



USAID | RURAL COMPETITIVENESS ACTIVITY

FROM THE AMERICAN PEOPLE

SIXTH ANNUAL REPORT

OCTOBER 2009 – SEPTEMBER 2010



November 15, 2010

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Bolivia Rural Competitiveness Activity – Sixth Annual Report, October 2009 – September 2010
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DISCLAIMER

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

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EXECUTIVE SUMMARY

The Rural Competitiveness Activity is pleased to present its sixth annual report on progress made during the period from October 1, 2009 to September 30, 2010.

A. Creating Opportunities: Introduction and Objectives

The Rural Competitiveness Activity (ARCo) is a program financed by the United States Agency for International Development (USAID) and implemented by Chemonics International. ARCo supports diversified economic development in the Yungas of La Paz (YLP) and Yapacaní in the framework of the National Development Plan of the Plurinational State of Bolivia and the Integrated Development Program taken forward by the Vice-Ministry of Coca and Integrated Development (*Viceministerio de Coca y Desarrollo Integral - VCDI*). The program complements the work done by other USAID projects by focusing its efforts and resources on creating opportunities for small-scale producers and stimulating growth in rural areas. The project makes links between groups of small-scale producers and secure markets that pay good prices for high-quality products. Thus, the producers themselves can generate sales through their productive activities and, consequently, increase the income they earn for themselves and their families.

Based on the priorities identified by the Vice-Ministry of Coca and Integrated Development (VCDI) and the general guidelines provided by USAID, ARCo has continued to concentrate its work in the YLP region, through its Economic Service Centers (ESCs) in La Asunta and Palos Blancos and local advisers in the Traditional Zone. Since January 2010, the project has also been supporting productive activities in Yapacaní in the Department of Santa Cruz. During the first phase of the program, the Tropics of Cochabamba (TC) also received support from the project until 2009.

Productive Business Plans (PBP) are the main instrument used by the project. Through these plans, ARCo's business advisers support producers to:

- Identify economic opportunities;
- Stimulate commercial relationships to secure sales of the region's products;
- Facilitate concrete transactions between producers and buyers; and
- Leverage rural financial resources.

The project's success is not measured in terms of inputs (number of training courses provided, packing plants built, budget spent, etc.) but by the tangible and quantifiable impacts it achieves: new sales, jobs and investment generated with the support of the project. The results achieved testify to the validity of the strategy of supporting thousands of small-scale producers to obtain high-value, high-quality products with high levels of productivity and a secure demand; in other words, the project supports them to produce what sells.

To ensure that tangible results are achieved, the project works with groups of producers to help them to obtain higher yields and generate multiplier effects, using the autonomous management arrangement which allows them to take their own decisions about the use of resources. This way

of working enables the project to achieve other important results. The following are some of the most outstanding results achieved by September 30, 2010:

- New sales worth US\$85.6 million generated by producers and sectors.
- 12,813 new jobs created (full-time equivalents).
- 19,700 families receiving direct benefits.
- 19,406 new and rehabilitated hectares with productive crops.

B. Key activities and results in the October 2009 - September 2010 period

- New sales worth US\$15.84 million generated by clients in the YLP, TC and Yapacaní, reaching more than 95% of the planned target.
- The generation of 1,439 new jobs by project clients, which is equivalent to 99.4% of the target set for the period.
- 14,723 families running successful businesses, mainly in the coffee, banana, poultry and mango product categories, with clearly identified markets.
- 86 new agreements approved, 69 of which are being implemented in the Yungas of La Paz and 17 in Yapacaní.
- Successful implementation of the Internship Program, with 36 interns having completed their placements, thus contributing to the development of local capacities by providing participants with knowledge and practical skills in several areas of farming and enabling them to provide advice on productive businesses.
- Sectoral support for coffee, cocoa and poultry production through supplier development programs and specialist technical assistance.
- The launch of two adventure tourism projects in the Coroico area which have now started to operate on a commercial basis, with extensive community participation and the support of local tourist guides trained by the project.
- Successful conclusion of the 2009 Cup of Excellence competition, with positive results, including: a total of 227 samples entered for the competition, 59 of which achieved a score higher than 84 points out of 100; a record sales price of US\$35.05 per pound for the winning sample in the international auction; and approximately US\$600,000 in sales of specialty coffee to international and national buyers through the international and national auctions held as a result of the competition.
- Major road infrastructure projects carried out by *Caminos Vecinales* with ARCo support, including the completion of the Zapata bridge in the Tropics of Cochabamba, the ecotourism trail in Coroico, the award of the contract to build the bridges in San Juan Unidos and San Antonio in La Asunta, and the construction of 3 bridges in the Yungas of La Paz, as well as maintenance work on 239 km of roads and improvement work on 82 km of roads.

Over the course of more than five years of project implementation, ARCo has successfully deployed a combination of specialized technical assistance, inputs, equipment and productive infrastructure, and has maintained a disciplined approach to its work. This way of working has helped thousands of producer families to develop skills and knowledge in activities that have enabled them to establish a solid and diversified productive base with good prospects for sustainability in the YLP region.

Following the guidelines set by the VCDI in its Integrated Development Program, in the project's extension phase ARCo will continue to consolidate the positive results achieved to date. It will support even more families in a larger number of rural communities to obtain high-quality, high-value products, with high levels of productivity and access to secure markets, so that they can continue to generate income and achieve progress for themselves and their communities.

SECTION ONE

Progress and Results by Performance Indicator

The tables below provide a summary of project performance indicators and progress made to date and during fiscal year 2010. Additional information regarding each of the indicators and the methodology used to measure them can be found in Attachment A of this report. It is worth mentioning that the project's Performance Monitoring Plan (PMP) was approved in October 2009 and must be updated for the extension phase. The PMP sets targets and benchmarks based on a calendar year. This is the methodology applied since the start of the project with the aim of coinciding with the planning and management cycle for the Integrated Development Program of the Plurinational State of Bolivia. The period covered by this report follows the United States Government's fiscal year, which runs from October 1, 2009 to September 30, 2010.

Table 1.1 summarizes the ARCo performance indicators by fiscal year and quarter, showing progress made in relation to the final December 2010 benchmark, in the regions of the Tropics of Cochabamba, Yungas of La Paz and Yapacaní. Table 1.2 shows a summary of total sales by region. The sales figures for Yapacaní are low at the moment because the agreements in this region only started to be implemented in the second quarter of the fiscal year and the results will begin to emerge in the coming months.

Note: Quarterly sales results may have varied from the figures presented in the previous report. These changes are due to the final verification conducted by the monitoring and evaluation team.

