

GUATEMALAN EXPORTERS ASSOCIATION Development Division

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General Data

Executor	Consortium of Rural Value Chains Project
Consortium Representative	Guatemalan Exporters Association (AGEXPORT). www.export.com.gt/ / www.encadenamientoempresariales.com
Name of the project	Rural Value Chains Project
Cooperation Agreement	AID 520-A-12-000003
Sub Grantees	Save the Children. www.savethechildren.org
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Strategic Alliances	Associations, Cooperatives, Services Providers, Brokers, Organizations and public and private institutions, International Cooperation, Financial Institutions, SESAN, MAGA, and others.
Period of RVCP	May 29 th , 2012 – May 22 nd , 2017
Geographic Area	12 municipalities at the department of Quiché, Totonicapán, and Quetzaltenango.
Prioritized Sectors	Horticulture, Coffee and Crafts
Total Budget	US\$ 23,000,000
General Goal of the Project	To expand participation of families from rural area in the chosen value chains in order to increase their income.
Name of the document	Annual Report from October 2013 to September 2014

Acronyms

AGEXPORT	Guatemalan Exporters Association
AGREQUIMA	Guild of Agricultural Chemical Association
BPA's	Good Agricultural Practices
EE	Business Chains
FIDA	International Fund for Agriculture Development
GABAS	Food-Based Dietary Guidelines for Guatemala
GTI	Technical Group of INCAP
HIVOS	Humanist Institute for Development Cooperation
IICA	Interamerican Institute of Cooperation on Agriculture
INACOP	National Institute of Cooperatives
INCAP	Nutritional Institute of Central America and Panama
MAGA	Ministry of Agriculture
MSMEs	Micro, small and medium-sized enterprises
M & E	Monitoring and Evaluation
ORCAFI	Coffee network organizations at Ixil
PEE	Chain Business Program
ADINA	New Alliance Integral Development Association
PCSAN-G	Community Promoter SAN and Gender
SMEs	Small and Medium-sized Enterprises
SAN	Food and Nutritional Security
SESAN	Food and Nutritional Security Secretariat
USAID	United States Agency for International Development
VVG	Vital Voices Guatemala

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ANNUAL REPORT FROM OCTOBER 2013 TO SEPTEMBER 2014

RURAL VALUE CHAINS PROJECT

I. Introduction

This report contains the principal advances of the results of Rural Value Chains Project –RVCP- executed by Guatemalan Exporters Association –AGEXPORT- , leader of the consortium which is formed by: **Save the Children, Central America and Panama Nutrition Center –INCAP-, Vital Voices Guatemala, Sotzi’l Association, and Interamerican Cooperation Institute for Agriculture –ICA-**. The developed activities correspond from October 2013 to September 2014.

At general level the advances for the project during this period have been positive in the accomplishment of goals which were projected in AOP FY2014. Referring to chains selection, in this period, a total of 37 new chains were included. (30 vegetable chains, 3 fruit chains, and 4 crafts chains).

With the incorporation of new chains, the project accumulated a total of 77 MSMEs from which 57 chains are dedicated to horticultural production activities, 7 chains are dedicated to coffee growing, 3 chains are dedicated to fruit production, and 10 are dedicated to craft activities. The total of benefitted households to this moment goes to 7,319 producers from which 31% are women.

In this period the activities of the Project were influenced by the effects that rust generated in the life of many households of the country. For the particular case of the project, the impact was notorious with the producers of the municipalities of *Nebaj, Chajul, and Cotzal*, who saw and perceived during this period the economic and social effects that rust problem generated in its main productive activity.

Despite the situation, AGEXPORT through the RVCP jointly with 7 MSMEs dedicated to coffee production generated a strategic plan which allowed to establish preventive measures and tackle problems achieving a joint work in order to reduce the impacts, being necessary to strengthen the capabilities of producers through the specialized plans of technical assistance and trainings.

The chains: horticultural, coffee, and crafts, reached a commercialization equivalent to **US\$ 5,018,009.83** during FY2014, which is equivalent to **103,629** quintals of vegetables and coffee, as well as, a total of **129** crafts products of various types, which were commercialized to different international and national markets.

The sales that were accumulated during the life of the Project reach **US\$ 7,845,937.00**.

As far as jobs are concerned, during the period of the reported fiscal year, the generation of a total of **1,080** generated jobs was achieved, which is equivalent to **280,800** wages achieved as a result of agricultural activities promoted by the component 1 and 2 of the project. The contribution of employments in this period enabled the project to accumulate a total of **1,647** jobs during the lifetime of the project.

In component 1, a total of 5,280 vegetable and coffee producers were benefited with trainings done by the project, learning themes for the improvement of quality for crops, fertilization, and plans management, implementation of good agricultural practices, practices of environmental adaption, integrated management of plagues, among other themes that allow producers to improve their productivity and competitiveness.

In the theme of business management, progress has been made for 5,280 producers of 31 MSMEs that can benefit from the services of business training provided to managers and hired personnel groups who have advanced in the implementation of administrative control systems. Producers are improving their individual controls to report the production and sale of their products. At least three organizations now have administrative software.

Meanwhile, component 2 has managed to benefit a total of 2,163 producers (1318 men and 845 women) with agricultural training activities and the access to technology to improve productivity. Knowledge of agricultural management of peas, Brussels sprouts, and potatoes crops has been taught. The construction of biological beds, soil conservation structures have been done, and the delivery of basic protection equipment for pesticides usage and pesticides containers collection centers have been made.

In component 3, the transference of technology has been performed in order to improve competitiveness of MSMEs, highlighting that 575 families of 21 MSMEs have been benefitted with Mulch technology to improve production of 50 hectares of diverse crops. Besides, there is an analysis of onion chain, which will help to implement strategic actions to increase competitiveness and improve this crop. The results of the Coffee Study for the Ixil area will achieve that the affected groups will take into consideration the recommendations to recover coffee plantations.

Meanwhile, 3,000 benefited families with seeds of the project MAS FRIJOL will be advised by the technical team to achieve good production, with the aim of achieving a good food supply that will help them meet their needs during the summer season.

Regarding to component 4, as it is mentioned on its specific section, a proposal that will be presented to the USAID mission for approval and to initiate actions with a new approach, is in consideration.

On the Nutritional and Food Security theme of Component 5 executed by Save the Children and the Nutrition Institute of Central America and Panama (INCAP), the implementation of family orchards and family trainings to take advantage out of nutritious food was promoted. Save the Children established a total of 785 orchards for an equal number of households, meanwhile INCAP did the same activity with 335 households.

The training activities in SAN have achieved promote good feeding practices in a total of 1,739 households. Save the Children has advances with 744 households and performed a total of 21 training events. For its part, INCAP has done educational sessions and counseling visits in an average of 995 households.

In the specific case of INCAP, 19 community diagnoses with chains of component 1 were completed, and progress was made with 6 of component 6. Trainings were also made to a total of 21 female promoters, 1 male promoter, and 3 female departmental supervisors, teaching knowledge in health theme, hygiene, nutrition, monitoring, and nutritional oversight.

In component 6: Improvement of competitiveness of crafts chains, trainings for the production improvement of products were facilitated to a total of 60 producers, receiving technical assistance in stitching, sewing, and design of beaded products among others. There was participation in fairs in order to promote the capacity of negotiation with buyers, highlighting the event of New World Crafts.

In the cross-cutting theme of Gender it must highlight that Vital Voices has advanced on leaders identification, who have been trained to strengthen leadership and technical knowledge on chains of component 1. In 15 chains, 49 women with positions of making decisions were identified, and 69 women has been selected to promote them, and whose capabilities are being already strengthened.

Finally, it should be noted that during this year it managed to maintain the certification ISO 9001: 2008; the actions of Monitoring and Evaluation of the Project for the review of advances on the field are being carried out in coordination with partners, communication spaces results and coordination actions will continue promoting in order to assess and evaluate the progress of the project.

II. Objectives and Scopes of the Project

Increase the sustainable economic growth powered by markets access through value chains in rural zones as a mean to reduce sustainably rural poverty and malnutrition, reaching the global objective of the “Feed the Future” (FTF) initiative of the United States Government which is “to sustainably reduce worldwide poverty and hunger”.

General Objective:

Increase the sustainable economic growth powered by markets access through value chains in rural zones as a mean to reduce sustainably poverty and malnutrition.

Strategic Objectives:

1. Improve competitiveness and productivity of value chains increasing family participation.
2. Improve household productivity to increase income and food availability.

Specific Objectives:

The specific objectives have direct relation with the implementation components of the project, and as a whole include the following:

1. Improve competitiveness and extend the capabilities in associative selected MSMEs through specialized technical assistance to increase the capacity and market access.
2. Expand the coffee and horticultural production and sales model in favor of poor rural households.

3. Improve agricultural productivity through the access to new technologies for innovation, mitigation and adaptation to climate change, good agricultural practices, and certifications demanded by the market to improve the competitiveness of MSMEs associations.
4. Develop a project to expand horticultural crops production and commercialization with direct participation of 4 *Pinos* in alliance with the Cooperatives Federation of Quiche, for this products commercialization.
5. Increase crops productivity in rural households for domestic consumption and improve its usage.
6. Strengthen women participation in craft value chains and increase productivity and competitiveness of MSMEs that produce crafts.

III. Coordination with other projects of USAID

During this period, the coordination activities with other projects of USAID were done through created spaces. The mechanism for coordination among the projects of USAID is integrated by: i) Central Coordinator Committee, ii) Departmental Coordinator Committee, and a iii) Executive Secretary of the Departmental Coordinator Committee, which is still pending to be assigned.

Central Coordinator Committee: There was active participation in convoked meetings by the committee, particularly, support was given for the event of municipal mayors of the FTF project in covered municipalities, which was developed at Antigua Guatemala, where the coordinator committee had the strategy revision role and coordination of agenda to such event.

In the committee, meetings has been performed in order to analyze and advance in the coordination of activities in the municipalities of coverage; proposals to USAID for the lifting of baselines were presented.

Proposals for approaching shafts of multiculturalism, gender and environment to harmonize focuses were made; Analysis to USAID on issues raised at the level of departmental committees have been presented.

Spaces of communication with USAID and with Government authorities and other actors at central level were eased in order to recognize the action of each part of the integral strategy of USAID.

Additionally, the committee actively participated in the Alliance of the Private Sector for Nutrition, on the table of direct action and on the table of public policies of the Alliance.

An active participation of coordination is maintained with the Technical Committee of USAID of WHIP and in coordination of the economic growing sector.

Departmental Coordinator Committee. There was participation in the formation of departmental coordinator committee of Quetzaltenango and Totonicapan where Jose Antonio Hernandez was assigned as delegate from AGEXPORT in such committee. In the case of the departmental coordinator committee of Quiche, AGEXPORT through Jose Antonio Hernandez is responsible of

such coordination; and during this period a series of actions as planning meetings, jointly execution with the other partners of USAID, and evaluation of activities that are being developing in the *Xix* village of the *Chajul* municipality, *Quiche* as a pilot area where different projects of USAID are being coordinating at an integrated intervention.

The committee has succeeded in generating spaces to share methodologies, strategies, coverage and to identify points of convergence and complementarity allowing to join efforts to have greater impact on the activities of USAID. The most relevant case of integral work between projects is carried out in the community of *XIX* in *Nebaj, Quiché*. The committee has monitored the following:

- a. Identifying thematic areas of intervention of each organization.
- b. Expansion of the work process jointly for two additional communities (La Hacienda at *Cunen* and *Agua Escondida* at *Chichicastenango*), where vegetable chains are being implemented.
- c. Analysis of new geographical areas of municipalities for implementation of projects.
- d. Presentation of advances to Central Coordinator Committee.
- e. Coordination of activities with the departmental delegation of SESAN.



IV. Progress of results during this period

An overview of the progress made during this period is presented in this section, however, specific sections in the report with preliminary results for each component of the project are presented.

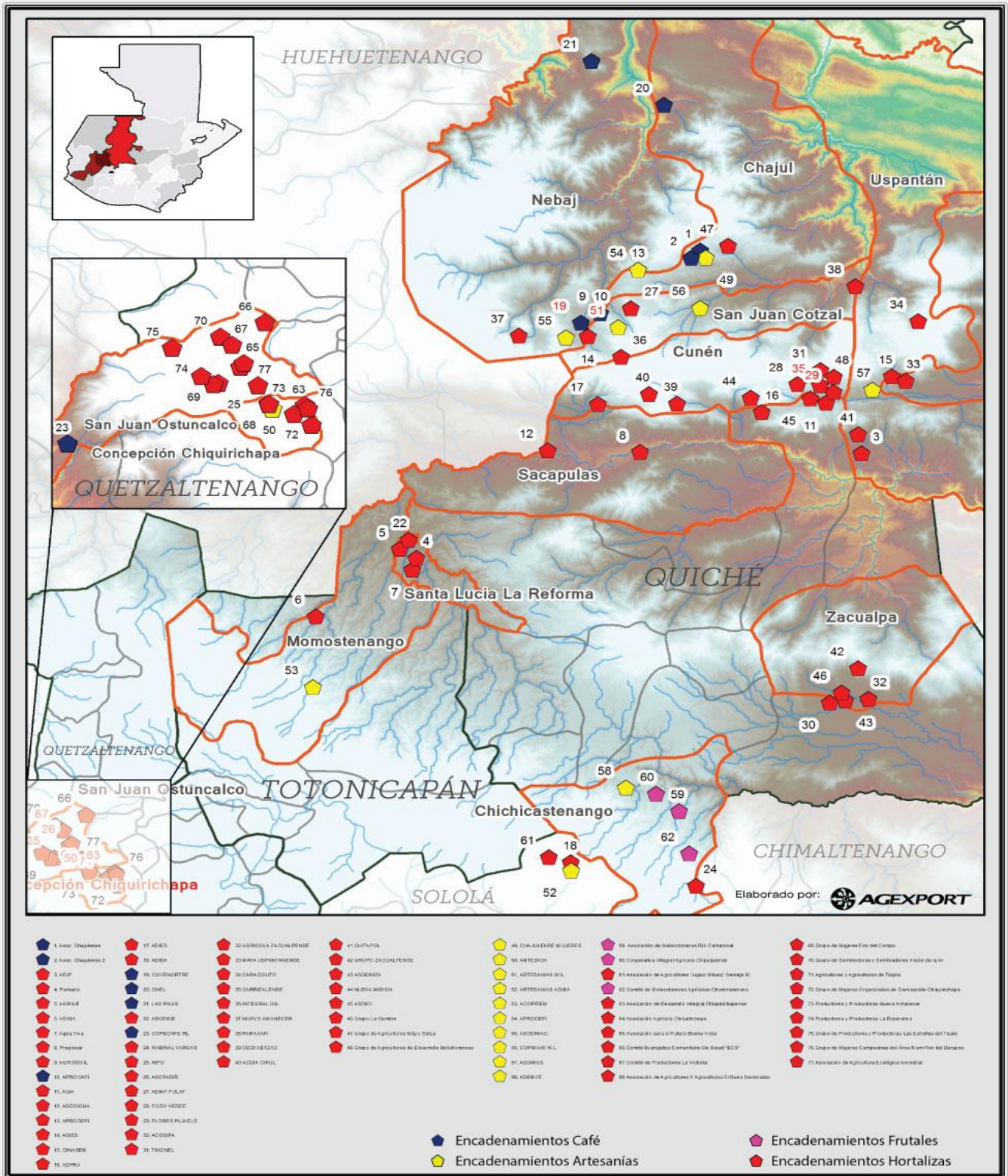
Ending the fiscal period FY2014, a total of 77 chains on execution are registered, from which 31 correspond to Component 1, led by AGEXPORT; 36 chains correspond to Component 2, led by Save the Children, and 20 chains correspond to Component 6, led by the Crafts Commissions of AGEXPORT. In chart 1, a summary of the 77 chains and producers partners is presented.

