los Factores de Tecnología”.

1995-1998 Universidad Francisco Marroquín Guatemala, Guatemala

- Baccalaureus Artium. Administración de Empresas.

1989-1994 Colegio Interamericano Guatemala, Guatemala

- Bachillerato en Ciencias y Letras Bilingüe

Cursos y Conferencias

- Tercer Encuentro Regional de Organizaciones de RSE en las Américas. Forum Empresa. Perú. Mayo. 2005.
- Conferencia Centroamericana de RSE. ConvertiRSE III. Honduras Abril 2005 (invitado como expositor)
- Liason Delegates Meeting. WBCSD. Holanda. Oct. 2004.
- II Conferencia Interamericana de RSE. BID. México. Sep. 2004
- Conferencia: Doing Business With The Poor. INCAE-WBCSD. Costa Rica. Sept. 2004
- Seminarios de RSE en Ecuador; Quito, Cuenca, Guayaquil. (invitado como expositor)
- Conferencia Anual del Instituto Ethos de Brasil. Sao Paulo. Jul. 2004
- Segundo Encuentro Regional de Organizaciones de RSE en las Américas. Forum Empresa. Brasil. Jul. 2004.
- Liason Delegates Meeting. WBCSD. Suiza. Mar. 2004. (invitado como expositor)
- Conferencia Interamericana de RSE. BID. Panamá. Oct. 2003
- Seminario Itinerante de RSE. Fundación Kellogg. Brasil. Ago. 2003

- Primer Encuentro Regional de Organizaciones de RSE en las Américas. Forum Empresa. Brasil. Abr. 2003.
- Liason Delegates Meeting. WBCSD. Suiza. Mar. 2003.
- ITC Executive Forum 2002: Managing Competitiveness Advantage. OMC-UNCTAD. Suiza. Sep. 2002.
- Curso Políticas de Competencia para América Latina. OMC. Oct. 2002. Guatemala, Guatemala
- Preparando a Centroamérica ante un TLC con los Estados Unidos. Michael Porter-INCAE. El Salvador. Junio 2002.
- Foro de Competitividad 2002 para Centroamérica y República Dominicana. Banco Interamericano de Desarrollo - BID-. El Salvador. Abril 2002. (invitado como expositor)
- Comercio Electrónico y Promoción de Inversión para Latinoamérica. KOICA. Corea. Marzo 2002 (3 semanas).
- Foro de InfoDev 2001. Washington, EUA. Dic. 2001. (invitado como expositor)
- De los Recursos Naturales a la Economía del Conocimiento. Banco Mundial. El Salvador. Nov. 2001
- 4to Congreso Mundial de Clusters. “Clusters en la nueva economía” TCI. Arizona, EUA. Oct. 2001. (invitado como expositor)
- Democracia, Gobernanza y Administración Política; LACC/George Washington University. Guatemala. Agosto 2001.
- Seminario: Regulación y Defensa de la Competencia. COMODES. Guatemala. Julio 2001
- Metodología de Clusters. INCAE. Costa Rica. Julio 2001.
- Foro de Mejores prácticas de Telecentros para América Latina. BID. Nicaragua. Julio 2001
- Promoción de Inversión Extranjera; MIGA/World Bank. Guatemala. Junio 2001
- Foro de la OECD 2001. OECD. Paris, Francia. Mayo 2001
- Curso de Lectura Integral; Técnicas Americanas de Estudio. Guatemala, Guatemala 2,000-2,001
- 3er Congreso Mundial de Clusters. “Clusters en el Nuevo Milenio”. TCI. Glasgow, Escocia. 2000
- Conferencia de la OEA de Comisiones de Puertos de América. Brasilia, Brasil. Agosto 2000
- Técnicas de Negociación, El Método Harvard. Antigua, Guatemala. 1999
- Curso de Presentaciones Estratégicas. Dale Carnegie Training. Guatemala. 1999
- Curso de Relaciones Humanas. Dale Carnegie Training. Obteniendo tres premios, incluyendo el “Highest Achievement Award” Guatemala. 1998.

Habilidades

- Liderazgo, cualidades de trabajo en equipo y buenas relaciones interpersonales
- Práctico y creativo. Constantemente busco formas nuevas y diferentes de solucionar problemas.
- Amplio conocimiento en el uso de computadoras, Internet, MS Office, etc.
- Altamente organizado y perseverante.
- Proactivo, entusiasta y curioso
- Más orientado a ver las cosas de forma global e integral que al análisis detallado.

Actividades

- Catedrático. Universidad Francisco Marroquín. Facultad de Ciencias Políticas y Relaciones Internacionales. Desde 2002 a la fecha.
- Miembro del Instituto Mundial de Competitividad -TCI- (The Competitiveness Institute). Del 2000-2001 fui miembro del comité asesor de la Junta Directiva.

Intereses

- Computadoras y tecnología
- Acuarios
- Squash, bicicleta de montaña, esquiar en agua.

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3

Resumen Curriculum Vitae
Ma. Silvia Pineda Molina

Con estudios en Administración y Gerencia Social en Guatemala, España y Costa Rica. Facilitadora para el Manejo de Conflictos para América Central y el Caribe (acreditada por PNUD Naciones Unidas y la Fundación Futuro Latinoamericano). Su experiencia laboral inició en CARE-Guatemala donde desempeñó el cargo de Asistente de Dirección General, posteriormente viajó a España donde residió 5 años y laboró, como Directora Administrativa, para un holding del Grupo Tarragona de Barcelona, dedicado a la alta tecnología industrial. A su regreso a Guatemala en 1990, se incorporó a la Fundación del Azúcar como Asistente de Dirección Ejecutiva. Desde 1996 hasta enero 2004 funge como Directora Ejecutiva de Fundazúcar y en febrero 2004 asume la Dirección de Responsabilidad Social Empresarial de la Agroindustria Azucarera de Guatemala. Entre otras actividades, ha sido catedrática del ESEADE Universidad Francisco Marroquín; Fungió como Presidenta y Coordinadora del Consejo de Fundaciones Privadas de Guatemala de 1997 al 2004; miembro de la Asociación Eduquemos a la Niña; miembro de Junta Directiva del Proyecto Educativo del Sur -PROESUR-, Socia-creadora y fundadora del Centro para la Acción de la Responsabilidad Social Empresarial en Guatemala -CENTRARSE- en Guatemala. Además es conferencista internacional sobre Responsabilidad Social Empresarial -RSE-, Alianzas y Negociación.-