TABLE 1.1. Rural Competitiveness Activity Results by Quarter and Cumulative to September 2010 ⁽¹⁾
Tropics of Cochabamba, Yungas of La Paz and Yapacaní

| No | PERFORMANCE INDICATOR | Achievements | | | | | | | | | | Cumulative Benchmark to December 2010 | % Progress |
|----|--|--------------|---------|---------|---------|------------|-------------|--------------|-------------|---------|------------------------------|---------------------------------------|------------|
| | | FY 2006 | FY 2007 | FY 2008 | FY 2009 | FY 2010 | | | | FY 2010 | Cumulative to September 2010 | | |
| | | | | | | QI Oct-Dec | QII Jan-Mar | QIII Apr-Jun | QIV Jul-Sep | | | | |
| 1 | Value of Incremental Sales (US\$ millions) | 7.90 | 10.37 | 22.94 | 28.53 | 8.63 | 2.20 | 2.85 | 2.17 | 15.84 | 85.59 | 89.61 | 95.52% |
| | Client Sales (US\$ millions) | 2.82 | 7.14 | 21.32 | 26.72 | 7.91 | 1.25 | 1.18 | 1.81 | 12.15 | 70.15 | 75.32 | 93.13% |
| | Sector Sales (US\$ millions) | 5.08 | 3.23 | 1.23 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 9.54 | 9.54 | 100.00% |
| | Future Sales (US\$ millions) | | | 0.40 | 1.81 | 0.71 | 0.95 | 1.66 | 0.36 | 3.69 | 5.90 | 4.74 | 124.47% |
| 2 | Employment Equivalent (Number of jobs) | 1,643 | 2,234 | 3,759 | 3,738 | 886 | 214 | 178 | 161 | 1,439 | 12,813 | 14,135 | 90.65% |
| | Employment Equivalent generated by Clients (Number of jobs) | 585 | 1,462 | 3,492 | 3,738 | 886 | 214 | 178 | 161 | 1,439 | 10,716 | 12,038 | 89.02% |
| | Employment Equivalent generated by Sectors (Number of jobs) | 1,058 | 772 | 267 | 0 | 0 | 0 | 0 | 0 | 0 | 2,097 | 2,097 | 100.00% |
| 3 | New Hectares (Number of Hectares) | N/A | 5,508 | 6,282 | 1,858 | 1,303 | 1,793 | 1,925 | 736 | 5,757 | 19,406 | 18,773 | 103.37% |
| 4 | Beneficiary Families (Number of Families receiving assistance) | 4,203 | 5,419 | 9,406 | 11,725 | 11,767 | 7,101 | 7,113 | 4,098 | 14,723 | N/A | N/A | |
| | Incremental Families (Number of new families) | | | | | 1,019 | 1,597 | 970 | 255 | 3,841 | | N/A | |
| | Cumulative Families (Number of families over life of project) | | | | | | | | | | 19,700 | 20,910 | 94.22% |

(1) Preliminary data

ND= No data available, N/A = Not applicable

**TABLE 1.2: Performance Indicator: Value of Incremental Sales by Region
(in US\$ millions)**

| Region | Achievements | | | | | | | | Cumulative to September 2010 | Cumulative Benchmark to December 2010 | % Progress |
|--------------|--------------|--------------|--------------|--------------|-------------|-------------|--------------|-------------|------------------------------|---------------------------------------|---------------|
| | FY 2006 | FY 2007 | FY 2008 | FY 2009 | FY 2010 | | | | | | |
| | | | | | QI Oct-Dec | QII Jan-Mar | QIII Apr-Jun | QIV Jul-Sep | | | |
| TC | 6.80 | 7.86 | 19.06 | 20.97 | 3.35 | -- | -- | -- | 58.04 | 58.04 | 100.00% |
| YLP | 1.11 | 2.51 | 3.89 | 7.56 | 5.27 | 2.20 | 2.80 | 1.79 | 27.12 | 28.39 | 95.54% |
| Yapacaní | -- | -- | -- | -- | -- | -- | 0.04 | 0.38 | 0.43 | 3.17 | 13.49% |
| Total | 7.90 | 10.37 | 22.94 | 28.53 | 8.63 | 2.20 | 2.85 | 2.17 | 85.59 | 89.61 | 95.52% |

SECTION TWO

Results by region, product category and sector

ARCo produces results in two main ways: by providing technical and financial support at the sector level (coffee, cocoa, mango) and by providing direct support to groups of producers through the project's business advisers based in the Economic Service Centers (ESCs). ARCo's work focuses on helping local products and services to meet the market's requirements (the requirements of clients or buyers both in Bolivia and abroad); improving the efficiency of production and marketing processes and maintaining quality standards; and supporting producers to organize their production in such a way as to meet buyers' requirements.

A. Yungas of La Paz

Table 2.1:
Client Sales in the
Yungas of La Paz

(by product)

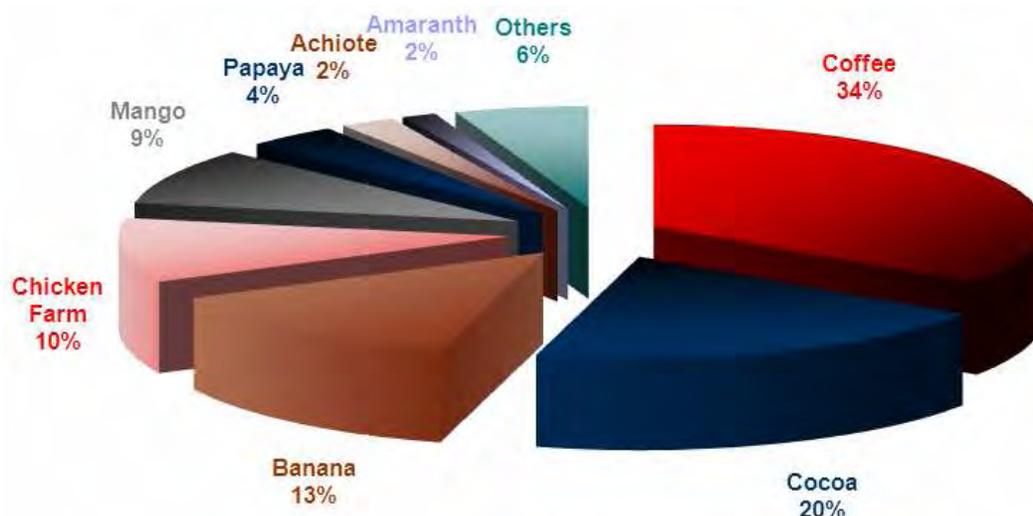
| Product | New sales to September 2010 |
|-----------------------|-----------------------------|
| Achiote | \$487,409 |
| Amaranth | \$304,759 |
| Rice | \$52,274 |
| Chicken | \$2,176,688 |
| Banana | \$2,840,867 |
| Cocoa | \$4,194,626 |
| Coffee | \$7,316,729 |
| Pork | \$47,661 |
| Citrus Fruit | \$118,656 |
| Clothing | \$56,257 |
| Peaches | \$7,311 |
| Flowers | \$50,593 |
| Forest Products | \$56,535 |
| Beans | \$15,827 |
| Beef | \$235,118 |
| Mango | \$1,912,003 |
| Honey | \$270,055 |
| Papaya | \$809,803 |
| Pineapple | \$4,419 |
| Plantain | \$0 |
| Agricultural Services | \$304 |
| Stevia | \$742 |
| Tea | \$145,758 |
| Tourism | \$114,836 |
| Total | \$21,219,229 |

Main achievements

As Table 2.1 shows, the cumulative value of sales generated in the Yungas region with the support of the project by September 2010 reached a total of US\$21.2 million. Total sales during FY 2010 was \$5.7 million. This total is lower than the total sales achieved in FY2009, due mainly to delays in the approval of productive business plans--at the end of the second quarter of the fiscal year. Nevertheless, the cumulative value of sales to September 2010 is considered acceptable, especially considering the level of progress achieved in several new product categories this year.

