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## QUARTERLY REPORT # 08 (JANUARY TO MARCH 2013) **USAID-ACCESO**



**March 2013**

This publication was prepared by Fintrac Inc. for review by the United States Agency for International Development.



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The author's views expressed in this publication do not necessarily reflect the views of the United States Agency for International Development or the United States Government.

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# I. EXECUTIVE SUMMARY

USAID-ACCESO is a 46-month project, funded by the United States Agency for International Development (USAID) Office of Economic Growth in Honduras, to move rural Honduran households out of extreme poverty and under-nutrition by improving their incomes. USAID-ACCESO represents the core investment by USAID/Honduras in the US government's global hunger and food security initiative known as Feed the Future. The project is working through six key components to enable economic development at the household level.

1. Technical assistance and training to enhance the capacity of Honduras' poorest households in production, management, and marketing skills.
2. Market access focused on linking farmers to market opportunities.
3. Rural financial services through existing rural financial intermediaries, village banks, commercial banks, and other service and input providers.
4. Assistance in eliminating policy barriers that impede rural household access to market opportunities.
5. Malnutrition prevention activities to enhance the capacity of rural households to improve utilization and consumption of healthy food.
6. Sound environmental and natural resource management.

USAID-ACCESO is implemented by the US agribusiness firm Fintrac Inc., in association with Fundación Hondureña de Investigación Agrícola (FHIA), Escuela Agrícola Panamericana (EAP-ZAMORANO), Fundación para el Desarrollo Empresarial Rural (FUNDER), CARE International, and the Global Village Project. Other local nongovernmental organizations (NGOs) were subcontracted during the first three quarters of implementation, and are now directly implementing activities under USAID-ACCESO. These include Hermandad de Honduras, Save the Children, Cooperativa Regional Agroforestal Erandique Limitada (COPRAFEL), Organismo Cristiano de Desarrollo Integral de Honduras (OCDIH), Proyectos e Iniciativas Locales para el Autodesarrollo Regional de Honduras (PILARH), Comisión Acción Social Menonita (CASM), and Instituto Hondureño del Café (IHCAFE).

This is the eighth quarterly report for USAID-ACCESO, summarizing the principal activities carried out from January through March 2013. Activities this quarter focused on: recruitment of client households with interest and ability to participate in market-based production and nutrition activities; strengthening and expanding the delivery of technical assistance and training to new and existing micro, small, and medium sized on- and off-farm enterprises; completion of existing and establishment of new renewable energy and natural resource management projects among production and nutrition client households; continuing data collection and ensuring data quality; and integration of project components at the household and community level to ensure impact of project activities on family livelihoods.

Highlights this quarter include:

- 10,086 new client households recruited for a total of **31,477 client households** with more than **170,000 family member** beneficiaries. Based on the demographic and income data collected in 17,484 client household profiles, 82 percent of the clients are categorized as extreme poor, 8 percent as poor, and 10 percent as non-poor. 88 percent of households are male and female headed households and 5 percent are headed by women only.
- Activities this quarter focused heavily on expanding the delivery of **technical assistance visits and training** in all technical areas. Specifically, basic grain, horticulture, and small-scale coffee producers received technical assistance visits and training on topics related to best practices and integrated pest management in crop production, harvest, postharvest, and marketing. The nutrition and health component focused on providing technical assistance at the household level and training community health volunteers, mothers, and caregivers. Technical assistance visits and training were also conducted by project specialists in the areas of natural resource management and disaster mitigation, processing and value addition, rural

finance and business development services, and renewable energy. A total of **40,135 technical assistance visits** were conducted during the quarter, for a total of 222,828 to date. An additional 4,275 new individuals were recorded in training activities, for a total of 32,660 individuals to date.

- To increase market-driven production, **660 new hectares** were planted this quarter. Of the current total of 28,460 hectares under production, 16,896 are coffee, 9,109 are basic grains, and 2,455 hectares are under high-value fruit and vegetable production.
- As of March 2013, 799 energy saving stoves, 227 solar dryers, 64 bio-digesters, 34 solar energy systems and 1 hydraulic ram pump had been installed among project client households and MSMEs for a total of **1,125 renewable energy systems** installed in the six departments. Total investment in renewable energy systems to date is \$176,421.
- With project assistance, **183 new clients accessed \$227,510 cash and in-kind financing** during the quarter, for a total to date of 2,270 clients who have obtained loans with project assistance. Total loan value disbursed by 186 different providers is \$3,131,439.
- **Private sector investment for the quarter totaled \$401,625** (clients \$290,450 and other partners \$111,175), for a total of \$3,861,746 to date. Project investment during the quarter totaled \$69,240. The overall value of investments in fixed assets as of March 2013 is \$4,072,249, of which 95 percent is client and other partner investments and 5 percent is from the project.
- During the quarter, the nutrition and health technicians continued the delivery of technical assistance and training at the household level and in groups to mothers and caregivers. In March, a total of **4,042 children under two years old attended growth monitoring sessions** in the 99 nutrition and health targeted municipalities, of which 16 percent were underweight. Of these underweight children, **34.4 percent are growing adequately**.
- Project marketing experts continued to pursue marketing opportunities for producers and MSMEs assisted by the project in all six departments. This quarter 174 coffee producers sold 5,169 quintals of coffee to BonCafe for total sales of \$527,210. Next quarter, those producers meeting the quality requirements established by BonCafe will participate in the “Cup of Excellence” event.
- During the reporting period, three new brokers began providing market linkages to project clients, for a total of 36 to date (using indicator definition); 528 new producers and MSMEs have accomplished the goal of meeting market standards enabling them to access new markets (using indicator definition) for a total to date of 1,635.

## 2. PROJECT BACKGROUND

Honduras' social and economic indicators rank it among the least developed countries in the Western Hemisphere, with 65.5 percent of its population living in poverty, the largest portions of which are found in rural areas.

The agriculture sector in Honduras employs 35 percent of the workforce, accounts for an estimated 75 percent of exports, and remains the most important source of income for the poor and extremely poor. USAID-ACCESO targets six departments that are among the poorest in the country. The majority of farm households cultivate traditional crops on small plots, often on hillsides, for which market access is hindered by poor roads and distance. The use of traditional cultural practices has produced poor yields, depleted soil of nutrients, and led to forest encroachment. Malnutrition is also a major problem, with nearly half of all children in extremely poor households exhibiting stunted growth.

USAID-ACCESO represents an important component of USAID/Honduras's new multi-year strategy for Feed the Future. Objectives of Feed the Future include increasing agricultural productivity, preserving natural resources, improving agricultural marketing, increasing the purchasing power of vulnerable households, and maximizing food security. This strategy is in line with the economic growth (Agriculture/Micro, Small, and Medium Enterprise) and natural resource management related aspects of the "Promoting Economic Growth and Prosperity" goals of the US government's Honduras Country Assistance Strategy covering fiscal years 2009 to 2013.

USAID-ACCESO works in six departments: Intibucá, La Paz, Ocotepeque, Lempira, Copán, and Santa Bárbara, with the following high-level targets:

- Bring 30,000 rural households living below the poverty line above the poverty threshold, of which a minimum of 18,000 will be from households living in extreme poverty.
- Generate \$73.95 million in net profits for client households assisted by the project.
- Create 10,425 permanent jobs in the assisted communities.

USAID-ACCESO will assist at least 31,800 client households in these six departments, distributed as follows: 30,000 households living in poverty (of which a minimum of 18,000 households are living in extreme poverty), 1,000 commercial scale producers of horticultural crops, and 800 off-farm rural MSMEs.

The project is increasing sales and incomes by introducing basic production practices and market-driven programs for high-value cash crops, as well as by expanding off-farm microenterprise and employment opportunities. The six key components explained above enable economic development and nutrition improvements at the household level.

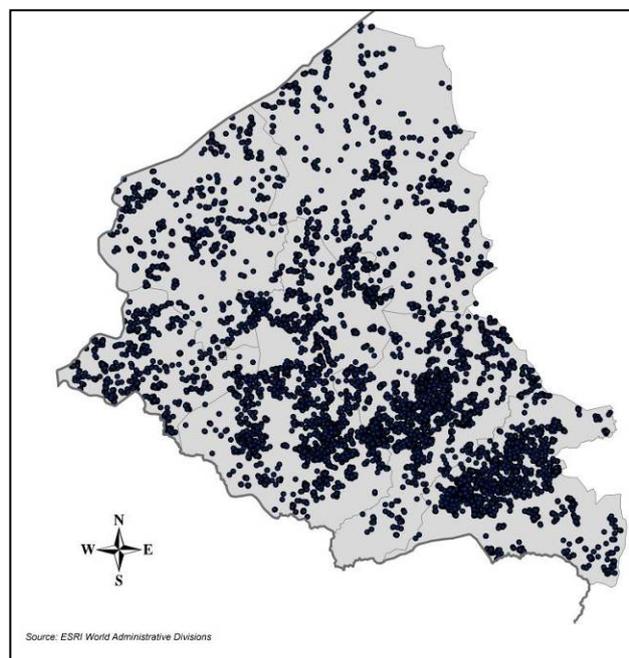
The details on implementation methodology, strategies, and activities are provided in other documents prepared for USAID, including those on the work plan, gender, and environment. Additional information and details are provided in the March 2013 PMP Excel file presented in association with this report.

### 3. HIGHLIGHTS OF ACTIVITIES AND RESULTS

This section highlights activities and results achieved by the project across the areas of intervention during the reporting period. It details the actions taken by USAID-ACCESO to meet the intermediate and sub-intermediate results established in the contract, and presents the project's progress in achieving milestones and output indicators. The intermediate results are:

- Rural MSME growth increased (*IR 2.1*).
- Honduran biodiversity and natural resources conserved (*IR 2.2*).
- Capacity to mitigate and adapt to climate change strengthened (*IR 2.3*).
- Use of quality maternal and child health and family planning services increased (*IR 4.1*).

**Figure 1: Geographical coverage (03/2013)**



The project is working in 2,652 villages within 130 of 131 municipalities in the six departments. Details on clients by income level, type, and department are given in Annex III. A GPS map of client households is provided in Figure 1.

This quarter field technicians focused efforts on recruitment of new clients to allow clients the opportunity to receive sufficient technical assistance and training during the remaining life of the project to ensure a positive effect on their productive activities and incomes. 10,086 new client households joined the project during the quarter, for a total of 31,477 agriculture production households and 832 off-farm micro, small and medium enterprises (MSMEs). An additional 1,548 nutrition and health households are receiving assistance. Demographic and income data has been collected for 17,484 client households; of these 82 percent are living in extreme poverty, 8 percent are living in poverty, and 10 percent are non-poor. When extrapolated over the entire clientele, more than 170,000 family members are benefitting from project support. 88 percent of households are male and female headed households and 5 percent are women only headed households. 5,475 other clients are also enrolled in the project, including business development service providers, Community Child Integral Health Care groups (AIN-C), other community based associations or organizations, counterpart organizations, municipalities, and buyers.

The principal components and targets of the USAID-ACCESO work plan for fiscal year three (October 2012 to September 2013) per quarter and status to date are as follows:

<b>Activity/Target – January to March 2013</b>	<b>Status – March 2013</b>
Demonstration plot development and commercial production operations for basic grains, horticulture, and tree crops in all six departments.	660 hectares planted during the period for a total to date of 28,460 hectares planted under technical assistance by the project.
5,000 individuals will have received agricultural sector productivity or food security training, of which at least 500 will be women.	4,275 new individuals received training this quarter for a total of 32,660 individuals trained to date; 1,016 of the new individuals were women for a total of 9,784 to date (30%).

Activity/Target – January to March 2013	Status – March 2013
27,000 technical assistance visits to project-assisted households will have been executed during the quarter.	40,134 technical assistance visits to beneficiary households during the period, for a total of 222,828 technical assistance visits to date.
Off-farm and processing MSMEs receiving technical assistance from the project during the quarter.	831 off-farm and processing MSMEs receiving project assistance.
\$1.5 million of new private sector investment in the agriculture sector or value chain leveraged by FTF implementation.	\$401,625 in investments during the quarter, for a total of \$3.86 million to date.
750 MSMEs will have accessed new market opportunities through a broker.	88 MSMEs accessed new market opportunities, for a total to date of 1,635 to date.
40 brokers will be providing market linkages to MSMEs.	Three new brokers providing market linkages (at least 10 clients selling at least 2 times), for a total of 36 brokers.
15 new technical materials will be produced for use and distribution by project staff and counterparts during this quarter.	Nine technical materials were produced during the quarter for a total to date of 221.
250 MSMEs will have accessed market-based financing as a result of the project's assistance during the quarter.	183 MSMEs accessed financing during the quarter, for a total to date of 2,270.
A total of 6 public-private partnerships.	Eight public-private partnership alliances were developed for a total to date of 36.

Consolidation and expanded technical assistance service delivery to both on- and off-farm MSMEs to increase productivity and sales will be the focus of upcoming quarters. This will be possible with the increased time available due to the slowdown in client recruitment.

### 3.1. IR 2.1. RURAL MICRO, SMALL AND MEDIUM ENTERPRISE GROWTH INCREASED

USAID-ACCESO's main activities and interventions are targeted toward achieving MSME growth. Not only will increased incomes and increased productivity at the household level have a positive effect on the communities' overall economic growth, but, more importantly, it will increase client purchasing power to reduce food insecurity in western Honduras and the related health problems.

In this section, USAID-ACCESO is reporting on activities that are directly contributing to three of USAID sub-intermediate results (Sub IRs). These are:

- Rural MSMEs access to inputs, practices, and technology for market participation improved (Sub IR 2.1.1).
- Rural MSMEs access to new market opportunities increased (Sub IR 2.1.2).
- Barriers to competitiveness of rural MSMEs improved (Sub IR 2.1.3).

#### 3.1.1. SUB-IR 2.1.1: RURAL MSMEs ACCESS TO INPUTS, PRACTICES, AND TECHNOLOGY FOR MARKET PARTICIPATION IMPROVED

The greatest impact on the livelihoods of USAID-ACCESO-assisted households occurs when basic production practices are implemented in market-driven production programs to enable access to markets and buyers. Competitive, consistent, and coordinated production operations with defined markets are critical to ensuring increased incomes. To achieve this goal, the project undertakes a range of activities. This principally involves technical assistance and training for on- and off-farm MSMEs to implement technology; updated production practices; best manufacturing practices that reduce cost and improve product quality, expanding direct links with markets and buyers; working with groups of growers to introduce market-led production programs; and developing private sector alliances. Other activities include developing new products and increasing the technical capacities of local NGOs, agricultural schools, and the private sector in the technology transfer process.

*Implementation of updated production technologies (on- and off-farm)*

The status of activities in the Project Monitoring Plan (PMP) under this component for this reporting period is as follows:

- Number of individuals who have received government-supported short-term agricultural sector productivity or food security training: 4,275 new individuals received training this quarter for a total of 32,660 individuals trained to date (target 33,349). Below target due mainly to under-reporting as a result of delayed data entry.
- Number of extension visits to program beneficiaries: 40,134 during the reporting period (target 27,000); total to date 222,828 (target 202,411).
- Number of technical materials produced (bulletins, manuals, presentations and tools): 9 (target 15); total to date 221 (target 230).
- Number of MSMEs (off-farm and processing) assisted by project: 155 (target 50) new MSMEs assisted during this quarter for a total to date of 832 (target 802).
- Value of new private sector investment in the agriculture sector or food chain leveraged by FTF implementation: \$401,625 in investments during the quarter (target \$1.50 million); total to date \$3.86 million (target \$6.1 million).
- Number of female individuals in training activities: 1,016 women (target 500); for a total of 9,784 to date (target 8,431).