mspm2005

Annex J: Updated List of Contacts

INSTITUTION	REASON FOR APPROACH	PRODUCT	FOLLOW UP
Asociación Británica	First approach for potential alliance in Quetzaltenango.	Three meetings and they are preparing the proposal.	NO CHANGE
AGEXPRONT	Define first 2 schools to co fund	One meeting MOU drafted with comments, pending final revision	Sign MOU Visit to first school with Seguros G&T.
APROFAM	Alliance possibilities and incorporation to CentraRSE	Two meetings with staff; one to present project and another to visit Koramsa for corporate based programs	Participated in one event and Catalyst debriefing regarding their PR strategy
Asociación de Redes ASOREDES	Motivate to participate in the ALIANZAS program and arrangement for furniture and equipment donation.	Donation given Proposal presented for FUG Proposal presented as implementers for AIEPI AIMNC strengthening in their NGOs	Proposal will be reviewed when FUG submits it Pending fund leveraging
Asociación de Servicios Integrados de Desarrollo – ASINDES	Alliance possibilities in all areas	One meeting to define areas of shared interest	Pending fund leveraging and proposal presentation as implementers
Asociación Eduquemos a la Niña	Search for an alliance for education projects in values, scholarships in infrastructure in 14 schools in San Raymundo.	One meeting, Guidelines given of the program.	NO CHANGE
Asociación para el Fortalecimiento Integral Comunitario –AFIC	Presentation of scope of work and possible alliance for Vitamin A Supplementation Project.	One meeting, Recommendations given on how to present a proposal and the components to be included.	NO CHANGE
BANCAFE, Grupo Financiero del País	Fundraising possibility using established mechanism in branch offices	Letter sent and one meeting to request use of fundraising tool by raffle tickets sold at all their branch offices. Intervention will be different for each year; this year congenital Rubella vaccination	Pending response from partner
Banco Uno	Motivate to participate in the ALIANZAS program	Potential proposal for scholarships at Galileo University	Pending amendment for scholarship program

INSTITUTION	REASON FOR APPROACH	PRODUCT	FOLLOW UP
Calidad en Salud	Possibility of using information and reporting tools	Three meetings to present web based mapping tool for reporting and M&E	Reports requested, pending response from them
Cámara de Industria	Explain alliance guidelines and motivate to participate in Amigos de la Escuela program.	Four meetings, technical support to prepare the proposal.	NO CHANGE
Cascadia	Fundraising event for breast cancer awareness and prevention	Weekly meetings to invite other sponsors, plan event and define contribution by each party	Event held on May 30
CentraRSE	Meeting with Executive Director to define areas of alliance	MOU drafted and sent for signing	Public signing scheduled for August
Centro de Educación Popular El Tule	Meeting to explore alliance possibilities for youth	Interest in programs related to RH for women and adolescents	Pending proposal
Club 700	Look for possibilities on in kind donations.	One meeting to explain the objectives. We obtained 300,000 dosages of Albendazol for five years.	NO CHANGE
Club Rotario Guatemala de la Asunción	Interest in co funding health infrastructure projects.	One meeting No change in infrastructure component but presented other options such as Interactive Technology Museum, Make a Wish Foundation and Pizza 'n' Love by Domino's Pizza.	Pending proposals
Club Rotario Nordeste	First approach for potential alliance in Education in Sta. Catarina Pinula.	One meeting, Recommendation given to change the objective from infrastructure to education program.	NO CHANGE
Consejo Departamental de Desarrollo de Sololá	Seeking for support to improve and extend traditional birth attendant services.	One meeting, Recommendation given on how to reorient the project on preparing community qualified personnel. An alliance with NGO is necessary.	NO CHANGE
Cooperación para la Educación-COED	Proposal approved through FUG	Computer labs in Camino Seguro y the capital city and in Tecpán.	Funding in August
Diesseldorf	Search for possibilities to develop an integral health and education program in Alta Verapaz.	Two meetings to provide technical assistance and recommendation to extend the project to other communities in the same area.	NO CHANGE

INSTITUTION	REASON FOR APPROACH	PRODUCT	FOLLOW UP
Empresarios Juveniles	Project presentation	Conference at their Borrado of Directors meeting to present Project	Pending proposal
Empresarios por la Educación	Alliance possibilities in education policy modification	Meetings for Escuelas Demostrativas del Futuro and Becatón	Pending proposals on both
Enlace Quiché	Alliance possibilities for electronic learning materials	Interest in project for bilingual education and teacher training	Pending proposal and funds
ERGOCOM.NET	Motivate to participate in the ALIANZAS program in managing skills and capacity building program.	One meeting.	NO CHANGE
Fundación Castillo Córdova	Search for an alliance for health, nutrition and education projects.	Proposal presented through competitive announcement	Pending approval in TRC
FUNDAZUCAR	Alliance possibilities in all areas	Meetings to define shared projects in Mejores Familias and PROCAPS (teacher training)	Proposal presented for Mejores Familias at TRC pending budget information
Fundación del Café FUNCAFE	Information of the program.	Two meetings. General guidelines given on program objectives.	NO CHANGE
Fundación Juan Bautista Gutiérrez Fundación Paiz	Scholarship proposal presented Search for alliance possibilities for technology education in rural areas.	Project evaluated in TRC	Pending scholarship program amendment
Fundación Pantaleón	Alliance possibilities for education	Three meetings with 8 institutions working for technology education.	NO CHANGE
FUNDABIEM/TEL ETON	Fundraising possibility through national event	Three meetings to explain LLRs and potential areas of investment Meeting to present project and propose use of national annual event to raise funds for different causes	Proposal presented, pending TRC approval Board will evaluate proposal. Awaiting response
Fundación para el Desarrollo Empresarial y Agrícola -FUNDEA	Motivate to participate in the ALIANZAS program in managing skills and capacity building program.	Two meetings, reorient their program to our objectives especially with community alliance building skills.	NO CHANGE
FUNDESA	Resume discussion of potential partnerships per letter of support during initial proposal	One meeting to establish points of interest. women's organized community groups.	NO CHANGE
FUNTEC	Alliance possibility for education projects	Visit to Technology Interactive Museum at HiperPaiz	Pending proposal
Génesis	Motivate to participate in a proposal to work with "Casa Materna". Arrangement for equipment and furniture donation.	Donation of equipment given	Pending proposal