The graph below shows the distribution of sales by product. In line with market trends over the last few years, coffee, cocoa and bananas were the products that performed best in terms of sales, accounting for 34, 20 and 13 per cent of total sales in the region. Other products with significant levels of actual and potential sales, despite being new to the region, are chicken, mango and papaya.

GRAPH 1: Distribution of Client Incremental Sales in the YLP, by product, Fiscal Year 2010



A.1. Support for the coffee sector and the Cup of Excellence

The project’s strategy for the coffee sector consists of three main areas of work: a) promoting high-quality coffees in international markets by means of competitions such as the Cup of Excellence; b) working directly with producer associations and cooperatives to improve the quality and increase the production of coffee, and c) providing specific support to umbrella organizations to enhance their capacity to provide services and training to their member cooperatives and associations.



International cuppers and producers at the 2009 prize-giving ceremony

Thanks to the support provided by USAID for Bolivian producers to participate in the competition for specialty coffees called the “Cup of Excellence” for the past five years, Bolivian coffee has been given a significant boost in terms of market development and entry into special niche markets, with promising results. Buyers from various countries – principally Japan, the United States, Canada, the UK and other European countries – have participated in the annual competitions held in Bolivia during this time.

The business round tables and direct contact between producers and buyers facilitated by the Cup of Excellence and other complementary activities have served to enable Bolivia to enter the market for high-quality coffee. Nowadays, foreign buyers make direct contact with producers from the Yungas with whom they established a relationship thanks to the business round tables

specialized technical assistance and training for local people to ensure the full success of the projects.



What does the zipline tour involve? First, the tourists ride down from La Paz on bicycles. Local tourist guides meet them in the community of Yolosa and take them to the start of the zipline, using local community transport. From there, the tourists slide down the cables from an altitude of 1,500 meters to arrive back in Yolosa. At the end of the tour, the tourists have a rest and consume refreshments from local stalls. Finally, the tour operator “Gravity” gives them a CD with photos of their descent.

B. Yapacaní

In response to EPB priorities and in coordination with USAID, the project started to work in the Yapacaní region in January 2010. ARCo launched its support activities in Yapacaní in February 2010. After the work done in coordination with the VCDI, the groups of producers began to implement their agreements in April 2010, in the milk, honey and coffee product categories. In just five months of implementation, the following results have been achieved:

| Product | New sales to September 2010 |
|----------------|--|
| Rice | \$30,000 |
| Coffee | \$10,867 |
| Milk | \$355,433 |
| Honey | \$29,615 |
| Total | \$425,914 |

The coffee produced in Yapacaní includes shade-grown varieties with high yields and better financial returns. ARCo is providing technical assistance and training to improve cultivation and processing.

Conditions in the Yapacaní region are also suitable for beekeeping. The honey produced is sold in markets in Cochabamba and Santa Cruz, and the producers are also supplying the Ministry of Health’s Breastfeeding Subsidy Program.



Honey is one of the product categories

In the dairy farming sector, the activities are mainly focused on consolidating the local market by supplying the Purita company, which currently sells about 15,000 liters of milk per day.

There's good coffee in Yapacaní, too

In September this year, the Fifth Coffee Festival was held in the municipality of Ichilo in Yapacaní province. This event was organized by the region's coffee producers and was attended by representatives from San Carlos, Buena Vista and Yapacaní, as well as other neighboring communities.

At the event, the participants agreed to hold similar fairs on a rotating basis in the different communities interested in this productive activity.



SECTION THREE

Complementary Activities to Support Productive Development

3.1. Environmental Competitiveness

During the reporting period, progress was made in the adoption of cleaner production measures in coordination with the Center for the Promotion of Sustainable Technologies (CPTS), especially in the coffee sector. Other sectors also have developed action plans to implement cleaner production activities through their respective productive development plans.

Detailed information related to progress made in the implementation of environmental competitiveness activities, as well as mitigation measures, will be included in the Programmatic Environmental Assessment covering calendar year 2010.

Waste water treatment in coffee production

This activity aims to promote and facilitate voluntary adherence by producers to environmentally-friendly management standards and best practices. This is an important aspect that will contribute to the sustainability of productive activities in rural areas.

The producers are gradually taking responsibility for looking after the environment and understand the importance of taking care of natural resources, as this will help to ensure that their businesses are sustainable. ARCo is contributing to this process through technical assistance, training and other support activities for producers. At the sector level, the project is supporting producers to organize and work together to comply with environmental regulations.

The technical support was provided thanks to an alliance between ARCo, the Center for the Promotion of Sustainable Technologies (CPTS), German Technical Cooperation (GTZ) and the organizations affiliated to the Federation of Bolivian Coffee Growers and Exporters (FECAFEB). As a result of this partnership, activities to provide training and implement CPTS recommendations have been carried out, including technical and practical workshops to disseminate information about improved technologies for coffee pre-processing.

Over the next few months, the project will continue to support activities aimed at standardizing and regulating processes that facilitate the export of organic produce, as well as technology transfer and training to ensure that the producers themselves understand the importance of working in harmony with the environment to enhance the competitiveness and sustainability of their productive activities.



Coffee producers receiving training in waste water treatment

3.2. Road Infrastructure and Support to *Caminos Vecinales*

During the October 2009 – September 2010 fiscal year, the project continued to supervise the work of *Caminos Vecinales*, in keeping with the Annual Work Plans for 2009 and 2010.