The project continued to promote new income opportunities for each region through crop development, lowering production costs, and increasing the availability of and proximity to logistics and markets. However, 90 percent of growers are extreme poor and poor with extremely low levels of exposure to non-traditional crops, technology, and best agriculture practices. This requires that project staff invest a high percentage of their time in providing motivation and step-by-step guidance throughout the production process. 82 percent of all technical assistance visits conducted during this reporting period were to deliver know-how and guidance to producers in relation to good agricultural practices to increase yields, improve product quality, reduce costs, diversify crop production, and improve postharvest practices. Table I indicates that USAID-ACCESO clients more than doubled the production of fruits and vegetables compared to the previous quarter. Of the 660 hectares planted during this quarter, 264 (40%) hectares were fruits and vegetables, followed by 257 (39%) hectares of coffee, and 140 (21%) hectares of basic grains.

**Table I. Hectares Assisted as of March 2013**

Value Chain	Accumulated Through December 2012	Jan-Mar 2013	Total to Date
Fruits and Vegetables	2,334.50	263.82	2,598.32
Coffee	16,639.28	256.60	16,895.88
Grains	8,826.05	139.87	8,965.92
<b>TOTAL</b>	<b>27,799.83</b>	<b>660.29</b>	<b>28,460.12</b>

The 660 new hectares this quarter were planted by 1,706 growers. This gives an indication of the size of the plots per household. Of the plantings during this quarter, 264 hectares were fruits and vegetables, followed by 257 hectares of coffee, and 140 of corn and beans. Among the fruits and vegetables with the most planting area during the quarter were potato, plantain, onion, cabbage, watermelon and carrot. Additional data on planted area is provided in Table 2 and in Annex III (Table I3).

- Given the economic limitations of client households (poverty and extreme poverty), one of the project's greatest challenges is to achieve competitive yields and acceptable quality with low or no additional costs. The project continues to work with both basic grains and high-value vegetables using a similar approach, focusing on the basic production practices and efficient and proper use of inputs, rather than encouraging farmers to use more or additional inputs, and prevention of problems before they occur. The application of basic production practices such as land preparation, seed selection, planting densities, weed control, and the introduction of fertilization where feasible enables the first jump in productivity of basic grains with minimal increases in cost.
- In response to market demands, field technicians continued to promote and encourage growers to increase programmed plantings of tomato, carrot, plantain, onion, and lettuce, among others, to ensure volume requirements of supermarkets and other local markets are met.
- A new outgrower planting program was designed with yellow corn production for the local industry association. A total of 2,800 hectares of production is planned under contract agreements with buyers. Loan programs have also been designed with Banadesa and input providers. Planting will begin in April and May with the onset of the rainy season. Growers will be trained in the use of basic production practices to ensure the required yields and profitability. This program is being used with many new growers as an introduction to both the basic technology and contract or market-driven production systems.
- Of the total of 40,134 technical assistance visits, 36,325 visits were provided to client households in marketing, postharvest handling, certification, processing, business skills, and off-farm activities. Additional data on project technical assistance is provided in Annex III, Tables 11 and 12.
- The project held 4,305 training events for 36,201 participants (25,880 male and 10,321 female). New individuals receiving training during the quarter totaled 4,275. Training subjects included basic practices in agriculture production, soil conservation practices, pest and disease identification and control, planting methods, weed control practices, efficient use

**Table 2. Area Planted, January to March 2013, by Selected Crops**

Crop	Hectares
Coffee	256.60
Beans	83.42
Potato	82.14
Corn	56.45
Corn on the Cob	31.09
Plantain	26.04
Onion	15.64
Cabbage	14.41
Fodder (Cattle)	13.60
Watermelon	10.37
Carrot	9.12

### SELECTED PRODUCTION SNAPSHOTS

- More than \$0.5 million in sales by 150 project coffee growers to BonCafe; with increased price premiums of \$9.50 per quintal for quality and drying. Other coffee buyers also paid premiums for the coffee dried with the solar dryers introduced by the project, including Beneficio Santa Rosa with 500 quintals of coffee dried by growers in Copán.
- Inauguration of irrigation conduction systems in Mejojote (Lempira), Valle Verde (Santa Barbara); Quilio and San Rafael (Ocotepeque); installation of 80 irrigation plots totaling 20 hectares in Ocotepeque.
- With the allspice export operations increasing and the resulting higher prices obtained and paid by the exporters, local buyers have now increased the farm gate price paid to almost all growers in the Llama region of Santa Barbara (from \$87 to \$117 per quintal).
- After seeing project results, the mayor of San Luis, Santa Bárbara has financed four group field trips (up to 70 persons per trip) for coffee grower training activities (\$2,000 investment).
- In Intibucá, a calendarized carrot production program has resulted in an average net income of \$400 per tarea (1/23 hectare). 35 growers in the community who participated in the first production phase have earned \$15,000 of new net income from carrots alone.
- Outgrower cattle program initiated in Copán with 6 families and 30 cattle.

of water, fertilization techniques, farm certification, costs of production, recordkeeping, processing systems, market information, natural disaster management, and health and nutrition key messages. Additional data on project training activities is provided in Annex III, Tables 7 to 10.

- Project activities related to off-farm production, food processing, value addition, and animal husbandry continued during the quarter, although some clients were removed from the project client list due to inactivity, stagnant growth, or limited uptake of technical recommendations. A total of 831 MSMEs are receiving technical assistance. Technical assistance provided by the processing and value addition team during the period covered: production processes to reduce cost and improve quality; improve shelf life and packaging; best manufacturing practices; the development of business plans; and access to credit. Clients also received training in processing and product development for baked goods, dehydrated fruits, fruit pulp, and animal production, as well as technical assistance in legalization of businesses.
- USAID-ACCESO clients continued investing in value-added off-farm and animal production activities. During the quarter, clients registered investments in value added off-farm and animal production of a value of \$69,727.
- 89 value-added off-farm training events were carried out with 613 participants, 85 percent of whom were women. 1,512 technical assistance visits were made in support of value-added off-farm activities.
- New income-generating projects under analysis or in development in the quarter include:
  - *Panela*: specialists have been assisting panela producers (raw sugar cane juice) to improve productivity, reduce cost, and increase quality. Export market contacts were developed and both quality specifications and cost-price amounts established. Panela molds were designed to ensure different processors produce an equivalent product to consolidate shipments. The first export trial is expected in May.
  - *Stevia*: the processing team, in association with the production team, carried out trials with the production of dried stevia leaves for sale to a local processor and distributor. Trials were carried out to determine costs and quality. Buyer response has been positive in terms of both quality and costs, and the trials will be repeated under a fully commercial scale.
  - *Honey*: new products are being developed under the honey production activity, including honeycombs and pollen. Trials are also being done with the production of uniform honeycombs in flat clamshells. Market acceptance to the new products developed to date have been high, and growers are already showing at least double the income compared to the standard basic honey product.

### SELECTED VALUE ADDED SNAPSHOTS

- A new microenterprise in Ocotepeque started processing plantain and sweet potato chips with project support. After training in processing, support in packaging design, and the provision of market contacts, they are now selling locally and nationally and developed sales from \$0 to \$400 per month after the first year, and are now at \$900 per month.
- After receiving a bakery training program, a small home bakery in Copan expanded to a commercial operation, increasing their product line and reducing costs. They quickly went from sales of \$60 to \$375 per week and are now looking to invest in equipment to further increase production capacity.
- A small 100-bird poultry operation in Copán used to have a 50 percent mortality rate and net incomes of \$42 per cycle. With the project's technical assistance, mortality has reduced to 4-6 percent, and a new marinated product has been introduced. Now the operation is processing 300 chickens a month, with gross sales of \$1,300 per month and net incomes of \$500 per month.
- In La Paz, a small-scale pig producer was earning net \$10 to \$15 per pig per cycle with most of the costs incurred in buying concentrate. The producer received technical assistance in homemade concentrate production, feeding controls, and improved handling conditions. Net income per pig has now increased to between \$60 and \$475 per pig.

- *Specialty coffee*: During the quarter, a total of 174 coffee producers sold 5,168 quintals of coffee under the market alliance with BonCafe for total sales of \$527,210. During the upcoming quarter, those producers meeting the quality requirements established by BonCafe will participate in a cupping exercise. The local “Cup of Excellence” will not be carried out as the overall coffee quality is lower than expected due to the problems with coffee rust.
- *Cattle Production*: market alliance with El Corral for cattle production was initiated during the reporting period. 30 heads of cattle were distributed among six client households with 30 heads of cattle remaining to be distributed to an additional five client households. Client households received training on specific care and treatment of cattle to ensure appropriate nutritional management and weight gain monitoring of animals.
- Several events were held during the quarter that involved participation of project clients, the agroindustry, input and equipment suppliers, and financial institutions, including:
  - Field days on coffee production in Santa Bárbara.
  - Yellow corn production programs in all six departments

### *Coffee production problems*

Problems with coffee rust in the 2012-2013 season are projected to result in a 25 to 40 percent reduction in productivity, total sales income, and net income for project clients with coffee. The rust has also reduced coffee cupping quality. Overall, this has been compounded by a reduction in the international coffee prices, which fell by around 35 percent during 2012. The 2013-2014 season is projected to be worse still.

For the September 2012 project targets, coffee made up 42 percent of total net incomes and 52 percent of total sales. While these percentages were expected to reduce for September 2013 targets (as other income sources develop), the effects of the rust disease will certainly be negative on project targets. In addition, coffee clients taken on after March 2012 will have their baseline income from the 2011-2012 harvest and incomes. Many of these project clients will show negative growth for the September 2013 targets despite making improvements as a result of technical assistance. This will not only affect the number of clients moving above the poverty line, but also reduce the net income value and total sales value (both high level targets). Another negative effect has been the reduction in income for families who harvest coffee for larger farmers. With reduced yields, variable maturities, and a shorter harvesting period, harvesters pick less coffee than usual and therefore earn less for their labor.

USAID-ACCESO has participated in several coffee training events and meetings related to rust control. The original basic production practices recommended by the project (before the rust outbreak) will continue and be expanded with project clients. On the positive side, this will allow technicians to facilitate uptake of more of the recommended production practices.

### *Private sector investment*

USAID-ACCESO clients and other counterparts investment for the quarter totaled \$401,625 (clients \$290,450 and other partners \$111,175), for a total of \$3,861,746 to date (excluding project investments). Project investment during the quarter totaled \$69,240, with the overall total investments as of March 2013 standing at \$4,072,249. Of this, 95 percent is clients and other partners' investments and 5 percent is project. Most of the investments this quarter were in agriculture production (\$259,977), animal production (\$53,327), disaster mitigation (\$26,025), processing (\$16,400), renewable energy (\$15,268), postharvest (\$13,960), and nutrition and health (\$11,211).

### *Private sector alliances and integration of private sector equipment, input and service providers*

The 2012/2013 PMP work plan was prepared during the previous reporting period, and merged the indicators relating to public-private sector alliance and private sector alliances into one indicator under public-private sector alliances. The new target set was at the sum of the two original targets.

Status of activities under this component for current quarter:

- Number of organizations or companies providing business development or extension services to MSMEs: 3 (target 40) during this reporting period; total to date 85 (target 143).
- Number of public-private partnerships formed: 8 (target 6); total to date 36 (target 38). An additional 13 letters of agreement have been developed and are being implemented with government institutions.

The following eight private sector alliances were signed this quarter:

- Techo Honduras, La Paz: low-cost housing
- Programa Educativo El Maestro en casa, Intibucá: greenhouse operations and training
- Agroindustrias del Corral, Copán: cattle production program
- CropLife, all six departments: safe pesticide use training
- UNAH/CUROC, Copán: student internships
- UNITEC/SIC, all six departments: company registrations
- AHPROABA/DUWEST, all six departments: outgrower program, marketing, inputs and finance (corn)

#### *Grower organization and the development of market-driven production programs*

During the reporting quarter, the project continued to expand its activities to enroll and organize growers. Growers and processors are being assisted and organized around buyer purchasing requirements. In addition, the project is working with groups of client households to improve access to input supplier and credit programs. Project marketing experts continued to pursue marketing opportunities for producers and MSMEs assisted by the project in all six departments.

Of the total number of buyers, 36 can be counted as providing market linkages to MSMEs, 3 of which were added during the quarter (to be counted, a buyer should be providing at least two sales transactions to at least 10 MSMEs). During the reporting period 37 new buyers were added, for a total of 1,908 buyers purchasing from project clients.

A total of 1,635 producers and MSMEs are now accessing new market opportunities through a broker (buyer), of which 88 were added during the quarter.

Given the limitations of farmers in the region, it is essential that these efforts are supported by activities to improve postharvest infrastructure, irrigation, logistics, access to inputs and seed, finance, and local investment to ensure farmers meet quality standards and safety regulations.

Select opportunities to initiate new or expand existing market-driven production programs addressed during the quarter include:

- Meetings between USAID-ACCESO and the basic grain agroindustry, and field visits for discussing, fine-tuning and agreeing on terms for the yellow corn production program continued during this quarter. Plantings will begin in April or May and involve up to 2,800 hectares of production with project clients. This activity offers experience in formal marketing agreements with a relatively low-risk crop; it is also tied in with the business skills component to link the production with financing through various input suppliers. Financing opportunities identified to date include BANDESA and DUWEST among others.
- Field visit from a major processor in El Salvador to determine potential products and buying opportunities (DIANA) focusing mainly on cassava and plantains. A decision on initiating a production program in response to this market demand is pending.
- In February, an international buyer from Miami met with plantain growers of a cooperative in Santa Barbara. Agreements were made to begin exports of one container of plantains to this buyer every two weeks beginning in August.
- Market alliance with Bon Café and local buyers in all zones for purchase of coffee directly from USAID-ACCESO growers.

- Meetings with the Department of School Meals from the Ministry of Development and Social Services to agree on terms of alliance for the supply of produce for school meals in the departments of Intibucá, Santa Barbara, Copan, and Ocotepeque. Interest is in dairy products, fruits, and vegetables.
- Meetings were held with UniSpice, Guatemala, a major exporter of snow peas, sweet peas, French bean, and Brussels sprouts to European and US markets. Representatives from Global Village joined USAID-ACCESO staff in these meetings to discuss terms of agreement. The implementation of production programs for responding to this market will be defined and decided during the following quarter.
- USAID-ACCESO production and marketing specialists attended the Agritrade Show held in Guatemala during the month of March. During this meeting they met with representatives of Excard & Riverport, a major exporter of cardamom and all-spice to Europe and Asia, to discuss purchase terms and conditions for a potential link with project clients. The buyer will visit Honduras next quarter to meet with growers and initiate agreements for exports.

The project continued to expand existing production programs, including calendarized plantings of eggplant, sweet corn, broccoli, carrots, cauliflower, cucumber, tomato, peppers, radish, beets, passion fruit, plantain, and potato. Emphasis continues to be placed on the development of local markets within each of the six departments, and municipal markets such as Dandy and Central de Abastos de San Pedro Sula. Production to meet demands for supermarkets such as La Colonia, Wal-Mart, Madesma, Ebenezer, through distributors such as ASOFAEL-CICOM, ECARAI, ODECO, and Aldea Global has also been maintained during this quarter.

USAID-ACCESO continued to work with community-based organizations to increase outreach and improve the quality of services. This approach generates client confidence, and problems and opportunities are identified through a participatory process by the communities themselves. As of March 2013, a total of 1,094 organizations are enrolled as USAID-ACCESO clients (48 enrolled during the reporting period). These include 214 community based organizations, 312 business development and financial service providers (cooperatives, village banks), 381 community child care groups (AIN-C), and 187 counterpart organizations.

Organization and promotion of local agriculture fairs and “green markets” continued during this reporting period. This activity has proven to be most successful in the departments of Copán, where a “green market” was established during the past reporting period in the community of Cabanas, and in Ocotepeque where four weekly agriculture fairs were institutionalized in San Francisco de Valle, Mercedes, San Geronimo, and San Marcos. Agriculture fairs have also been conducted in other departments to stimulate interest.