INSTITUTION	REASON FOR APPROACH	PRODUCT	FOLLOW UP
Gobernación Rotaria	Motivate to participate in the ALIANZAS program	Two meetings, reorient their program to our objectives especially with the health component.	NO CHANGE
Helps for Humanity	Interest in alliance possibilities for health projects	Meeting with Steve Miller, Executive Director and Guatemala staff to explore possibilities to co fund stove and food security programs	Pending proposal
Intervida	Scope of Work presentation	One meeting where they presented their geographic focus and areas of intervention in the country.	Pending proposal
Liga de la Leche Materna	Search for alliance possibilities for Breast Milk Bank in coordination with Sacatepéquez Hospital and Milk Bank from Rio de Janeiro, Brazil.	Three meetings, Recommendations given on reorientation of the project and submitting proposals.	NO CHANGE
Maya Works	Presentation of scope of work and alliance possibilities for women's development	One meeting, Guidelines given for participation.	NO CHANGE
Mercy Corps	Search for alliance possibilities on health, family planning and nutrition.	Two meetings to give guidelines on the program objectives.	Pending proposal presentation
Microsoft	Motivate to participate in the ALIANZAS program	One meeting to explain the objectives of ALIANZAS	NO CHANGE
Municipalidad de Villa Nueva	Interest in youth health projects	One meeting with Mayor's assistant to explore potential projects in youth health, especially sex education and RH	Pending proposal
Nestor Ahumada y Asociados	Interest in the project	One meeting to explain projects and interest in marketing strategies	No shared areas of intervention defined
Oficina de Cooperación Canadiense	Motivate to participate in the ALIANZAS program	One meeting to explain the objectives of ALIANZAS	NO CHANGE
Organización Panamericana de la Salud/Organización Mundial de la Salud	Search for cooperation possibilities for vaccination "Pentavalente" and elimination of the Congenital Measles Syndrome.	One meeting, to give guidelines on program objectives and technical assistance on possibilities of alliances to work on elimination of Congenital Measles Syndrome.	NO CHANGE
PCI	Alliance possibilities in maternal health	One meeting and communication by e-mail to prepare potential project	Pending proposal

INSTITUTION	REASON FOR APPROACH	PRODUCT	FOLLOW UP
Porter Novelli	Motivate to participate in the ALIANZAS program	One meeting to explain the objectives of ALIANZAS	NO CHANGE
Prensa Libre	Alliance for press coverage during life of program	Meeting with Editor in Chief to establish frequency of coverage not only to alliances but the topics they reflect	Permanent discount on all publications during life of the project and contact with editor in charge of coverage. Possibility top expand alliance with TV news station and radio.
Power Parts/Fama	Motivate to participate in the ALIANZAS program	One meeting to explain the objectives of ALIANZAS	NO CHANGE
Proyecto de Educación Bilingüe Intercultural – PAEBI	Presentation of scope of work and possible alliance for Bilingual Education Project.	One meeting, Guidelines given on program objectives.	NO CHANGE
Proyectos, Consultorías y Desarrollo S.A. - PROCONDE	Search for possibilities of partnership for technical assistance in AIEPI AINM-C strategy and family planning. Arrangement for furniture and equipment donation.	Three meetings, exchange of needs for training, administrative procedures for the donation.	NO CHANGE
PTA Comitancillo, San Marcos	Transfer of projects form US Embassy and USAID OHE	Four meetings to present previous requests for community development projects in Comitancillo in school infrastructure, water wells and health post	Pending budget information and fund leveraging
SAT	Motivate to participate in the ALIANZAS program	One meeting to explain the objectives of ALIANZAS	NO CHANGE
Save the Children Guatemala	Alliance possibility for newborn health	Two meetings to explore newborn survival projects	Pending proposal
Save the Children USA	Alliance with Starbucks, Kraft and Scholastic	Welcome to School program	TRC authorized, grant drafted for evaluation and signature
SEPA/FUNDACION Sergio Paiz	Motivate to participate in the ALIANZAS program	One meeting to explain the objectives of ALIANZAS	NO CHANGE
Servicios Profesionales Educativos Integrales- SEPREDI	Project proposal to expand work by Fundación Castillo Love	Proposal presented to TRC	Pending budget revision
SOSEP – Secretaría de Obras Sociales de la Esposa del Presidente	Amigos de la Escuela and Creciendo Bien Presentation	MOUs drafted for both projects with CCAS as implementer and subagreements with funding partners	Pending MOU signing

INSTITUTION	REASON FOR APPROACH	PRODUCT	FOLLOW UP
Tropical Rainforest Foundation	Share education strategies in rural areas.	Two meetings, Guidelines given on program objectives and technical assistance to prepare the proposal aligned to ALIANZAS objectives.	NO CHANGE
Universidad del Istmo	Proposal for Values Education training at university level	Proposal presented in TRC	Pending budget and program revision
Universidad Galileo	Interest in scholarship program	One meeting to establish scholarship selection criteria and funding.	Pending scholarship amendment
Universidad Rafael Landívar	Discuss the previous experiences in scholarships.	One meeting, Guidelines given on program objectives.	NO CHANGE
Universidad Rafael Landívar, Instituto de Investigación y Proyección Social, Facultad de Arquitectura.	Motivate to participate in the ALIANZAS program	One meeting, reorient the program to education component.	NO CHANGE
Visión Mundial	Work in nutrition, health and education throughout the country	Three meetings to explore alliance possibilities in all areas	Pending proposal
Wings	Alliance possibility in FP and RH programs	One meeting to present project, explore possibilities for funding and institutional strengthening	Pending meeting with FUNDAZUCAR and proposal presentation