Once the regulations for social infrastructure projects were approved by means of the relevant Letter of Implementation, work started on social infrastructure projects in the YLP and TC in September. The main activities supported by ARCo were the following:



Primero de Mayo Bridge, Suapi

- The re-launch of *Caminos Vecinales* activities after September 30, 2009, following a staff restructuring process which suspended the institution's work for approximately three weeks.
- Supervision of the construction work on the Zapata bridge, which was the last project carried out by AMVI with funding from ARCo. This bridge was officially delivered to the beneficiaries in March 2010.
- Conclusion of the construction of the bridges at Simay (15.6m), Simayuni (15.6m), Remolinos (15.6m) and Masaragua (6.0m) along the road from Palos Blancos to Covendo, thus ensuring that the road can be used to transport produce and passengers all year round.
- Start of the construction work on the San Juan Unidos and San Antonio bridges in the municipality of La Asunta. As well as supervision and oversight, the project helped to draw up the document that authorizes the award of the contract to the construction firms.
- Completion of two bridges near Palos Blancos, which are part of the road improvement work being done on the Pauca – Sorata – Chuma section. The two bridges are the 16m Sorata II and the 4m Río Seco.
- Completion of maintenance and improvement work on the following roads:
 - Eñe Lauca – Independencia (11.30 km)
 - Río Blanco - Puerto Ramos (12.50 km)
 - Monte Sinahí I (2.40 km)
 - Monte Sinahí II (2.40 km)
- Start of the construction work on the bridges at Colorado (25.6m), Bolívar (35.6m), Majo Pampa (35.6m), Hondo (35.6), Melero (18m) and Laca (12.4m) in the Tropics of Cochabamba.
- Improvement of the following roads in the municipality of Yapacaní: Prolongación Forestal – Limones (4.0 km), Sindicato la Ele (1.0 km) and Challavito – La Bajura (2.0 km).

APPENDIX A

RESULTS BY PERFORMANCE INDICATOR

A.1 Total Sales Attributable to ARCo

Since the approval of the proposal presented in April 2009, the factors monitored by ARCo for the incremental sales indicator are client sales, sector sales and future sales.

ARCo monitors the results achieved by clients through the Economic Service Centers, as well as the results of sectoral support such as banana and pineapple exports from the Tropics of Cochabamba. Since fiscal year 2008, the present value of future sales as a result of the support for new and rehabilitated hectares of permanent crops such as coffee and cocoa in the Yungas of La Paz is also calculated.

Tables A.1 and A.2 present a summary of this indicator for client sales, sector sales and future sales in the TC, YLP and Yapacaní regions by fiscal year and quarter, compared to the final December 2010 benchmark.

Quarterly sales results may have varied from the figures presented in the previous report. These changes are due to the final verification conducted by the monitoring and evaluation team. Starting in the previous quarter, sales by clients in Yapacaní are reported as well.

**TABLE A.1: Performance Indicator: Value of Incremental Sales by Client and Sector
(in US\$ millions)**

| | Achievements | | | | | | | | Cumulative to September 2010 | Cumulative Benchmark to December 2010 (*) | % Progress |
|-----------------------|--------------|--------------|--------------|--------------|-------------|-------------|--------------|-------------|------------------------------|---|---------------|
| | FY 2006 | FY 2007 | FY 2008 | FY 2009 | FY 2010 | | | | | | |
| | | | | | QI Oct-Dec | QII Jan-Mar | QIII Apr-Jun | QIV Jul-Sep | | | |
| TC Clients | 1.72 | 4.63 | 17.83 | 20.97 | 3.35 | N/A | N/A | N/A | 48.50 | 48.50 | 100.00% |
| TC Banana Sector | 4.86 | 3.13 | 1.09 | 0.00 | N/A | N/A | N/A | N/A | 9.07 | 9.07 | 100.00% |
| TC Pineapple Sector | 0.22 | 0.11 | 0.14 | 0.00 | N/A | N/A | N/A | N/A | 0.47 | 0.47 | 100.00% |
| YLP Clients | 1.11 | 2.51 | 3.49 | 5.75 | 4.56 | 1.25 | 1.14 | 1.43 | 21.22 | 23.66 | 89.67% |
| YLP Future Sales | | | 0.40 | 1.81 | 0.71 | 0.95 | 1.66 | 0.36 | 5.90 | 4.72 | 124.95% |
| Yapacaní | | | | | | | 0.04 | 0.38 | 0.43 | 3.16 | 13.49% |
| Yapacaní Future Sales | | | | | | | 0.00 | 0.00 | 0.00 | 0.02 | 0.00% |
| Total | 7.90 | 10.37 | 22.94 | 28.53 | 8.63 | 2.20 | 2.85 | 2.17 | 85.59 | 89.61 | 95.52% |

(*) Cumulative benchmarks to December 2010 corresponding to the May 2010 modification

N/A: Not applicable

**TABLE A.2: Performance Indicator: Value of Total Incremental Sales by Region
(in US\$ millions)**

| Region | Achievements | | | | | | | | Cumulative to September 2010 | Cumulative Benchmark to December 2010 (*) | % Progress |
|--------------|--------------|--------------|--------------|--------------|-------------|-------------|--------------|-------------|------------------------------|---|---------------|
| | FY 2006 | FY 2007 | FY 2008 | FY 2009 | FY 2010 | | | | | | |
| | | | | | QI Oct-Dec | QII Jan-Mar | QIII Apr-Jun | QIV Jul-Sep | | | |
| TC | 6.80 | 7.86 | 19.06 | 20.97 | 3.35 | N/A | N/A | N/A | 58.04 | 58.04 | 100.00% |
| YLP | 1.11 | 2.51 | 3.89 | 7.56 | 5.27 | 2.20 | 2.80 | 1.79 | 27.12 | 28.39 | 95.54% |
| Yapacaní | | | | | | | 0.04 | 0.38 | 0.43 | 3.17 | 13.49% |
| Total | 7.90 | 10.37 | 22.94 | 28.53 | 8.63 | 2.20 | 2.85 | 2.17 | 85.59 | 89.61 | 95.52% |

(*) Cumulative benchmarks to December 2010 corresponding to the May 2010 modification
N/A: Not applicable

A.1.1 Sector Sales (Banana and Pineapple)

Exports or foreign sales attributable to ARCo up to December 2008, excluding exports by ARCo clients, were worth US\$9.5 million. From **January 2009** onwards, no information has been made available by CAMEX, and for this reason it is impossible to make the relevant calculation.

At this level ARCo credits itself for 100% of the value (FOB) of banana and pineapple exports from the Tropics of Cochabamba until the end of 2008, due to the multiple interventions that were carried out in this area and that helped to maintain and increase exports.

This calculation refers to incremental sales (total sales minus baseline sales) through exports. The sector base line for these products is 2004.

Table A.3 presents the incremental sales and cumulative sales from banana and pineapple exports from the Tropics of Cochabamba to September 2008, excluding client exports in order to avoid counting them twice.

**TABLE A.3: Summary of Incremental Sales from Banana and Pineapple Exports
(FOB Value, in US\$)**

| Product | Achievements | | | Cumulative to December 2008 |
|------------------|------------------|------------------|------------------|-----------------------------|
| | FY 2006 | FY 2007 | FY 2008 | |
| Banana | 4,863,303 | 3,125,438 | 1,086,076 | 9,074,817 |
| Pineapple | 218,655 | 109,16 | 140,249 | 468,064 |
| Total | 5,081,959 | 3,234,598 | 1,226,325 | 9,542,881 |

SOURCE: CAMEX

Table A.4 presents exports by clients from the Tropics of Cochabamba. This distinction is made in order to avoid duplicating calculations for sales in both the banana and pineapple sectors, since the total sales reported by clients are taken into account to arrive at the figure for total sales attributable to ARCo, excluding exports made by ARCo clients from the sectoral figures.