Chart No. 1 Progress of Chains on Execution

Chains in Execution		
Components	Productive Activity	TOTAL 77/140
Component 1 - AGEXPORT	Vegetables	24
	Coffee	7
Component 2 - Save The Children	Vegetables	33
	Fruticola	3
Component 3 - Crafts Commission - COMART	Crafts	10
Households Beneficiaries		7, 319/17, 500
Men		5,018
Women		2,301

The location of chains is presented in a map where it can be seen that 67% of chains are located in municipalities of Quiche, the 25% in Quetzaltenango, and the 8% in Totonicapan.

Map No. 1 Geographical location of chains on execution



COMPONENT 1: Improve the competitiveness of the value chains

Leader of C1: AGEXPORT

Strategic Objective: Improve the competitiveness and expand the capabilities of rural associatives MSMEs through the specialized technical assistance that increases its productive capabilities and its market access management.

Progress on the business chains execution

In this period, 7 new rural value chains were selected and identified reaching a total of 31 rural value chains, from which 24 are from the export vegetable sector (French green beans, onion, sweet peas, snow peas, pea beans) and 7 are from coffee sector in its majority are from organic production. In these chains, 5,280 rural households have incorporated, from which 3,989 are men and 1,291 are women.

From the main executed activities, the following results are highlighted:

- i. **Result 1: Increase in availability and usage of technical assistance and BDS (Business Development Services) per associative SMEs in all value chain.**

Global Scope 1: 60 associative SMEs (45 horticultural and 15 of coffee) with access to technical assistance and BDS.

AOP Goal FY2014: 33 incorporated chains and with access to technical assistance

Advances of the Goal:

The Project reached a **93% of accomplishment of the annual goal** due to achievement on incorporating 31 associative MSMEs (24 of vegetables and 7 of coffee) from 33 that were predicted; activities are made with all chains for its strengthening through business development services –BDS- and are receiving technical assistance focused on productivity improvement. At a global goal level, an advance of 51% was accumulated. The performed activities during this period were:

Business Management: During this period, the development of Business Development Services – BDS- continued, bringing training to 31 MSMEs to strengthen the capabilities of businesses management and leadership. Administrative, financial, and accounting tools was developed, which had improve the ordering and registration of groups. The achievements were the following:

- A total of 290 members of the Boards were trained in the following topics: administrative, accounting, organizational, business plans. As a result of these actions, 31 MSMEs have improved their administrative and accounting tools, and have established improvements on production registry and controls, commercialization, as well as, their obligations before the Superintendency of Tax Administration –SAT.

- Directors of MSMEs have improved their management capacity and negotiated prices with exporters, besides maintaining an acceptable level of rejection, compared with previous years.
- Implementation of three administrative-accounting software to equal numbers of MSMEs with which have improved their registry system and administrative controls.
- Directors of 31 MSMEs have developed management skills, which allowing suppliers to negotiate and buy supplies in bulk, which has caused a decrease in production costs for producers.
- 60 rural leaders participated in the Convention of the Western Business Convention *Exporta*, where they managed to contact suppliers of agricultural and financial services.
- 3 rural leaders participated on April 2014 in Specialty fair Coffee Association of America – SCAA- at Seattle, Washington. This was an activity to strengthen the leaders management and to promote their products.
- Organizational improvements in functioning of 10 MSMEs were boosted, the directors have selected among their members, the personnel to take control in important areas, such as: production, credit unit, and storage, to strengthen the organization management.
- A total of 10 MSMEs have manuals with administrative and accounting control procedures.
- 27 rural enterprises have new promotional image that are part of the commercial strengthening that is given to value chains.
- 1,843 beneficiaries of 31 MSMEs were trained as part of the Business Development Services and technical assistance.
- A payroll system and registration ballots were facilitated to 2 producer MSMEs which helped to obtain the internal audit to access to Fairtrade Labelling Organizations (FLO) certification.



Technical Assistance: To strengthen the productive capabilities of the coffee and vegetable producers, the RVCP through AGEXPORT hired 7 technicians and 19 additional promoters, during this period, having in this moment a total of 77 members of the field team, from which 32 are field technicians and 45 are rural promoters, who follow up with technical assistance services to producers of 31 coffee and vegetable chains.

The technical assistance activities performed were:

Vegetable Chains:

- Advisory for planting planning according to the buyers demand
- Quality supervision of harvest and collection for buyer delivery
- Follow up to application of phytosanitary products as a measure to prevent disease and plagues in crops
- Parcels supervision to observe technological packages application according to specifications of buyer enterprises
- Technical assistance on good agricultural practices implementation and good manufacture practices implementation
- Follow up to maize and beans parcels to support food security
- Trainings in different promoted crops, such as peas and green beans given to partners of organizations in each one of the chains

Coffee Chains:

- Visits to parcels of partners for evaluation of coffee rust incidence, and harvest projection 2013-2014
- Internal inspection as previous requirement to organic recertification
- Technical assistance on field to partners of organizations in processes of technical management of coffee with emphasis on rust management.
- Supervision of application of mineral fungi-static broths for prevention and rust control
- Propitiate coffee renovation with resistant to rust varieties with the 7 coffee chains
- Through trainings and technical assistance, it has achieved that directors and producers of coffee chains have established nurseries for production of 3,170,000 coffee plants of varieties: Sarchimor, Catimor, and Caturra to renew 750 hectares. The team give technical assistance to chains in order to achieve good results in nurseries management
- It has achieved to trained 1200 coffee producers who have acquired knowledge and who implement a better management of coffee (desuckering, pruning, and shadow) in their plantations and it has propitiated the usage of sulphate and calcium products as part of the measures that help to reduce rust effects and regenerate in this way coffee plantations
- The technical assistance of the Project has strengthen capabilities to 250 producers in the quality improvement of wet mill of grain. Besides, corrective and/or feedback actions about the right way for parchment coffee drying have been implemented at a community level, which have improved the grain quality.
- Through technical assistance it was achieved that Chajulense Association maintains its status as a supplier of organic certified product.
- The maintenance and replace of pieces of machinery of dry mill of Chajulense Association have been supported, ensuring to maintain and improve the grain quality in its threshing process to obtain gold coffee.

Goal 1.3: 6,930 rural households benefitted with technical assistance y business development.

AOP Goal FY2014: 3,795 households benefitted with technical assistance and BDS

Advances of the goal

The Project in its component 1 achieved to overcome in more than 100% the goal of households with technical benefits, reaching **5,280 households or producers that are associated to the 31 chains** of vegetables and coffee. Along with the results during the year, **the project obtained an advance of the global goal of 76%.**

Performed Activities

Agricultural Training:

The 31 chains of RVCP advanced in its training and agricultural technical assistance processes, achieving that 5,280 partners improve their capabilities, from which the 20% are women that are being benefitted in themes knowledge, such as:

With coffee chains:

- Renovation of coffee plants and elaboration of foliar fertilizers for coffee
- Elaboration of coffee seedbeds and seedlings
- Internal control system for organic coffee certification
- Wet coffee mill and quality control
- Management of the Productive Fabric Coffee tree
- Fertilization of organic coffee

With vegetable chains:

- Good agricultural practices in export vegetables
- Integrated Management of Plagues in vegetables
- Efficient usage of water in agricultural production
- Harvest and post-harvest management of French green beans
- New law of modernization of food harmless
- Integrated usage of resources, biological control of plagues

Besides, through de technical team and assigned promoters to the chains, more than 4,600 producers received services of productive technical assistance on fields, which result very important in the implementation of management practices of crops.

In alliance with USDA, a workshop of **Integrated Management of Potatoes Diseases** was performed on February 2014 in which 42 producers and agricultural technicians from the western Guatemala participated. The event was conducted by a north American potato expert and two Guatemalan experts.



Training to partners from ADIP, Management of French Green beans crops



Training to partners from ADIP about: usage, importance, benefits, and placing mulch fabric for sowing on winter



Training for partners of ADIP about dosification of fertilizers, and measuring the pH of water



Training for partners of CINASEM about Good agricultural practices in crops of French Green beans.

ii. Increased availability of supplies for agricultural production, technology, and services by associative SMEs

Global Goal 1: 60 associative MSMEs (45 of horticultural and 15 of coffee) with increase on availability of supplies for agricultural production, technology, and services.

AOP Goal FY2014: 18 MSMEs with increase on availability of supplies for production.

Advances of the goal

This annual goal was accomplished in more than 100% of the projected for 2014, due to the Project works with 31 chains and eased technical assistance, training, and resourcing to increase productivity. The advance in terms of the global goal amounts to 51% in component 1.

Performed Activities

The Project boosted the usage of different technologies such as improved seed for domestic consumption crops and commercial crops, mulch for soil coverage, and also do implementations of BPA's and practices for soil conservation, which has allowed to producers of MSMEs the improve of quality and productivity of crops and increasing its efficiency and competitiveness.

The reached advances in FY2014 were achieved through the following activities:

- The Project continued supporting the chains that are dedicated to production of **9 crops**, being these: French green beans, sweet peas, snow peas, peas, organic coffee, conventional coffee, broad beans, potatoes, and onions, which imply a follow up through the technicians and promoters in all productive process which entail soil preparation, sowing, crop management, harvest, post-harvest, and implementation of good agricultural practices.
- 575 families from 21 organizations implemented 50.20 hectares of mulch, technology which
- seeks to increase productivity, improve moisture retention of soil, weeds decrease, perform a better control of plagues, improve product quality, and reduce manpower.
- It has been improved the post-harvest management through the usage of **5,500 plastic baskets** by the producers and with that they assure the quality and harmlessness of export agricultural products.
- 8 organizations have renewed its certification under the GLOBALGAP and TESCO Regulations including certification seals, to meet the field audits.
- 14 MSMEs dedicated to green beans production, have improved product quality by the technical assistance of the project which has represented a decrease of rejection of a 30% to 10%.
- Vegetable producers of 31 MSMEs have improved the management practices of important topics such as fertilization management, plagues and diseases controls, and post-harvest management.
- 3 centers of harmlessness was established so that 3 MSMEs perform the tasks of collecting, sorting, washing and packaging of export products to comply the safety requirements by the buyers.
- 27 chains have access to new productivity technologies as to systems of drip irrigation, mulch, terracing, improved seeds, MIP among other technologies.

Although the situation caused by rust in coffee plantations, the project has obtained important achievements that have helped small producers to deal with problems, being these the followings:

- Propitiate the renovation of coffee plants with varieties resistant to rust with the 7 coffee chains. Through trainings and technical assistance it has achieved that directors and producers of coffee chains have established nurseries for production of 3.170,000 coffee plants of varieties sarchimor, catimor, and caturra for renewing 750 hectares. The technical team and promoters give technical assistance and accompany the producers to achieve results in nurseries management.
- It has achieved to trained 1200 coffee producers who have acquired knowledge and who implement a better management of coffee (desuckering, pruning, and shadow) in their plantations and it has propitiated the usage of sulphate and calcium products as part of the measures that help to reduce rust effects and regenerate in this way coffee plantations
- The technical assistance of the Project has strengthen capabilities to 250 producers in the quality improvement of wet mill of grain. Besides, corrective and/or feedback actions about

the right way for parchment coffee drying have been implemented at a community level, which have improved the grain quality.

- Through technical assistance it was achieved that Chajulense Association maintains its status as a supplier of organic certified product.
- The maintenance and replace of pieces of machinery of dry mill of Chajulense Association have been supported, ensuring to maintain and improve the grain quality in its threshing process to obtain gold coffee.

iii. Generated value and sales volume of horticultural products and coffee by associative MSMEs

Global Goal 1: 351,710 quintals of horticultural products and coffee.

AOP Goal FY 2014: 82,610 quintals of horticultural products and coffee.

Advances

During 2014 the component 1 accumulated a total of 74,656 quintals of horticultural products and coffee, achieving an accomplishment of 90% of the year goal. The accumulated of the component produced is 125,460.05 quintals, which represent an advance on the global goal equivalent to 35%.



Chart No. 2 Production of quintals of vegetables and coffee FY 2014

	Oct-Dec 13	Jan-Mar 14	Apr-Jun 14	Jul-Sep 14	Total production (qq) FY2014
					74,656.06
Vegetable	5969	14047.49	15,443.16	6,462.10	41,921.75
Coffee	96.89	9,094.15	789.27	-	9,980.31
Onion	-	6,750.00	-	16,004.00	22,754.00

Global Goal 2: Generated sales of US\$ 18,113,784 in horticultural products and coffee accumulated during the Project.

AOP Goal FY2014: US\$ 3,513,425 of sales generated by horticultural products and coffee from C1.

Advances

The fiscal year 2014 represented for the Project an advance of more than 100% in the commercialization of chains of component 1, in spite of the impact that rust represented in coffee production, achieving a commercialization of US\$ 4,111,312.21 in vegetables and coffee. At this date, the project in its component 1, has reached an accomplishment of global goal of 38% (US\$ 6,939,239.38).

Chart No. 3 Sales in US\$ of vegetables and coffee FY2014 for component 1

	Oct- Dec 13	Jan-Mar 14	Apr-Jun 14	Jul-Sep 14	TOTAL SALES FY2014
					\$4,111,312.21
Vegetable	270,897.89	544462.23	800844.43	333,766.01	\$1,949,970.56
Coffee	10,000	1,532,485.80	88041.17	111,544.16	\$1,742,071.13
Onion	0	129,807.69	0	289,462.82	\$419,270.51

Performed Activities

MSMEs from component 1 have maintained commercial relationships with buyer companies of their horticultural products and coffee, whereby there is continued working with Mountain Green Coffee, Volcafe, Atlas Coffee Importers, Four Pines, San Juan Agro-export, SIESA, UNIESPECIES, Frutesa, Frozen Food, FEDECOCAGUA, GHORTEX and FECCEG.

Marketing materials and corporate image for each organization

Corporate Image: It have been hired consulting enterprises for business image development, achieving that 27 MSMEs could have a brand, presentation cards, banner, sheets, labels, letterhead envelopes, electronic signatures, institutional folders, among others.

Participation on National and International Fairs:

In this period, it was participation in commercial events, the participation in Special Coffee American Fair –SCAA- is highlighted, performed in Seattle, Washington, United States on April 2014, 3 leaders of COPECAFE, APROCAFI and *Flor de Café Chel* participated.

Chart No. 4 Business Chains on Execution

No.	Name of the Or	Municipality	Department	Partners to attend			% of Women	Crop / Product	Buyer
				M	W	Total			
C 1 . Competitiveness of Value Chains									
1	Association Chajulense I	San Gaspar Chajul, San Juan Cotzal	Quiché	532	43	575	7%	Organic Coffee	Green Mountain Coffee
2	Association Chajulense II	San Gaspar Chajul, Santa María Nebaj	Quiché	528	41	569	7%	Organic Coffee	Green Mountain Coffee
3	ADIP	San Miguel Uspantán	Quiché	41	10	51	20%	French green beans	Coop. Cuatro Pinos
4	Pamaria	Santa Lucía La Reforma	Totonicapán	39	29	68	43%	French green beans, sweet pea, snow pea	UNISPICE
5	AGRIUF	Santa Lucía La Reforma	Totonicapán	25	25	50	50%	French green beans, snow pea	San Juan Agroexport
6	ADINA	Momostenango	Totonicapán	26	30	56	54%	French green beans, snow pea	San Juan Agroexport
7	Agua Viva	Santa Lucía La Reforma	Totonicapán	60	20	80	25%	French green beans, snow pea	San Juan Agroexport
8	Progresar	Sacapulas	Quiché	163	30	193	16%	french green beans	UNISPICE
9	Agros Ixil	Santa María Nebaj, San Gaspara Chajul y San Juan Cotzal	Quiché	275	75	350	21%	pea, sweet pea, french green beans	SIESA, Alimentos Congelados, S.A.
10	CAFÉ IXIL	Santa María Nebaj, San Gaspara Chajul y San Juan Cotzal	Quiché	214	86	300	29%	Conventional Coffee	Atlas Coffee Importers
11	AIDA	Cunen	Quiché	90	20	110	18%	french green beans	SIESA
12	ADECIGUA	Sacapulas	Quiché	139	18	157	11%	french green beans	SIESA
13	APRODEFI	Chajul	Quiché	114	110	224	49%	French green beans, snow pea, sweet pea, pea	San Juan Agroexport
14	ASIES	Nebaj	Quiché	211	227	438	52%	Sweet pea, pea, French green beans	UNISPICE, San Juan Agroexport, Alimentos Congelados, S.A.