**Annex K Invitation, Diploma, Presentation
and Press Coverage of Partner
Recognition Breakfast**

Invitation to the Partner Recognition Breakfast

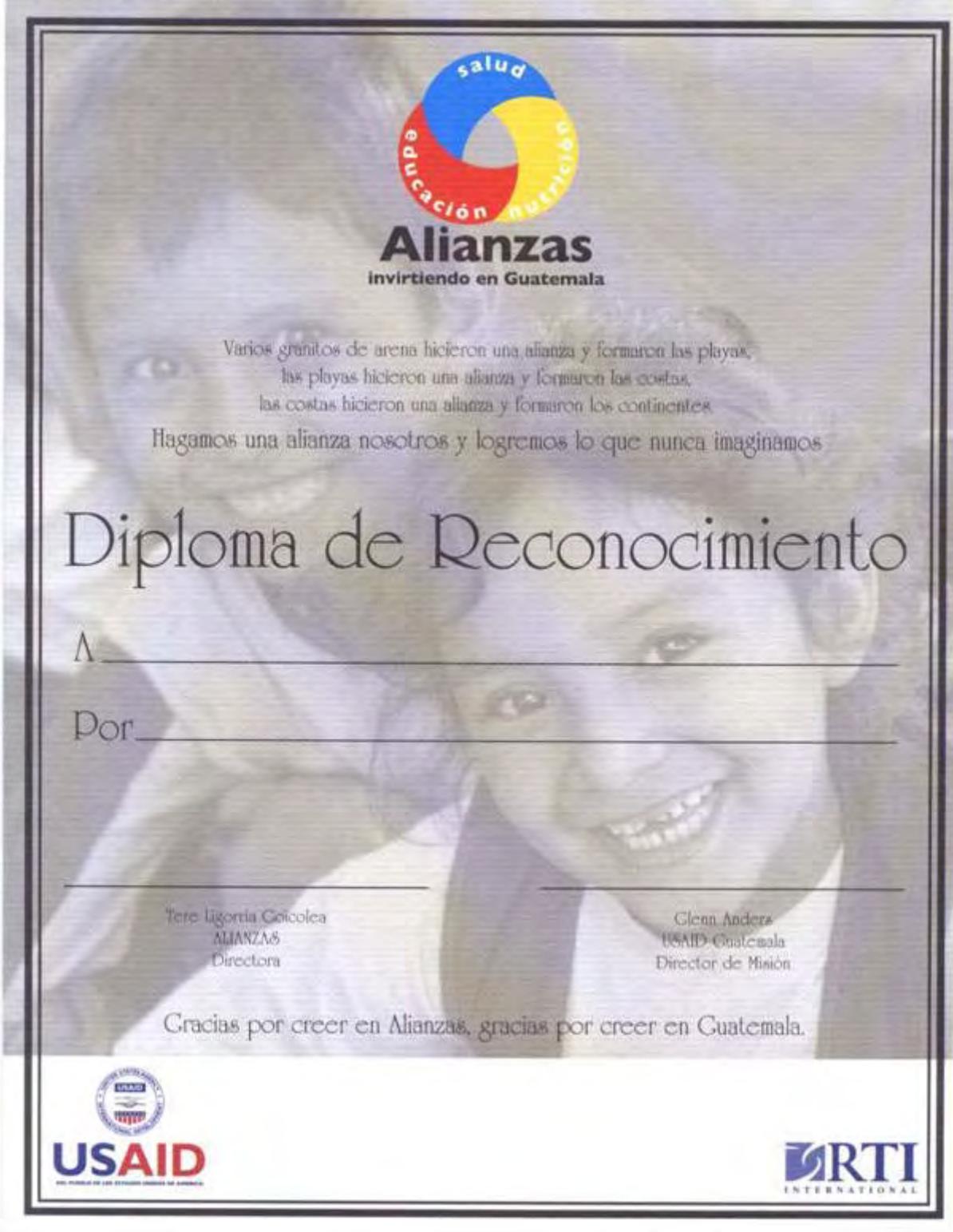

Varios granitos de arena hicieron una alianza y formaron las playas.
las playas hicieron una alianza y formaron las costas.
las costas hicieron una alianza y formaron los continentes.
Hagamos una alianza nosotros y logremos lo que nunca imaginamos

Para agradecer su confianza en Alianzas le invitamos a desayunar
el Martes 6 de septiembre a las 7:30 am
en el Hotel Princess, Salón Bristol II
13 Calle 7-65 Zona 9

Guatemala de la Asunción, 2005 Confirmar su asistencia a los teléfonos 2330-0397 o 96

Diploma




Alianzas
Invirtiendo en Guatemala

Varios granitos de arena hicieron una alianza y formaron las playas,
las playas hicieron una alianza y formaron las costas,
las costas hicieron una alianza y formaron los continentes.
Hagamos una alianza nosotros y logremos lo que nunca imaginamos

Diploma de Reconocimiento

A _____

Por _____

Yere Ligoria Goicolea
ALIANZAS
Directora

Glenn Anders
USAID-Guatemala
Director de Misión

Gracias por creer en Alianzas, gracias por creer en Guatemala.


USAID
U.S. DEPARTMENT OF STATE


RTI
INTERNACIONAL

Press coverage of the Partner Recognition Breakfast

Prensa LIBRE, Wednesday, September 7, 2005

PRENSA LIBRE : Guatemala, miércoles 7 de septiembre de 2005

Ayuda Usaid y sector privado invierten en desarrollo

Construyen alianzas

POR CLAUDIA MUNAIZ.
PERIODISMO COMUNITARIO

Conscientes de su responsabilidad social hacia los más necesitados, empresarios nacionales y extranjeros se han aliado para hacer realidad programas de salud, nutrición y educación. Ayer, los integrantes del plan recibieron un reconocimiento por su labor.

"Dos millones de guatemaltecos no tienen acceso a servicios básicos como educación, salud o nutrición", recordó Glenn Anders, director de la Agencia de EEUU para el Desarrollo Internacional (Usaid), entidad que promueve la ejecución de programas de desarrollo.

Hasta el momento, gracias a la colaboración de las empresas aliadas y la Usaid, se han invertido US\$5 millones en beneficio de las comunidades más desfavorecidas del país.

La ayuda se ha materializado gracias a 14 alianzas estratégicas con empresarios privados, quienes ayer, durante un desayuno celebrado en el hotel Princess, de la capital, recibieron un reconocimiento por parte de Usaid. Entre ellos está *Prensa Libre*.

Tere Ligorria, directora de proyectos del Programa Alianzas, expresó que los esfuerzos se focalizan en educación, nutrición y salud. "Un niño que no tie-



Foto Prensa Libre: LUIS ECHEVERRÍA

Tere Ligorria, directora de Proyectos, habla en el desayuno.

ne qué comer, difícilmente podrá atender bien en la escuela", enfatizó.

Agregó que están negociando la ampliación de fondos para el sector educativo, con becas para universitarios.

Anders afirmó que el sector privado aporta importantes recursos para el país y que trabajan en el ámbito social junto a las ONG y el sector público.

El programa de nutrición de la Secretaría de Obras Sociales de la Presidencia, Creciendo Bien y la campaña Becatón, de Unicef, son algunos de los programas.