Incremental and cumulative sales by **ARCo clients** reached more than US\$70 million by the end of September 2010. A summary by ESC and by quarter since ARCo activities began is presented in Tables A.5 and A.6.

**TABLE A.5: Incremental Sales by ARCo Clients
by ESC, region and quarter
(in US\$ millions)**

| ESC | FY 2006 | FY 2007 | FY 2008 | FY 2009 | FY 2010 | | | | Total FY 2010 | Cumulative Incremental Sales to September 2010 |
|-----------------------------------|-------------|-------------|--------------|--------------|-------------|-------------|---------------|---------------|---------------|--|
| | | | | | QI Oct-Dec | QII Jan-Mar | QIII Apr-June | QIV July-Sept | | |
| Ivirgarzama | 1.07 | 2.30 | 8.93 | 9.98 | 1.37 | 0.00 | 0.00 | 0.00 | 1.37 | 23.65 |
| Chimoré | 0.64 | 2.29 | 8.90 | 10.99 | 1.98 | 0.00 | 0.00 | 0.00 | 1.98 | 24.81 |
| Subcontracts in TC | 0.00 | 0.04 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.04 |
| TC Sub-Total | 1.72 | 4.63 | 17.83 | 20.97 | 3.35 | 0.00 | 0.00 | 0.00 | 3.35 | 48.50 |
| Coroico | 0.07 | 0.53 | 1.02 | 1.74 | 2.13 | 0.56 | 0.24 | 0.14 | 3.08 | 6.44 |
| Palos Blancos | 0.42 | 1.97 | 1.72 | 3.19 | 1.72 | 0.68 | 0.90 | 1.28 | 4.58 | 11.88 |
| Subcontracts in YLP | 0.61 | 0.00 | 0.75 | 0.82 | 0.72 | 0.00 | 0.00 | 0.00 | 0.72 | 2.90 |
| YLP Sub-Total | 1.11 | 2.51 | 3.49 | 5.75 | 4.56 | 1.25 | 1.14 | 1.43 | 8.37 | 21.22 |
| Yapacaní | | | | | | | 0.04 | 0.38 | 0.43 | 0.43 |
| Total TC, YLP and Yapacaní | 2.82 | 7.14 | 21.32 | 26.72 | 7.91 | 1.25 | 1.18 | 1.81 | 12.15 | 70.15 |

SOURCE: Co-Investment Unit and Monitoring and Evaluation Unit
PREPARED BY: ARCo Monitoring and Evaluation Unit, October 2010

**TABLE A.6: Summary of Sales by ARCo Clients, by Region and Quarter
(in US\$ millions)**

| Region | Achievements | | | | | | | | Cumulative to September 2010 | Cumulative Benchmark to December 2010 (*) | % Progress |
|--------------|--------------|-------------|--------------|--------------|-------------|-------------|---------------|---------------|------------------------------|---|---------------|
| | FY 2006 | FY 2007 | FY 2008 | FY 2009 | FY 2010 | | | | | | |
| | | | | | QI Oct-Dec | QII Jan-Mar | QIII Apr-June | QIV July-Sept | | | |
| TC | 1.72 | 4.63 | 17.83 | 20.97 | 3.35 | N/A | N/A | N/A | 48.50 | 48.50 | 100.00% |
| YLP | 1.11 | 2.51 | 3.49 | 5.75 | 4.56 | 1.25 | 1.14 | 1.43 | 21.22 | 23.66 | 89.67% |
| Yapacaní | | | | | | | 0.04 | 0.38 | 0.43 | 3.16 | 0.00% |
| Total | 2.82 | 7.14 | 21.32 | 26.72 | 7.91 | 1.25 | 1.18 | 1.81 | 70.15 | 75.32 | 93.13% |

(*) Cumulative benchmarks to December 2010 corresponding to the May 2010 modification

PREPARED BY: ARCo Monitoring and Evaluation Unit, October 2010

N/A: Not applicable

The main product categories in which work was done in the Tropics of Cochabamba are banana, palm heart, chicken, pineapple, papaya, beef cattle and citrus fruit. Other outstanding products include tomato, plantain, cocoa, milk, fish, turmeric, forestry products, achiote, rice, passion fruit, honey, and camu camu.

Tables A.7 and A.8 summarize incremental sales made by clients from Yapacaní and the Yungas of La Paz, respectively, by the product category in which work is being done in each region.

| | | | | | | | | | | |
|-----------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-------------------|
| Beef | | | | 142,713 | 67,313 | 25,092 | 0 | 0 | 92,405 | 235,118 |
| Mango | | 0 | 151,505 | 252,574 | 1,438,584 | 69,340 | 0 | 0 | 1,507,924 | 1,912,003 |
| Honey | | | 45,000 | 80,681 | 56,161 | 48,812 | 7,212 | 32,189 | 144,374 | 270,055 |
| Papaya | | 2,545 | 90,262 | 336,105 | 176,409 | 133,000 | 57,298 | 14,184 | 380,890 | 809,803 |
| Pineapple | | | | 0 | 4,419 | 0 | 0 | | 4,419 | 4,419 |
| Plantain | | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Agricultural Services | | | | | | | | 304 | 304 | 304 |
| Stevia | | | | 0 | 0 | 223 | 343 | 175 | 742 | 742 |
| Tea | 46,766 | 34,494 | 64,498 | | | | | | 0 | 145,758 |
| Tourism | | 12,954 | 52,474 | 30,147 | 12,356 | 6,110 | 315 | 480 | 19,261 | 114,836 |
| Total | 1,106,714 | 2,506,075 | 3,485,734 | 5,750,828 | 4,559,292 | 1,245,210 | 1,140,211 | 1,425,164 | 8,369,878 | 21,219,229 |

SOURCE: ARCo Clients in the YLP
PREPARED BY: ARCo Monitoring and Evaluation Unit, October 2010

A.1.3 Future Sales

Since fiscal year 2008, future sales are calculated as the value of forecast production due to ARCo interventions through new hectares of permanent coffee and cocoa crops in the YLP.

The methodology estimates the present value of future sales, defined as sales by ARCo clients that meet the following criteria: (i) products mainly come from rehabilitated or new hectares, (ii) the results will continue beyond the end of the project, and (iii) the production and sales results are due to ARCo's intervention.

If sales are made (as a result of ARCo's intervention) before the end of the project, these are counted as current sales, corresponding to each year that ARCo continues to provide services. The rest is calculated as future sales, at present value.

Only the first five years of production is taken into account in the calculation of future sales. It does not taken into account the whole of the crop's useful life, which in some cases may be as much as 50 years. The annual sales value is defined as the quantity produced and sold, multiplied by the sales price. Annual sales are converted into present value, using a discount rate of 18%. This rate compensates for the time delay in realizing sales, production-related risks such as drought and pests, and market risk.