No.	Name of the Or	Municipality	Department	Partners to attend			% of Women	Crop / Product	Buyer
				M	W	Total			
C 1 . Competitiveness of Value Chains									
15	CINASEM	San Miguel Uspantán	Quiché	192	138	330	42%	French green beans	FRUTESA, Globalex Inc.
16	ADPRA	Santa María Cunén	Quiché	41	39	80	49%	French green beans, sweet pea	Cuatro Pinos, Alimentos Congelados, S.A.
17	ADIES	Sacapulas	Quiché	70	43	113	38%	Onion	CENMA
18	ADIBA	Chichicastenango	Quiché	134	25	159	16%	Sweet pea	SIESA
19	Cooperative Vertice del Norte	Nebaj y Chajul	Quiché	196	29	225	13%	Organic Coffee	FEDECOCAGUA
20	Flor del Café-Estrella Polar	Chajul	Quiché	66	17	83	20%	Organic Coffee	FEDECOCAGUA
21	Cooperativa Integral Agrícola "Las Pilas"	Chajul	Quiché	116	42	158	27%	Organic Coffee	FEDECOCAGUA
22	ASODINE	Santa Lucía La Reforma	Totonicapán	35	15	50	30%	french green beans, snow pea and sweet pea	GHORTEX, S.A.
23	COPECAFE R.L.	San Juan Ostuncalco	Quetzaltenango	56	12	68	18%	Organic Coffee	FECCEG
24	Rabinal Vargas, Sociedad Civil	Chichicastenango, Quiché	Quiché	124	28	152	18%	Snow pea, sweet pea	Servicios Internacionales de Exportación, S.A., SIESA
25	AIPO	Village Los Alonzos, San Juan Ostuncalco	Quetzaltenango	60	15	75	20%	Fava beans, potatoes	SIESA
26	ASOTADIR	San Juan Ostuncalco	Quetzaltenango	50	10	60	17%	Fava beans, potatoes	SIESA
27	ADIAP	Pulay, Nebaj	Quiché	108	18	126	14%	Sweet pea	San Juan Agroexport
28	Pozo Verde	Village Pozo Verde, Cunén	Quiché	59	41	100	41%	Sweet pea	Legumex
29	Flores Pajales	Village Flores Pajales, Cunén	Quiché	114	23	137	17%	snow pea	Legumex
30	ACODIPA	Rincón de los Leones, Zacualpa	Quiché	48	5	53	9%	french green beans	SIESA
31	Tikonel	Village Flores Pajales, Cunén	Quiché	63	27	90	30%	snow pea, green beans	Legumex

iv. Generated employment for rural households on poverty

Goal 6.1: 2,055 generated employments that represent 534,216 wages.

AOP Goal FY2014: A total of 395 employments that are equivalent to 102,700 wages

Advances

As a result of the agricultural activities in vegetable and coffee chains attended by component 1, the goal of employments for this year **was overcome in more than 100%**. During this period, 848 generated employments were achieved, and these are equivalent to 220,480 wages. From the generated employments the 9% correspond to done work by women. To this moment, the component represents an advance in its employment goal of 69% (1,415 employments = 367,900 wages).

Performed Activities

The MSMEs have done their sowing plans according to the crops they have, using people in various activities since the soil preparation, sowing, cleaning, fertilization, fumigation, pruning, and classification of the product. The crops of export vegetables allow complete families to employ themselves during the pruning phase and product selection.

In the area of coffee growing, despite the problems caused by rust, producers though on less quantity employed people to support maintenance of coffee plantations during the harvest.

Advances in Promotion of Nutritional and Food Security:

The promotion of Nutritional and Food Security –SAN-, in each one of value chains fromo component 1, is led and implemented by the Nutrition Institute of Central America and Panama –INCAP-, which, during this period executed the following activities:

- Implementation of family orchards and training for associates

The Project trained 179 partners of value chains (83 men and 96 women) about the importance of home orchards, availability and exploitation of healthy food, among other themes. Family orchards were implemented in 7 rural value chains from Quiche: Progresar foundation, ADESIGUA, ADIES, ADPRA, AIDA, ADIP, CINASEM; and 4 rural value chains from Totonicapan: ADINA, AGRIUF, Rios de Agua Viva, and Nueva Esperanza.

In total, 335 nutritious family orchards were installed, each one of these include 13 nutritious plant species such as: nightshade (macuy or quilete), chard, chipilín, and pigweed (amaranth), onion, garlic, jalapeno pepper, tomato, chaya, oregano, moringa, pumpkin between maize and bedframe with guisquil.

During the training processes, the Manual of Nutritious Family Orchards was delivered and used, a material for eligible families in whose households where implemented new orchards. Such material was done by the technical team of INCAP based on the experiences of the institute, as well as, on recognized institutions (FAO, IICA, INIFAT, and PROHUERTA).

Chart No. 5 Families from component 1 trained on family orchards

No.	Chains	Municipality	Department	No. Partners		
				M	W	Total
1	Fundación Progresar	Sacapulas	Quiché	8	6	14
2	ADESIGUA	Sacapulas	Quiché	8	0	8
3	ADIES	Sacapulas	Quiché	6	8	14
4	ADPRA	Cunén	Quiché	10	9	19
5	AIDA	Cunén	Quiché	6	1	7
	ADIP	Uspantan	Quiché	9	2	11
7	CINASEM	Uspantan	Quiché	7	1	8
8	ADINA	Momostenango	Totonicapan	4	23	27
9	AGRIUF	Santa Lucía La Reforma	Totonicapan	15	1	16
10	RIOS DE AGUA VIVA	Santa Lucía La Reforma	Totonicapan	6	5	11
11	NUEVA ESPERANZA	Santa Lucía La Reforma	Totonicapan	4	40	44
Total				83	96	179

- Provision of Tippy Tap washing stations

Eleven free-hand stations were installed, these are Eco-technologies called Tippy Tap that have as purpose promoting hand washing after using toilet, before eating, before harvesting and working at the orchard.



- Trainings in post-harvest and minor species managements

Eighty people of value chains of Progresar Foundation, ADECIGUA, ADIES, ADPRA, AIDA, CINASEM, ADINA, AGRIUF, Rios de Agua Viva, and Nueva Esperanza were trained in post-harvest management and in productive activities of poultry breeding, barnyard animals, silvo pastoral and livestock systems, as a source of animal protein for home consumption that guarantee a better diet diversification according to the Feeding guides based on Food for Guatemala –GABAS-.

- Training for PCSAN-G in themes of SAN

INCAP, during this year strengthened the capabilities of promoters, 21 PCSANG-G and 3 department supervisors. Among the main themes that were eased for them, are: home hygiene, practice workshop for taking anthropometric measures, and nutritional oversight.

- Community Diagnoses

Nineteen diagnostic reports were elaborated: one that integrates the obtained results in the set of diagnostics as a general report, and a result documents for each one of the chains.

- Counseling and home visits to families

A total of 995 families were visited through home visits for evaluating situations of health and food security, besides conducting counseling chats.

A total of 983 families have received counseling in hygiene themes, and 574 families went to the group session of good hygiene practices. Among other developed contents, the personal care was emphasized, and the hygiene on household and food.

A meeting of approach with TNC was conducted in order to involve the thematic of adaption to climate change at home.

COMPONENT 2: Expand participation in rural value chains

Leader of C2: Save the Children

Strategic Objective: Expand horticultural and coffee production, as well as, sales model in favor of poor rural households.

Component Objective: Improve competitiveness and extend the capabilities in associative selected MSMEs through specialized technical assistance to increase the capacity and market access.

After starting actions during the fiscal year 2012-2013 at the department of Quiche, in the period 2013-2014, Save the Children has tackled a second geographical area on execution through the involvement as sub-contractor of the Micro-Enterprise Development Association – ADAM- at the department of Quetzaltenango. The progress made in the period are presented below:

Advances in results and goals of Component 2:

i. Result 1: Expansion of participation of rural households including women in rural associative SMEs.

Global Goal 1: 3,910 rural households on poverty situation directly participated in productivity activities from rural associative MSMEs (70% men and 30% women)

Advances of the goal:

During this period, the registry of new households continued, a total of 26 new chains were included, which represent 1,146 new households. The total of chains in component 2 is 36 and a total of 1,665 rural households on poverty are participating in productive activities from which 41% are women, The distribution of households by department is: Quiche (1,136 beneficiaries where 24% are women) and Quetzaltenango (529 beneficiaries where 78% are women).

With the identification of value chains and households involved during FY 2014, it is achieved to accumulate the 43% of advance of goal of households (3,910) and regarding to chains, its advance is 72% (50 chains)

The technical team will continue doing regional acknowledgements in order to identify the rest of the groups and achieve the goal of producers that directly participate on productive activities.

Chart No. 6 Total of households registered in component 2 for RVCP implementation

Code	Name	Beneficiaries			
		Total	Men	Women	% Women
01	Group of Producers Caracolito.	52	40	12	23%
02	Association of producers for Integral Development Carrizalences.	80	54	26	33%
03	Civil Association of Agricultural Integral Development	82	64	18	22%
04	Center for the development and indigenous defense Group	100	58	42	42%
05	Agricultural Group Pamaxan	23	22	1	4%
06	Association of Integral Development of the villages San Luis Las Anonas y Poblaj Maya Uspantanense.	45	31	14	31%
07	Agricultural Association of Ixil Integral Development	48	45	3	6%
08	Nuevo Amanecer de Nebaj Association	63	53	10	16%
09	Association of Integral Agricultural Development Zacualpense	89	79	10	11%
10	Group of producers Chitapol	55	52	3	5%
11	Association of Integral Development Zacualpense	55	41	14	25%
12	Group of producers Nueva Misión Santa Clara.	80	58	22	28%

Code	Name	Beneficiaries			
		Total	Men	Women	% Women
13	Group of producers Zacualpense.	45	38	7	16%
14	Association of producers for Integral Development Cinaguense.	48	43	5	10%
15	Group of producers Ixlaj and Sotza.	72	38	34	47%
16	Group La Cumbre.	28	22	6	21%
17	Group of agricultors of development Bellafloreses.	75	38	37	49%
18	Association of peach producers Rio Camanibal.	19	16	3	16%
19	Agricultural Integral Cooperative Chipaquense.	29	24	5	17%
20	Agricultural Association "Jupuk Winaq" Semeja III	23	19	4	17%
21	Agricultural Peach Producers Association Chunimalenses.	25	25	0	0%
Subtotal Quiché:		1,136	860	276	24%
22	Association of Integral Development Chiquirichapense.	44	23	21	48%
23	Agricultural Association Chiquirichapa	22	18	4	18%
24	Association for the future "Buena Vista "	17	12	5	29%
25	Health Evangelical Community Committee "ECS"	43	17	26	60%
26	Producers committee La Victoria	16	0	16	100%
27	Association of producers El Buen Sembrador	62	0	62	100%
28	Women Group Flor del Campo	36	0	36	100%
29	Sowing Group Visión de la Aldea La Victoria	58	8	50	86%
30	Producers of Tuipox	68	0	68	100%
31	Grupo de Mujeres Organizadas de Concepción Chiquirichapa	17	11	6	35%
32	Producers "Nuevo Amanecer"	18	3	15	83%
33	Producers "La Esperanza"	28	7	21	75%
34	Group of producers Las Estrellas del Tizate	46	0	46	100%
35	Group of peasant women of the Mam area "Flor del Durazno"	32	0	32	100%
36	Ancestral Ecological Agriculture Association	22	20	2	9%

Code	Name	Beneficiaries			
		Total	Men	Women	% Women
Subtotal Quetzaltenango:		529	119	410	95%
Total SC:		1665	979	686	41%

Source: SC-RVCP

Global Goal 2: 7,820 rural households on poverty received BDS and technical assistance (30% women and 70% men).

Advances of the Goal

The progress of the goal represents a 12% of accomplishment in the number of households with BDS (977) and a 24% (1,848) of accomplishment in households that have received technical assistance.

The personnel of the project have performed different activities for the strengthening of capabilities of the producers. A total of 977 households have received Business Development Services (trainings, advice). Per department, the situation is as follows: in El Quiché, 635 beneficiaries from which 24% are women and Quetzaltenango, 342 beneficiaries from which 95% are women.

Chart No. 7 Total of households with Business Development Services

Name of the training event	Events	Total	Men	Women	% Women
Associativity	7	121	92	2	2%
Functions of the Board of Directors	2	40	31	9	23%
Leadership and types of leaders	2	26	16	10	38%
Functions of working committees	1	27	11	16	59%
Basic Organization	2	63	46	17	27%
Subtotal Quiche:	14	277	196	54	20%
Associativity	5	121	24	97	80%
Functions of the Board of Directors	5	70	10	60	86%
Basic Organization	3	54	0	54	100%
Subtotal Quetzaltenango:	13	245	34	211	86%
Total:	27	522	230	265	51%
Name of the training event	Events	Total	Men	Women	% Women
Administration and Basic Accounting	8	95	63	32	34%
Basic Accounting	3	54	38	16	30%
Production Costs	8	149	110	39	26%
Basic Tools of Administration	2	20	15	5	25%
Credits management	3	32	25	7	22%
First Business Conference with exporter La Cumbre	2	8	8	0	0%
Subtotal Quiché:	26	358	259	99	28%
Production Costs	4	57	46	11	19%
Basic Accounting	5	40	32	8	20%

Subtotal Quetzaltenango:	9	97	78	19	20%
Total:	35	455	337	118	26%

Source: Save the Children.



Regarding to technical assistance, the total of households that have been benefitted are 1,848 from which 1,479 beneficiaries are served in the department of Quiché from which the 20% correspond to women and 369 beneficiaries are served in Quetzaltenango from which 85% correspond to women.

Chart No. 8 Total of households with technical assistance

Technical Assistance on topics	Total	Men	Women	% Women
Organization	151	91	60	40%
Financial Aspects	137	87	50	36%
Productivity	1,191	1,006	185	16%
Subtotal Quiché:	1,479	1,184	295	20%
Organization	126	41	85	67%
Financial Aspects	68	23	45	66%
Productivity	175	92	83	47%
Subtotal Quetzaltenango:	369	156	213	58%
Total:	1,848	1,340	508	27%

Source: Save the Children.

¹ Correspond to groups of type B that for purposes of this report , are considered MSMEs and will be supported by the project to acquire legal status.

ii. Result 2: Increased capacity in organizational and operative processes and increased capacity of group of producers management.

Global Goal 1: 22 new associative MSMEs increased their organizational, operative, and management capabilities.

Advances of the goal

In component 2, after FY2014 ends, from the total of 36 type B and C chains that are being served, 16 of these are new associative MSMEs¹ from type B, 11 of these chains are located at department of Quiché and 5 at Quetzaltenango. During This period 9 MSMEs were incorporated overcoming the achievements of FY2013.

The advance of the goal is 72% regarding to the number of chains identified as new, although, regarding to the formalization process and increase of capabilities, the process is recently beginning.

Global Goal 2: 28 Group of producers increased the organizational, operative and knowledge managements.

Advances of the goal:

Likewise, from 36 accumulated groups by the Project, doing a classification to accomplish this goal, there are 20 groups of producers, from which 10 of the chains are located at Quiché and 10 at Quetzaltenango. During the last quarter, 11 of these groups were incorporated.