#### *Increasing the technical capabilities of agricultural schools and local NGOs*

Coordination with local actors continues to increase. NGOs, local governmental organizations, and agricultural, technical, and social promotion schools continue to participate in the many project training events and activities held in all six departments, and in some cases, specialized training courses have been developed to meet their needs.

During the reporting quarter, USAID-ACCESO continued close working relationships with more than 10 technical schools from all project regions. Many of the students are doing internships in areas such as processing, business skills and finance, production, and health and nutrition. Other schools have been trained in executing community cleaning campaigns and others are participating in the food preparation workshops.

As of March 2013, more than 40 NGOs, donor institutions and schools have participated in project-sponsored activities. These include: AHPPER, Aldea Global, ANDESAIN, ANED – Consultores, Caritas, CASM, CESAL, CEPUDO, CHF Honduras, Child Fund, CODESSE, COMUCAP, COPRAFEL, CRS, Escuela San Pablo, Escuela Agrícola Pompilio Ortega, FAO, FIDA, FIDE, FOPRIDEH, Fundación Adelante, FUNDAHRSE, Fundación Banhcafe, Fundahmicro, Fundación Vida, Funder, Heifer,

IHCAFE, OCDIH, ODECO, Veco-MA, Oxfam, PILARH, Save the Children, SOCODEVI, Swiss Contact, World Food Programme, and World Vision.

Representatives from government organizations receiving USAID-ACCESO training include PRONADERS, DICTA, and selected municipalities and municipal organizations.

### 3.1.2. SUB-IR 2.1.2: RURAL MSMEs ACCESS TO NEW MARKET OPPORTUNITIES INCREASED

#### *Development of buyer linkages and logistics*

Status of activities in the PMP under this component (current quarter):

- Number of MSMEs accessing new market opportunities through a broker: 88 (target 750); 1,635 to date (target 2,938).
- Number of brokers providing market linkages to MSMEs: 3 (target 40); 36 to date (target 109).
- Number of market surveys conducted: 0 (target 2); 6 to date (target 8).

The results presented are below target, due mainly to problems with the level of detail necessary for reporting. With the tens of thousands of clients receiving assistance, it is time consuming to obtain the required information for individual growers and then track using the definitions. Some changes were made to field data collection, which will begin in the next quarter and should improve the level of data collection for these indicators.

USAID-ACCESO marketing specialists continued to monitor market opportunities, as well as recommending crops, varieties, and value-added products for commercial trials. Calendarized production programs are ongoing in each department for both the local and export markets, and will expand significantly during upcoming quarters as the project meets its target in client enrollment and new growers join the programs. In addition to fresh produce, the project emphasized developing new markets and improving logistics for MSME products. Due to low production volumes and difficulties competing in the large markets in main and secondary cities, USAID-ACCESO continued to develop local farmers' markets and distribution routes for sales to *pulperias* (home shops) in the same zones where they are produced. This has minimized transport cost, increased sales, and sped up payment time. More than 480 of these rural retail outlets have been identified and logistics routes to supply them developed. This line of activity will expand in the next quarter. Products include sweets, baked goods, pickles, sauces, plantain chips, and others. Trials have also been carried out with *panela* (unrefined sugar) and honey products for export and work is currently underway to develop the required packaging and labeling for export markets.

#### *Production and systems implementation to meet buyers' quality and standards*

In order for micro and small businesses (including farmers) to build sustainable relationships with new markets, it is essential they comply with buyer expectations, not only for volumes, consistency, and frequency, but also in terms of product quality, and sanitary and phytosanitary standards. USAID-ACCESO's postharvest, certification, processing, and value addition specialists provide direct technical assistance to farmers and off-farm MSMEs so they can achieve this goal. This is verified when actual sales to a specific market demanding a particular quality or standard take place. To date 1,319 MSMEs are meeting market standards for their products (including 212 in the current quarter).

The number of MSMEs that have entered formal supplier or contract agreements with brokers is now 875, of which 305 entered in the current quarter. The buyers in these cases included collection centers, cooperatives, supermarkets, processors, and exporters.

USAID-ACCESO is working with selected buyers to develop quality standards for several crops. In previous quarters this has included passion fruit, selected vegetables for distributors and supermarkets, allspice for North American markets, fresh herbs and oriental vegetables for export to the US, a range of fresh products for El Salvadoran buyers, cardamom for a European importer, and baby corn for the processing market. The range was expanded during this quarter, to include

coffee for a variety of buyers, yellow and white corn for the local grain industry, stevia for a local processor, and *panela* for export.

Given the informal nature of local markets, there are few buyers with specifications for fresh produce. For this reason, postharvest specialists, working with marketing specialists, have focused on supporting USAID-ACCESO clients in meeting buyer quality standards so they can enter more reliable formal markets. This is an ongoing process. Support has been provided to local wholesale market buyers in the development and use of basic product standards. Additional activities have been carried out with quality and standards for processed and other off-farm products, such as pickled vegetables, dehydrated fruits, dairy products, honey products, wood, and woven items.

#### *Implementation of business certification programs*

USAID-ACCESO specialists continue to assist vegetable growers to meet the quality standards required by formal markets and obtain farm and product certifications. In previous quarters, project specialists assisted coffee growers to meet the requirements for a range of certifications (depending on buyer requirements), including Rainforest Alliance, UTZ, 4C, Certified Organic, and Fair Trade. Focus this quarter was on coffee harvesting, handling and drying to maximize quality, and price returns to growers.

It should be noted that not all market links facilitated by the project have been recorded to date due to the high number of individual sales and the small volumes. The project is working to collect the data and more accurately reflect project achievements in this area.

### **3.1.3. SUB-IR 2.1.3: BARRIERS TO COMPETITIVENESS OF RURAL MSMES REDUCED**

#### *Increased access to finance*

USAID-ACCESO continues to introduce client households to existing financial services and to assist in the development of new services to enable the poorest households to access credit. 273 new clients accessed financing during this quarter for a total value of \$227,510. The status of activities in the PMP under this component is as follows:

- Number of MSMEs accessing market-based financing as the result of government assistance: 273 during the reporting period for a total of 2,270 to date (3,038 loans).
- Value of agricultural and rural loans made to MSMEs: \$227,510 during the quarter for a total to date of \$3,131,439.

Project clients obtained loans from 186 different loan sources. Average loan size to date is \$1,055 with a minimum loan size of \$6.00 and a maximum of \$315,000; 21 percent of the total number of loans is less than \$100 while 42 percent are loans of less than \$250. More details on loans and lenders are provided in Annex I and Annex III, Tables 14 to 16.

#### **SELECTED BUSINESS SKILLS SNAPSHOTS**

- In La Paz a wide range of small-scale finance facilities were developed, including CACIL with 55 carrot growers; Del Campo with 5 carrot growers; Candelaria Togopala rural village bank with 14 female growers with 0.50 *tarea* each.
- In Lempira, project support has led to a cooperative bank providing loans to 19 rural village banks to open small-scale input supply stores. This results in more inputs accessible to growers and at a more competitive price. The village bank also generates additional income.
- In Santa Barbara, a finance triangulation agreement was set up between an input store, an exporter, and project growers under a Chinese eggplant production program. A \$3,700 credit line was opened for 11 growers.
- In Lempira the process of warehouse receipts with rural village banks for corn purchases was expanded based on the experience in 2012.

#### *Policy and value chain sector constraints identified and eliminated*

USAID-ACCESO contributions to eliminate barriers affecting access to credit for agriculture and rural enterprises demonstrate important impact in benefits to end clients. Three barriers have been addressed and eliminated to date – simplification of export permit processes to regional markets of agriculture products; modifications to Agriculture Trust Fund Policies to expand intermediaries and

provide broader access to rural MSMEs; and a policy paper developed at the sector level to standardize responses to facilitate sector growth.

The project's policy specialist continued to work on multiple barriers during the reporting period. Results of activities implemented to remove or reduce constraints in the specific prioritized areas during this quarter are summarized below.

- **Simplification of processes to constitute and operate a micro or small business:** through an agreement signed between USAID-ACCESO, UNITEC, and the Ministry of Industry and Commerce (SIC), simplified procedures for the establishment, registration, and operation of MSMEs were developed and implemented. The process now requires 45 days (originally 90 days) and five documents instead of the nine originally required. USAID-ACCESO actively participated in the establishment of the following standard formats: i) statutes; ii) certificate of deposit; iii) power of attorney; and iv) certificate of incorporation. These procedures have enabled 106 MSMEs in Santa Bárbara, Lempira, Intibucá, Copan and La Paz to complete the documentation requirements for their legalization within a 45-day period, of which a total of 56 have received their official constitution document to date and 50 are pending approval during the next quarter.
- **Finance:** the performance of the MCA-H/ACA Agriculture Trust Fund administrated by the Ministry of Finance is improving consistently after modifications to its policies and procedures. Modifications to the Trust Fund Credit Policies, which USAID-ACCESO suggested and initiated and to which USAID-ACCESO contributed, consisted of: modification of the loan value ceiling to clients; introduction of a new financial product that allows financing of medium term investments; expansion of activities eligible for funding to include, among others, animal production related activities; and the addition of qualified *Cajas Rurales* as potential intermediaries of the trust fund.

The trust fund continued to maintain its improved performance as per 2012 year end results reported in the past quarter: the number of intermediaries increased, allowing access to trust fund resources in 16 departments including all six USAID-ACCESO target departments. The outstanding portfolio increased from 51 percent in November 2010 to 87 percent as of November 2012, and the default rate decreased from 21 percent in November 2010 to 3.5 percent as of November 2012. Of the more than 60 activities currently funded, the top five activities are tomatoes, potatoes, coffee, peppers, and plantains. Animal production-related activities are now among the top 10 activities financed by the Trust Fund. Other intermediaries currently assisting USAID-ACCESO client households will be accessing the trust fund resources in upcoming quarters, which will increase the existing number of client households with access to these resources.

The above results are generating interest at decision making levels within the Ministry of Agriculture to inject resources and build the trust fund capital. Under USAID-ACCESO initiative, review, analysis, and validation of balances of other trust funds and project specific unused balances under management by the Ministry of Agriculture and BANADESA are being carried out. The aim is to transfer portions of these resources to the MCA-H/ACA trust fund, or consolidate them in one or two mechanisms that will make them accessible to micro, small, and medium agriculture producers and other off-farm rural enterprises. However, an official decision on how to proceed with the funds has not yet been taken. It is expected that a proposal will be presented to the President during an upcoming Counsel of Ministers.

- **Regulate, standardize, and communicate technology packages and manuals to ensure quality extension services:** to improve the level of production and productivity of important agricultural activities and to increase the quality of the public and private technical assistance services, the Ministry of Agriculture and Livestock has initiated a process of formalization of the technological packages recommended and validated by USAID-

ACCESO for the production of corn and beans at three different technology levels. A Technical-Scientific Committee was created to review the technology packages and ensure their proper and appropriate application. An official procedures manual and a schedule of 2013 committee meetings has been developed. The first committee meeting was held in February, during which technology packages validated by USAID-ACCESO were presented, and they will be reviewed, discussed and presented for approval for institutionalization in a subsequent meeting to be held in April.

- **Facilitate access to credit for agricultural MSMEs:** USAID-ACCESO policy specialist worked closely with representatives of COHEP, FENACH, AHIBA, SAG, and Ministry of the Presidency to promote and facilitate the development of “Rules for the Agriculture Sector Mutual Guarantee Fund” (ASMUGF). During the reporting period, ASMUGF was approved by the National Bank and Insurance Commission (CNBS). The Decree for the capitalization of ASMUGF was approved by Congress and published in the official newsletter *La Gaceta*. Eight financial institutions of the National Financial System have been identified for the creation and development of Administrative Societies of Mutual Guarantee Funds.

Activities promoting and facilitating the creation of a Capitalization Fund for Financing Rural Credit continued during this reporting period. In collaboration with representatives from Ministry of Industry and Commerce, Ministry of Agriculture, Ministry of the Presidency, PRONADERS, FENACH, AHIBA, experiences from countries such as Peru and Columbia were reviewed in the process of developing the Executive Decree for the Creation of a Capitalization Fund for Rural Credit and Savings Entities. The draft document was submitted to the Finance Committee of Congress by representatives of PRONADERS.

Activities related to the removal of barriers are progressing at a slower pace than expected due mainly to the length of time required in building consensus, negotiating, and preparing technical and legal documents.

#### *Applied research and development programs developed*

Applied research programs in technical areas to support USAID-ACCESO’s production activities and crops continued activities during the quarter, under the auspices of a partner fund with FHIA and EAP-Zamorano. This applied research will result in information and scientifically validated practices that will help Honduran farmers achieve higher yields, utilize more resistant and productive crops, and improve production and postharvest practices. During the reporting period, the *Research in Nematode Distribution in Soil and Irrigation Systems* project proposal with EAP Zamorano was prepared and approved. Implementation is expected to begin during the next reporting period.

### 3.2. IR 2.2. HONDURAN BIODIVERSITY & NATURAL RESOURCES CONSERVED

On-farm natural resource management activities to maintain healthy soils and conserve water are integrated into the good agricultural practices at the centerpiece of the USAID-ACCESO extension program. Under this component, the project works in collaboration with community groups to improve overall natural resource management practices at the community, micro-watershed, and municipal levels. USAID-ACCESO uses a participatory municipal and community planning process to develop and implement municipal natural resource management plans that identify existing, proposed, and potential areas of public interest; biological and economic corridors, including areas with potential for ecotourism and irrigation or hydropower development; as well as areas under current or future environmental threat due to deforestation, soil erosion and sedimentation, chemical and organic pollution, and natural hazards. During the life of project, USAID-ACCESO will work with at least 20 municipalities to develop and implement natural resource management plans.

#### *Implementation of natural resource management practices on farm*

The project continued to incorporate on-farm natural resource management activities to maintain healthy soils, prevent contamination, and conserve water. The following practices are promoted on a regular basis in all regions covered by the project:

- **Land preparation:** use of contoured beds, raised beds, drainage systems, low tillage techniques, and wind/erosion barriers; introduction of appropriate tools and machinery.
- **Crops:** crop rotation (including use of leguminous cover crops that fix nitrogen in a more economical way than chemical fertilizers), elimination of crop residues, use of border weed control (alternative hosts), use of hybrid seeds, and improved planting materials with greater disease tolerance.
- **Water:** protection of water sources from contamination for better water management, better water quality, less soil erosion, and less pesticide and fertilizer use. This also increases yields for farmers, reduces input costs, and increases gross and net incomes.