Table A.9 presents the future sales results for interventions in new and rehabilitated hectares of coffee and cocoa from FY 2008 onwards.

TABLE A.9: Future Sales by ARCo Clients from the YLP by Product, Hectare Type and Fiscal Year (in US dollars)

| Product | Hectare Type | FY 2008 | FY 2009 | FY 2010 | | | | Grand Total |
|--------------|---------------|----------------|------------------|----------------|----------------|------------------|----------------|------------------|
| | | | | QI Oct-Dec | QII Jan-Mar | QIII Apr-Jun | QIV Jul-Sep | |
| Cocoa | New | 401,830 | 792,350 | | | 168,361 | | 1,362,541 |
| Coffee | New | | 256,282 | 56,669 | 110,469 | 1,434,616 | 361,836 | 2,219,873 |
| | Rehabilitated | | 758,081 | 657,555 | 842,406 | 61,533 | | 2,319,575 |
| Total | | 401,830 | 1,806,713 | 714,224 | 952,876 | 1,664,510 | 361,836 | 5,901,989 |

SOURCE: ARCo Clients in the YLP
PREPARED BY: ARCo Monitoring and Evaluation Unit, October 2010

A.2 Total Employment Attributable to ARCo

Description:

Annual employment generated by ARCo clients as a result of ARCo's intervention in agricultural, fishing, agro-industrial, forestry, industrial and service (agricultural products, tourism and construction) activities. The estimate is based on a coefficient multiplied by the quantity of production sold.

Frequency: Quarterly

Results:

**TABLE A.10: Performance Indicator: Incremental Employment
by Client, Sector, Benchmark and Goal
(in equivalent jobs)**

| | Achievements | | | | | | | | | Cumulative to September 2010 | Cumulative Benchmark to December 2010 (*) | % Progress |
|---------------------|--------------|--------------|--------------|--------------|-------------------|--------------------|---------------------|--------------------|--------------|---------------------------------------|---|---------------|
| | FY 2006 | FY 2007 | FY 2008 | FY 2009 | FY 2010 | | | | FY 2010 | | | |
| | | | | | QI Oct- Dec | QII Jan- Mar | QIII Apr- Jun | QIV Jul- Sep | | | | |
| TC Clients | 357 | 1,100 | 2,733 | 2,849 | 429 | N/A | N/A | N/A | 429 | 7,469 | 7,469 | 100.00% |
| Banana Sector | 997 | 718 | 224 | 0 | 0 | N/A | N/A | N/A | 0 | 1,939 | 1,939 | 100.00% |
| Pineapple Sector | 61 | 54 | 43 | 0 | 0 | N/A | N/A | N/A | 0 | 158 | 158 | 100.00% |
| YLP Clients | 228 | 361 | 759 | 889 | 457 | 214 | 164 | 137 | 971 | 3,209 | 3,987 | 80.48% |
| Yapacaní | | | | | | | 14 | 24 | 38 | 38 | 582 | 6.58% |
| Total | 1,643 | 2,234 | 3,759 | 3,738 | 886 | 214 | 178 | 161 | 1,439 | 12,813 | 14,135 | 90.65% |

(*) Cumulative benchmarks to December 2010 corresponding to the May 2010 modification

N/A: Not applicable

**TABLE A.11: Performance Indicator: Incremental Employment
by Region, Benchmark and Goal
(in equivalent jobs)**

| | Achievements | | | | | | | | | Cumulative to September 2010 | Cumulative Benchmark to December 2010 (*) | % Progress |
|--------------|--------------|--------------|--------------|--------------|-------------------|--------------------|---------------------|--------------------|--------------|---------------------------------------|---|---------------|
| | FY 2006 | FY 2007 | FY 2008 | FY 2009 | FY 2010 | | | | FY 2010 | | | |
| | | | | | QI Oct- Dec | QII Jan- Mar | QIII Apr- Jun | QIV Jul- Sep | | | | |
| TC | 1,415 | 1,873 | 3,000 | 2,849 | 429 | N/A | N/A | N/A | 429 | 9,566 | 9,566 | 100.00% |
| YLP | 228 | 361 | 759 | 889 | 457 | 214 | 164 | 137 | 971 | 3,209 | 3,987 | 80.48% |
| Yapacaní | | | | | | 0 | 14 | 24 | 38 | 38 | 582 | 6.58% |
| Total | 1,643 | 2,234 | 3,759 | 3,738 | 886 | 214 | 178 | 161 | 1,439 | 12,813 | 14,135 | 90.65% |

(*) Cumulative benchmarks to December 2010 corresponding to the May 2010 modification

N/A: Not applicable

**TABLE A.13: Incremental Employment for ARCo Clients
by Region and ESC
(in equivalent jobs)**

| ESC | FY 2006 | FY 2007 | FY 2008 | FY 2009 | FY 2010 | | | | Total FY 2010 | Cumulative Incremental Employment to September 2010 |
|---------------------------------------|------------|--------------|--------------|--------------|-------------------|--------------------|----------------------|----------------------|---------------------|---|
| | | | | | QI Oct- Dec | QII Jan- Mar | QIII Apr- June | QIV July- Sept | | |
| Ivirgarzama | 190 | 506 | 1,058 | 1,119 | 167 | 0 | 0 | 0 | 167 | 3,039 |
| Chimoré | 167 | 594 | 1,676 | 1,730 | 262 | 0 | 0 | 0 | 262 | 4,429 |
| Subcontracts in TC | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| TC Sub-Total | 357 | 1,100 | 2,733 | 2,849 | 429 | 0 | 0 | 0 | 429 | 7,469 |
| Coroico | 18 | 83 | 265 | 368 | 233 | 113 | 28 | 30 | 404 | 1,138 |
| Palos Blancos | 161 | 278 | 450 | 469 | 190 | 101 | 136 | 107 | 534 | 1,892 |
| Subcontracts in YLP | 49 | 0 | 44 | 52 | 33 | 0 | 0 | 0 | 33 | 179 |
| YLP Sub-Total | 228 | 361 | 759 | 889 | 457 | 214 | 164 | 137 | 971 | 3,209 |
| Yapacaní | | | | | | | 14 | 24 | 38 | 38 |
| Total TC, YLP and Yapacaní | 585 | 1,462 | 3,492 | 3,738 | 886 | 214 | 178 | 161 | 1,439 | 10,716 |

SOURCE: ESCs

PREPARED BY: ARCo Monitoring and Evaluation Unit, October 2010

A.3 Hectares Receiving Support from ARCo

Description:

The number of hectares developed or expanded with ARCo support.

All the areas of crops in which technological improvements have been introduced are counted under this indicator. These include: increase in plant density per hectare due to the provision of seeds, plants or seedlings; rehabilitation pruning, grafting, new areas planted with ARCo support and other types of intervention such as investment to improve the soil.