Chart No. 9 Distribution of MSMEs by type and department

Code	Type	Name	Acronym	Department	Municipality	Coordinates	
						Latitude	Longitude
01	C	Agricultural Group Caracolito.	GAC	Quiché	Uspanatan	15.417335	-90.825788
02	B	Agricultural association for integral development Carrizalences.	AADIC	Quiché	Cunén	15.354722	-90.919944
03	B	Civil Association for Integral Agricultural Development.	ACDIA	Quiché	Cunén	15.344992	-91.084961
04	C	Center for Development and Indigenous Defense Group	GCDDI	Quiché	Cunén	15.335036	-91.058091
05	C	Agricultural Group Pamaxan.	GAP	Quiché	Cotzal	15.454078	-90.885549
06	B	Association for Integral Development of villages San Luis Las Anonas and Poblaj Maya Uspantanense.	ADISAP	Quiché	Uspantan	15.356585	-90.838387
07	B	Agricultural Association for Integral Ixil Development	ADII	Quiché	Nebaj	15.383462	-91.111345
08	B	Association Nuevo Amanecer de Nebaj.	ASONAMN	Quiché	Nebaj	15.406341	-91.209351
09	B	Association of Integral Agricultural Development Zacualpense.	ASODIAZ	Quiché	Zacualpa	15.029295	-90.899753
10	C	Agricultural Group Chitapol	GACH	Quiché	Uspantan	15.302002	-90.884569
11	B	Association for Integral Development Zacualpense.	ASODINZA	Quiché	Zacualpa	15.03071	-90.877329
12	C	Agricultural Group Nueva Misión Santa Clara.	GANM	Quiché	Cunén	15.340528	-90.98739
13	C	Agricultural Group Zacualpense.	GAZ	Quiché	Zacualpa	15.061933	-90.886748

Code	Type	Name	Acronym	Department	Municipality	Coordinates	
						Latitude	Longitude
14	B	Agricultural Association for Integral Development Cinaguense.	ASDICI	Quiché	Cunen	15.34547	-90.924622
15	C	Agricultural Groups Ixaj and Sotza.	GASI	Quiché	Chajul	15.49598	-90.98722
16	C	La Cumbre Group	GLC	Quiché	Zacualpa	15.039295	-90.899475
17	C	Group of agricultural development Bellafloreses.	GADB	Quiché	Cunen	15.35195	-90.91405
18	B	Association of peach producers Rio Camanibal.	AMERCA	Quiché	Chichicastenango	14.917162	-91.059952
19	B	Integral Agricultural Cooperative Chipaquense.	COINACHIRL	Quiché	Chichicastenango	14.934994	-91.081868
20	B	Agricultural Association "Jupuk Winaq" Semeja III	AGRISE	Quiché	Chichicastenango	14.870986	-91.185177
21	C	Committee of Agricultural Peach Producers Chumimalenses.	COMEACHU	Quiché	Chichicastenango	14.873365	-91.050588
22	B	Association for integral development Chiquirichapense.	ADICH	Quetzaltenango	Concepción Chiquirichapa	14° 51' 31"	91° 36' 04"
23	B	Agricultural Association Chiquirichapa.	AGRICH	Quetzaltenango	Concepción Chiquirichapa	14° 51' 34"	91° 37' 31"
24	B	Association for the Future of Buena Vista.	ASPROFUTURO	Quetzaltenango	San Juan Ostuncalco	14°53' 18"	91° 38' 31"
25	C	Evangelic Community Committee of Health "ECS"	ECS	Quetzaltenango	San Juan Ostuncalco	14° 54' 59"	91° 37' 38"
26	B	Producers committee La Victoria		Quetzaltenango	San Juan Ostuncalco	14° 54' 05"	91° 39' 01"
27	C	Agricultural Association El Buen Sembrador		Quetzaltenango	Concepción Chiquirichapa	14° 51' 33"	91° 37' 31"
28	C	Women Group Flor del Campo		Quetzaltenango	San Juan Ostuncalco	14° 52' 23"	91° 39' 44"
29	C	Sowers Group Visión de la Aldea La Victoria		Quetzaltenango	San Juan Ostuncalco	14° 54' 25"	91° 39' 28"
30	C	Agriculturists of Tuipox		Quetzaltenango	Concepción Chiquirichapa	14° 51' 8"	91° 36' 30"
31	C	Organized Women Group Concepción Chiquirichapa		Quetzaltenango	San Juan Ostuncalco	14° 50' 40"	91° 35' 48"
32	C	Producers Nuevo Amanecer		Quetzaltenango	San Juan Ostuncalco	14° 51' 33"	91° 37' 31"
33	C	Producers La Esperanza		Quetzaltenango	San Juan Ostuncalco	14° 52' 44"	91° 40' 13"
34	C	Group of producers Las Estrellas del Tizate		Quetzaltenango	San Juan Ostuncalco	14° 53' 56"	91° 41' 24"
35	C	Group of peasant women of the area Mam Flor del Durazno		Quetzaltenango	Concepción Chiquirichapa	14° 51' 23"	91° 35' 57"
36	B	Ecological Agricultural Association Ancestral	AGRECOAN	Quetzaltenango	San Juan Ostuncalco	14° 52' 21"	91° 37' 57"

Source: Save the Children.

iii. Result 3: Generated employments in producing farms of coffee and horticultural of high value

Global Goal 1: 619 generated employments in rural associative MSMEs that represent the 48,360 salaries.

Advances of the goal

With the finalization of this annual period, a general advance of the goal equivalent of 39% was achieved.

As a result of the productive activities of 28 chains, the Project accumulates up to this date a total of 239 employments, all of them generated during this period. From the generated employments, the 34% correspond to women employments. In terms of wages, it is equivalent to 62,249 earned wages² in the production areas from the beneficiaries.

Performed activities

The wages generated by the value chains are arisen from the activities generated by the different agricultural practices developed by the producers in their work parcels that goes from the soil preparation, crops agricultural management, adequate management of plagues and disease, activities of environmental mitigation in their lands, harvest, and packaging of their products.



²Wage is a wage , equivalent to 260 daily wages employment

iv. Result 4: Increased access to productivity technologies and support services for the members of the SMEs recently formed.

Global Goal 1: 22 MSMEs have access to productivity technologies and support services.

Advances of the Goal

The accumulated advance of the goal is of 95% taking into consideration that to this date 21 chains are registered, all of them located at the department of Quiche, that have had access to new technologies of productivity and support services.

Performed activities

Through the component, the knowledge of the producers has been strengthened through the presentation of technologies of low cost that can be combined with the usage of local materials for its fast adoption and replication by the skilled beneficiaries. Among the taught technologies are: construction of biological beds, construction of soil conservation structures, basic equipment of protection for pesticides usage, and collection centers of pesticide containers. Besides, workshops with DVL-PLANT have been developed for the exchange of experiences in the usage of new technologies for the adequate management of potato and onion crops.

Other important activity performed during the year was the formation of promoters and community facilitators for the accompaniment on field of the groups and for providing services to the chains.

Global Goal 2: 3,910 households on poverty have access to productivity technologies and support services.

Advances of the Goal

The year 2,014 allowed advance with the commitment to provide access to productivity technologies and support services to 2,163 poor households, with which a progress of 55% was achieved on the global goal of the project. The total of households come from the chains of department of Quiché, being important to mention that the trained people that have access to technologies are on 39% women.

Performed activities

- For this goal, mainly, training events have been developed for the socialization of the environmental mitigation plans (PMA) in commercial and domestic consumption crops, in served chains at the department of Quiche, counting with the participation of 102 beneficiaries.
- 90 producers were trained in usage and construction of biological beds, which, considering the contamination risks by chemical residues, allow the usage of biological process to minimize the quantity of chemical products that reach the aquifers or phreatic stratum.
- 965 producers were trained about the adequate manage of cultivars: peas, French green beans, Brussels sprouts, and potatoes, in order to increase knowledge about the proper care

of the such cultivars, and to increase the production per unit of area and prevent losses by its mismanagement.

- 438 producers were trained about the manage, construction, and importance of the conservation soil practices, with which is expected to be launched at the end of the production cycles of producers.
- 65 producers were trained about the processing procedures and usage of natural and organic insecticides, for the management of plagues and diseases in the national market crops as potatoes and carrots.
- 66 producers were trained in proper care of protection equipment and the management of different types of nozzles for an efficient usage of permitted pesticides and heath care of fumigators people.
- 429 produces were trained about the secure management of pesticides in order to increase awareness and risks mitigation in the usage of pesticides and in agricultural production, and to increase knowledge in Integrated Management of Plagues (MIP).



Chart No. 10 Training events to promote usage of technologies and support services

Name of the training event	Events	Total	Men	Women	% Women
Agri-rural meeting	1	8	5	3	38%
Socialization of PMA of vegetables, PMA of SAN and SUAP.	7	102	70	32	31%
Good Agricultural Practices (Biological Beds)	4	90	64	26	29%
Agricultural management of crops	37	965	565	400	41%
Soil conservation	14	438	276	162	37%
Elaboration and usage of natural and organic insecticides	3	65	49	16	25%
Proper care for protection equipment	5	66	47	19	29%
Safe management and pesticides classification	15	429	242	187	44%
Total:	86	2,163	1,318	845	39%

Source: Save the Children.

v. Result 5: Generated value and sales volume of horticultural products and coffee by SMEs.

Global Goal 1: 67,948 qq of horticultural products and coffee accumulatively produced during the Project.

Advances

The component 2 of the RVCP during the FY started the advances on production reaching 28,972.98 quintals of commercialized horticultural products and fruits, with it, the advance of the accumulated global goal is of 43%. From the commercialized production, 14 chains of Quiche reached a production of 18,630.98 quintals and 10,342 quintals of 10 chains of Quetzaltenango.

Performed Activities

Technical assistance for production of 24 participant chains was given, advising producers of export crops such as: peas, French green beans, sweet peas, and Brussels sprout. As well as other commercialized horticultural products in the national market: potato seed, potatoes, and carrots. In this period, the advice to fruit producers as apple and commercialized peach at national market, was begun.

Goal 2.5.2: Cumulative generated sales of US\$ 3,520,474 in horticultural products and coffee, during the Project.

Advances

The period 2014 allows commercializing an amount of US\$ 843,347.28 from its component 2, which contributed to the sales of the global goal for the advance of this component in a 24%. The generated sales from the horticultural and fruit productions were achieved in this way: the chains of Quiche commercialized US\$ 630,433.51 and the chains of Quetzaltenango commercialized US\$ 212,913.77.

Chart No. 11
Sales volume in US\$ and production in quintals of horticultural products and fruits

Code	Name	Acronyms	Sales volumen in quintals	Sales in US\$
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01	Agricultural Group Caracolito.	GAC	3,473.77	\$68,405.17
02	Agricultural association for integral development Carrizalences.	AADIC	384.25	\$9,735.01
03	Civil Association for Integral Agricultural Development.	ACDIA	1,196.39	\$30,602.78
04	Center for Development and Indigenous Defense Group	GCDDI	38.26	\$1,332.53
05	Agricultural Group Pamaxan.	GAP	755.00	\$24,321.99
06	Association for Integral Development of villages San Luis Las Anonas and Poblaj Maya Uspantanense.	ADISAP	397.04	\$15,628.34
07	Agricultural Association for Integral Ixil Development	ADII	691.12	\$28,852.15
08	Association Nuevo Amanecer de Nebaj.	ASONAMN	1,331.00	\$40,019.27
09	Association of Integral Agricultural Development Zacualpense.	ASODIAZ	2,494.64	\$94,168.90
10	Agricultural Group Chitapol	GACH	580.45	\$21,680.47
11	Association for Integral Development Zacualpense.	ASODINZA	1,104.97	\$63,717.56
12	Agricultural Group Nueva Misión Santa Clara.	GANM	3,858.85	\$129,206.68
13	Agricultural Group Zacualpense.	GAZ	315.25	\$18,567.76
14	Agricultural Association for Integral Development Cinaguense.	ASDICI	2,010.00	\$84,194.92
Sub total Quiche:			18,630.98	\$630,433.51
15	Association for integral development Chiquirichapense.	ADICH	2,347.00	\$48,977.28
16	Agricultural Association Chiquirichapa.	AGRICH	684.00	\$12,307.77
17	Association for the Future of Buena Vista.	ASPROFUTURO	839.00	\$17,571.48
18	Producers committee La Victoria		229.00	\$4,430.84
19	Association of producers El Buen Sembrador		448.00	\$8,085.60
20	Women Group Flor del Campo		1,523.00	\$32,870.31
21	Producers of Tuipox		564.00	\$10,047.70
22	Producers La Esperanza		1,180.00	\$24,942.63
23	Group of producers Las Estrellas del Tizate		1,796.00	\$37,858.32
24	Ecological Agricultural Association Ancestral	AGRECOAN	732.00	\$15,821.84
Sub total Quetzaltenango:			10,342.00	\$212,913.77
Total:			28,972.98	\$843,347.28

vi. **Result 6: Increase of income of non-agricultural activities**

Global Goal 1: 5% increase on income of non-agricultural activities (from the baseline)

Advances

This indicator will be measurable from the next FY.

vii. Result 7: Gross profit per area unit

Global Goal 1: Gross profit per product of US\$ 1,000.00/hectare in vegetables and of US\$ 200.00/hectare in coffee.

Advances

This indicator will be measurable from the next FY.

COMPONENT 3: IMPROVE AGRICULTURAL PRODUCTIVITY

LEADER OF C3: AGEXPORT

Strategic Objective: Improve the agricultural productivity through accessing new technologies for innovation, mitigation and adaptation to climate change, good agricultural practices, and demanded certifications to improve competitiveness of associative MSMEs.

The actions of this component were focused on strengthening and/or generating capabilities with 31 organizations of producers. Actions to promote the usage of new production technologies were developed, trainings, implementation of good agricultural practices, practices of adaptation to climate change and integrated management of plagues for the different crops that are commercialized to export market have advanced.

i. Result 1: Hectares with improved technologies, good agricultural practices as a result of technical assistance of the Government of United States.

Global Goal 1: 15 MSMEs implement the technology of crops under coverage conditions (Mulch).

Global Goal 2: 20 implemented hectares with technology of crops under coverage conditions (Mulch).

AOP Goal FY 2014: 10 MSMEs implement the technology of crops under coverage conditions and 15 hectares with this technology are established.

Advances of the goal

The project accomplished in more than 100% with the established goals of AOP. It was accomplished that 575 families of 21 MSMEs implemented in 50.29 hectares the technology of mulch, which allows a soil coverage diminishing the generated problems by plagues and undergrowth besides improving the quality and crop growth.

Performed Activities

With the coordination and participation in the Boards of 21 MSMEs, the distribution of mulch technology was done during June and July of this year. The utilization of this technology will be done according to the productive cycles of the groups.

Chart No. 12. MSMEs benefitted with Mulch

No.	Name of the Organization	Real coverage area to covered with Mulch (Ha)
1	ADIP	1.86
2	Pamaria	1.86
3	AGRIUF	1.86
4	ADINA	1.86
5	Agua Viva	1.86
6	Progresar	4.45
7	Agros Ixil	3.10
8	AIDA	3.10
9	ADECIGUA	1.86
10	APRODEFI	4.24
11	ASIES	2.38
12	CINACEM	3.00
13	ADPRA	2.38
14	ADIBA	1.86
15	ASODINE	3.00
16	Rabinal Vargas	4.76
17	ADIAP	3.10
18	POZO VERDE	0.62
19	FLORES PAJALES	0.62
20	ACODIPA	1.86
21	TIKONEL	0.62
Sub Total Component 1		50.29

- ii. **Technologies or management practices in development phases: Phase III: In availability for its transference.**

Global Goal 1: 9 technologies or management practices in development phases.

AOP Goal FY2014: 3 technologies or management practices in development phases which implement the technology of crops under coverage conditions (Mulch).

Advances of the goal

The goal was overcome, due to the boost of practice and usage of 6 technologies with 31 chains, which is detailed as a performed activity during this year.

Performed Activities

- **Systems of irrigation by dripping:** In alliance with International Development Enterprises –IDE- specialists of the Business Chains Program made a tour of exchange to Marcala, Honduras to know the low pressure irrigation technology that this organization is implementing in such country. As a product of this visit, the subscription of a cooperation agreement between AGEXPORT and IDE was managed in the framework of the Rural Value Chains Project. Among the advances of this alliance, the establishment of demonstrative parcels of low pressure irrigation was agreed for family orchards with orientation to food security, for which IDE gave a treadle pump, as well as, conduction, caption, and distribution of water for a demonstrative orchard in Xix village at Chajul, Quiche. This demonstrative parcel will be monitored by technicians of both institutions to evaluate efficiency and costs in order to considerate expanding to more families and other regions in the coverage area of the project.