#### *Implementation of natural resource management practices at community and municipal levels*

Results to date, on performance indicators in the PMP under this component is as follows:

- Number of local municipal governments effectively implementing natural resource management policies: 8 of 61 municipalities identified are effectively implementing natural resource management policies (one during the reporting period)

During the quarter, the USAID-ACCESO natural resource management and disaster mitigation team continued activities with 40 of 61 identified municipalities and 32 of the 81 communities. Municipalities are selected based on existing project presence, rates of poverty and child malnutrition, and high vulnerability to environmental disaster. Many NRM practices have been implemented by these municipalities and community involvement is high. Per the indicator's precise definition, a community with adequate disaster prevention and mitigation capacity is counted once implementation of 6 out of 8 NRM practices have begun, and a municipal is counted as effectively implementing natural resource management policies when 5 out of 7 NRM policies are effectively implemented. Assisted communities' municipalities have made significant progress and are in different stages of the process, from awareness to implementation. Selected results achieved in the present quarter include:

- Project specialists continued the implementation of activities related to the use of Efficient Microorganisms (EM) in the management of coffee pulp to reduce negative impact on the environment while providing organic fertilizer that can be used by growers on their farms. During this reporting period four EM production banks were developed in Intibucá and La Paz, and trainings on the process of collecting and storing these EM continued in La Paz, Lempira and Intibucá.
- Continued support during this reporting period to two MSMEs that manage solid effluents. Operations began this quarter with support from the corresponding municipalities of

#### **SELECTED NRM AND DISASTER MITIGATION SNAPSHOTS**

- Activities to reduce the contamination from coffee waste are paying off. The use of microorganism to treat coffee pulp has been introduced to both large-scale beneficiaries and small-scale farm operations. In Copán and Ocotepeque, four coffee processing operations alone processed 11,500 ton of pulp and 3,600m<sup>3</sup> of waste water (*aguas mieles*). This has reduced contamination, eliminated odors from oxidation ponds, avoided the proliferation of vectors, and will produce organic fertilizer.
- Several municipalities and *mancomunidades* in Intibucá, La Paz, and Lempira have established microorganism "banks" to make them available to coffee growers.
- EDAN training of 229 persons from municipalities and CODEMs (in association with COPECO), in 76 municipalities; certifying 19 EDAN trainers in coordination with USAID/OFDA/LAC to further expand the training program.
- In Intibucá, 260 hectares in three watersheds were mapped and marked in coordination with a municipality and five community water boards as part of the development of municipal regulations for water catchments areas.
- Two community potable water system studies carried out by the project are now in the process of analysis for possible funding by municipalities, NGOs, and the government.
- With project guidance and technical support, two small-scale garbage recycling enterprises have been set up in Intibucá. Both are sorting plastics and tins for sale locally.

Yamaranguila and San Isidro in Intibucá. These MSMEs continued to receive assistance from NRM and marketing specialists through technical assistance and links to local markets.

- Technical assistance and training to water boards on improvement of water quality and quantity continued during the reporting period. The USAID-ACCESO model community of La Paz raised sufficient funds to procure land for the construction of the new water supply system that will ensure quality and quantity of water for the community.
- Twenty water boards received direct technical assistance and training from project specialists. The project also assisted nine other water boards develop proposals for funding from sources such as SANAA, World Vision and Municipalities.
- During the quarter, 73 training events were carried out with 976 participants, of which 260 were women; in addition, 613 technical assistance visits were carried out in communities of 40 municipalities.

### 3.3. IR 2.3. CAPACITY TO MITIGATE AND ADAPT TO CLIMATE CHANGE STRENGTHENED

#### 3.3.1. SUB-IR 2.3.3: DISASTER VULNERABILITY REDUCED

Results to date on performance indicators in the PMP under this component are as follows:

- Number of communities in high vulnerability municipalities with adequate disaster prevention and mitigation capacity: 13 of the 80 communities identified have adequate disaster prevention and mitigation capacity (two in the current quarter).
- Number of rural micro-generation clean/renewable energy projects established: 1,125 to date (345 in the current quarter).

Work under this component includes support to communities with high vulnerabilities in disaster prevention, mitigation, and preparedness. As with all other components, reducing communities' disaster vulnerabilities will ultimately put USAID-ACCESO-assisted households in a position to increase their incomes. USAID-ACCESO is utilizing the small grants mechanism for select projects.

#### *Development and implementation of disaster mitigation plans*

Activities under this component reduce vulnerability to disasters both at the farm level by introducing good agricultural practices that minimize potential losses and at the community level by strengthening or forming at least 40 community disaster emergency committees (CODELs) in the most vulnerable target communities. A community is counted to the target when they are implementing 6 of 8 activities of the technical assistance package.

Select activities during the period included:

- One EDAN course conducted in coordination with COPECO, Secretariat of the Interior, World Food Program, Plan de Honduras, World Vision and ICADE for CODELs in Intibucá, training a total of 23 participants as Municipal EDAN Technicians. These 23 technicians can now support training other from the municipal in risk analysis.
- Training of 20 CODELs on municipal risk management plans.
- Inauguration of the box culvert on the Rio Guata in Santa Catarina. This project is benefiting 12 communities in two municipalities in Intibucá. Total investment in this project was more than \$47,900, of which USAID-ACCESO contributed 18 percent.
- 16 training events reached 425 participants, of which 116 were women; in addition, 199 technical assistance visits were conducted by project specialists.

#### *Installation of renewable energy technologies*

USAID-ACCESO's renewable energy component is focusing on identifying and promoting low-cost renewable technologies for both small communities and individual rural households. Priority support is being given to investment in individual households to assist the nutrition and health activities (efficient stoves) that provide energy for economic activities, health clinics, and schools.

Results to date on performance indicators in the PMP under this component are as follows:

- Number of rural micro-generation clean/renewable energy projects established: 1,125 to date (345 projects during the current quarter).

The installation of small-scale renewable energy systems and training of beneficiaries of these systems continues. Emphasis was placed on the installation of improved stoves and solar dryers. The project assisted and performed the installation of 345 renewable energy systems this quarter with an investment totaling \$37,120, of which 59 percent was financed by USAID-ACCESO, 37 percent by the beneficiaries, and 4 percent by other project counterparts. For the 1,125 systems installed to date and a total investment has been made of \$176,421.

During the quarter, 47 training events were carried out with 330 participants, of which 62 were women. Training topics consisted of installation and operation of improved stoves, installation and maintenance of solar dryers, and construction and maintenance of bio-digesters. 411 technical assistance visits provided guidance on and responded to concerns on renewable energy topics and systems.

The high leverage of investment from beneficiaries and other counterparts will allow a large amount of renewable energy projects in the upcoming months. The fact that end beneficiaries are making a large contribution reflects the acceptance of these technologies and, therefore, their sustainability. In all cases, local micro-enterprises are receiving training in building and maintaining these technologies.

During this period USAID-ACCESO worked with NGOs, municipalities, and other organizations to schedule trainings, analyze financing opportunities, and establish alliances for the installation of future systems that will benefit project clients.

Close coordination and collaboration with the trilateral project between Honduras, Brazil, and the US were developed during this quarter. USAID-ACCESO's renewable energy specialist selected three technicians that will work on the project. Field activities of this staff are expected to begin in the first month of the upcoming quarter.

#### **STATUS OF RENEWABLE ENERGY INSTALLATIONS TO DATE**

- 255 improved stoves installed in client households for a cumulative total of 799.
- 64 polyethylene bio-digesters installed.
- 227 solar drying units installed to date. These units, initially designed for coffee drying, are now being used by project clients for drying allspice, basic grains and cashew.
- 34 solar panels installed.
- 1 hydraulic ram pump installed.

#### **3.4. IR 4.1. USE OF QUALITY MATERNAL AND CHILD HEALTH AND FAMILY PLANNING SERVICES INCREASED**

Where possible, USAID-ACCESO has integrated nutrition and health activities with other technical areas to promote the overall health of target communities. These other technical areas include economic development (access to food), renewable energy (improved stoves), natural resource management (drinking water access and chlorination, waste disposal), and value-added products and animal production (diet diversity).

The nutrition and health component is working in 217 communities in 99 municipalities, directly reaching a total of 1,548 households. The coordination network includes 58 Ministry of Health units, 381 AIN-C groups, and 434 health volunteers, with most of the volunteers now also involved in the project's economic development activities.

*Implementation of improved health and nutrition practices at the household level*

- USAID-ACCESO beneficiaries in communities where the nutrition and health component is implemented continued receiving training in health and nutrition-related activities. In addition, complementary assistance continued in production systems for family plots and economic development initiatives. Both men and women received basic training in child care, prevention of illnesses, nutrition practices, feeding practices for children less than two years of age, exclusive breastfeeding, keeping a healthy household, and family planning. During this quarter, the project held 269 training events in nutrition and health, with 3,917 participants (224 male, 3,693 female). Training topics included exclusive breastfeeding for children under six months, good personal and household hygiene practices, safe water for human consumption, family planning, and the consumption of vitamin- and nutrient-rich foods.
- During the quarter USAID-ACCESO health and nutrition technicians provided a total of 2,336 technical assistance visits to households and community Nutritional Training Centers in 217 communities in 99 municipalities.
- As part of the healthy household activities, 799 eco-stoves have been installed to date in prioritized communities and in households with children under the age of two. This activity will continue expanding in the upcoming quarters. Other activities continued during the present quarter included potable water connections in kitchens, improvement of floors, walls, and the installation of transparent roof sheets to enable light entry; and, land fill construction for solid waste management in households.
- The project is supporting activities to improve the availability of nutritious foods at the household level, selecting those families with the highest risk for severe malnutrition. To date, a total of 902 family plots have been established. Crops promoted and used in the family plots ensure the availability of nutritious foods year round, and ensure production of its own planting materials. Crops used for family plots include moringa, sweet potato, cassava, malanga, fruit trees and in some cases, carrots and beets.
- Technicians continued to deliver food preparation workshops in all six departments. The main focus of these workshops was diet diversity and the preparation of nutrient-rich foods.
- To date, a total of nine nutrition training centers have been equipped, installed, and are operational. These centers are also used for monthly growth monitoring sessions conducted by health volunteers and for training activities with mothers and other caregivers. Other centers are in the process of construction.
- 20 Centers for Management of Acute Malnutrition were equipped this quarter. These were established in an equal number of community health centers. The Community Volunteers Committee (integrated by all community health workers in the target area of a Community Health Center) is responsible for coordinating and planning the use of this equipment for the delivery of the Basic Health Service Package to communities.
- Coordination with Ministry of Health: during the reporting period the Component of Nutrition & Health initiated coordination of activities with Bono 10,000, a program of the Ministry of Health. This collaborative initiative is expected to allow the expansion of the project's nutrition and health activities currently implemented in 217 communities of 99 municipalities, to additional municipalities and communities within the six departments. Beginning in July 2013, the Bono 10,000 is expected to provide eight supervisory level staff and 47 field technicians for five of the six departments of USAID-ACCESO target departments (Santa Barbara not included). These individuals will be trained by USAID-ACCESO staff in the project's approach.
- Volunteers from TECHOS, a national NGO, built 50 houses belonging to USAID-ACCESO client families in the communities of Guascotoro and Guayabal, Intibucá. These wooden houses were donated to families with children under two years of age who were living in precarious conditions. USAID-ACCESO contributed with family selection, coordination, the installation for potable water access in the kitchens, and materials for floor improvements.
- Provided assistance to the Ministry of Agriculture in the identification and selection of a nutrition and health technician to implement nutrition and health activities in target areas of

an agriculture production program implemented by SAG in Yoro. This individual is currently receiving training.

#### *Strengthening of health center services*

- Project health and nutrition technicians continued with the coordination of activities with health centers and community health volunteers to deliver the primary health care services to targeted communities. Primary health care services include administration of dietary supplements, vaccines, prenatal care, and training of mothers and other caregivers in family planning, nutrition, and breastfeeding.

### 3.5. SUPPORTING ACTIVITIES

#### *3.5.1. ADMINISTRATIVE ACTIVITIES*

Most of the senior level technical and management team were in place within two weeks of project start-up. Contracts were developed in the first quarter, with the initial five subcontractors operating six of the 12 local field implementation teams by the end of the second quarter. In the third quarter, contract mechanisms were developed with six local NGOs for five local implementation teams. By the end of 2011, 11 of the 12 Community Technical Units (CTUs) were operational. The final CTU was finalized in January 2012.

Project management continued to work with subcontractors to ensure that CTUs are fully equipped and all staff is in place. During the reporting period, USAID approved three additional nutrition and health technician positions for the nutrition and health component. These additional positions will allow the expansion of nutrition and health activities to other communities in the six departments where there is potential for impact of agriculture and nutrition integrated activities.

In addition, one new agriculture production technician position was also approved for each department to allow continued delivery of technical assistance services to growers. With this additional technician in each department, the project ensures prompt coverage of service delivery to client households of those technicians on sick leave, vacation, or those who leave the project.

Project staff turnover remains high, particularly at the junior level. With relatively low salaries and low annual increases, it is difficult to retain staff; after they have been trained by the project, they are frequently taken up by other organizations who offer improved salaries and less work pressure.

#### *3.5.2. MONITORING AND EVALUATION ACTIVITIES*

Activities carried out by the monitoring and evaluation (M&E) unit enable all project employees to report their activities in the field, to provide recurrent and real time feedback to department managers on performance and major advancements in their regions, and to collect and record information on assisted client households. Specific activities carried out during the period include:

- Quarterly reports were prepared based on performance indicators sheets.
- PMP monitor updated to include achievements for Q2 FY 2012-13.
- Activity, results, and status reports prepared for subcontractor's feedback and follow-up.
- Continued feedback and training on CIRIS new version updates.
- The third sampling phase clientele interviewed and data collected entered into CIRIS.
- Emphasis on collecting EOH forms. More than 500 EOH forms were collected in the field and 75 percent of them have been entered into CIRIS.
- Data entry technicians continued registering BL and EOH forms data and trainees into CIRIS.
- M&E specialists participated at all department level meetings, presenting CIRIS reports and providing critical feedback on project progress.
- Ongoing training provided as required by project employees on M&E systems and data collection.

- Continuous performing maintenance of the CIRIS database.
- Participate in meetings with technical production staff to evaluate performance against results, and to prepare strategies to improve data registering on CIRIS.
- Inputs for monthly and quarterly reports were prepared.

During a January meeting with USAID and IFPRI, project staff raised questions on the draft report of the Baseline Survey conducted in 2012, specifically on the status of the final report and a list of control communities. During the quarter, more than 10,000 new client households were added to the program; it is more than likely that some of these are in the control communities. The updated client household list as of March 31, 2013 was provided to USAID in early April 2013. Communication with the project on this activity is minimal.

At the beginning of the reporting period, USAID-ACCESO began planning activities for the implementation of a communication mechanism that would allow massive messaging from field technicians to clients on a regular basis. Service providers were contacted for quotes and negotiations were conducted without satisfactory results. In addition, a request was made by IFPRI for the project to add an activity relating to text messages. This has not been done as the local systems are limited to individual carriers and messaging costs are high. Other opportunities for this activity will continue to be explored during the following period, but it is unlikely to be carried out.

### 3.5.3 .SMALL GRANTS, SUBCONTRACTS AND ALLIANCES PROGRAM

Small grants funds have continued to develop this quarter, with new activities beginning, others continuing their process, and others closing. The overall status to date is provided in Table 3.