Frequency: Annual

Results:

The area of land planted with new crops from the start of the ARCo project to September 2010 reached more than 19,405 hectares. Approximately 9,404 of these hectares are in the Yungas of La Paz, where the crops include coffee, bananas, achiote and papaya. However, ARCo has devoted its greatest efforts to interventions that improve productivity by hectare, rather than ones involving new planting.

These interventions include increased planting densities and improved cultivation practices such as pruning and grafting for coffee and cocoa. In addition, in the Yungas of La Paz, the Supplier Development Program has recently been implemented for both coffee and cocoa.

The cumulative results to September 2010 are presented in the following tables:

TABLE A.14: New and Improved Hectares with ARCo intervention to September 2010, by region and ESC

| ESC | FY 2007 | FY 2008 | FY 2009 | FY 2010 | | | | Total FY 2010 | Cumulative Hectares to September 2010 |
|-------------------------|----------------|----------------|----------------|----------------|----------------|----------------|---------------|----------------|---------------------------------------|
| | | | | QI Oct-Dec | QII Jan-Mar | QIII Apr-June | QIV July-Sept | | |
| Ivirgarzama | 3,902.5 | 1,406.9 | 328.9 | 13.4 | 0.0 | 0.0 | 0.0 | 13.4 | 5,651.6 |
| Chimoré | 1,319.1 | 2,622.3 | 380.7 | 27.0 | 0.0 | 0.0 | 0.0 | 27.0 | 4,349.2 |
| TC Sub-Total | 5,221.6 | 4,029.2 | 709.6 | 40.4 | 0.0 | 0.0 | 0.0 | 40.4 | 10,000.7 |
| Coroico | 217.3 | 165.3 | 267.3 | 339.5 | 770.3 | 544.3 | 346.3 | 2,000.2 | 2,650.1 |
| Palos Blancos | 69.7 | 2,087.6 | 881.4 | 922.7 | 1,023.0 | 1,380.4 | 390.2 | 3,716.2 | 6,754.9 |
| YLP Sub-Total | 286.9 | 2,252.9 | 1,148.7 | 1,262.2 | 1,793.2 | 1,924.6 | 736.4 | 5,716.4 | 9,404.9 |
| Total TC and YLP | 5,508.5 | 6,282.1 | 1,858.3 | 1,302.6 | 1,793.2 | 1,924.6 | 736.4 | 5,756.8 | 19,405.7 |

SOURCE: ESCs

PREPARED BY: ARCo Monitoring and Evaluation Unit, October 2010

TABLE A.15: New and Improved Hectares with ARCo intervention, by Product Category and Fiscal Year Yungas of La Paz

| Product Category | Improved Hectares | | | | Total Improved Hectares | New Hectares | | | | Total New Hectares | Grand Total |
|--------------------|-------------------|----------------|--------------|----------------|-------------------------|--------------|----------------|--------------|----------------|--------------------|----------------|
| | FY 2007 | FY 2008 | FY 2009 | FY 2010 | | FY 2007 | FY 2008 | FY 2009 | FY 2010 | | |
| Achiote | 0.0 | 0.0 | 0.0 | 158.2 | 158.2 | 0.0 | 0.0 | 0.0 | 380.0 | 380.0 | 538.2 |
| Amaranth | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 52.8 | 113.0 | 0.0 | 165.7 | 165.7 |
| Rice | | | 30.0 | 0.0 | 30.0 | | | 0.0 | 108.0 | 108.0 | 138.0 |
| Banana | 0.0 | 12.0 | 0.0 | 141.3 | 153.3 | 4.0 | 261.3 | 114.0 | 0.0 | 379.3 | 532.5 |
| Cocoa | 54.8 | 989.7 | 44.5 | 210.0 | 1,298.9 | 1.5 | 651.3 | 265.9 | 245.1 | 1,163.8 | 2,462.7 |
| Coffee | 58.0 | 27.1 | 423.5 | 2,170.2 | 2,678.8 | 20.0 | 42.1 | 49.4 | 1,903.4 | 2,014.9 | 4,693.7 |
| Peaches | | | 0.0 | 5.0 | 5.0 | | | 0.0 | 0.0 | 0.0 | 5.0 |
| Beans | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 9.5 | 22.0 | 24.5 | 0.0 | 56.0 | 56.0 |
| Mandarin Oranges | | | | 12.5 | 12.5 | | | | 0.0 | 0.0 | 12.5 |
| Mango | 0.0 | 0.0 | 0.0 | 213.7 | 213.7 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 213.7 |
| Papaya | 3.5 | 15.8 | 0.0 | 30.0 | 49.3 | 5.9 | 157.6 | 78.0 | 9.0 | 250.5 | 299.8 |
| Pineapples | | | 0.0 | 0.0 | 0.0 | | | 6.0 | 6.0 | 12.0 | 12.0 |
| Plantain | | | 0.0 | 0.0 | 0.0 | | | 0.0 | 96.0 | 96.0 | 96.0 |
| Stevia | | | 0.0 | 0.0 | 0.0 | | | 0.0 | 28.0 | 28.0 | 28.0 |
| Tea | 100.9 | 0.0 | | | 100.9 | 28.9 | 21.4 | | | 50.2 | 151.1 |
| Grand Total | 217.2 | 1,044.6 | 498.0 | 2,940.9 | 4,700.6 | 69.8 | 1,208.4 | 650.7 | 2,775.5 | 4,704.4 | 9,404.9 |

SOURCE: ESCs

PREPARED BY: ARCo Monitoring and Evaluation Unit, October 2010

**TABLE A.16: New and Improved Hectares with ARCo intervention to September 2010,
by Product Category, Fiscal Year and Quarter
Yungas of La Paz**

| Product Category | FY 2007 | FY 2008 | FY 2009 | FY 2010 | | | | Total FY 2010 | Cumulative Hectares to September 2010 |
|--------------------|--------------|----------------|----------------|----------------|----------------|----------------|--------------|----------------|---------------------------------------|
| | | | | QI Oct-Dec | QII Jan-Mar | QIII Apr-Jun | QIV Jul-Sept | | |
| Achiote | 0.0 | 0.0 | 0.0 | 238.2 | 0.0 | 181.3 | 118.8 | 538.2 | 538.2 |
| Amaranth | 0.0 | 52.8 | 113.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 165.7 |
| Rice | | | 30.0 | 0.0 | 108.0 | 0.0 | 0.0 | 108.0 | 138.0 |
| Banana | 4.0 | 273.3 | 114.0 | 0.0 | 57.5 | 0.0 | 83.8 | 141.3 | 532.5 |
| Cocoa | 56.3 | 1,641.0 | 310.4 | 150.0 | 60.0 | 245.1 | 0.0 | 455.1 | 2,462.7 |
| Coffee | 78.0 | 69.2 | 472.9 | 556.5 | 1,511.5 | 1,471.8 | 533.9 | 4,073.7 | 4,693.7 |
| Peaches | | | 0.0 | 0.0 | 0.0 | 5.0 | 0.0 | 5.0 | 5.0 |
| Flowers | | | 0.0 | 0.0 | 0.0 | 0.0 | | 0.0 | 0.0 |
| Forest Products | | | 0.0 | 0.0 | 0.0 | 0.0 | | 0.0 | 0.0 |
| Beans | 9.5 | 22.0 | 24.5 | 0.0 | 0.0 | | | 0.0 | 56.0 |
| Mandarin Oranges | | | | 0.0 | 12.5 | 0.0 | 0.0 | 12.5 | 12.5 |
| Mango | 0.0 | 0.0 | 0.0 | 176.7 | 37.0 | 0.0 | 0.0 | 213.7 | 213.7 |
| Papaya | 9.4 | 173.4 | 78.0 | 35.0 | 0.0 | 4.0 | 0.0 | 39.0 | 299.8 |
| Pineapple | | | 6.0 | 0.0 | 2.0 | 4.0 | | 6.0 | 12.0 |
| Plantain | | | 0.0 | 96.0 | 0.0 | 0.0 | 0.0 | 96.0 | 96.0 |
| Stevia | | | 0.0 | 9.8 | 4.8 | 13.5 | 0.0 | 28.0 | 28.0 |
| Tea | 129.8 | 21.4 | | | | | | | 151.1 |
| Grand Total | 286.9 | 2,252.9 | 1,148.7 | 1,262.2 | 1,793.2 | 1,924.6 | 736.4 | 5,716.4 | 9,404.9 |