- **Mulch, System of Coverage:** 575 families of 21 MSMEs were benefitted and are implementing mulch coverage to improve quality and productivity of crops. With this technology, better harmless conditions in the production of 50 hectares of crops of MSMEs will be achieved; it is expected that with this technology a decrease of rejections by pests will be generated.
- **Good Agricultural Practices:** 31 MSMEs are advancing with BPA's implementations; specifically, during this period 14 MSMEs were benefitted of the technical advices for the implementation of technologies such as: MIP, installation of parcels with biological beds, fenced of parcels, among other important practices that increase options of certification for groups.
- **Improved Seed, MAS FRIJOL:** a total of 3,000 families were benefitted with improved bean seeds which are equivalent to 74 hectares sown with this crop. This technology is in proof

phase, the obtained yield, the soil adaption, and climates where MSMEs are located will be analyzed.



- **Practices of Soil conservation:** 31 groups of component 1 have been trained and receive technical assistance to implement soil conservation practices, among which it is worth noting: contour plowing, living and dead terraces.
- **MIP Implementation:** this type of practice is strongly boosted with the producers of 31 MSMEs in order to help the decrease on usage of chemical products. There are hired consultants to train and assist chains in a direct and specialized way promoting is their areas the integrated management of plagues.



COMPONENT 4: Expand markets and commercialization through innovation of private sector

Leader of C4: AGEXPORT

Strategic Objective: Facilitate through the creation of a Federation of Cooperatives the incorporation of small producers of non-traditional producers of vegetables to export markets through its insertion to value chains of vegetables, generating productive exportable offer, expanded services,

transformation, and commercialization of their production, in a strategic alliance with *Cuatro Pinos* Cooperative and its horticultural development model.

No advances in this component are presented in terms of indicators, however it is important to note the following:

- There were negotiation meetings with directors and executives from Cuatro Pinos Cooperative, concluding that the process to implement the component at this moment haven't the necessary conditions, taking into consideration that both enterprises as leaders and horticultural organizations in the coverage area expressed that the implementation of the proposal would mean time beyond expected in the duration of the project.

The above situation has forced authorities from AGEXPORT to analyze and present a counterproposal to USAID for review and analysis. This proposal will be prepared and presented during the next quarter.

COMPONENT 5: Extend the crops productivity for domestic consumption and improve food usage

Leader of C5: Save the Children and INCAP

Strategic Objective: Increase the productivity of crops grown in rural households for home consumption and improve the usage thereof.

Advances on the implementation of component 5.

i. Result 1: Increase in yields of food cultivation for domestic consumption

Global Goal 1: 3,910 households increase the yields of food cultivation for domestic consumption. (C2 direct households participating in productive activities).

Advances of the goal

In this moment it has not been possible to measure yields to establish an advance of the target because the productive areas are in full development and has not completed the agricultural year, so records yields will be taken during the first quarter of fiscal year 2014 – 2015.

Performed Activities

- It is worth noting that a total of 1,438 households received a provision of seeds to establish productive parcels of the varieties Hunapu, Altense, and Super Chiva, taking into consideration the climatic zone for its better adaptation. The quantity of delivered seeds was 5 lbs. of beans per participant family, which make a total of 7,190 lbs. This seeds was delivered during May-July, and its sowing was made after receiving the technical directions to guaranteed the adequate manage for bean crop, the parcels are distributed as follows: 841 at Quiche and 597 at Quetzaltenango.
- 462 households have established parcels of improved maize ICTA San Marceño which are in prior maturity phase to perform measure of harvests volume. The average quantity of maize seeds delivered per family was 4 pounds to sow an average area of two chords per producer.
- 1385 trained households in the adequate management of crops of basic grains covering thematics as agricultural management of corn and bean crops, mass selection for the improvement of maize landraces. Besides, improved practices to improve yield of native materials were promoted, these practices included improvements in planting distances and grains posture.

Global Goal 2: 10% of yields of food crops increased for domestic consumption. (C2)

Advances of the goal

Measurable from the next quarter due to at this moment the productive areas are in development according to rainy season and agricultural cycle.

Performed Activities

- 161.79 Ha of improved variety ICTA *San Marceño* have been established with the intention of making possible the base food of the rural population of the highlands of the country and support the sustainability for the seed reproduction for this grain sowings in the future.
 - 58.24 Ha of bean varieties Hunapu, Altense, and Super Chiva have been established according to climate conditions of the location and to the recommendations of ICTA who is the governing entity in technological guidance on these varieties. The distribution per department is 33.02 Ha at Quiche and 24.34 Ha at Quetzaltenango.
 - The sowing activity of bean with the Project MASFRIJOL of USAID / Michigan University and the Rural Value Chains Project was coordinated, which consisted in provide certified seed from ICTA of the varieties Hunapu, Altense, and Super Chiva.
- ii. **Result 2: Higher rural domestic knowledge of alternatives to increase productivity of basic foodstuffs crops.**

Global Goal 1: 3,910 households adopt alternatives to increase productivity of basic foodstuffs. (C2).

Advances of the goal

The strategy to boost practices for increasing productivity of food has been through the establishment of family orchards. During this period 785 households established family orchards and a total of 852 households were trained on family orchards management. The obtained advance to this date regarding to the global goal is of 20%. The orchards were established at the departments of Quiché in 645 households and Quetzaltenango in 140 households.

Performed Activities

- The family orchards have been established with commercial and native seeds of high nutritional value among which stand: chipilín, black nightshade, miltomate, carrots, beets, chard. The quantity of delivered seed to each family was 0.5 ounces of each one of the listed species.
- 852 households trained on implementation and management of family orchards. Among the taught topics to accomplish this objective are: establishment of seedbeds, grading and formation of planting beds, planting, fertilizing and control of pest and disease.

iii. Result 3: Higher knowledge of practices and techniques of preparation and storage of improved food in rural households.

Global Goal 1: 3,910 households using storage and preparation techniques of improved food. (C2).

Advances of the goal

During the period it was achieved that 613 households were trained in techniques of basic grains storage, all of them participants of Quiché department chains. The progress achieved to this date is 16% of the project goal. The implementation of techniques will be performed with the harvest in the next quarter of the new fiscal year.

Performed Activities

- Other training events were performed, serving 289 households in the theme "Combination foods in the diet" which aims to equip people with varied eating habits and recognize the value of natural food produced in their environment, which sometimes are not seen by their nutritional value.

Global Goal 2: 7,820 households trained on food usage through value chains and on implementation of horticultural gardens for domestic consumption and promotion of a diversified diet. (C2).

Advances of the goal

During this period, actions for this goal accomplishment were launched, achieving that 614 households were trained on implementation of horticultural gardens in order to be consumed at home

and allow promoting a diversified diet. The accumulated is 8% of the goal. With the inclusion of new chains and with the expansion of groups in this new fiscal period, the advance will improve.

Performed Activities

- 785 implemented family orchards, destined to domestic consumption of family at household. The orchards are distributed at the departments of Quiche (645 family orchards) and Quetzaltenango (240 family orchards).
- The implementation of higher quantity of orchards that the number of trained families is an indicator of families that have knowledge of their agricultural occupation and that only require an incentive as seeds to do this activity.
- 558 technical assistance visits done in order to guide vegetable consumption produced in horticultural gardens.

iv. Result 4: A higher knowledge about alternative practices for domestic animal husbandry.

Global Goal 1: 7,820 households increase their knowledge about domestic animal husbandry as an alternative of domestic consumption. (C2).

Advances of the goal

During this period technical assistance was given to 231 households who have fortified their knowledge for poultry breeding as an alternative for domestic consumption. The obtained advance to this date is of 3% of the goal of the project. For FY2015 the dynamics of activities to accomplish this goal will be increased for 36 chains that are already involved.

Performed Activities

- 4 training events developed with 124 households to direct the accurate handling of poultry and its sanitary management to prevent the spread of diseases to existing herds in communities.
- 4 events developed that covered 107 households focused on the adequate management of poultry facilities, orientation of installation related to sun, implementation of barnyard equipment with its feeder, waterer, and nesting boxes, this with the intention of guiding in confinement of birds to prevent contamination by feces home, as the proper handling of reproduction through the correct use of the male.
- Implementation of the professional supervised practice by a student of veterinary, who have to leave the activity due to personal limitations. This activity will begin again with San Carlos University and the Faculty of Medical Veterinary.

v. Result 5: Improve the access to diversity and food quality

Global Goal 1: 3,910 households improved the access to quality food. (C2) Direct households participating in productive activities.

Advances of the goal

Through the technical assistance, trainings, practices, and boosted technologies, knowledge in 1665 households have been strengthened. However, there have been no measurements of increased income of trade crop production or domestic consumption, because it is necessary to finalize the production cycles and analyze the results. The commercial exercise promoted by Component 2 with 21 chains will be analyzed in the coming months, actions that are precursors to improved access to food.

Performed Activities

- 371 trained households in techniques of family budget management to direct it to buy food at household.
- The team have been working on designing a tool to obtain data of the composition of household spending in order to have a better approach to data access.
- 785 family orchards were implemented in a diverse way, which allow better access to food at household.
- 21 chains were promoted, in which 1665 households participated commercializing, in which is expected to improve the family income as a result of their participation in economic activities.

vi. Result 6: Behaviors related to improved nutrition

Global Goal 1: 3,910 households improved eating behaviors related to nutrition. (C2)

Advances of the goal

A total of 1,936 households were trained in actions related to the improvement of their behavior related to nutrition of the members of their families, this was part of the reached advance during FY2014. A tool will be designed to measure behavior changes and effects caused by trainings. The advance according to trained households is 50% of the goal, the next year the advance will be measured by the improve of the behavior.

Performed Activities

- 72 training events directed to strengthen behaviors, developing the themes of “Good nutrition, personal hygiene, and household cleaning”.
- 558 visits to households to strengthen promoted behaviors on trainings.

vii. Result 7: Better utilization of health services and mother-child nutrition.

Global Goal 1: 3,910 households improved the utilization of health services and mother-child nutrition. (C2).

Advances of the goal

A total of 577 households trained on actions related to the improve of the utilization of health services based in danger signs. The obtained advance to this date is of 15% of the expected goal according to trainings. A tool to verify the real usage of available health services will be designed.

Performed Activities

- 73 sensitized families according to danger signs detection in the newborn child as in the pregnant mother, which indicate the need of seeking health services to avoid serious health conditions, and also death.

viii. Result 8: 2,100 people trained in health and nutrition of children through programs supported by the Project.

Global Goal 1: 2,100 people trained in health and nutrition of children through programs supported by the project.

Advances of the goal

During FY2014, it has accomplished that 744 households are trained in actions related to the improvements on health and nutrition of children. The obtained advance to this date is of 35% of the expected goal.

Performed Activities

- 21 training events performed to direct and make aware the theme of health and nutrition of children.

ix. Result 9: Children under five years covered by programs of nutrition supported by the Project.

Global Goal 1: 3,000 children under five years covered by the programs of nutrition supported by the Project.

Advances of the goal

It has the record of 1,654 children under five years who are being covered by the nutrition actions promoted by the project in beneficiary households. The progress achieved to date is 55% of the expected goal.

Advance on the implementation of Component 5 INCAP

- i. **Result 1: 2,400 (two-thousand and four-hundred) families with children under 2 years from 90 Business Chains (EE) of vegetables, coffee, and crafts, have family orchards implemented for home consumption that guarantee a higher diversification of diet according to Food-Based Dietary Guidelines for Guatemala –GABAS-.**

Implementation of 335 nutritious family orchards in rural value chains: Progresar Foundation, ADESIGUA, ASIES, ADPRA, AIDA, ADIP, CINASEM, ADINA, AGRIUF, Rios de Agua Viva, Nueva Esperanza, in order to improve the availability of food and guarantee a higher diversification of family diet.

With the APRODEFI group, fruit trees were implemented, because this RVC actually has a sowing program for native plants. It is expected that fruit trees will support the diet diversification of families. Ten people were trained in theme of handling fruit trees and 69 fruit trees of five species (apple, avocado, plum, peach, and lemon) were delivered to eligible families.



³ Objectives 5.8 and 5.9 were incorporated during the year of implementation

- ii. **Two-thousand and four-hundred (2400) families with children under 2 years from 90 EE of vegetables, coffee, and crafts, use the educational material for the implementation and management of family orchards.**



To this date the Guide of Family Orchards was made and will be distributed to eligible families that have been supported through group sessions and individual counseling. In this quarter the adjustments will be done to the prepared document by INCAP based on the proposal of AGEXPORT and will be distributed to a part of eligible families.

iii. Two-thousand and four-hundred (2400) families with children under 2 years have received trainings in themes of post-harvest management and on productive activities of poultry, barnyard animals breeding, and silvo-pastoral and livestock as source of animal protein for home consumption that guarantee a higher diet diversification according to Food-Based Dietary Guidelines for Guatemala –GABAS-.

A training of 80 participants of the chains –ADINA, AGRIUF, Rios de Agua Viva, and Nueva Esperanza- was performed to teach about post-harvest handling, and in productive activities of poultry breeding, barnyard fowl, silvo-pastoral systems and livestock, as a source of animal protein for domestic consumption that guaranteed a higher diversification of diet, according to Food-Based Dietary Guidelines for Guatemala –GABAS-.

The installation of eleven stations of hands-free washing stations with eco-technology called: Tippy Tap, which is low cost and allow saving in 85% the water used for hand washing, promoting appropriate practices of personal hygiene at home and agricultural practices.

Chart No. 13. Chains with Tippy Tap installation for hand washing

Department	Value Chains	No. of implemented Tippy Tap
QUICHE	Fundación Progresar	1
	ADECIGUA	1
	ADPRA	1
	AIDA	1
	ADIP	1
	CINASEM	1
TOTONICAPAN	AGRIUF	1
	AGUA VIVA	1
	Nueva Esperanza	2

	ADINA	1
Total		11

21 women promoters, 1 man promotor, and 3 departmental supervisors on thematics of post-harvest management, which will allow that this information reaches each one of the families included on this intervention.

As a final advance, it is reported that 80 families with children under 2 years have received training on themes of post-harvest management for domestic consumption that guarantee a higher diversification of diet, according to Food-Based Dietary Guidelines for Guatemala –GABAS-.

Objective 2: Improve the access to a diversified diet and with quality, prioritizing an appropriate investment of generated income in nutritious food in quantity and quality.

- i. Three thousand (3,000) families with children under 2 years from 60 EE of vegetables and coffee receive counseling at household and 30 EE of crafts receive counseling in group activities about prioritization of the investments on nutrition, health and education with generated income in productive activities of agricultural export and non-agricultural activities.**

The training to promoters and departmental supervisors was performed teaching about “Prioritization of investments on health, nutrition, and education”. In this module, basic information was given to identify the importance of investing on health, nutrition, and education of the members of the family, making emphasis in little boys and girls, women of childbearing age, pregnant or breastfeeding women, due to its high vulnerability before disease and reduced opportunities of access to education in rural areas.

A total of 21 women promoters, 1 man promoter, and 3 women departmental supervisors in SAN and Gender were trained in Prioritization of investments on health, nutrition, and education, who will replicate the theme with eligible families beginning on October 2014.

Objective 3: Improve the knowledge level for the adoption of recommended behavior related to nutrition through intervention of promotion, communication, and counseling about nutrition and health (processes of group and individual education, including offered activities in CCDESAN and in counseling at household level).