**Table 3. Small Grants Status**

<b>Name</b>	<b>Description</b>	<b>Status</b>
<b>Renewables Fund</b>		
Photovoltaic systems	Installation of 37 solar panels in Intibucá for project client households	Completed
Solar dryers	37 solar dryers installed	Ongoing
Eco-stoves-Follow-up	299 of 500 eco-stoves for client households installed and functioning.	Ongoing
Eco stoves	500 eco-stoves installed in client households	Completed
Bio-digesters	200 Bio-digesters installed and functioning	Ongoing
<b>Smallholder &amp; MSME Technology Fund</b>		
Marketing	Sending trial shipments, startup costs for potential exporters	Ongoing
MSME kitchens	Demonstration kitchen in Intibucá for MSME training	Completed
Herb seeds	Aromatic herb seeds for export program in Lempira	Completed
Snow peas	Pea seeds for export and local market production programs	Completed
Allspice thresher	Thresher and cleaners for allspice producing cooperative & MSME in Sta. Bárbara installed and operating	Completed
Irrigation	Irrigation systems restoration, installation, and capacity building	Ongoing
Snow pea packing plant conveyer	Conveyer equipment for snow pea packing plant in La Esperanza, Intibucá- installed	Completed
Weather stations	6 weather stations to monitor climatic events and provide data.	Completed
Bean seeds	5,585 Lbs. of beans distributed among 334 smallholders for bean program	Ongoing

**Table 3. Small Grants Status**

<b>Name</b>	<b>Description</b>	<b>Status</b>
New crop and product development	Support for smallholders starting new crops and products	Ongoing
Irrigation phase II	Irrigation systems restoration, installation, and capacity building (31 projects)	Ongoing
Gourmet <i>katracho</i>	Promotional activities for MSME products in San Pedro Sula	Completed
Biological controls	Biological agents for use in 120 hectares of small coffee farms	Completed
BonCafe	Establishment of market linkages between coffee producers and BonCafe, a local exporter of Specialty Coffee	Ongoing
Market Associations	Strengthening market associations to promote and sell produce	Ongoing
Cattle Production	Partnership between Agroindustria del Corral and 40 client households for cattle production	Ongoing
Agromercados (FUNDER)	Assistance to trade fair by project clients and marketing staff, organized by FUNDER	Completed
Yellow corn seeds	Seeds to start up yellow corn program for the Honduran agroindustry	Ongoing
Training Workshops	Collaboration with BDS providers for vocational training to MSMEs	Ongoing
Bakery Workshops	Collaboration with INFOP for Vocational Training in Bakery	Completed
The Trainer at Home-Greenhouses	Procurement of materials for the construction of two greenhouses for on-site training to growers on the production of high value horticulture crops	Approved
Crop competitions	Organization and logistics for crop competitions among project clients	Ongoing
<b>Disaster Planning &amp; Mitigation Fund</b>		
Box culvert	Box culvert in Intibucá to maintain communities communicated	Completed
EDAN training	Training in EDAN per USAID/OFDA guidelines for trainers	Ongoing
NRM project studies	Studies, designs and budgets for 4 NRM projects in Lempira, Intibucá and Santa Bárbara	Completed
Mitigation project studies	Studies, designs and budgets for 10 Mitigation projects	Ongoing
Water system improvements	Studies, infrastructure, and lab tests for potable water in 120 rural communities	Ongoing
Topography Studies (SB)	Studies for Irrigation systems	Cancelled
CODEL Equipment	Procurement of equipment for up to 60 CODEL	Approved
<b>Community Health Fund</b>		
Nutritional Training Centers (equipment)	Equipment for nutritional training centers where beneficiaries will receive training	Ongoing
Improving rural health centers	Equipment to increase rural health volunteers capacity for management of acute malnutrition	Completed
Improved diet diversity (1,000)	Over 600 home plots started for nutritional access by households	Ongoing
Household water filters	467 of 600 individual water filters for households with high incidence of disease, installed	Ongoing
Kitchen water connections	Making water available inside the house for poor households	Ongoing
<b>Research Fund</b>		
FHIA research	Research in virus, pest management, and diseases	Ongoing
EAP Zamorano research	Research in nematode distribution in soil and irrigation systems	Ongoing

Activities focused on the development of technology and partner funds in marketing, production, postharvest, and nutrition and health. Grants with an approved status will start implementation this upcoming quarter.

#### 3.5.4. GENDER MAINSTREAMING

USAID-ACCESO continued to emphasize and implement its gender mainstreaming strategy. The gender strategy includes details on gender disaggregated indicators and data analysis, as well as for including women in technical training in the cultural context of Honduras. The strategy identifies the types of technical assistance, technologies, and crops that best address the constraints faced by women. Key activities include focusing crop selection on production of herbs that are easy to grow and require smaller areas of land for cultivation; production of garden-grown vegetables to generate food for the family; and fruit tree production. Project staff continued to promote women's participation in project activities. Activities highlighting women's participation during the reporting period included

- 5 percent of the project's client households are registered as women only headed households, while 7 percent are male only headed households and 88 percent are male and female headed households.
- 45.8 percent of clients responsible for private investments this reporting period were women, accounting for 14.8 percent of total value of client investments
- 9,784 (30 percent) of the 32,660 individuals that have received training in project related activities during the reporting period were women.
- 3,693 (94 percent) of the 3,917 individuals that have received nutrition and health training are women.

#### 3.5.5. COMMUNICATIONS

During the last quarter, the project expanded press coverage, with a weekly slot on a morning news program on the main national TV channel. This is repeated in the late evenings. Each three-minute segment covers various technical areas and results through interviews with clients, project technician and video footage. Video clips can be found on the project internet and intranet sites.

#### 3.5.6. OTHER

Supporting Honduran and US government-related activities included:

- Various field visits by USAID/Honduras representatives to project clients in La Paz, Intibucá Santa Bárbara, and Lempira.
- Training event for Ministry of Agriculture technicians in drip irrigation, Comayagua.
- Participation in SAG organized sectorial meeting, with short presentations on policy and market driven production activities.
- Presentation of USAID-ACCESO activities, with emphasis on nutrition, in meeting organized by the Minister of Agriculture, to the Minister of Health, Minister of Human Rights and other government representatives.
- Presentation of overall USAID-ACCESO activities to representatives of IFAD and SAG.
- Participation in USAID AgNutrition Glee meeting in Guatemala, including a presentation of USAID-ACCESO activities.
- Field visits to project clients by USAID Washington contractor carrying out a case study on USAID-ACCESO activities related to linking agriculture and nutrition.
- Field visits to project clients by USAID Washington contractor carrying out a study analysis of USAID's partnerships with supermarket chains in Central America.

## 4. PLANNED ACTIVITIES FOR NEXT REPORTING PERIOD

### **Rural MSMEs access to inputs, practices, and technology for market participation improved**

- Continue the client household recruitment processes both on and off-farm – final phase up until June 2013.
- Initiate new and continue the development of existing market-led production programs in all six departments for high-value cash crops with high market potential, including potato, carrot, broccoli, cauliflower, peppers, garlic, Asian vegetables, plantain, onion, and cucumbers.
- Continue procurement and installation of irrigation infrastructure for producers in all six departments.
- Develop market-driven production programs to meet local and regional demand.
- Expand the *panela* (unrefined sugar) production in the pilot project in Copán and among new producers in Lempira to meet the new export market demand.
- Market survey to determine the feasibility for all spice and cardamom essential oils project (pending from previous quarter).
- Continue activities for the planting of up to 2,800 hectares of yellow corn under contract with local processors.
- Expand training and technical assistance to coffee growers on basic production practices, with particular emphasis on prevention and control of coffee rust.
- Continue implementing technology investment fund small grants projects for productive infrastructure.
- Continue delivery of technical assistance to off-farm MSME's to improve efficiencies and reduce production cost.
- IPM training activity in coordination with USDA.
- Participation in USAID Environmental workshop.

### **Rural MSMEs access to new market opportunities increased**

- Consolidate, formalize, and promote the local farmers' fairs in new locations in all six departments.
- Increase the number of local buyers working with USAID-ACCESO for increased market links and production programs.
- Expand the local distributor and retail outlet network in local towns for MSME sales with off-farm value added products.
- Expand outgrower programs for local exporters and processors.
- Expand calendarized production programs for local market buyers.

### **Barriers to competitiveness of rural MSMEs reduced**

- Documentation to formalize local market fairs.
- Continue with SAG on the standardization of the technical production packages for corn and beans.
- Continue the assistance and collaboration with SENASA for the simplification and decentralization of services to obtain sanitary licenses and permits for imports and exports.
- Expand implementation of project clients' access to financial products developed with input providers and exporters, including Del Campo Soluciones Agrícolas, CADELGA, Original Maya, DUWEST, and others.

- Training and technical assistance to first and second tier rural banks.
- Continue with the contracted research and development activities targeted to increase productivity for key crops.

### **Biodiversity and natural resources conserved**

#### *At the farm level*

- Expand and continue technical assistance in soil conservation, water resource management, wildlife preservation, pest and disease identification and control, and the safe use of pesticides.

#### *At the municipal and community levels*

- Continue the implementation of projects funded under the small grants program.
- Continue to use the small grant program for disaster mitigation, potable water and basic sanitation projects.
- Continue promoting and implementing alternatives for coffee pulp treatment with natural microorganism.
- Continue the rehabilitation of chlorinators.
- Continue assistance to water boards and community and municipal leaders in effluent treatment projects and management of water chlorinators.

### **Disaster vulnerability reduced**

- Continue implementation of mitigation plans in 20 communities.
- Continue the implementation of small grant program for disaster mitigation projects (roads, flood prevention, landslide prevention, disaster mitigation capacity building, etc.).
- Continue disaster mitigation training to CODELS in coordination with COPECO.
- Continue training of Municipal Emergency Committees to strengthen their operational capacities.
- Continue the organization and strengthening of at least 30 Local Emergency Committees.

### **Renewable energy projects**

- Continue to install and train on the concepts and critical points of design and installation of eco-stoves, bio-digesters, and solar crop dryers in the six departments.
- Continue to train users and owners on the use and maintenance of improved stoves, bio-digesters, and solar dryers.
- Initiate activities with the trilateral program USA/Honduras/Brazil in renewable energy activities.

### **Use of quality maternal and child health and family planning services increased**

- Continue with the expansion of the IEC strategy in targeted communities.
- Continue the installation of eco-stoves to additional households.
- Continue the installment of safe water systems for families with children under the age of two.
- Continue providing assistance to client households for family plots for increased food availability.
- Continue equipment and operations of Food Preparation Centers.
- Continue operations of 20 centers for management of acute undernutrition.
- Continue promoting family planning, reproductive risk, and quality maternal and child health practices through basic messages.
- Expand training events for training in food preparation and diet diversity to ensure nutrient uptake.

- 500 households in targeted area with at least one household improvement.
- Continue and expand household visits to provide direct technical assistance to those families with children less than two years of age.
- Continue coordinating field activities with the health units to improve access to the family planning methods.
- Continue coordination with World Food Programme for the development of Community Health Volunteer training manual.

### **Gender mainstreaming**

- Continue to promote and follow up on gender inclusion activities in the day-to-day implementation of USAID-ACCESO.
- Monitor project activities' consistency with recommendations highlighted in the gender mainstreaming plan.
- Ensure training events and technical assistance delivery schedules and methodologies are promoting participation of women and youth.

### **Project management and administrative activities**

- Continue developing formal alliances with selected counterpart institutions and private sector companies.
- Monitor PMP indicator and high level target results for preparation of reports and guidance to implementation plans for the following quarter.
- Plan and conduct internal audit of sub-contractors.
- Financial and documentation audits of selected sub-contractors.

### **Monitoring and evaluation activities**

- Prepare new CIRIS version reports.
- Prepare inputs for monthly and quarterly reports.
- Update the PMP monitor.
- Follow up to meetings with technical production staff to evaluate performance and data entering.
- Prepare activity and status reports for subcontractors.
- Provide management reports on advancement of all project components to department and zone managers for performance evaluation and decision making.
- Prepare the fourth Sampling List of clients to interview in order to achieve a sampling size of 10 percent of the project population
- Interview fourth sampling clientele and entering data into CIRIS.
- Continue collecting EOH forms from sampling clients.
- Continue registering baseline and EOH data on CIRIS.

### **Small grants, subcontracts and alliances program**

- Continue the support and assistance in the procurement and distribution of services, equipment and supplies under the existing activities.
- Continue the design and approval process for new initiatives identified in the areas of production, health and nutrition, processing and value addition, and natural resource management and disaster mitigation.
- Ensure proper close-out procedures and documentation for closed projects.
- Monitor projects' implementation in concurrence with small grants operational manual.

# ANNEX I: PERFORMANCE MONITORING PLAN

The PMP and work plan targets for each indicator is provided below, together with the overall status as of March 2013. These are now separated by IRs and sub-IRs to meet USAID reporting requirements. Note: data for selected indicators are collected on an ongoing basis while others will be collected via annual surveys.

ACTIVITY	YEAR 1 (FY 2011)	YEAR 2 (FY 2012)	STATUS	YEAR 3 TARGETS (Oct. 2012 to Sept. 2013)				Total Year 3 Target	Total Year 4 Target	Total END OF Year 4	TOTAL EXPECTED LOP (Feb. 2015)	DELIVERABLE / UNITS	Year 3 Target Breakdown		Previous Reported Status (12/2012)	Additional Reported for Previous Quarter	Current Quarter (03/2013)	Updated Status (03/2013)
	ACHIEVED Apr. 2011 to Sept. 2011	ACHIEVED Oct. 2011 to Sept. 2012		Sept. 2012	Q1	Q2	Q3						Q4	Male				
<b>1</b>	<b>Program Administrative Activities</b>																	
	<b>Start-Up Activities</b>																	
1.1	Key Personnel Fielded	done													done			
1.2	Grants Manual Submitted	1													done			
1.3	Project Intranet/Internet Sites Designed & Launched	2													done			
1.4	Vehicle/Equipment Procurement	cars/motorbikes		on-going	on-going										done			
1.5	Local Project Team Fielded	done		on-going	on-going										done			
1.6	Local staff trained in Fintrac implementation methodology	done		on-going											done			
1.7	Remaining team hired and fielded			on-going											done			
	<b>Communications &amp; Reporting</b>																	
1.8	Branding & Marking Plan Prepared & Submitted	1													done			
1.9	PERSUAP	1													done			
1.10	EMP		1	1											done			
1.11	Monthly Reports	6	12	18	3	3	3	3	12	12	42	46	Reports		21		3	24
1.12	Quarterly Reports	2	4	6	1	1	1	1	4	4	14	15	Reports		7		1	8
1.13	Annual Workplan	1	1	2	1				1	1	4	4	Workplans		3		0	3
1.14	Final Report											1	Reports					
1.15	Steering committee meetings		2	2	1		1		2	2	6	7	Meeting Minutes		2			2
<b>2</b>	<b>Project Monitoring &amp; Evaluation Activities</b>																	
2.1	Fintrac M&E System (CIRIS) customized and installed	done													done			
2.2	Staff trained in M&E methodology and CIRIS	done													done			
2.3	M&E Plan / PMP Developed and Submitted	1									1		Plan		done			
2.4	Baseline Data on Program Clients Collected												Data				on-going	
2.6	Follow-up indicator data collected and verified												Data					
2.7	Performance Indicator Review		1	1	1				1	1	3	4						
2.8	Success Stories Produced and Disseminated	2	18	20	3	3	3	3	12	12	44	40	Publications		25		4	29
<b>3</b>	<b>Small Grants Program</b>																	
3.1	Technology Fund (households)		5,160	5,160					-		5,160				5,160			
3.2	Nutrition / Health		4	4					0		4				4			
3.3	Disaster Mitigation / NRM		4	4					0		4				4			
3.4	Renewable Energy		728	728	25	25	25	25	100	62	890	890			780		345	1,125
3.5	Number of grants awarded by community small grants mechanism		5,896	5,896	25	25	25	25	100		5,996				5,896			

ACTIVITY	YEAR 1 (FY 2011)	YEAR 2 (FY 2012)	STATUS	YEAR 3 TARGETS (Oct. 2012 to Sept. 2013)				Total Year 3 Target	Total Year 4 Target	Total END OF Year 4	TOTAL EXPECTED LOP (Feb. 2015)	DELIVERABLE / UNITS	Year 3 Target Breakdown		Previous Reported Status (12/2012)	Additional Reported for Previous Quarter	Current Quarter (03/2013)	Updated Status (03/2013)
	ACHIEVED	ACHIEVED		Q1	Q2	Q3	Q4						Male	Female				
	Apr. 2011 to Sept. 2011	Oct. 2011 to Sept. 2012	Sept. 2012															
<b>High Level Targets</b>																		
<b>GOAL: Increased Rural Household Incomes</b>																		
PIRS # 1	Number of households living in poverty moved above the poverty line	1,183	1,183					15,000	27,500	27,500	30,000	Households	12,000	3,000	1,183			
PIRS # 2	Number of rural households living in extreme poverty moved above the poverty line <sup>1</sup>	834	834					9,000	16,500	16,500	18,000	Households	7,200	1,800	834			
PIRS # 3	Value of new net income of participant rural farmers and MSMEs	7.10	7.10					25.00	66.50	66.50	73.95	US\$ Million	22.50	2.50	7.10			
PIRS # 4	Number of jobs attributed to FTF implementation	2,332	2,332					5,200	9,500	9,500	10,425	FTEs	4,160	1,040	2,332			
<b>Increased Agricultural Productivity</b>																		
PIRS # 5	Value of incremental sales (collected at farm/firm level) attributed to FTF implementation	12.40	12.40					56.00	122.50	122.50	133.65	US\$ Million	50.40	5.60	12.40			