SINTEISIS

Unen esfuerzos

Resumen del programa:

- Más de mil empresas participan en alianzas.
- Se desarrollan 14 alianzas, por US\$5.1 millones.
- Los fondos se invierten en salud, nutrición y educación.
- Becatón, Amigos de la Escuela, Creciendo Bien y Escuelas del Futuro, son algunos de los programas ejecutados.

elPeriodico

GUATEMALA

Suscriben alianzas con visión social

Cooperantes,
trabajadores
y empresas,
aportan US\$5.13
millones.

CELESTE ALVARADO
elPeriódico

Aunque todavía es vista con un estigma de filantropía y son muy escasas, las empresas y organizaciones con responsabilidad social incrementan su inversión en Guatemala.

Según se dio a conocer ayer, el programa Alianzas Estratégicas para la Inversión Social de AID, creado el 19 de enero pasado, invertirá US\$5.13 millones en proyectos de salud, educación y nutrición en diferentes lugares del país, donados por entidades públicas, organismos no gubernamentales e internaciona-

les, y empresas privadas.

"Nosotros creemos en la disciplina privada y el rol esencial que el sector juega en el país, y esperamos que este sector brinde su apoyo para enfrentar los grandes desafíos que tiene Guatemala", manifestó Glenn Anders, director de misión de la Agencia Internacional para el Desarrollo de EE.UU. (USAID).

"Muchas de las instituciones del sector privado colaboramos en distintas formas y la alianza ayuda a que varias organizaciones, como ONGs, sector privado y gobierno, vayan solucionando coordinadamente los problemas que los componentes de este programa tiene, tanto en salud, nutrición, educación y otros programas básicos que ayudan a la población en general", indicó Mario Nathusius, director de Cemaco.

PAG. 14

Presentation



Alanzas
Iniciativa en Guatemala

Proyectos y Socios

Enero-Agosto 2005





Antecedentes

- Inicia 19 de enero con un fondo para invertir en alianzas con el sector privado de US\$ 5.35MM en una relación de 2:1.
- Proyectos de Salud, Nutrición y Educación, con énfasis en:
 - Salud: salud reproductiva y de la niñez menor de cinco años.
 - Nutrición: reducción de la desnutrición en niñez menor de dos años; reducción de la deficiencia de micronutrientes y mejorar las prácticas de alimentación e higiene.
 - Educación: incrementar cobertura y mejorar la calidad de la educación preprimaria, primaria y básicos.



Antecedentes

- Lanzamiento: el 26 de abril
- Publicación de primera convocatoria en los medios escritos: última semana de junio
- Recepción de 141 solicitudes de formularios para propuestas



Antecedentes

- A la fecha se han recibido 76 propuestas de proyectos para todos los componentes
- Han sido aprobados 14
 - Salud: 1
 - Nutrición: 1
 - Educación: 9
 - Integrados: 3
- Están en proceso de revisión: 8

Socios

- Fondo Unido de Guatemala
 - Es el primer socio de Alanzas por un monto de US\$ 350,000.00 para un año de actividades
 - Se realizarán proyectos para los tres componentes o integrados:
 - Salud,
 - Nutrición
 - Educación



KINAL-Citibank Fondo Unido de Guatemala

• COMPONENTE	• EDUCACIÓN
• TIPO DE INTERVENCIÓN	• Becas y materiales
• BENEFICIARIOS	• 75 Alumnos de educación básica provenientes de distintas partes del país
• UBICACIÓN GEOGRÁFICA	• Zona 7 Ciudad
• DURACION	• Un año
• INVERSION TOTAL	• \$ 23,854.75




Cooperación para la Educación COED Fondo Unido de Guatemala

- COMPONENTE
- TIPO DE INTERVENCIÓN
- BENEFICIARIOS
- UBICACIÓN
- DURACION
- INVERSION TOTAL
- EDUCACIÓN
- Laboratorio de Computación y desarrollo de destrezas tecnológicas
- 500 alumnos de secundaria
- El Tejar, Chimaltenango
- Un año
- \$ 7,445.64



Camino Seguro Fondo Unido de Guatemala

- COMPONENTE
- TIPO DE INTERVENCIÓN
- BENEFICIARIOS
- UBICACIÓN GEOGRÁFICA
- DURACION
- INVERSION TOTAL
- EDUCACIÓN
- Laboratorio de computación
- 400 niños/as de primaria
- Relleno sanitario, zona 3, Ciudad
- Un año
- \$ 22,344.20

Camino Seguro



Amigos de la Escuela-Porta Hotel Del Lago Fondo Unido de Guatemala

- COMPONENTE
- TIPO DE INTERVENCIÓN
- BENEFICIARIOS
- UBICACIÓN GEOGRÁFICA
- DURACION
- INVERSION TOTAL
- EDUCACIÓN
- Mejoras de infraestructura
- Escuela, Caserío El Tablón 110 alumnos/as de primaria
- San Andrés Semetabaj, Sololá
- Seis meses
- \$ 9,419.73



Amigos de la Escuela-Procter & Gamble Fondo Unido de Guatemala

- COMPONENTE
- TIPO DE INTERVENCIÓN
- BENEFICIARIOS
- UBICACIÓN GEOGRÁFICA
- DURACION
- INVERSION TOTAL
- EDUCACIÓN
- Mejoras de infraestructura
- Escuela La Cascada 630 alumnos/as de primaria
- Escuintla
- Seis meses
- \$ 11,760.84



Amigos de la Escuela-Industrias La Popular Fondo Unido de Guatemala

- COMPONENTE
- TIPO DE INTERVENCIÓN
- BENEFICIARIOS
- UBICACIÓN GEOGRÁFICA
- DURACION
- INVERSION TOTAL
- EDUCACIÓN
- Mejoras de Infraestructura
- Escuela Las Golondrinas, 562 alumnos/as de primaria
- Escuintla
- Seis meses
- \$ 4,697.27



Escuelas Demostrativas del Futuro-SIEMENS Fondo Unido de Guatemala

- COMPONENTE
- TIPO DE INTERVENCIÓN
- BENEFICIARIOS
- UBICACIÓN GEOGRÁFICA
- DURACION
- INVERSION TOTAL
- EDUCACIÓN
- Laboratorio de computación
- Escuela Tzununi, 952 alumnos/as de primaria
- Quiché
- Un año
- \$ 39,494.06

SIEMENS



Cascadia-Liga Nacional Contra el Cáncer "Celebremos la Raíz de la Vida"