- i. Sixty (60) community promoters in the main execution areas of the Project for the development of community diagnoses and for the implementation of the proposed activities in the specific objectives.**

21 women promoters, 1 man promoter, and 3 departmental supervisors in SAN and Gender trained in the following thematics:

- Feeding pregnant and nursing women
- Breastfeeding
- Complementary feeding
- Promotion of the consumption of products from the family orchard
- Good hygiene practices at household
- Risk management
- Practice workshop in anthropometrics measurements: practice on weight and height measurements in women and practice on weight and height measurements in children under five years.
- Nutritional oversight: objectives of oversight, as well as, usage of the collection form.
- Feeding sick children
- Prioritization of investment on health, nutrition, and education
- Promotion of basic health services
- Involving session on thematic of COSANES
- Analysis of oversight information
- Post-harvest management and productive activities of poultry and barnyard breeding, silvo-pastoral and livestock systems.



ii. **Ninety (90) community diagnoses for studies of chains of developed C1**

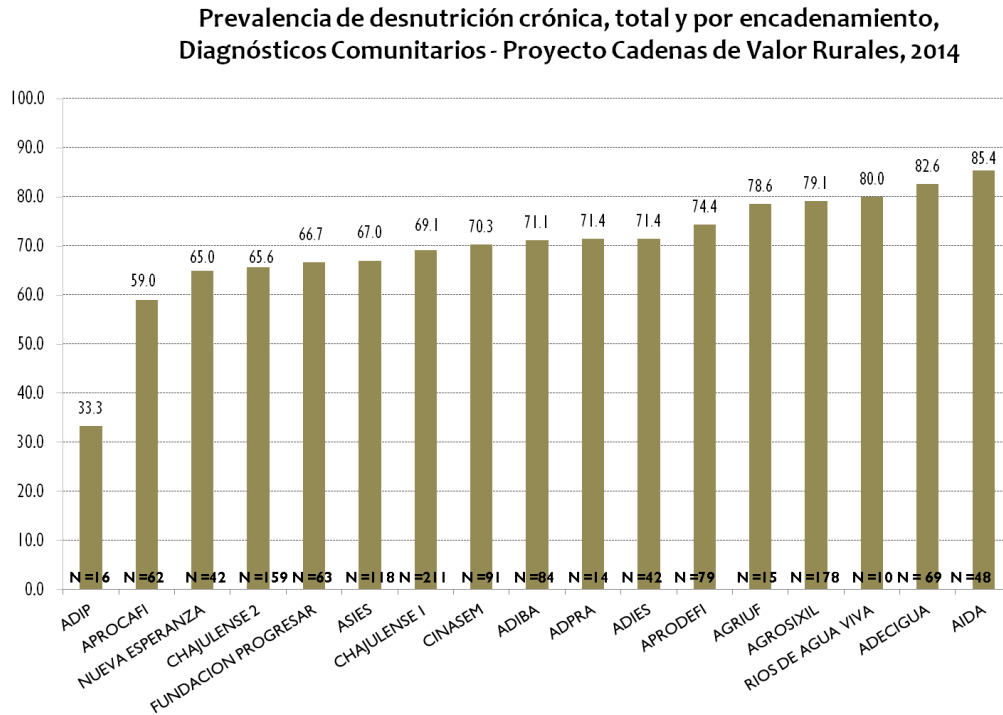
With component 1, 19 diagnoses reports were done: one that integrates the obtained results in the set of diagnoses as a general report, and a result document per each of the chains. Socialization of 10 reports in diverse chains were performed, and the global report was presented to the consortium, reflecting the situation of the total of families of partners of MSMEs of vegetable and coffee; finally, the delivered of 18 georeferenced maps to the boards of the value chains was made, in which the community diagnoses were performed.

Also, seven community diagnoses were developed in crafts chains incorporated to the project: Chajulense Association of women united for life, Crafts project of Ixil concept, ADIBA, APRODEFI, ASODIMAC, COPITEM, and COPIMARI R.L. The remaining diagnosis will be executed in the second week of November this year. The results of these diagnoses will be presented to the Boards of Directors on November, 2014.

Chart No. 14. Number of households in which community diagnoses were performed

No.	RVC code	Value Chain	Number of households
1	003	ADIBA	68
2	004	ADIP	23
3	005	ADPRA	5
4	006	AIDA	22
5	009	CHAJULENSE ASSOCIATION 1	322
6	010	CHAJULENSE ASSOCIATION 2	225
7	012	ASIES	149
8	027	ADINA	18
9	028	AGRIUF	13
10	031	CINASEM	29
11	032	FUNDACION PROGRESAR	77
12	033	RIOS DE AGUA VIVA	2
13	034	NUEVA ESPERANZA	17
14	035	AGROSIXIL	175
15	036	APROCAFI	128
16	037	ADIES	27
17	038	ADECIGUA	78
18	039	APRODEFI	91
19	041	ADIBA/Women	13
20	042	Chajulense Association of women	41
21	040	Concepto Ixil	40
22	043	APRODEFI	29
23	044	ASODIMAC	25
24	045	COPIMARI R.L.	24
25	046	COPITEM	32
		TOTAL	1673

Graphic 1. Prevalence of chronic malnutrition per chain



- iii. **Three-thousand (3,000) families with children under 2 years from 60 EE of vegetables and coffee have received individual technical assistance and counseling at household and 30 EE of crats have participated in group educational activities focalizing actions in pregnant mother, lactating, and children under 24 months.**

With the educational interventions that have been performed, during the period it achieved that 995 families were visited through domiciliary visits, completing a 33% of the global goal of eligible families to be served.



- iv. **Three-thousand (3,000) families with children under 2 years in 90 EE (60 EE of vegetables and coffee at counseling level at households and 30 EE of crafts in group activities) have received and used the educational material developed to propitiate the change on feeding, nutritional, hygiene, and health behaviors.**

Progress has been made in delivering posters in 940 households visited (31% progress of the target). This percentage will increase to the extent that new families get involved and participate in educational interventions and at different stages of the project.

Chart No. 15 People who received posters during educational sessions

Rural value chains	Number of families who received posters		
	Women	Men	Total
ADESIGUA	47	0	47
ADIBA	53	1	54
ADIES	29	0	29
ADINA	0	0	0
ADIP	8	0	8
ADPRA	14	0	14
AGRIUF	11	0	11
AGROS IXIL	111	1	112
AIDA	31	0	31
APROCAFI	45	0	45
APRODEFI	60	0	60
ASIES	80	0	80
Chajulense association 1	161	1	162
Chajulense association 2	127	0	127
CINASEM	53	0	53
PROGRESAR foundation	47	1	48
Nueva Esperanza	44	0	44
Ríos de Agua Viva	11	0	11
Total of households	936	4	940



v. **Three-thousand (3,000) families with children under 2 years in 90 EE of vegetables, coffee, and crafts have adopted feeding-nutritional and hygiene improved practices.**

A total of 983 families have received counseling on theme of hygiene and 574 families went to group session of good hygiene practices. Among the contents developed, the personal care (personal cleanliness) and hygiene at home and in the food were emphasized in group sessions. Regarding to the counseling sessions, these was concentrated in attending doubts or identify the bad practices applied in the household.

Chart No. 16 Average of participants in educational sessions and people who received counseling at households on hygiene theme

Rural Value Chains	Total of families who received educational sessions			Total of families who received counseling		
	Women	Men	Total	Women	Men	Total
ADESIGUA	31	0	31	47	0	47
ADIBA	28	0	28	50	0	50
ADIES	4	0	4	29	0	29
ADINA	0	0	0	0	0	0
ADIP	0	0	0	9	0	9
ADPRA	4	0	4	12	0	12
AGRIUF	7	0	7	11	0	11
AGROS IXIL	71	0	71	120	0	120
AIDA	14	0	14	30	0	30
APROCAFI	17	0	17	40	0	40
APRODEFI	31	0	31	56	0	56
ASIES	51	0	51	90	0	90
Chajulense Association 1	109	0	109	166	1	167
Chajulense Association 2	104	0	104	164	0	164
CINASEM	30	0	30	58	0	58
PROGRESAR foundation	16	0	16	44	0	44
Nueva Esperanza	30	0	30	44	0	44
Ríos de Agua Viva	12	15	27	12	0	12
Total of households	559	15	574	982	1	983

COMPONENT 6: Improve competitiveness of crafts value chains

Leader of C6: AGEXPORT /Craft Commission.

Strategic objective: Strengthen women participation in crafts value chains and increase productivity and competitiveness of MSMEs that produce crafts.

During this period, the main results and activities during FY2014 developed by the Craft Commission of AGEXPORT are presented. The component 6 achieved the identification of 10 chains with whom advances in different activities were achieved. According to AOP of this year, an advance of 71% of the projected goal was achieved, equivalent to 14 incorporated MSMEs. The chains of the component are the followings:

Chart No. 17 List of chains of Component 6

No.	Name of the organization	Women	Men	Total	Product	Buyer
01	Chajulense, association of women united for life	50	0	50	Elaboration of typical fabrics and clothing	Maiz and Matiz
02	Association of weaver women for the integral development of Concepcion Chiquirichapa AMTEDICH	31	0	31	Elaboration of typical fabrics	La Casa Cotzal S.A.
03	Project of Crafts, Ixil/Agros concept	45	0	45	Commercialization and sale of textile products	The Mayan Store
04	Association for integral development Buenos Aires, -ADIBA-	20	0	20	Elaboration of jewelry, accessories, typical fabrics and beaded products	The Mayan Store
05	Association for development of the Ixil family APRODEFI	25	15	40	Production of textiles and wood products	Naturalart
06	Integral cooperative of artisan production "El tejedor Momosteco" COPITEM R.L.	22	30	52	Wool-based textiles	The Mayan Store
07	Integral Cooperative of production, Maria de Nazareth, COPIMARI R.L.	28	3	31	Textile products and maguey	Cuero Textil, S.A
08	Association of integral development of women ASODIMAC	33	2	35	Textile products	Maria´s Bag
09	Women association, Vida y Esperanza ADEMVE	30	0	30	Textile products and embroidery	Magykal
10	Association for integral development of Uspantense women	40	0	40	Palm products, clay, crochet and textiles	Naturalart
Totales		324	50	374		

i. **Result 1: Increase the sales value of groups of artisans**

Global Goal 1: US\$ 1.500.000 in accumulative sales by artisan groups during the five years of the Project.

AOP Goal FY2014: US\$ 450,000 in accumulative sales by groups of artisans

Advances of the goal

The advances on commercialization of artisan products were \$63,350.34, data that allow the accomplishment of 14% of the AOP goal. The limited progress of the projected goal was because the chains were gradually identified during the year, and not as planned.

Chart No. 18 Sales (U\$) of artisan products

Strategic alliances	Buyer	Chains	Product	Amount U\$
The Mayan Store	Los 3 Tiempos	Fundación Agros	Wood	445
	Los 3 Tiempos	Fundación Agros	Textiles	2,153.50
	CB2	ADIBA	Beaded products	769.22
	CB2	Copitem and guild of craftsmen	Textile wool	7,691.99
	West Elm	Copitem and guild of craftsmen	Textile wool	40,265.00
	CB2	ADIBA	Beaded products	9,112.00
Maria´s Bag	Maria´s Bag	AMTEDICH	Textiles	679.48
Cloture Couture	Cloture Couture	ADIBA	Beaded products	448.72
Fair commerce fair	Local Tourists	AMTEDICH, AGROS, Fund. Chajulense	Various	1,282.05
Total U\$				63,350.34

Performed Activities

In this period the management of buyers linked to different chains was continued, there was participation in different events to present the products and achieve in this way the commercialization. It should be noted that adjustments have been made to production processes of artisan chains to satisfy the specific demand from partners and buyers.

The linked buyers to this date are:

1. The Mayan Store
2. La Casa Cotzal
3. Cuero Textil, S.A.
4. María´s Bag
5. Mayikal Fashion Collection
6. CB2
7. West Elm
8. Maiz y Matiz
9. Naturalart
10. Los tres tiempos

Buyers as Maiz y Matiz and Naturalart made purchase of products during this year. Something important to be highlighted is that products that have been developed already have a clear demand on the market, which has allowed to have at this date purchase orders and negotiations on a short term.

ii. **Result 2: Generated employments for rural artisans on poverty.**

Global Goal 1: 2,250 generated employments (85% women and 15% men)

AOP Goal FY2014: 825 generated employments (85% women and 15% men)

Advances of the goal

With the activities of 10 craft chains that participate in the RVCP during 2014, it has achieved the generation of 120 temporary employments from which 90% correspond to women.

Performed Activities

The production of 190 products of diverse crafts has been the main livelihood for more than 300 families that are dedicades to craft activities in 10 MSMEs that the project has incorporated. More than 60 producers have been trained in business themes and through the technical assistance for the knowledge of craft professions.

It should be mentioned that the temporary employment generated in Component 6 of RVCP has a positive impact on the family and neighbors of the communities, because in groups like ADIBA, COPITEM and Chajulense, to comply with orders from buyers it has had to outsource others to streamline production.

iii. **Result 3: Integration of groups to commercialization channels for export and to value chains**

Global Goal 1.1: 30 groups of artisans are integrated to commercialization channels for export and to value chains.

AOP Goal FY2014: 14 incorporated chains to commercialization channels for export

Advances of the goal

Regarding to the contemplated goal on AOP 2014, an advance of 71% was obtained, the 10 chains of the component has buyers and are being trained, receive technical assistance to improve their management capacity and can be linked to other markets.

Performed Activities

To make MSMEs producers improve their skills and have greater opportunities to commercialize their products with national and international buyers, the activities of the component were as follows:

- Participation in fairs such as: New York Now fair, Apparel Sourcing Show, Commercial alliance with West Elm.

These spaces have allowed producers to improve their management capacity, because they are who achieve to promote their products and establish negotiations with buyers.

Global Goal 1.2: 30 groups of artisans participated in promotion events of commerce at national and international levels to promote handcrafted products.

AOP Goal FY2014: incorporated chains and with access to technical assistance

Advances of the goal

Like the previous target about 71% completion of the annual target was achieved, delegates and producers of 10 MSMEs have managed to participate in events to promote their products.

Performed Activities

From August 26 to 28 in Agros Foundation at Nebaj, Quiche, the commercial event Enlazarte was carried out, where 10 artisan chains and 15 buyer companies participated; the objective of the event was the commercial links among rural artisan chains and export buyer companies.

Such event was a benefit to the involved parties, on the side of the buyer companies, these were motivated in such a way that they began the design of new lines of handcrafted products, asked for samples of the handcrafted products, made purchase orders and nowadays producers are making the required products.

For this period, purchase orders have been generated for US\$ 20,256.00 as a result of the commercial links of the artisan chains with buyer companies, such as: Cuero textil, Maíz y Matiz, La Casa Cotzal y The Mayan Store. It is expected that this amount will subsequently increase after performing several fairs and commercial events, such as:

➤ **Central American Crafts Fair / New World**

For these activities, an activity plan that prepares artisans for their effective participation has been developed for the previous connection with purchasing companies, to generate purchase orders.

These activities began on July 29th, with the first artisans meeting with links to the project, which will receive training on "Effective Participation in Fairs" which will be complemented by a workshop with the participation of potential buyers, in order to link them and apply the knowledge obtained during the training.

Likewise business contacts with companies buying and direct sale of handicrafts which greatly benefits organizations through the generation of employment and income were achieved.



Another boosted event was *Occidente Exporta* on September 30th and October 1st at Quetzaltenango city, in which artisans chains from the departments of Totonicapan, Quiche, and Quetzaltenango participated, where they promoted their products making business contacts to follow up at a short and medium term to establish concrete businesses.

Several companies in the formal sector exposed machinery, equipment and tools for the modernization of traditional processes, conferences with national and international experts on topics of interest to chains were provided, which came to strengthen the technical expertise and expand the business vision of the participants.

Another fairs in which there was participated was the fair NY NOW attended by representatives of companies exporting handicrafts such as: The Mayan Store, La Casa Cotzal and Maiz and Matiz with stands where promoted the products of craft organizations were promoted with the aim of dabble into other markets.

The seminar "Participation in Fairs and Business" were performed with international buyers, taught by expert Mr. Colvin English, where partners and representatives of productive chains participated, having a duration of three days, in which induction and information was provided on participation on international crafts fairs, participation requirements, designs, sizes, colors and a number of basic aspects of commercial artisans that should be considered to be successful in this type of event.

On the side of the producers this represents craftsmen employment generation and hence income to improve the living conditions of rural families.

iv. **Result 4: Commercialization and promotion of handcrafted products with added value.**

Global Goal 1: Composed collections of about 600 new products have been designed by local and international designers

AOP Goal FY2014: 120 products designed by local and international designers

Advances of the goal

The goal stated on AOP was overcome reaching **more than 100%** due to a total of 190 products were designed for the 10 MSMEs of the component. With the results obtained during the year progress made on the global goal was 32% of products designed.

Performed activities

During this fourth quarter of FY2014, the development of products continued, reaching the implementation of 190 new developed products by artisans of the chains served by the project.