**IR 2.1: RURAL MICRO, SMALL, AND MEDIUM ENTERPRISE (MSME) GROWTH INCREASED**

**Sub-IR 2.1.1: RURAL MSMEs' ACCESS TO INPUTS, PRACTICES, AND TECHNOLOGY FOR MARKET PARTICIPATION IMPROVED**

**Implementation of updated production technologies (on-farm and off-farm)**

<a href="#">WP # 1</a>	Number of individuals who have received USG supported short-term agricultural sector productivity or food security training	5,045	18,349	23,394	5,000	5,000	5,000	5,000	20,000	10,000	53,394	55,500	Individuals	16,131	3,869	25,248	3,137	4,275	32,660
<a href="#">WP # 2</a>	Number of extension visits to program beneficiaries	34,400	114,011	148,411	27,000	27,000	27,000	27,000	108,000	108,000	364,411	378,400	Extension Visits			167,156	15,538	40,134	222,828
<a href="#">WP # 12</a>	Number of technical materials produced (bulletins, manuals, presentations and tools)	50	155	205	10	15	10	15	50	45	300	225	Technical materials			212		9	221
<a href="#">WP # 10</a>	Number of MSMEs (off-farm and processing) assisted by project	161	541	702	50	50	50	50	103	0	805	805	MSMEs	41	62	676	155		831
<a href="#">PIRS # 6</a>	Value of new private sector investment in the agriculture sector or food chain leveraged by FTF implementation	0.079	3.02	3.097	1.50	1.50	2.00	2.00	7.00	10.00	20.10	21.60	New private sector investment (Millions)			3.284	0.176	0.402	3.862
<a href="#">WP # 11</a>	Number of female individuals in training activities	1,800	6,131	7,931	500	500	500	500	2,000	1,000	10,931	8,300	Female Individuals			8,270	498	1,016	9,784
<a href="#">PIRS # 7</a>	Number of farmers and others who have applied new technologies or management practices as a result of USG assistance		4,592	4,592	1,750	1,750	1,750	1,750	7,000	9,000	20,592	22,050	MSMEs	5,600	1,400	5,479			

ACTIVITY	YEAR 1 (FY 2011)	YEAR 2 (FY 2012)	STATUS	YEAR 3 TARGETS (Oct. 2012 to Sept. 2013)				Total Year 3 Target	Total Year 4 Target	Total END OF Year 4	TOTAL EXPECTED LOP (Feb. 2015)	DELIVERABLE / UNITS	Year 3 Target Breakdown		Previous Reported Status (12/2012)	Additional Reported for Previous Quarter	Current Quarter (03/2013)	Updated Status (03/2013)	
	ACHIEVED	ACHIEVED		Sept. 2012	Q1	Q2	Q3						Q4	Male					Female
	Apr. 2011 to Sept. 2011	Oct. 2011 to Sept. 2012																	
<b>Private sector alliances and integration of private sector equipment, input and service providers</b>																			
<a href="#">PIRS # 30</a>	Number of organizations / companies providing business development / extension services to MSMEs	23	55	78	25	40	50	60	175	200	453	465	organizations / companies providing services to MSMEs			82		3	85
<a href="#">PIRS # 32</a>	Number of public-private partnerships formed	1	11	12	6	6	6	6	24	15	65	50	PPP formed			28		8	36
<a href="#">PIRS # 33</a>	Number of private sector alliances developed	2	12	14	merged to PIRS # 32								PSA's Formed						
<b>Grower organization and the development of market driven production programs</b>																			
<a href="#">PIRS # 31</a>	Number of producers organizations, water users associations, trade and business associations, and community-based organizations (CBOs) receiving USG assistance	20	170	190	5	5	5	5	20	0	210	210	Organizations / associations / CBO's receiving assistance			183	4		187
<a href="#">WP # 3</a>	Number of small farmer associations formally established as businesses		0	0	50	50	25	25	150	25	175	55	Associations formally established as businesses			0			
<b>SUB-IR 2.1.2: RURAL MSMEs' ACCESS TO NEW MARKET OPPORTUNITIES INCREASED</b>																			
<b>Development of buyer linkages and logistics</b>																			
<a href="#">WP # 4</a>	Number of MSMEs accessing new market opportunities through a broker	218	1,220	1,438	750	750	1,000	1,000	3,500	5,000	9,938	10,932	MSMEs	3,150	350	1,547		88	1,635
<a href="#">PIRS # 12</a>	Number of brokers providing market linkages to MSMEs	10	19	29	40	40	60	60	200	250	479	500	Brokers providing market linkages to MSME's			33		3	36
<a href="#">WP # 6</a>	Number of market surveys conducted	1	5	6	2	3	4	3	12	6	24	24	Market Surveys			6			6
<b>Production and systems implementation to meet buyers quality standards</b>																			
<a href="#">WP # 5</a>	Number of MSMEs that have entered formal preferred supplier or contract agreements with brokers		550	550	175	225	250	275	925	1,500	2,975	2,996	MSMEs	786	139	570		305	875
<b>Implementation of business certification programs</b>																			
<a href="#">PIRS # 13</a>	Number of MSMEs that have been verified to meet market standards for their products		917	917	100	100	150	150	500	583	2,000	2,000	MSMEs			1,107		212	1,319

ACTIVITY	YEAR 1 (FY 2011)	YEAR 2 (FY 2012)	STATUS	YEAR 3 TARGETS (Oct. 2012 to Sept. 2013)				Total Year 3 Target	Total Year 4 Target	Total END OF Year 4	TOTAL EXPECTED LOP (Feb. 2015)	DELIVERABLE / UNITS	Year 3 Target Breakdown		Previous Reported Status (12/2012)	Additional Reported for Previous Quarter	Current Quarter (03/2013)	Updated Status (03/2013)		
	ACHIEVED Apr. 2011 to Sept. 2011	ACHIEVED Oct. 2011 to Sept. 2012		Sept. 2012	Q1	Q2	Q3						Q4	Male					Female	
<b>SUB-IR 2.1.3: BARRIERS TO COMPETITIVENESS OF RURAL MSMEs REDUCED</b>																				
<b>Increased access to finance</b>																				
<a href="#">PIRS # 14</a>	Number of MSMEs accessing market-based financing as the result of USG assistance	215	1,677	1,892	200	250	250	300	1,000	1,206	4,098	4,314	MSME's accessing finance	800	200	1,997		273	2,270	
<a href="#">PIRS # 15</a>	Value of Agricultural and Rural Loans made to MSMEs	0.273	1.482	1.754	0.31	0.42	0.48	0.52	1.73	2.53	6.011	6.33	Value of loans (millions)	1.38	0.35	2.053	0.851	0.228	3.131	
<a href="#">PIRS # 11</a>	Number of MSMEs implementing sound business management practices		695	695	500	750	1,000	1,500	3,750	4,000	8,445	8,482	MSMEs	3,000	750					
<a href="#">PIRS # 16</a>	Number of value chain / sector constraints identified and resolved		1	1	5	5	7	7	24	15	40	40	Constraints			2		1	3	
<a href="#">PIRS # 17</a>	Number of policy reforms, regulations, administrative procedures passed for which implementation has begun with USG assistance	1	2	3		1	1		1			4	4	Policies, regulations or administrative procedures passed			3		0	3
<a href="#">PIRS # GNDR-2</a>	Proportion of female participants in USG-assisted programs designed to increase access to productive economic resources (ADDED FY 2012-2013)			15.0%					17%	19%	19%	20%	Percentage			15%				
<b>Applied research and development programs developed</b>																				
<a href="#">XX</a>	R&D projects and Activities Identified	1	8	9		1			1		10					11		0	11	
<b>IR 2.2: Honduran Biodiversity and Natural Resources Conserved and IR 2.3: CAPACITY TO ADAPT AND MITIGATE CLIMATE CHANGE STRENGTHENED</b>																				
<b>Implementation of NRM practices on farm</b>																				
<a href="#">PIRS # 8</a>	Number of additional hectares under improved technologies or management practices as a result of USG assistance		8,321	8,321	750	750	750	750	3,000	2,583	13,904	14,904	Hectares	2,700	300					
<a href="#">PIRS # 10</a>	Number of companies (including farms) that have made conservation-friendly changes in their business practices	0	356	356	1,500	1,750	2,500	3,000	8,750	10,000	19,106	22,050	Companies (including farms)	7,875	875					
<b>Implementation of NRM practices at community and municipality levels</b>																				
<a href="#">PIRS # 9</a>	Number of Local Municipal Governments effectively implementing natural resource management policies		7	7	3	3	2	2	10	3	20	20	Local Municipal Governments			7		3	10	
<b>SUB-IR 2.3.3: DISASTER VULNERABILITY REDUCED</b>																				
<b>Development and implementation of disaster mitigation plans and systems</b>																				
<a href="#">PIRS # 28</a>	Number of communities in high vulnerability municipalities with adequate disaster prevention and mitigation capacity		11	11	5	5	5	5	20	9	40	40	Communities with adequate disaster prevention and mitigation capacity			14		-1	13	
<b>Installation of renewable energy technologies</b>																				
<a href="#">PIRS # 29</a>	Number of rural micro-generation clean/renewable energy projects established	10	718	728	25	25	25	25	100	62	890	890	Projects established			780		345	1,125	

ACTIVITY	YEAR 1 (FY 2011)	YEAR 2 (FY 2012)	STATUS	YEAR 3 TARGETS (Oct. 2012 to Sept. 2013)				Total Year 3 Target	Total Year 4 Target	Total END OF Year 4	TOTAL EXPECTED LOP (Feb. 2015)	DELIVERABLE / UNITS	Year 3 Target Breakdown		Previous Reported Status (12/2012)	Additional Reported for Previous Quarter	Current Quarter (03/2013)	Updated Status (03/2013)
	ACHIEVED Apr. 2011 to Sept. 2011	ACHIEVED Oct. 2011 to Sept. 2012		Sept. 2012	Q1	Q2	Q3						Q4	Male				
<b>IR 4.1: USE OF QUALITY MATERNAL AND CHILD HEALTH AND FAMILY PLANNING SERVICES INCREASED</b>																		
<a href="#">PIRS # 18</a>	Prevalence of households with moderate to severe hunger										-20%	% reduction from baseline						
<a href="#">PIRS # 19</a>	Prevalence of underweight children under 5	-23.9%	-23.9%				-5%	-5%			-20%	% reduction from baseline	-5.0%	-5.0%				
<a href="#">PIRS # 20</a>	Prevalence of stunted children under 5										-20%	% reduction from baseline						
<a href="#">PIRS # 21</a>	Percent of children 6-23 months that received a Minimum Acceptable Diet										30%	% increase over baseline						
<a href="#">PIRS # 22</a>	Prevalence of exclusive breast feeding of children under 6 months	4.5%	4.5%				5%	5%			20%	% increase over baseline						
<a href="#">PIRS # 23</a>	Prevalence of anemia among women of reproductive age										-5%	% reduction from baseline						
<a href="#">PIRS # 24</a>	Prevalence of anemia in children 5 - 59 months										-20%	% reduction from baseline						
<a href="#">PIRS # 25</a>	Women's dietary diversity: mean number of food groups consumed by women of reproductive age										30%	% Change in HDDS						
<a href="#">PIRS # 26</a>	Number of health facilities with established capacity to manage acute under-nutrition (REMOVED for FY 2012-2013)										20	Health Facilities						
<a href="#">PIRS # 27</a>	Modern contraceptive prevalence rate	11.2%	11.2%					2.5%			10%	% Increase over baseline	2.5%	2.5%				

# ANNEX II: SNAPSHOTS & MONTHLY BULLETINS



**USAID**  
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**ACCESO**

## SNAPSHOT

### Moving Entire Communities Forward

**An example of the success of the project's integrated approach, Belén Manazapa sees improvements in overall health and sanitation, as well as agricultural production.**



Photo by Fintrac Inc.

Residents of Belén Manazapa, at the recent inauguration of a nutrition training center, take steps to improve their community's health and agriculture productivity.

**"I feel motivated by seeing children improve."**

*Francisca Gómez—health volunteer*

USAID-ACCESO employs a comprehensive development approach that integrates numerous components – including health and nutrition, production, natural resource management, and business and finance skills – to increase clients' quality of life, stimulate economic activity, and improve food security. A testament to the effectiveness of this approach can be found in the small, remote community of Belén Manazapa in Intibucá.

The community of 450 people is situated high in the mountains, accessible only via steep dirt roads. Without access to electricity or water, and lacking municipal authorities to advocate on their behalf, the residents of Belén Manazapa were struggling to stay healthy and productive.

USAID-ACCESO began working in the community in March 2012 in the area of health and nutrition. Specialists trained mothers of young children in the preparation of fortified tortillas and healthy meals using potatoes, rice, and readily-available vegetables. Community participation was immediate and promising.

"Today things are different," said Francisca Gómez, a local volunteer helping promote the healthy practices she learned from project trainings. Since the project began working in Belén Manazapa, 75 percent of the children under 2 who were severely malnourished have moved out of the bottom third percentile of weight. "I feel motivated by seeing children improve," Gómez said.

Inspired by the success of the nutrition trainings, project production specialists began working with smallholder farmers. Thirty-five potato producers received training in improved soil preparation, drip irrigation system installation, proper fertilization practices, and the use of production logs to manage costs. Before working with USAID-ACCESO, the farmers were averaging 15 quintals of potato per 0.70 hectares; with the adoption of good agricultural practices, the yields have initially increased to 28 quintals.

"There is an increase of almost 100 percent," exclaimed Gregorio García, a local producer and president of the community board. As more farmers have seen the quick improvements in yields, the number of smallholders participating in project trainings and activities has already increased to 42.

The high adoption rate of residents and their dedication to making positive changes is garnering far-flung attention. The community has hosted representatives from USAID and other international development organizations, in addition to numerous Honduran government officials.

The community is also making large-scale investments in its future, recently inaugurating an irrigation system and a nutrition training center. The irrigation system has the capacity to provide water to 25 hectares and, with the nutrition center, will benefit all 70 families of Belén Manazapa. Later this year, with help from project specialists, residents plan to install the community's first water system to compliment the eco-stoves and basic water filtration systems that many have now installed in their homes.

Model communities such as this one serve as inspiration for similar communities around western Honduras. USAID-ACCESO is currently working in 129 municipalities, 1,113 villages, and 2,600 small communities known as *caseríos* in some of the poorest areas in the country.



# USAID | ACCESO

FROM THE AMERICAN PEOPLE

## SNAPSHOT

### New Apiculture Products Result in New Income

**By diversifying production, a small family beekeeping business takes advantage of market opportunities and increases its sales.**



Photo by Fintrac Inc.

Geovanny Hernández learns about products that can be derived from beehives during a project-led workshop. These new products are significantly increasing the family's income.

**“Beekeeping management has improved; we used to only harvest honey.”**

*Purificación Hernández—Beekeeper*

One of USAID-ACCESO's key strategies to improve clients' quality of life is to promote diversified income sources, particularly from animal production practices. The project is focusing on improving beekeeping practices to increase incomes for rural families.

For 36 years, the Hernández family has earned a meager living from their small beekeeping business in the community of El Sile, Lempira. It was not until they met USAID-ACCESO's animal production specialist in October 2011 that they decided to make some changes to expand their opportunities beyond the traditional honey market.