- COMPONENTE
 - SALUD
- TIPO DE INTERVENCIÓN
 - Prevención, diagnóstico y tratamiento de cáncer de mama
- BENEFICIARIOS
 - Mujeres de escasos recursos
- UBICACIÓN GEOGRÁFICA
 - Todo el país
- DURACIÓN
 - Hasta agotar fondos
- INVERSIÓN TOTAL
 - \$ 37,779.79



Socios "Celebremos la Raíz de la Vida"



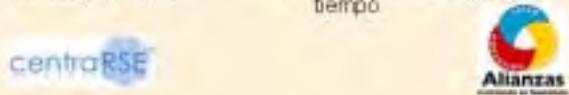
Prensa Libre

- COMPONENTE
 - COMUNICACIÓN
- TIPO DE INTERVENCIÓN
 - Descuentos del 25% en todas las publicaciones
- BENEFICIARIOS
 - El programa
- UBICACIÓN GEOGRÁFICA
 - Todo el país
- DURACIÓN
 - Cinco años
- INVERSIÓN TOTAL
 - A determinar al final del Programa



centraRSE

- COMPONENTE
 - ALIANZAS ESTRATÉGICAS
- TIPO DE INTERVENCIÓN
 - Capacitación en Responsabilidad Social Empresarial
- BENEFICIARIOS
 - Todos los socios, ejecutores y donantes de Alianzas
- DURACIÓN
 - Cinco años
- INVERSIÓN TOTAL
 - Se determinará con el tiempo



BECATON

- COMPONENTE
 - EDUCACIÓN
- TIPO DE INTERVENCIÓN
 - Becas
- BENEFICIARIOS
 - 140,000 alumnos/as de primero y segundo grado, en extrema pobreza
- UBICACIÓN GEOGRÁFICA
 - Municipios Priorizados
- DURACIÓN
 - 7 de septiembre a 1 de octubre 2005
- META
 - \$1,315,790.00



SOCIOS DE BECATÓN



CRECIENDO BIEN

- COMPONENTE
- TIPO DE INTERVENCIÓN
- BENEFICIARIOS
- UBICACIÓN GEOGRÁFICA
- DURACIÓN
- INVERSIÓN TOTAL

- NUTRICIÓN
- Monitoreo mensual del crecimiento, educación a madres
- Niñez menor de 5 años y mujeres en edad reproductiva
- Comunidades del área rural y altiplano
- Dos años
- **\$ 184,800.00**




Socios de Creciendo Bien

- Asociación de Guatemaltecos en Murcia, España




Amigos de la Escuela-AGEXPRONT

- COMPONENTE
- TIPO DE INTERVENCIÓN
- BENEFICIARIOS
- UBICACIÓN GEOGRÁFICA
- DURACIÓN
- INVERSIÓN TOTAL

- EDUCACIÓN
- Mejoras en infraestructura
- Escuelas del área rural
- Todo el país
- Un año
- A determinar

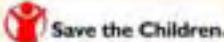




SAVE THE CHILDREN USA

- COMPONENTE
- TIPO DE INTERVENCIÓN
- BENEFICIARIOS
- UBICACIÓN GEOGRÁFICA
- DURACIÓN
- INVERSIÓN TOTAL

- EDUCACIÓN
- Mejoras de Infraestructura y Becas
- 24 Escuelas del Triangulo, Ixil
- Departamento del Quiché
- Escuelas del área rural
- Cuatro años
- **\$ 2,600,000.00**




Socios de Save the Children







LOGROS

- Proyectos aprobados 14
- Total de inversión US\$5,130,567.10
- Fondos Sector Privado
 - en efectivo US\$ 3,002,623.23
 - en especie US\$ 607,952.81
- Total Sector Privado US\$ 3,610,576.00
- Total fondos USAID US\$ 1,519,991.06






Annex L: Leveraging Table

Leveraging Table

COOPERATIVE AGREEMENT No. 520-A-00-04-00204-00
Strategic Alliances for Social Investment
Project No.09490.000.000
APPROVED PROJECTS - SEPTEMBER 30, 2005
(In Dollars)

	PROJECT NAME	FUNDING PARTNER	PARTNER DONATION		USAID FUNDING	TOTAL
			CASH	IN KIND		INVEST
F U G	1 Becas del Centro Educativo Kinal	Citigroup	\$ 13,822.20	-	\$ 10,032.55	23,854.75
	2 Laboratorios de Computación en Tecpán (COED)	Aporte voluntario por Nómina AVN/Cooperación para la Educación	3,722.82	6,005.13	3,722.82	13,450.77
	3 Amigos de la Escuela					
	Escuela Oficial Rural Mita Los Robles San Andrés, Semetabaj, Sololá- FUG/Hotel Porta el Lago	Hotel Porta El Lago	4,709.86	-	4,709.86	9,419.72
	Escuela Nacional Las Golondrinas, Colonia Las Golondrinas, Escuintla- FUG/Industria La Popular	Industria La Popular	2,348.63		2,348.63	4,697.26
	Escuela de Autogestión Comunitaria La Cascada, Colonia la Cascada, Escuintla - FUG/Procter & Gamble	Procter & Gamble	5,880.42		5,880.42	11,760.84
	3 school project x \$3,948.00		11,844.00		11,844.00	23,688.00
	4 Escuelas Demostrativas del Futuro	Siemens/MINEDUC	14,286.51	10,921.05	14,286.51	39,494.07
	5 Laboratorio de Computación Camino Seguro	AVN	8,408.94	5,526.32	8,408.94	22,344.20
	Subtotal FUG		65,023.38	22,452.50	61,233.73	148,709.61
A L I A N Z A S	1 Fundraising event: Celebremos la Raíz de la Vida	Different Private Industries	11,495.69	15,065.79	11,495.69	38,057.17
	2 Welcome to School (Save the Children)	Starbucks, Kraft, Scholastics, GDA-USIAD	2,000,000.00	60,000.00	400,000.00	2,460,000.00
	3 Amigos de la Escuela-AGEXPRONT	AGEXPRONT	23,684.00	-	23,684.00	47,368.00
	4 Creciendo Bien	CCAS- SOSEP	96,400.00	404,664.54	96,400.00	597,464.54
	5 CentraRSE					-
	6 Fundación Ramiro Castillo Love	Fundación Ramiro Castillo Love	134,572.06	100,894.74	75,059.00	310,525.80
	7 Becatón	Different Private Industries	1,000,000.00	200,000.00	300,000.00	1,500,000.00
	8 Novella - Capacitando maestros	Cementos Progreso	40,800.00	42,500.00	39,750.00	123,050.00
	9 American Society of Guatemala - Fotokids- Concert		21,300.00	8,000.00	8,000.00	37,300.00
	10 Mejores familias/FUNDAZUCAR		631,894.73	440,052.63	521,484.21	1,593,431.57
	11 FUNDABIEM - Pro bienestar del Minusválido		31,622.63	335,526.31	31,578.95	398,727.89
	TOTALS		4,056,792.49	1,629,156.51	1,568,685.58	7,254,634.58