Among the new developed products are: typical fabrics, beaded cushions, home products as carpets made of organic wool, bags made with typical fabrics, leather, and wood; wood lamps with typical fabrics, fabrics with typical designs for clothing, and new designs of baskets made of wood from pine tree. Here are some samples and prototypes that organizations are developing:



Beaded Bags made by artisans from ADIBA



Carpet made of organic wool made by artisans of COPITEM



Bags with typical fabric and Wood made by artisans of AMTEDICH



Beaded cushions made by artisans from ADIBA



Wood lamps with typical fabrics made by AMTEDICH



Pine baskets made by ADIBA association

During the sample design and production of purchase orders there is a strict follow up to the elaboration of products to each one of the organizations in order to give support in logistic and deliver, accomplishment on quality and negotiation with interested buyers.

In the process of manufacture of new products based on quality criteria that comply expectations of buyer companies, training workshops were developed to accomplish with the client demands:



Partners of ADIBA being trained on elaboration of pine baskets



Partners of ADIBA being trained on elaboration of pine baskets

These training activities will continue with each organization based on programmed products with each partner based on their potential and on buyers interests.

Besides, strategic alliances were achieved to elevate the production capacity of the chains through orders of products designed by the client and adapted to artisans techniques.

v. **Increased availability and usage of technical assistance and BDS by groups of artisans**

Global Goal 1: 30 groups of artisans accede to technical assistance and BDS

AOP Goal FY2014: chains with access to technical assistance

Advances of the goal

Progress was made in **71%** of the goal set for 2014, 10 MSMEs of component 6 have been counseled and given training to improve their production and business processes.

Performed activities

Strengthening of Business Management

Field technicians were hired to a better accompaniment and follow up to artisans chains, giving training and technical assistance to MSMEs. Training events were made on this topics:

- Training on themes of accounting and finances
- Advice on organizational strengthening

Other important event was the workshop about “Making Business Plans”, where 15 people (13 women and 2 men) from 8 organizations participated. This event was performed in the facilities of AGEXPORT, and it is part of the capabilities developing process that is boosted by the members of artisans groups.

Technical Assistance Services

In order to strengthen capabilities and diversify the existing product range of ADIBA organization, a workshop about “Making pine baskets with needles” was performed, in which 20 selected women participated, and to whom the following themes were taught: Collection of pine needles, cleaning process of pine needles, different styles of pine baskets, and quality control process. Besides, 15 women from Agros Foundation, were trained on clothing topics.

Chart No. 19 Trainings on handcrafted production

Themes	Date	Hours	PARTICIPANTS		ORGANIZACIÓN
			Women	Men	
Elaboration of pine baskets	April 7 th . and 9 th .	16	20	0	ADIBA
Clothing	May 28 th to 30 th	21	15	0	Agros Foundation
TOTAL	4 days	37	35	0	

These training activities will continue developing with other chains, considering the demanded products according to the potential and interest of the members of the groups.

It can be concluded that the component 6 have registered interesting developments, especially in trade and in particular on the diversity of potential customers. It is expected that in the next year of implementation the sales indicators will be reach and jobs will be generated by the handcrafted activity.

V. Cross-cutting Themes:

Environmental Sustainability

- i. **Result 1: Tools, technologies and methodologies developed, proved, and/or adopted for adaption to climate change as a result of the assistance of the United States Government.**

Global Goal 1: 3 tools, technologies, and methodologies have been adopted by producers for adaption to climate change.

AOP Goal FY2014: 2 tools for adaption to climate change

Advances of the goal

The goal does not showed progress because the implementation of tools to mitigate the damages of climate change, previously require trial periods to establish their relevance and acceptance.

Performed activities

Experiences exchange tour

A tour of community exchange was performed to meet agroforestry systems with adaptation to climate change "that are implemented in plots of the Finca Santa Maria Dolores, in the municipality of Playa Grande Ixcán, Quiché. Activity in 13 men and 2 women representatives of four associations of producers participated, including: Association Ríos de Agua Viva, Association Integral Nueva Esperanza, Association Development Nueva Alianza and Cooperative Integral credit union Café R.L.

This system agroforestry using the Guama⁴, contributes annually generating organic matter in a mulch of up to 35 centimeters thick, reducing the use of agrochemicals (fertilizers and pesticides) and removing the land clean manual. It also improves the soil with nitrogen incorporation, because the underground nodules that produces and rapid decomposition of its leaves. The application of organic matter in corn and bean crops significantly increases yield, improves degraded soils and provides plenty of firewood.

Environmental Business Management System:

He hired the company EUROCOMER who is in charge of developing version 2 of the methodology of business linkages. The goal is to migrate this methodology to incorporate environmental management issues, climate change and economic empowerment of women, more clearly. This new

version will incorporate new instruments that will become the environmental management system of rural MSMEs. One of the instruments to be adopted is the Environmental Mitigation Plan.

Technology transfer for adaptation to climate change.

During this period, additional funds -AGEXPORT- with HIVOS and in coordination with the Climate, Nature and Community Project in Guatemala -CNCG-, made ten diagnoses to identify needs and opportunities for technology transfer to enhance agricultural production and adaptation and mitigation climate change rural value chains, based on geographical, cultural, production areas and weather conditions.

Other important activities were conducted are: the study for the establishment of Demonstration Centers, testing irrigation systems were made by dripping provided by IDE, in coordination with CNCG actions are coordinated to establish nurseries and reforest areas for the protection of water sources and basins.

ii. Result 2: Public and private Alliances for practices of environmental management.

Global Goal 1: 3 public and private alliances for practices of environmental management.

AOP Goal FY2014: public and private alliances for environmental management.

Advances of the goal

Progress was made in 100% of the target for the year, with the alliance for the project: Climate, Nature and Communities in Guatemala-CNCG, and The Nature Conservancy Project.

Performed activities

Identification of agricultural value chains and / or natural resource management to be met for the adoption of best practices for adaptation to climate change

During 2014 AGEXPORT and TNC performed working sessions to define the municipalities and chains in which demonstration activities will be developed to adapt to climate change. The municipalities that were defined as follows:

- Region Ixil, Quiché
- San Juan Ostuncalco, Quetzaltenango
- Concepción Chiquirichapa, Quetzaltenango
- Santa Maria Chiquimula y Santa Lucia la Reforma, Totonicapán

In that region, there are 25 identified business chains working with -AGEXPORT-, which in total involve some 6,000 producers dedicated to production of coffee, peas, green beans, bean, potato and crafts.

⁴ Guama : Family tree legumes used for shade plantations like coffee and leaf tree that emerges from organic matter that helps the soil occurs.

Rurales Financial Rural Services

Strategic Objective: Promote the banking process for producers that will begin with the selection of producers by a Selection Committee and the support of design of the value chain.

In this strategic cross-cutting theme, Agexport established an alliance with OIKOCREDIT (Cooperative Financial Institution of International Development) from Holland to strengthen the institutional capabilities in Business Management for rural Small and Medium enterprises (SMEs) in the framework of the Business Chains Program.

The support objective of Oikocredit for the management and approval of new loan projects is: Increase the financing to productive sector of Guatemala through Oikocredit and improvement the access to credit services for the affiliated organizations to Agexport. The presentation of this initiative in different levels was propitiated in the inner of the commissions of Agexport and with organizations of small producers that will qualify according to the requirements of Oikocredit for the financing for the development of value chains.

The chains selected for this process were:

- ADIBA
- Rabinal Vargas
- APROCAFI
- AGROSIXIL

These organizations were selected jointly with the representatives from Oikocredit, where the following criteria were considered:

The selected criteria of the beneficiaries were:

- a) Active organizations and with legal life.
- b) Organizations with recognized productive activity in the agricultural of agroindustrial sector.
- c) Organizations with a minimum structure of organization operations.
- d) Organizations with interest and commitment about participating in this Project.
- e) Organizations with interest on investing but without investment resources with accessible conditions.
- f) Commitment letter according to the Administrative Counsel.

Besides the areas in which technical assistance, which, with supplementary funds OIKOCREDIT, will be taught by a specific consultant who will address topics will focus prioritized:

1. Development of strategic planning processes: This component involves the development of participatory strategic planning processes in order to project in the short, medium and long term the organization. These processes are designed, in each of the beneficiaries, the philosophical framework (mission, vision, principles and organizational values) strategic framework (strategic dimensions, strategic objectives, strategies) and operational framework (annual operating plans) for the period planned.

2. Business plans and marketing: As derivation of strategies strategic plan will accompany the organization in formulating a business plan and marketing opportunities as they arise in the environment.
3. Project design: It shall develop or strengthen the capacities of human resource organizations to formulate projects either social development or investment. For the development of this component will be conducted theoretical and practical activities.
4. Governance: activities will be developed aimed to analyze the political structure of the organization and propose actions to strengthen governance of it.
5. Other areas of interest of the organization: technical assistance activities will be developed in other areas of interest of the beneficiary and presented as an opportunity for organizational strengthening.

Gender Equity Promotion

Strategic Objective: Promote the incorporation of rural women in the economic development of their community, facilitating their active participation in associations through gender equity promotion, strengthening of their leadership and access to improve their economic, personal and technical capabilities.

Specific Objectives:

- Increase the women capacities for them to influence decisions at their households, communities, and society in the served MSMEs.
- Promote the citizen participation of rural women in value chains of the sectors of vegetables, coffee, and crafts of the departments of Quetzaltenango, Quiché, and Totonicapán.
- Promote the access of women to the productive and financial resources of the rural value chains.
- Promote the involvement and participation of women in value chains.
- Incorporate a focus of gender in every action and/or activity by the partners of the consortium JUNAM for the execution of the project of Rural Value Chains.

The main action lines that Vital Voices has developed and implemented on value chains were focused on the following aspects:



Política de Equidad de Género y Empoderamiento Económico de la Mujer del RVCP



Fortalecimiento en tema de género con actores de primera línea



Actividades de sensibilización con miembros de organizaciones productivas



Fortalecimiento de liderazgo de mujeres identificadas



Acompañamiento y asesoría a socios del Consorcio (plan de género)



Monitoreo de Plan de género de Consorcio

Progress on execution:

VI. Outcome 1: Increase the capacity of women so that they can influence decision making in their homes , communities and society in MSMEs served

Global Goal 1: 140 women participating in the project MSMEs Rural Value Chains in positions of decision making.

Goal progress :

During the fiscal year under review identified that 49 women currently hold decision-making positions in 15 MSME component 1 and 6 of the project. This represents progress the 35% proposed in the overall goal. Component 1 in a total of 11 women 5 MSMEs positions in the directives , while the component 6 involving Handcrafted chains, 38 women from 10 MSME exercise leadership in their directives.

Activities performed:

- Awareness of technical equipment operating field technicians, rural promoters and SAN-gender community promoters.

A first working meeting in November 2013 with 69-person team conducted 21 MSME technician convened by -AGEXPORT-. The objective of this first meeting was facilitate a process of dialogue

and awareness agricultural technicians and promotores / as the project RVCP on the subject of gender equality, which will motivate incorporate this approach at the family level and at the level of productive organizations in which they work. Is They used participatory development to achieve a reflection group about how women are discriminated against from the birth sex, while the process Human reproduction is a natural thing that can not be nor controlled by man nor woman. Participants discussed and questioned the stereotypes of "being male," his translation unequal power relations with women and importance of promoting changes in behavior and attitudes that build between women and men new forms of coexistence aimed at improving gender relations. During this activity, participants shared experiential situations where they could observe this discrimination, such as men who blame women for "only give daughters."



The second meeting, held in August 2014 with 51 people of the technical team of 17 MSMEs He convened by AGEXPOR , continued the process reflection started in November 2013. Through participatory development , participants experienced typically some of the roles assigned to women and They shared their perceptions about the experience .

A group discussion about the reasons was generated by the which tasks are assigned to women and men according to their sex, and how these roles and stereotypes gender limit the personal and professional development of both women and men. It was observed that along the activity, participants realized that there opportunities to break gender stereotypes in the relationship and promote equality from the house. In addition, participants expressed the importance that the couple work as a team , both at household and community levels, organizational and social.



- Facilitate and assist the technical team in the field in implementing : "The policy of gender equality and economic empowerment of women" in the activities carried out.

In order to determine the level of comprehension and retention achieved with the 69 people the technical team of 21 MSMEs who participated in awareness activities , it was established that 50 people (16 technicians and 28 promoters) shared the information learned with the following: partner / to work , producing partners , promoters, members of the Board of the organization, community groups (COCODE , organizations) , a member of the family (wife, sons or daughters, other relatives) , friend / neighbor .

- Design and / or adapt training materials for the promotion of gender equality.

VVG worked on the drafting of teaching material which is submitted to the technical team RVCP as a tool to socialize gender equity issue with the groups they work with . It is expected to finish editing, revision and printing of 500 copies in December 2014 .

- Identify women beneficiaries of the project with potential and leadership characteristics in different areas of productive organizations : economic , social and / or development .

It was possible to identify 69 women participating in 20 MSMEs and who has displayed them potential and leadership characteristics . In 10 agrichains component 1 42 women and component 6 participate in 10 craft chains is counted with the registration of 27 women . In order to identify women with leadership potential is inviting them to participate in group activities to strengthen their personal skills and provide tools to motivate them to assume leadership responsibility in their respective organizations .

i. Outcome 2: Promote citizen participation of rural women in the value chain of the sectors of vegetables, coffee and crafts from the departments of Quetzaltenango , Quiche and Totonicapan

Global Goal 1: 75 % of women involved in the project MSMEs Rural Value Chains have DPI and are enumerated.

Goal progress :

In diagnoses made with 18 strings of component 1 by -AGEXPORT- it has been established that 97 % of women over 18 have an identity document (DPI) , while 84 % is taxed.

Activities performed:

Vital Voices team has begun the search for women members who do not have DPI , to link them to the institutions responsible for issuing the document and ensure that they carry out the procedure for purchase.

iii. Result 3 : Promoting access of women to productive and financial resources of rural value chains .

Global Goal 1: 140 MSMEs Rural Value Chains project where women make decisions about their income.

Goal progress :

Awareness activities managers and technical team that seek to promote equitable relationships in families are consolidated and manages to reduce the gap of inequalities. It has been established through diagnostics 18 agrichains component 1 in 84% of households indicated that both the husband and wife make decisions on a shared basis on the use of revenues , while 116 households (8%) only the wife makes decisions and 105 households (7%) only the husband makes the decisions on the use of revenues.

In the Components 2 and 6 in this year training processes were carried out and monitoring activities will be made to the progress .

Global Goal 2: 140 MSMEs Rural Value Chains project where women have access to land and water resources.

Goal progress :

With the chains of component 1 , it has started identifying women members who have resources such as land , water for productive work . In community diagnostics , data on type of land tenure as well as access to water are not disaggregated by sex, but by number of households.

Global Goal 3: 140 MSMEs Rural Value Chains project provide funding to women members .

Goal progress :

The training and accompanying processes in the axis of gender , have begun to promote access to financial services for women. The project from component 1 has been making partnerships to ensure that the groups are trained in handling financial services and eventually to apply for loans to invest in their productive activities. It is expected that next year has the record of MSMEs that have accessed credit and the number of women who benefited .

Goal 3.4 : 140 MSMEs Rural Value Chains project in which women have access to production technologies.

Goal progress :

In coordination with the technical team of specialists Component 1 , Vital Voices is documenting the events in which women benefit from knowledge and technologies that help them improve their activities. In component 1 have processes to make investments in production technologies (irrigation , use of mulch , BPA , application for rust , etc) , when carried out the registration of women who were beneficiaries will rise to Vital Voices them accompanied by the staff -AGEXPORT- .

Vital Voices has a mapping of 17 organizations at local and regional level that could support with training or resources to provide opportunities for women to access the use of technology .

iii . Promote the involvement and participation of women in value chains.

Global Goal 1: 140 MSMEs Rural Value Chains project increase the participation of women in productive activities.

Goal progress :

He has established according to lists of beneficiaries that the proportion of female participation reported as a partner of the chains of the project amounts to 35 %.

Global Goal 2: 140 MSMEs Rural Value Chains project develop a plan to promote gender equality.