After several trainings, Hernández and his three children began implementing the techniques they learned to strengthen their business. They focused on better sanitation practices, covering honey with plastic during storage to reduce contamination. They learned how to produce honeycomb and pollen, which has high market value because of its vitamin and protein content.

“I have learned many things,” said Geovanny Hernández, the youngest son. “We always need to keep innovating.”

During the four-month season, Geovanny piloted a new product line, harvesting 1,600 trays of honeycomb, a by-product he used to discard. After selling the honeycomb to local buyers, he earned \$3,730 in additional income for his family. Other new products, such as dried pollen, earned the family even more income.

“I am happy and I wish to make more [money],” said Geovanny, who, at 25, is already taking on a leadership role in the family business.

The family plans to continue growing their business; they want to create their own brand, purchase additional equipment, and build new facilities to formalize and improve production. They also hope to soon employ other local beekeepers.

USAID-ACCESO animal production specialists have provided assistance to more than 1,300 households. To date, 616 training events with 5,695 participants and 3,199 technical assistance visits have been carried out in areas including beekeeping, fish farming, livestock, and poultry.



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## SNAPSHOT

# Financing Honduras' Future

**With access to credit, young Honduran producers are expanding economic opportunities in rural communities.**

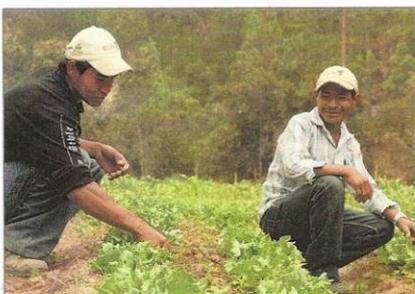


Photo by Fintrac Inc.

Thanks to a loan they received with USAID-ACCESO assistance, the Osorio brothers are able to earn a living from their own field.

**“I feel happy because I can work on my own project.”**

*Dina López*

*Dairy entrepreneur and loan recipient*

In rural communities, access to credit for investments in agriculture is an especially difficult and sometimes onerous challenge. Many young farmers must seek employment on other farms in order to earn enough to support their families. Investing in their own production activities is often seen as an unreachable goal. There are few affordable credit options for rural farmers with limited or no assets as financial institutions see them as high-risk borrowers.

To address this problem, USAID-ACCESO is linking young Hondurans directly to rural financing services that provide affordable credit for agricultural activities.

In December 2011, the *Cooperativa Mixta-Unidas Para Progresar* in La Paz began offering loans for horticultural and livestock activities to project clients. “We are confident in our clients who work with USAID-ACCESO,” said Derma González, the agency’s general manager.

Credit providers know that project-supported smallholders are receiving ongoing technical assistance to improve both quality and yields of their crops. USAID-ACCESO also helps link small-scale producers with buyers, ensuring they obtain fair prices.

Thanks to this initiative, brothers Fernando and Samuel Osorio, both under the age of 30, borrowed \$780 to fund improvements on their small farm. The loan enabled them to invest in a drip irrigation system, giving them dependable year-round access to water. This investment, accompanied by technical assistance on good agricultural practices, will enable the Osorios to increase their farm yields, and improve their food security and household income.

The small loan has already yielded big results. Within six months the Osorios’ corn, tomato, pepper, and green bean yields increased significantly. Their tomato yields doubled from 25 to 50 quintals on 0.25 hectares. USAID-ACCESO has also connected the brothers with reliable local buyers.

Thanks to the higher yields and sales, the brothers quickly paid off their loan. “We don’t exhaust ourselves like we used to...by working on other farms to earn money and tending to our own farm in our free time,” said Samuel.

The brothers opened savings accounts with the credit agency to save for future investments to improve their fields and homes.

Like the Osorio brothers, other young producers are now working with USAID-ACCESO to develop business plans. Dina López, 16, received approval for a loan to start a dairy project, producing milk and cheese for sale to local markets. “I feel happy because I can work on my own project,” she said.

Nearly 40 other young producers in La Paz are participating in the project-backed dairy and livestock activities. USAID-ACCESO is linking small-scale producers with access to financing and credit to expand their agriculture activities and increase incomes. To date, the project has facilitated loans totaling \$3,131,139 for 2,270 clients from 187 lending sources.

USAID-ACCESO • Snapshot • March 2013



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## SNAPSHOT

### Organic Fertilizers Improve Coffee Production, Environment

**Treating coffee pulp with effective microorganisms is an easy and low-cost alternative that helps mitigate contamination of the environment and generates organic fertilizer.**

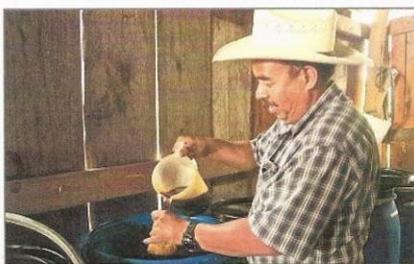


Photo by Fintrac Inc.

Ramón Alvarado produces effective microorganisms on his farm, which is now used as a demonstration site for other producers in the area. After saving money with the use of EM technology to treat coffee pulp, Alvarado has invested in a microorganism storage bank.

**“My goal is to teach people and change the community.”**

Ramón Alvarado

—Coffee producer

When coffee is “wet-processed” in rural Honduras, nearly 80 percent of the coffee fruit, in the form of pulp, is discharged into local waterways. This practice contaminates water supply downstream from coffee processing plants. Coffee pulp increases the organic loads, nutrients, and solids found in the rivers and streams, and can lower water pH – two changes that decrease watershed biodiversity. Decomposing coffee pulp also generates toxic gases such as methane that are harmful to the environment.

Since June 2011, USAID-ACCESO has been training coffee producers and processors, municipality officials, and environmental conservationists to treat coffee waste using effective microorganisms (EM). Effective microorganisms are natural microbes found in the local countryside and applied to coffee pulp to accelerate the decomposition process. When processors treat coffee pulp with these natural microorganisms, not only do they prevent water contamination from runoff, they produce organic fertilizer that can be sold or used to produce future crops.

Ramón Alvarado, a coffee producer in Intibucá began working with the project in March 2012. He had been receiving ongoing complaints from neighbors about the odors emanating from his coffee processing plant. After a few months of using effective microorganisms to treat his coffee waste, the odors and the complaints disappeared.

The pulp treatment – previously unknown to most producers – is also reducing fertilization costs. EM-treated coffee pulp can be used as organic fertilizer: for every 1,000 quintals of pulp, 700 quintals of organic fertilizer can be produced. The drastically lower cost of EM-based fertilizers (\$1.30/quintal compared to \$25/quintal for commercial fertilizer) increases the accessibility of ecofriendly inputs for small-scale producers.

Alvarado has already saved around 30 percent of his average annual fertilizer costs. “Thanks to the EM, I now purchase fewer expensive chemical products,” he said.

Effective microorganism production and use has already spread beyond the municipality where it was introduced. In San Isidro, Intibucá, the municipality’s environmental unit (UMA), trained by the project, is producing EM and selling it at \$1 per pound. “We had never heard of microorganisms, but now a lot of people know that EM fertilizer is more affordable,” said Carlos Martínez, coordinator at the UMA. With the new earnings, the UMA plans to increase awareness and demand for EM technology.

The project continues working with small-scale producers, promoting ecological alternatives at a low cost. More than 4,780 clients have been assisted in the adequate use of natural resources, benefitting approximately 28,689 people in the six departments where the project operates.

USAID-ACCESO • Snapshot • March 2013



## Monthly Bulletin *January 2013*

### JANUARY HIGHLIGHTS

- USAID-ACCESO is currently assisting 23,089 client households through the introduction of new technologies and good agricultural practices that improve yields, reduce risks, and create sustainable sources of income. The project is benefitting a total of 87,352 people; 11,272 of which are children less than 5 years old, whose diets have been diversified with high-value, nutrient rich crops, and 48 percent of which are women. Thanks to increased incomes, clients have increased their food security and have access to renewable energy technologies, new rural financing opportunities, and adequate natural resource management systems.
- The total production area expanded to 20,084 hectares under the technical assistance program, which included 10,863 hectares of coffee, 7,313 hectares of basic grains, and 1,908 hectares of fruits and horticulture crops. The most planted crops were: potato, tomato, sweet potato, onion, cucumber, cabbage, plantain, watermelon, and passion fruit.
- On January 23, USAID-ACCESO inaugurated an irrigation system and a nutrition training center in the community of Belén Manazapa, Intibucá. The facility will benefit 70 families, including 25 children less than 2 years old. The community welcomed the Minister of Agriculture and Livestock, Jacobo Regalado, USAID authorities, and USAID-ACCESO staff to the inauguration ceremony, during which residents showcased improvements in productivity and quality of their corn, potato, and chayote crops. Community leaders expressed their gratitude and commitment to continue improving household conditions.
- To date, 544 eco-friendly stoves, 171 solar dryers, and 56 biodigesters have been installed in targeted communities. Eco-friendly stoves reduce the incidence of respiratory disease and use less wood than traditional stoves. Solar dryers for coffee reduce drying time and produce a clean, uniform product. The introduction of renewable technologies such as these helps clients reduce costs and save resources.

### About USAID-ACCESO

USAID-ACCESO is a four-year initiative funded by the people and government of the United States of America through the US Agency for International Development (USAID). This project is part of the global Feed the Future initiative of the US government and the main investment by USAID in Honduras.

USAID-ACCESO will assist more than 30,000 clients in the departments of Copán, Intibucá, La Paz, Lempira, Ocotepeque, and Santa Bárbara to lift these rural households above the poverty line and malnutrition conditions through economic development and increased incomes.



Minister of Agriculture and Livestock, Jacobo Regalado (center), with producers and USAID-ACCESO staff, inaugurates an irrigation system that will benefit 70 families in the community of Belén Manazapa, Intibucá.

### USAID-ACCESO client households, beneficiaries and other clients, January 2013

Department	Household clients	Beneficiaries	Other Clients *
Copán	4,057	10,421	1,170
Intibucá	3,834	19,753	1,196
La Paz	3,202	15,333	1,335
Lempira	4,548	21,866	1,958
Ocotepeque	3,093	10,397	901
Santa Bárbara	4,355	9,582	1,310
Others	0	0	780
<b>TOTAL</b>	<b>23,089</b>	<b>87,352</b>	<b>8,650</b>

\*Includes: MSMES, buyers, input and service providers, municipal corporations, counterpart organizations



A new nutrition training center is equipped with eco-friendly stoves that eliminate smoke inside the kitchen, reduce wood consumption, and are easier to clean.



Producers are trained to identify and manage different weeds and diseases. The Osorio brothers are no longer spending on unnecessary agrochemicals and are saving money and managing their crops more effectively thanks to project assistance.

### TECHNICAL ASSISTANCE

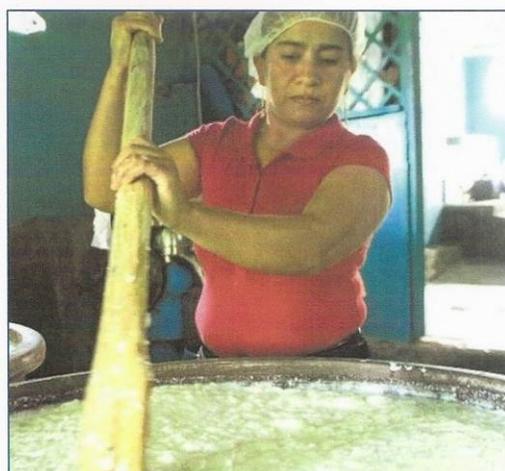
This month, 3,814 technical assistance visits were made, including 2,277 focused on agricultural production. The visits focused on improving basic production practices for coffee and horticulture crops; soil preparation; pest, disease and weed identification and management; fertilizer management; planting and transplanting; postharvest management; use of agrochemicals; irrigation system installation and maintenance; soil conservation; solar dryer maintenance; and plant nursery management and pruning.

Other technical assistance visits included 588 in health and nutrition focused on healthy foods and household improvements; 84 animal production visits focused on livestock and pork production; 210 in business skills and rural financing, establishing links between producers and rural financing agencies; 195 in postharvest; 244 in processing; and 44 visits on natural resource management, dedicated to water quality improvement and treatment.

### VALUE ADDITION

USAID-ACCESO continues to help develop new processing businesses, expand employment opportunities, and introduce new products to the market. This year began with 21 training events in which 103 participants learned the necessary skills to process milk into cheese (cream cheese and cottage cheese) and butter for sale to local markets. Participants also learned to make sweets from milk, nanche fruit, sweet potatoes, and passion fruit. Other trainings focused on making breads, plantain chips, and dehydrated fruit.

To date, 702 micro, small, and medium enterprises (including rural savings banks) have received assistance from project specialists. The businesses are learning to improve efficiency, reduce costs, and increase profit margins, all of which allows them to access new market opportunities.



Lácteos Chabelita has improved its processing and commercialization practices. The small business is also generating employment opportunities for other local women.



Before receiving financial support, young producers receive training in the use of production logs and the design of business plans, complementing technical assistance received in the field.

### BUSINESS SKILLS

The technical assistance farmers receive in production is complemented by additional training in business plan development, which helps producers access financing and meet market demand. In La Paz, 43 producers between the ages of 16 and 21 have benefited from financing for livestock projects.

To date, 2,027 clients have received financing of some kind due to project intervention. During January, 187 clients received financing to work on animal production, processing, and horticulture production projects.



The use of transparent roof panels, one of the low-cost home improvements promoted by the project, maximizes exposure to natural light in communities without access to electricity.

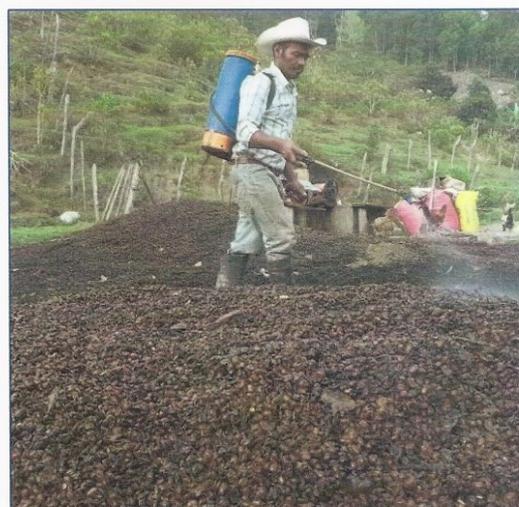
### NUTRITION AND HEALTH

This month, 81 training events were held for 1,114 parents of children less than 2 years of age, who learned best practices in feeding and food preparation. Topics included exclusive breastfeeding, modern methods of family planning, and personal and household hygiene. 386 participants attended food preparation workshops to learn how to increase the nutritional value of meals by including foods such as tortillas fortified with greens and carrots, mashed potatoes, squash, eggs, and other foods rich in iron and vitamins. 118 mothers received counseling about their children's nutritional development during weigh-in sessions.

175 participants were trained on the installation of low-cost healthy household improvements, including indoor water connections for kitchen use, safe disposal of waste water, and transparent roof panels to provide natural light in communities without electricity.

### NATURAL RESOURCE MANAGEMENT: COFFEE PULP TREATMENT WITH MICROORGANISMS PROMOTES ENVIRONMENTAL CONSERVATION

Nearly 80 percent of coffee fruit is discarded during processing, 60 percent of which is the pulp. Runoff from this waste can contaminate local water sources, jeopardizing the health and safety of entire communities. By treating the coffee pulp with natural microorganisms, coffee producers not only prevent water contamination, but they are also able to produce an organic fertilizer for their crops. The microorganisms can be collected directly from the environment surrounding the farms, or bought from input stores. The commercial variety — which breaks the pulp down faster than the natural version (6 to 8 weeks compared to 15) — is applied to the pulp with a backpack sprayer system. USAID-ACCESO is teaching project clients to treat coffee waste with the naturally-found microorganisms following these five steps: (1) microorganism collection, (2) multiplication, (3) activation, (4) application to coffee pulp, and (5) collection and packaging of the resulting organic fertilizer.