total

\$ 5,685,949.00

PRIVATE SECTOR FUNDING

78%

USAID FUNDING

22%

**Annex M: Press Coverage Art Expo for
Creciendo Bien**



ARTE POR AMOR

LUIS SOTO
en Pensilvania

El 12 de agosto se inauguró en la Galería Ana Lucía Gómez, la exposición y venta de muestras de pintura y escultura de más de 75 artistas nacionales e internacionales, todo esto en beneficio del programa Creciendo Bien, Frente Contratiempo, proyecto de las Obras Sociales de la Esposa del

Presidente.
El evento fue organizado por VEA, grupo de voluntariado que apoya las obras de la Primera Dama de la Nación, Wendy de Berger.

El proyecto Creciendo Bien surgió a finales de 2004 y trabaja con la autoestima de las personas como eje transversal, capacitando, educando y fortaleciendo los valores.

1 Augusto Vela, Oscar Berger, presidente de Guatemala, y Jorge Melina Yalderrain, embajador de Chile. **2** Las artistas Inés Tor y Catalina Pérez. **3** Elvira de Pineda, Carlos Pineda, Maricarosa de Calero y Linné de Ortiz. **4** Ana Lucía Gómez, Wendy de Berger, primera dama de la nación, Julia Rickards, Tere Llaneta y Mylena C. de Soto.

**Annex N: Rubella National Vaccination
Technical Proposal**

Technical Proposal

Activity: Rubella National Vaccination

Mechanism: Collection of Funds

Objective: The elimination of congenital rubella syndrome (CRS), through one vaccination activity at the national level.

Population Reached: 8,100,000 habitants (men and women between 7 and 39 years of age)

Executive Summary:

In Guatemala, the rubella virus is a major cause of congenital problems including deafness, blindness, mental retardation, heart defects, microcephaly, bone alterations and damage to the liver and spleen. The virus is still circulating throughout the country; damaging the fetuses of pregnant women infected with the rubella virus during the first trimester of pregnancy; a critical period in which the heart, the brain, eyes, and ears are in formation and interfering with their development. Vaccination can completely prevent congenital rubella. This case is an interesting example of a vaccine that is administered to protect an entity that does not yet exist (the future fetus).

Through this campaign, avoiding one case of CRS costs between US \$ 3,822-4,623

Treatment and rehabilitation for one case of CRS costs between US \$ 60,000-100,000

Ratio between costs 1:18 -1:15

Background:

Guatemala, on behalf of the Ministry of Health and with the support of many cooperating agencies from both the public, private, and non-governmental sectors, has proposed to eliminate rubella and the congenital rubella syndrome (CRS). In order to achieve this objective, transmission of the rubella virus needs to be blocked throughout the country and all associated CRS cases need to be eliminated.

How can CRS be eliminated?

The following strategy for eliminating rubella and CRS is recommended by both the World Health Organization (WHO) and the Pan American Health Organization (PAHO):

1. Permanent vaccination of the population at one year of age.

2. Vaccination campaigns against rubella targeting populations between the ages of one and four years of age.
3. A massive indiscriminate campaign (not taking into account the background of the disease or vaccination) that targets men and women between the ages of 7 and 39, in a short time period (no more than one month), and the implementation of an epidemiologic surveillance system monitoring CRS.

The first two actions have already been incorporated into the Ministry of Health's program, but the costs for the third plan are much higher in order to be able to provide vaccinations at the national level to 8,100,000 habitants, which would be impossible to achieve only through the Ministry of Health. In order to eliminate CRS in Guatemala, there needs to be widespread social mobilization and coordination between all sectors of society to make sure this prevention plan is not only successful but also benefits the entire country, including future generations. Further more, this campaign will reduce the costs of different programs offering care to handicapped individuals.

How much does this initiative cost for the country?

Each applied vaccine has an estimated cost of US\$ 1.05. Total costs for this initiative are estimated to be US\$7.2 million according to the following distribution chart:

Component	Resources	COST
		Cost in US \$
SUPPLIES	Vaccines	4,933,716.00
	Needles	530,400.00
	Bio-security boxes	100,500.00
	Cotton and antiseptics	13,540.00
COLD STORAGE EQUIPMENT	Refrigerators	25,090.00
	Thermos	182,000.00
PAPER	Printing	135,000.00
SOCIAL COMMUNICATION	Communication plans	200,000.00
LOGISTICS AND SEASONAL WORKERS	Transportation and wages for personnel	1,119,065.00
TRAININGS	Workshops	32,305.00
TOTAL		7,207,325.00

Objectives of the Vaccination Campaign:

General:

Eliminate rubella and CRS in throughout the country for the benefit of the Guatemalan people and to fulfill the country's regional promises that would also fulfill the millennium goals which emphasize: reducing maternal and infant mortality as

well as controlling those diseases associated with high morbidity and serious social implications including an impact on production levels.

Specifics:

Block the spread of the rubella virus in Guatemala by rapidly vaccinating men and women between the ages of 7 and 39.

Extend coverage to at least 95% of the population in all of the country's health regions and districts.

Goals of the Vaccination Campaign:

- Provide coverage to at least 95% of the habitants that should be vaccinated (women and men between the ages of 7 and 39).
- Cover at least 95% of the population in all 331 municipalities.
- Cover at least 95% of the population, evenly targeting all age groups and sexes.
- Zero cases of rubella and CRS confirmed by lab results upon completion of the vaccination campaign.

What is the congenital rubella syndrome?

Children born with CRS are products of their mother's infection with the rubella virus during the first trimester of pregnancy. During this period, the heart, brain, eyes, and ears are all forming and the virus interferes with their development.

In 1941, in Australia, Gregg described the classic characteristics of congenital rubella, long before the virus had been isolated and its characteristics were established. Not all fetuses are affected; one study found that congenital defects were detected in 5.3% of the cases when the infection occurred during the first month of pregnancy, in 24.6% of the cases if the infection occurred in the second month, in 17.5% if the infection occurred in the third month, and in 6.5% of the cases when the infection occurred in the fourth month of pregnancy. The percentage for month one is relatively low because fetal death is very high during this period.