Source: ESCs, ARCo

PREPARED BY: ARCo Monitoring and Evaluation Unit, October 2010

A.4 Number of Beneficiary Families

Description:

The number of direct beneficiary families includes the families who receive technical assistance from ARCo through the ESCs or another ARCo subcontractor and/or who sell their products through an ARCo client.

Given that ARCo's objective is to promote businesses, it is in ARCo's interest to help the largest possible number of families to go into commercial agriculture (business) by leaving traditional subsistence farming.

Frequency: Annual

Results:

The number of families benefiting from ARCo clients is obtained from client statements through quarterly monitoring forms. The number of families is not calculated cumulatively year on year in order to avoid duplication, since it is not known if the number of beneficiary families in one fiscal period includes the same number of beneficiary families from the previous period.

The number of families benefiting from ARCo reached a total of 5,419 at the end of the 2007 fiscal year. It should be noted that this number of families is not duplicated by ARCo within a given year. 9,406 families benefited in the 2008 fiscal year, this being a new calculation from the beginning of this period.

The calculation of the number of families benefiting from ARCo in each fiscal year and quarter counts the number of families who have received assistance during that period. Table A.17 presents the summary up to September 2010.

TABLE A.17: Summary of the Number of Families Benefiting from ARCo Clients, by ESC

| ESC | FY 2006 | FY 2007 | FY 2008 | FY 2009 | FY 2010 | | | | Total FY 2010 |
|-----------------------------------|--------------|--------------|--------------|---------------|---------------|--------------|--------------|--------------|---------------|
| | | | | | QI Oct-Dec | QII Jan-Mar | QIII Apr-Jun | QIV Jul-Sep | |
| Ivirgarzama | 1,984 | 2,350 | 3,151 | 2,583 | 2,360 | 0 | 0 | 0 | 2,360 |
| Chimoré | 535 | 1,330 | 3,716 | 2,438 | 2,421 | 0 | 0 | 0 | 2,421 |
| Subcontracts in TC | ND | ND | ND | ND | ND | ND | ND | ND | ND |
| TC Sub-Total | 2,519 | 3,680 | 6,867 | 5,021 | 4,781 | 0 | 0 | 0 | 4,781 |
| Coroico | 473 | 747 | 1,626 | 3,046 | 2,955 | 3,006 | 2,677 | 2,293 | 3,494 |
| Palos Blancos | 798 | 790 | 913 | 3,067 | 3,497 | 3,603 | 4,070 | 1,717 | 5,327 |
| Subcontracts in YLP | 413 | 202 | 0 | 591 | 534 | 492 | 0 | 0 | 684 |
| YLP Sub-Total | 1,684 | 1,739 | 2,539 | 6,704 | 6,986 | 7,101 | 6,747 | 4,010 | 9,505 |
| Yapacaní | | | | | | | 366 | 88 | 437 |
| Total YLP, TC and Yapacaní | 4,203 | 5,419 | 9,406 | 11,725 | 11,767 | 7,101 | 7,113 | 4,098 | 14,723 |

SOURCE: ESCs

PREPARED BY: ARCo Monitoring and Evaluation Unit, October 2010

ND = no data available

Since the start of FY 2010, the number of new families starting activities with ARCo is being reported, including families starting activities with new clients and increases in the number of families working with existing clients.

TABLE A.18: Summary of the Number of New Families Benefiting from ARCo Clients, by ESC

| ESC | FY 2010 | | | | New Families FY 2010 |
|-----------------------------------|--------------|--------------|--------------|-------------|----------------------|
| | QI Oct-Dec | QII Jan-Mar | QIII Apr-Jun | QIV Jul-Sep | |
| Ivirgarzama | 0 | N/A | N/A | N/A | 0 |
| Chimoré | 0 | N/A | N/A | N/A | 0 |
| TC Sub-Total | 0 | 0 | 0 | 0 | 0 |
| Coroico | 436 | 157 | 164 | 125 | 882 |
| Palos Blancos | 583 | 1,291 | 440 | 59 | 2,373 |
| Subcontracts in YLP | 0 | 149 | 0 | 0 | 149 |
| YLP Sub-Total | 1,019 | 1,597 | 604 | 184 | 3,404 |
| Yapacaní | | | 366 | 71 | 437 |
| Total YLP, TC and Yapacaní | 1,019 | 1,597 | 970 | 255 | 3,841 |

SOURCE: ESCs

PREPARED BY: ARCo Monitoring and Evaluation Unit, October 2010

N/A: Not applicable

ARCo also reports the cumulative number of families supported by the project. Because there are some families receiving support for more than one fiscal year, steps have been taken to avoid counting them twice.

The cumulative number of families has also been revised to take into account the information by client and locality, so that the cumulative number of beneficiary families to September 2010 corresponds to the sum of the maximum values reported by each ARCo client and their respective localities in the period running from fiscal year 2006 to the July-September 2010 quarter. See Table A.21.

TABLE A.21: Summary of the Cumulative Number of Families Benefiting from ARCo Clients, by ESC

| ESC | Cumulative Number of Families through September 2010 |
|-----------------------------------|---|
| Ivirgarzama | 4,406 |
| Chimoré | 3,808 |
| Subcontracts in TC | S.I. |
| TC Sub-Total | 8,214 |
| Coroico | 4,304 |
| Palos Blancos | 5,593 |
| Subcontracts in YLP | 1,152 |
| YLP Sub-Total | 11,049 |
| Yapacaní | 437 |
| Total YLP, TC and Yapacaní | 19,700 |

SOURCE: ESCs

PREPARED BY: ARCo Monitoring and Evaluation Unit, October 2010

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