Treating coffee pulp with microorganisms is an easy and low-cost alternative for coffee producers that helps conserve the environment. One liter of activated microorganisms is diluted into 19 liters of water and can be applied to 22 quintals of coffee cherries using a backpack sprayer.

#### Trainings – January 2013

Area	Participants	Events
Renewable Energy	116	19
Business Skills / Finance	637	91
Natural Resources Management	267	24
Postharvest and Certifications	388	46
Processing and Added Value	103	21
Production	5,188	790
ACCESO project	48	3
Nutrition and Health	1,114	81
<b>TOTAL</b>	<b>7,861</b>	<b>1,075</b>

This monthly update was made possible by the generous support of the American people through the United States Agency for International Development (USAID). This content is Fintrac's responsibility, the main implementing partner of USAID-ACCESO, and does not necessarily reflect the opinions of USAID or the United States government.



## Monthly Bulletin *February 2013*

### FEBRUARY HIGHLIGHTS

- USAID-ACCESO is assisting 27,424 household clients in the six departments of Western Honduras that display the highest levels of poverty and malnutrition. The project benefits a total of 91,793 people, of which 11,845 are children under five years of age. USAID-ACCESO's integrated approach increases household production to improve food security, increase income sources through the introduction of market driven production programs, and links small-scale producers and businesses to local, regional, and international buyers.
- By the end of February, the total production area had increased by 95.6 hectares, reaching a total of 22,734 hectares. Of this, 12,565 hectares were coffee; 8,044 hectares of basic grains; and 2,125 hectares of fruit and horticulture crops. The most planted crops for the month included: coffee, corn, bean, potato, onion, cabbage, sweet potato, potato, carrot, and tomato.
- Thanks to project intervention, 600 families from 12 different communities in the department of Intibucá benefitted from the construction of a box culvert bridge. On February 5, members of the municipality of Intibucá, USAID-ACCESO staff, and local residents inaugurated the bridge, which will provide better access to other towns and markets. The project is helping rural communities commercialize their horticulture crops, basic grains, coffee, and processed products.
- 236 persons participated in natural disaster mitigation events and workshops. Attendees learned how to design prevention plans and took part in drills for emergency situations such as landslides and storms.

### About USAID-ACCESO

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USAID-ACCESO will assist more than 30,000 clients in the departments of Copán, Intibucá, La Paz, Lempira, Ocotepeque, and Santa Bárbara to lift these rural households above the poverty line and malnutrition conditions through economic development and increased incomes.



Residents of the community of Santa Catarina with USAID-ACCESO staff in the inauguration of a box culvert bridge that is benefiting approximately 600 families in 12 different communities.

### USAID-ACCESO client households, beneficiaries and other clients, February 2013

Department	Household Clients	Beneficiaries	Other Clients *
Copán	4,520	10,746	1,201
Intibucá	4,060	20,244	1,198
La Paz	3,563	16,098	1,235
Lempira	5,281	23,281	1,828
Ocotepeque	4,299	11,302	708
Santa Bárbara	5,701	10,122	1,334
Otros	0	0	796
<b>TOTAL</b>	<b>27,424</b>	<b>91,793</b>	<b>8,300</b>

\*Includes: MSMES, buyers, input and service providers, municipal corporations, counterpart organizations



The natural disaster mitigation specialists introduce new evacuation routes in rural communities. Through practice drills, participants put to practice their acquired knowledge.



# USAID | ACCESO

FROM THE AMERICAN PEOPLE



Technical assistance in agricultural production is complemented with technical assistance visits of renewable energy, promoting access to accessible technologies such as solar dryers, which increase yields and improve the drying process for coffee crops.

## TECHNICAL ASSISTANCE

In February, a total of 11,767 technical assistance visits were made. Of these, 9,166 focused on agricultural production, including best practices for coffee; irrigation system installation; soil conservation; bed preparation and contour plowing; and weed, disease, and pest identification and control.

Technical assistance in agricultural production included 108 visits focused on renewable energy and promoting access to efficient and eco-friendly technologies such as bio-digesters and solar dryers. 378 technical assistance visits on processing and value addition took place, with particular emphasis on improving procedures and commercialization systems. 836 visits were in nutrition and health, and included height and weight monitoring for children less than 2 years of age. 544 technical assistance visits in business and financing centered on the use of production logs and access to financing services. Additional technical assistance outreach included 227 visits in animal production, 209 in postharvest handling, and 81 visits in natural resources management.

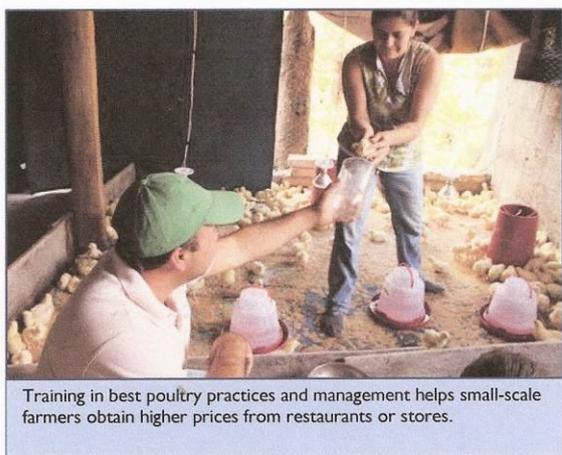
## VALUE ADDED PRODUCTS

With the objective of generating off-farm income and employment, USAID-ACCESO continues to improve access to information and growth opportunities for small businessmen and women in western Honduras. Through 32 workshop events, 252 small-scale entrepreneurs and their employees learned to process horticulture crops, transforming them into commercial high-value products that generate household income. Among the products developed were garlic paste, pickled products, sweets, processed beans, sugarcane juice (panela), dairy products, and processed fruits.

During the month, animal production and processing specialists conducted workshops on chicken coops and piggery management, teaching participants how to feed, weigh, and manage animals. They also demonstrated how to best prepare and present chickens, hens and pigs for sale to restaurants and shops.



Participants receive training during a field day in garlic processing by converting it into a commercial product that generates additional income for the household.



Training in best poultry practices and management helps small-scale farmers obtain higher prices from restaurants or stores.

## MARKET ACCESS

The project's marketing activities form an integral component of the technical service provision. Where possible, market led production programs are established with pre-identified buyers, where terms and conditions are established pre-production. Given the very small farm sizes and production operations, this requires coordination between clients to achieve volumes, ensure market compliance and competitive logistics costs.

During the month, 139 technical assistance visits to producers and MSMEs were made to survey and improve the capacity for market opportunity identification, negotiation, and commercialization routes. A total of 113 people were trained in market requirements, exportation procedures, and market studies. Additionally, a contract was signed with a United States buyer for two containers of allspice.



Basic improvements in household conditions are essential in disease prevention and the families' wellbeing.

### BEEKEEPING INCREASES FAMILIES' INCOME

Improved production and product diversification among small-scale beekeepers is a result of USAID-ACCESO technical assistance and trainings that improve beekeeping practices and generate income in rural households.

Through the projects training and technical assistance activities, beekeepers are improving beehive management and obtaining diverse products such as honeycomb and pollen that, once dried, is in demand for its high vitamin and protein content. In one four-month season, a family with access to one beehive can obtain 72 trays of honeycomb, with a price of \$3.00 dollars per tray, generating an additional income of \$216 per beehive and approximately \$207 of pollen sales. To date, 449 participants have been trained in beekeeping, benefitting approximately 2,694 people with product diversification from beehives.

### NUTRITION & HEALTH

96 training events reached 1,373 participants who learned about family planning, exclusive breastfeeding for children under 6 months, and diet diversity. Through food preparation demonstrations, parents learned to prepare rice with vegetables, rice cakes, carrot cakes, eggs with green leaves, squash cakes, and other healthy meals to keep improving the nutritional conditions of children in the bottom nutritional percentile.

The training activities are followed up with household visits to help implement basic household improvements and practices in order to prevent family disease and illness.

The project's nutrition and health staff have to incorporate creative solutions for critical situations in their daily jobs. In the community of Ojo de Agua, Lempira, families of children in the bottom third nutritional percentile learned about powdered moringa, a green leaf high in vitamins and iron that helps prevent anemia.



Photos by Fintrac Inc.

In beekeeping trainings, participants develop new products and presentations such as integrating beehives into honey bottles for new markets that increase household incomes.

Trainings – February 2013		
Area	Participants	Events
Renewable Energy	104	16
Business Skills / Finance	727	89
Natural Resources Management	736	38
Postharvest and Certifications	396	34
Processing and Added Value	252	32
Production	8,528	1,056
ACCESO project	171	9
Nutrition and Health	1,373	96
<b>TOTAL</b>	<b>12,287</b>	<b>1,370</b>

This monthly update was made possible by the generous support of the American people through the United States Agency for International Development (USAID). This content is Fintrac's responsibility, the main implementing partner of USAID-ACCESO, and does not necessarily reflect the opinions of USAID or the United States government.



## Monthly Bulletin *March 2013*

### MARCH HIGHLIGHTS

- USAID-ACCESO is assisting 31,477 household clients, increasing productivity and adding value to traditional crops (corn, bean, and coffee) and introducing new crops to maximize income sources. A total of 94,555 people (48 percent women) are benefiting from the project's assistance, which also includes the introduction of diversified diets to rural homes.
- The total area under production with project assistance reached 28,460 hectares with the addition of 117 hectares this month. Crop breakdown is as follows: 16,896 hectares of coffee, 9,109 of basic grains, and 2,455 hectares of fruit and horticulture products. Crops with the most planting area this month included bean, corn, plantain, cabbage, sweet potato, carrot, green bean, tomato, and onion.
- To promote the project, USAID-ACCESO staff coordinated with like-minded local organizations to promote their services and present clients' products to potential buyers at the annual FHIA meeting in La Lima.
- TECHO, an organization that helps overcome poverty through the joint action of community residents and volunteers, built 50 emergency homes for USAID-ACCESO clients in Guascotoro and Guayabal, La Paz. The construction took place March 22-26 and provided basic one-bedroom homes to meet the immediate needs of families living in precarious conditions.
- The project continues promoting off-farm economic opportunities in rural areas, eliminating political barriers for small-scale entrepreneurs. To date, through the simplification of procedures, and the reduction of time and costs associated with registration, 56 MSMEs have completed their registration process and acquired legal representation, which allows them to access better financial and market opportunities.

### About USAID-ACCESO

USAID-ACCESO is a four-year initiative funded by the people and government of the United States of America through the US Agency for International Development (USAID). This project is part of the global Feed the Future initiative of the US government and the main investment by USAID in Honduras.

USAID-ACCESO will assist more than 30,000 clients in the departments of Copán, Intibucá, La Paz, Lempira, Ocotepeque, and Santa Bárbara to lift these rural households above the poverty line and malnutrition conditions through economic development and increased incomes.



Thanks to the intervention of TECHO, 50 emergency households were constructed in USAID-ACCESO assisted communities, solving the immediate necessities of families living in precarious conditions.

### USAID-ACCESO client households, beneficiaries and other clients, February 2013

Department	Household Clients	Beneficiaries	Other Clients *
Copán	4,969	11,075	771
Intibucá	4,874	21,306	700
La Paz	4,482	16,803	640
Lempira	6,391	23,361	1,141
Ocotepeque	4,543	11,823	513
Santa Bárbara	6,218	10,187	971
Otros	0	0	739
<b>TOTAL</b>	<b>31,477</b>	<b>94,555</b>	<b>5,475</b>

\*Includes: MSMES, buyers, input and service providers, municipal corporations, counterpart organizations.



The input store *El Esfuerzo* in the department of Lempira was finally able to legally register with the Honduran government thanks to support from USAID-ACCESO.



# USAID | ACCESO

FROM THE AMERICAN PEOPLE



Through USAID-ACCESO's technical assistance, producers in Lempira now manage fertilization programs and drip irrigation systems, which, coupled with other good agricultural practices promoted by the project, are leading to increased garlic yields.

## VALUE ADDED PRODUCTS

USAID-ACCESO continues promoting off-farm income generation strengthening micro entrepreneurs through training workshops. During the month, 238 participants learned to make concentrated foods, corn and bean products, pickled good, sweets, and handicrafts during 35 training events.

Forestry specialist continued working with wood manufactures in creating products using legally-sourced timber. Technicians made 79 technical assistance visits to strengthen basic practices in wood management and provide instruction in purchasing raw materials to create furniture, doors, and other in-demand products.

## TECHNICAL ASSISTANCE

In March, a total of 13,884 technical assistance visits were held. Of these, 10,657 focused on agricultural production, including best practices for coffee and horticulture crops; soil conservation; bed preparation and contour plowing; proper use of chemicals; and weed, disease, and pest identification and control.

717 technical assistance visits focused on healthy meal preparation and basic household hygiene and sanitation; 353 on livestock production; 752 on business and finance skills, including recordkeeping; 193 on postharvest handling; 614 on processing; 86 on renewable energy; 43 on market access; and 467 technical assistance visits in natural resource management and natural disaster mitigation.



Forestry specialists teach farmers to use legally-acquired raw materials to produce furniture and other household items.



Buyers visit producers in Ocotepeque to discuss harvesting schedules and sales prices. Direct links with reliable buyers help increase earnings for rural smallholder farmers.

## ACCESS TO MARKETS

To strengthen market relations, USAID-ACCESO specialists bring potential buyers to client farms, allowing them to establish direct relationships with producers through which buyers and farmers agree on minimum quantities, prices, and delivery schedules.

On March 13 and 14, project marketing and production specialists attended the Agritrade International Fruits and Vegetable Fair in Guatemala, establishing links with potential buyers and ideas for new market-driven projects.



# USAID | ACCESO

FROM THE AMERICAN PEOPLE



Thanks to promoted techniques, families in rural areas are making important home improvements to better their family's quality of life.

## NUTRITION & HEALTH

97 training events were carried out during the month, involving 1,399 participants who learned improved hygiene and feeding practices. Participants also learned and implemented low-cost techniques to make their homes healthier and safer for their children. Techniques include: transparent roof sheets to improve natural lighting; basic water filtration systems to increase access to potable water; construction of eco-stoves that reduce occurrences of respiratory diseases; and plastering walls and floors to reduce contacts with insects and bacteria. Participants also received training in healthy food preparation and meal planning for diverse diets.

## HEALTHY RECIPES IMPROVE CHILDREN'S NUTRITIONAL CONDITIONS

To address the difficult living conditions in rural communities, project nutrition specialists promote low-cost recipes that use readily-available ingredients to introduce healthier foods for at-risk children.

There are more than 50 promoted recipes, including plantain cakes, cassava balls, sweet corn soup, all of which are high in important vitamins and iron. Each recipe is comprised of accessible ingredients such as corn, beans, eggs, milk, green leaves, cassava, and plantains. The recipes have been introduced to more than 1,500 household clients in 99 communities, benefitting approximately 9,300 people in western Honduras. Thanks to project interventions, children under two years of age are improving their nutritional conditions, complementing healthy recipes with basic hygiene and health practices.



Photos by Fintrac Inc.

Approximately 9,288 people have benefitted from healthy recipes promoted by USAID-ACCESO. The recipes are high in vitamins and nutrients that are important for healthy childhood development.

### Trainings – March 2013

Area	Participants	Events
Renewable Energy	81	10
Business Skills / Finance	976	137
Natural Resources Management	531	33
Postharvest and Certifications	306	31
Processing and Added Value	238	35
Production	9,108	1,033
ACCESO Project	56	3
Nutrition and Health	1,399	97
Market Information	2	2
<b>TOTAL</b>	<b>12,697</b>	<b>1,381</b>

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**USAID-ACCESO**