Congenital rubella causes malformations by:

- First affecting blood vessels in the developing organs
- The virus causes the processes of mitosis to stop and contributes to a reduction in the number of cells and size of children with rubella.

Congenital rubella can affect the eyes, ears, heart and brain. Clinical manifestations of congenital rubella appear as low birth weight, cataracts (Fig. 1.), heart defects. The effects on the brain and ears are not detected until later in childhood and can include mental retardation and deafness (Fig. 2.). There is a 15% mortality rate in

nursing infants who show signs of infection at birth and is frequently associated with a weakening of the entire immune system. (HYPOGAMMAGLOBULINEMIA).

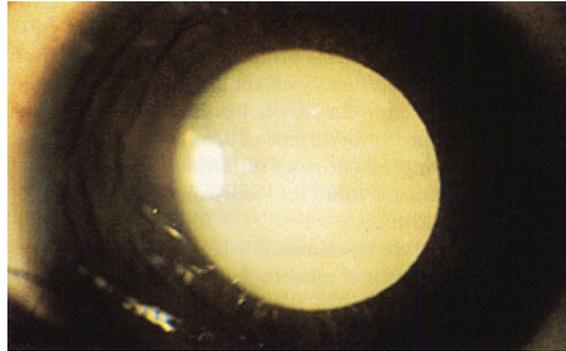


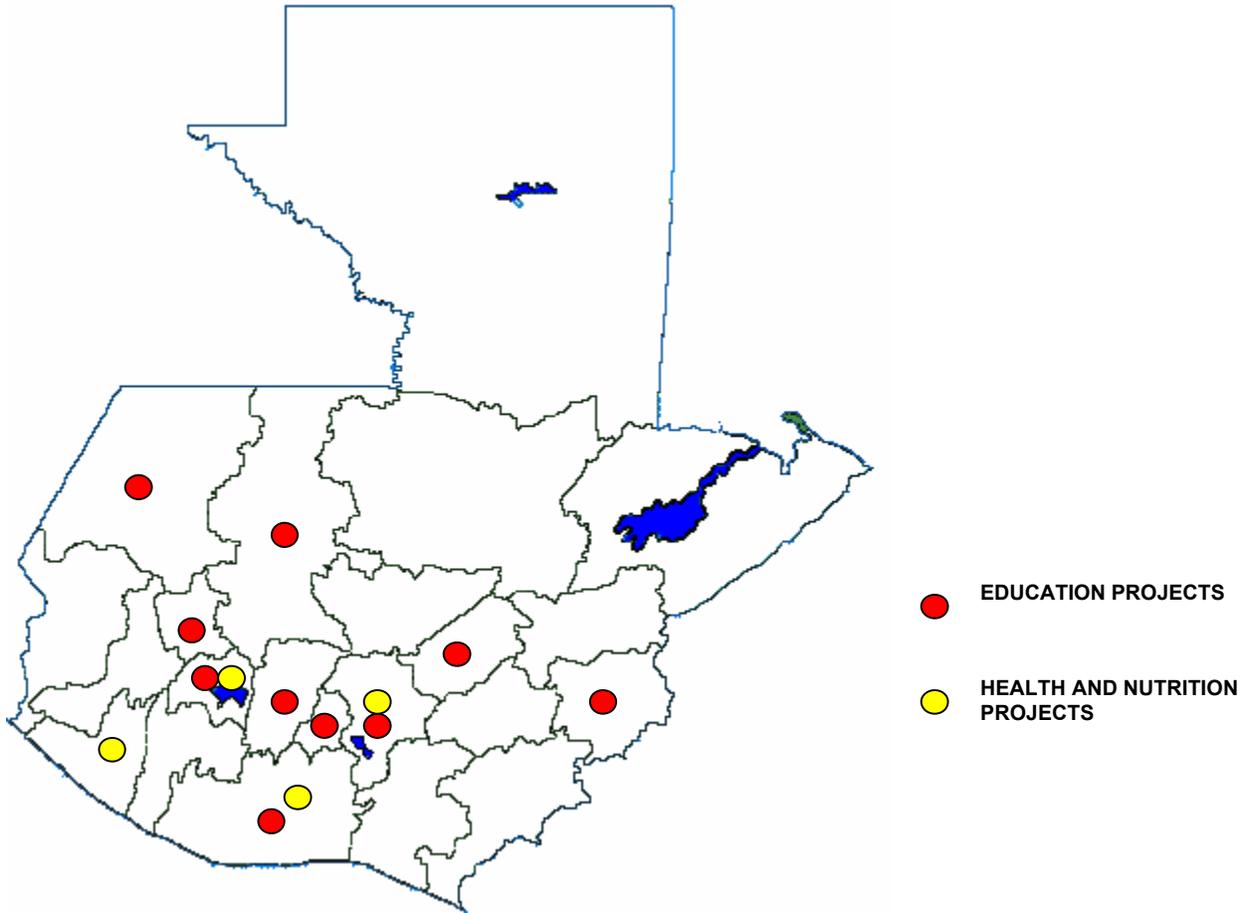
Fig. 1 Congenital rubella cataract. (Courtesy of R.J. Marsh and S. Ford)

The rubella virus in children with CRS can be isolated in the throat and in the urine of the child. The virus can be eliminated through the throat and urine during various months and may infect more vulnerable individuals.

embrión humano de 40 días (longitud real 20 mm)	órgano afectado	efecto	
	cerebro	cerebro pequeño retardo mental	MALFORMACIONES
	ojo	catarata microftalmia	
	oído	defecto auditivo afectación del órgano de Corti	
	corazón	conducto arterioso permeable defecto del labio interventricular	
	hígado, bazo	hepatoesplenomegalia púrpura trombocitopénica anemia	LESIONES
	general	bajo peso al nacer falta de desarrollo aumento de la mortalidad infantil	

Fig. 2 Organs affected by Congenital Rubella and their corresponding outcomes.

Annex O: Map and Table of Beneficiaries



BENEFICIARIES

STUDENTS	48,279
TEACHERS	772
COMMUNITIES	568
PARENTS	2,500
WOMEN IN REPRODUCTIVE AGE	1,862
CHILDREN LESS THAN 5 YEARS OF AGE	4,956