Goal progress :

During fiscal 2014 Vital Voices FY focus their actions in the care of the chains of component 1 with whom he succeeded in making the first series of activities which have prompted actions to promote gender equity. Activities performed:

- Accompany , advise and monitor decision makers and technical equipment value chains to develop and implement actions to include and empower women in productive activities .

VVG made visits to 23 MSMEs Component 1 located in Totonicapan , Quetzaltenango and Quiché , between February and May 2014, a participatory methodology was used to introduce / participants to the issue of gender equality. Through this activity , it was shown that in most organizations, men more than women participate in decision -making spaces , even when there are equal numbers of male and female members .



During the process, the low educational level of women was confirmed , since few were bilingual or could read or write . It could also be observed that many of the women were very shy and reluctant to answer the questions asked during group work . Therefore , through this process the importance of engaging partners in training processes to strengthen their self-esteem and leadership skills is evident , since it is they who are eligible to participate in decision -making spaces . Similarly, it would be beneficial to strengthen or supplement their knowledge about what is a value chain and a Board of Directors , as many of the participants did not show to have more knowledge about them.

Events presentation of results , evaluation and feedback with representatives of the value chain, the project consortium , specialists, community promoters SAN - Gender and field technicians to share and exchange experiences on mainstreaming and empowerment of women in value chains.

It held a first event in -AGEXPORT- with the participation of members of RVCP Consortium to share information and raise awareness about the participation of women , both in the areas of decision making and in the production chain in the 23 organizations that were visited . Similarly, recommendations for gender impact indicators of RVCP were shared.

iv . Incorporate a gender perspective in all actions and / or activities carried out by implementing partners of the consortium to implement the project of Rural Value Chains .

Goal progress:

The RVCP project has a Policy for Gender Equality and Economic Empowerment of Women , Vital Voices during the period boosted lines of action for members of the consortium incorporated into the work plans activities for transverzalización gender , in order to meet the strategic objectives of the Policy.

Activities performed

- Different meetings for the preparation of the "Policy gender equality and economic empowerment of women" which was attended by consortium members of RVCP.
- With 21 channels of component 1 he was trained team leaders and technicians in gender politics, and there have been follow-up to implementation.
- With the support of HIVOS, VVG has started a consulting business to strengthen leadership skills and 360 women 24 MSME Component 1 located in Quiché, Totonicapan and Quetzaltenango, and create opportunities for exchange of experiences among the participating women.
- VVG Abriendo Oportunidades implemented the project supported by USAID Guatemala and RTI / 2 Alliances communities MSMEs APRODEFI (xix and Chacalté) and 1 community MSMEs AGROS IXIL (Los Angeles, Cotzal). The project sought to provide groups of girls aged 8 to 18 years safe in their communities spaces, access to alternative models, peer support and female solidarity networks and training to improve their knowledge and skills in order to increase self-esteem, strengthen their leadership and promote gender equality in communities.

VII. Institutional Alliances: Public, Private, and International Cooperation

The main alliances that were concluded were the followings:

- Working Agreement with Vista Volcanes: Through this alliance RVCP will be facilitating knowledge of new technologies that the Enterprise *Vista Volcanes* have developed for the production improvement focusing on Projects such as: *Cultivos Protejidos* (Protected Crops), introducing programs of free pesticides agricultural production and free of other toxic pollutants for the consumer, offering alternatives in applied technology to produce high quality and safety standards.



- Agreement with IDE: with this Enterprise after the performance of proofs of drop irrigations systems, it has achieved to establish the agreement to install these irrigations systems in family orchards, where the vegetable production will be promoted for family consumption, in order to improve the food security of families. Families will be trained in the usage and maintenance of the system.
- Project Mas Frijol: Although the signing of the labor agreement is being formalized , it was possible to manage improved bean benefiting more than 3,000 families who will have foods that will help address the shortage of grain season that occurs during the summer seed.
- Project: Farmer to Farmer: The RVCP in alliance with Farmer to Farmer achieved to integrate an important allied that will facilitate process of technical assistance and trainings through the contribution of specialized personnel in agricultural production.

VIII. Monitoring and Evaluation

Within this line, supervision and monitoring are contemplated first, of every established indicator for RVCP, which include different components. Being that within the relevant actions developed in this period are the following:

Indicators: The revision of approved indicators by USAID, the way of data disaggregation, and reading of indicators guide were performed. An integration of such indicators to the presented Matrix in the original proposal of the project was held.

The monitoring and evaluation unit proceeded to check the used registry of indicators documentation for each one of the components of the project. Specialists of chains from RVCP were interviewed about the used documentation (formats ISO 9001:2008) to determine their impressions and suggest allowing an agile, easy, and precise collection of information.

Software: The existing documentation and information flow were analyzed, and also mechanisms which allow establishing the concept that the software must have, facilitate the collection of information, and resume at a productive chain level and at a global level the follow up of the project. A presentation was made about the required concept of the software to the Director of Division, Ivan Buitron, and to Chief Information Officer, Sr. Eddy Mendez. Additionally, some elements that must be part of the Terms of Reference have been written in order to hire a specialized programming company. Given the abundance of indicators RVCP Project, it has drafted a database which allows a dynamic collection of them. In the coming months will be testing with the database and make efforts to hire the company for software development.

IX. Comunicación

The communication unit of the Business Chains Project during FY made different informative notes about the advances and achievements of the Rural Value Chains Project. These notes were published in the digital platform “*Agexport Hoy* (Agexport today)” as in the bulletins “*Nuestro Día a Día* (Our day to day)” from the Development Division and the Rural Value Chains Project.

Some of the published notes are the followings:

- Mission of USAID visits chains of sweet peas, cauliflower, and broccoli.
- Ex-president Clinton know the craft value chains from Guatemala.
- 1,500 producers will be served by the Project *Mas Frijol* in alliance with the Rural Value Chains Project of USAID / AGEXPORT.
- Organizations of producers of coffee, vegetables, and crafts, implement measures of environmental mitigation.
- USAID performs evaluation in projects at Totonicapan and Quetzaltenango
- Producers from Quiche begin actions to implement the gender equity
- Producers of 7 departments of Western Highlands participate in *Agro-encuentro Rural*
- 7 new rural chains will link to export
- The Rural Value Chains Project of AGEXPORT promotes the acquisition of the Agricultural Insurance for horticulturists
- The Rural Value Chains Project of AGEXPORT strengthen the capabilities of the coffee producers from San Juan Ostuncalco to be certified in Fair Commerce.

x. Projected activities for the next quarter

Component 1

- Design of diagnoses and business plans of 10 chains to incorporate the committee
- Performing committee for the selection of at least 10 chains that will be incorporated into the project.
- Implement the investment plans of new MSMEs and continue with the execution of the plans of the other groups.
- Hiring technical personnel and promoters for the incorporated chains
- Continue with the accompaniment of productive and commercial processes of coffee and vegetable chains
- Accompany the commercialization of 7 MSMEs of coffee, to analyze the results of the 2014-2015 harvest.
- Continue developing business service processes for 31 MSMEs.
- Start planning production of new MSME incorporated
- Finish the identification of 19 MSMEs to start making their diagnoses and business plans.

Component 2

- Necessary actions will be continue developing for the selection of 6 chains, which are dedicated to cardamom production in the municipalities of Uspantan, Chajul, Cunén, and Cotzal.

- Finish the negotiations for hiring the executory entity for the department of Totonicapan, and begin actions in the next quarter in that department with the identification of 6 possible chains based on: "INVENTORY OF HORTICULTURAL GROUPS OF POTENTIAL BENEFICIARIES OF THE RURAL VALUE CHAINS PROJECT (RVCP) WITH THE INTERVENTION OF SAVE THE CHILDREN AT THE DEPARTMENT OF TOTONICAPAN".

Component 3

- Develop a strategy for tackling the chain of onions on Sacapulas Quiché, according to the recommendations of the study in FY 2014.
- Strengthen the strategy for the improvement and recovery of coffee plantations, considering the recommendations of the Study of Analysis of Coffee Situation at the Ixil area. AGEXPORT will convoke Staff delegates groups of Coffee chains that have joined the ORCAFI, to assess progress and propose new actions.
- Implement a consulting system for irrigation installation for family orchards, this will be in charge of IDE.
- To assess progress results of bean planting in the framework of the alliance with the MAS FFRIJOL project.
- Monitor the results of the implementation of MULCH with the groups that were benefited.

Component 4

- Develop meetings with business men to inquire about new proposal to readjust component 4.
- Perform meetings with business men to make a proposal for readjust activities of this component.
- Present to USAID a consensual proposal by the personnel of AGEXPORT.

Component 5

- Domicile visits and counseling activities will continue with 31 chains of component 1.
- Community diagnoses of chains from component 6 will conclude.
- The agreement to make a restructuration of work plans will be checked, in order to achieve during FY2015 an attention to 100% of chains of component 1.

Component 6

- Achieve the identification of at least 8 new artisan MSMEs
- Continue with the technical assistance processes for the development of new products for the craft chains that will be included.
- Continue with the processes of business and commercial trainings for leaders of new MSMEs
- Manage market opportunities through the participation in fairs or through the search of potential buyers

Cross-cutting theme: Environment

Continue the alliance with the Project NCG-TNC for the implementation of the following:

- Identification of the areas to establish Demonstrative Centers.
- Schedule meetings among AGEXPORT, HIVOS, INCAP, and TNC, to coordinate the implementation of the Centers.

- To budget and manage the hiring process of responsible personnel that will be in charge.

Cross-cutting theme: Gender

- VVG will continue with the identification process of women in making decision positions, and will determine how activities of the Project lead an increase of the number of women that have this kind of positions.
- VVG will integrate Boards of Directors (Disaggregated by gender if possible) and will follow up to assemblies for election of Boards to know new women integrating such Boards.

Cross-cutting theme: Cultural Identity

- Conclude the signature of the work contract with Sotzil to begin a study of cultural practices, obtain a plan and proposal to develop training actions with cultural focus.

Monitoring and Evaluation

- Finalize TOR and hire service provider for software installation monitoring unit Development Division that applied in the RVCP project.
- Continue and complete monitoring visits and interim evaluation to document progress of the project in the different components .
 - Attend meetings of analyzing progress with donors.
 - Support the documentation and review of quarterly reports

XI. Administration

According to the provisions of the project within this rung they have covered payments for administrative salaries and benefits of staff assigned to the FTF project, (financial manager, deputy manager, administrative assistants, accounting and procurement). Being the main function the administrative compliance of the investment plans for approved value chains for components 1, 2, and 6 of RCVP. These administrative activities involve the monitoring of the different processes of procurement of goods and services that strengthen the chains.

Likewise, during this period, the expenses related to the leasing of office that occupies the staff of Business Chains Program, and expenses of the office staff, among which are stationery, consumer, cleaning supplies, electricity, water, telephone, etc., have been covered.

XII. Institutional Strengthening

During this period, as an institutional support, the annual maintenance of the license of SAP system which is used by the administrative, accounting and financial personnel of Rural Value Chains project was paid.

XIII. Indirect Costs

Within this rung, institutional staff costs that are linked to the implementation of Rural Value Chains project was covered, the support for this personnel is a percentage in areas such as purchasing, general services, maintenance, billing, among others.

otras.

xiv. Total Execution from October 2013 to September 2014

The global execution in this period goes up to **US \$ 3,131,646.00** according to the following Budgetary Statement.

Annex 1. Budgetary Statement

FEDERAL FINANCIAL REPORT

(Follow form instructions)

1. Federal Agency and Organizational Element to Which Report is Submitted Agencia para el Desarrollo Internacional - USAID-		2. Federal Grant or Other Identifying Number Assigned by Federal Agency (To report multiple grants, use FFR Attachment) 520-A-12-00003 RURAL VALUE CHAIN			Page 1	of 1 pages	
3. Recipient Organization (Name and complete address including Zip code) Guatemalan Exporters Association - AGEXPORT- 15 Avenue 14-72 zone 13 Postal Code 01013							
4a. DUNS Number 846105302	4b. EIN	5. Recipient Account Number or Identifying Number (To report multiple grants, use FFR Attachment)		6. Report Type <input checked="" type="checkbox"/> Quarterly <input type="checkbox"/> Semi-Annual <input type="checkbox"/> Annual <input type="checkbox"/> Final	7. Basis of Accounting <input checked="" type="checkbox"/> Cash <input type="checkbox"/> Accrual		
8. Project/Grant Period (Month, Day, Year) From: May 29, 2012				9. Reporting Period End Date (Month, Day, Year) September 30, 2014			
10. Transactions				Cumulative			
<i>(Use lines a-c for single or multiple grant reporting)</i>							
Federal Cash (To report multiple grants, also use FFR Attachment):							
a. Cash Receipts				\$	5,545,791.04		
b. Cash Disbursements				\$	5,149,914.87		
c. Cash on Hand (line a minus b)				\$	395,876.17		
<i>(Use lines d-o for single grant reporting)</i>							
Federal Expenditures and Unobligated Balance:							
d. Total Federal funds authorized				\$	7,638,163.00		
e. Federal share of expenditures				\$	5,149,914.87		
f. Federal share of unliquidated obligations				\$	2,184,474.69		
g. Total Federal share (sum of lines e and f)				\$	7,334,389.56		
h. Unobligated balance of Federal funds (line d minus g)				\$	303,773.44		
Recipient Share:							
i. Total recipient share required				\$	1,200,000.00		
j. Recipient share of expenditures				\$	223,378.00		
k. Remaining recipient share to be provided (line i minus j)				\$	976,622.00		
Program Income:							
l. Total Federal program income earned				N/A			
m. Program income expended in accordance with the deduction alternative				N/A			
n. Program income expended in accordance with the addition alternative				N/A			
o. Unexpended program income (line l minus line m or line n)				N/A			
11.	a. Type	b. Rate	c. Period From	Period To	d. Base	e. Amount Charged	f. Federal Share
Indirect Expense							
g. Totals:				0	0	0	
12. Remarks: Attach any explanations deemed necessary or information required by Federal sponsoring agency in compliance with governing legislation:							
13. Certification: By signing this report, I certify to the best of my knowledge and belief that the report is true, complete, and accurate, and the expenditures, disbursements and cash receipts are for the purposes and intent set forth in the award documents. I am aware that any false, fictitious, or fraudulent information may subject me to criminal, civil, or administrative penalties. (U.S. Code, Title 18, Section 1001)							
a. Typed or Printed Name and Title of Authorized Certifying Official Deisy Elizabeth Mazariegos - Administradora Financiera Programa de Encadenamientos Empresariales AGEXPORT				c. Telephone (Area code, number, and extension) 2422-3300 ext 3569			
				d. Email Address deisy.mazariegos@agexport.org.gt			
b. Signature of Authorized Certifying Official				e. Date Report Submitted (Month, Day, Year) september 17, 2014			
				14. Agency use only:			

Guatemalan Exportes Association

Development Division

Business Chains Program

Budgetary Status of the Rural Value Chains Project



CO	Budget Lines	Activities	General Budget 2012-2015	Expenses to September 2013	Expenses T1 Oct-Dec 2013	Expenses T2 Jan - Mar 2014	Expenses T3 Apr - Jun 2014	Expenses T4 Jul - Sep 2014	Total FY14	%
			USD	USD	USD	USD	USD	USD	USD	
Component 1: Improve competitiveness of value chains	Competitive Fund	Specialized AT specialized in Business Development -Chains- 60 Value Chains	\$2,787,500	\$174,116	\$111,151	\$109,988	\$206,157	\$174,656	\$601,952	75%
	INCAP	Food Safety and Nutrition	\$547,500	\$274,057	-	-	-	-	-	0%
	Vital Voices Guatemala	Gender equity	\$180,000	\$53,976	\$35,647	-	-	-	\$35,647	100%
	Dif. Commission coffees	Agricultural productivity, Coffee	\$45,000	-	-	-	-	-	-	0%
	Laboratory commission	Tours and activities with the laboratory commission laboratory	\$67,500	-	-	-	-	\$5,139	\$5,139	51%
	Wages intelligence Markets	Intelligence Wages Markets	\$2,635,238	\$325,911	\$100,021	\$88,375	\$90,475	\$111,693	\$390,563	95%
	Movilization, studies, others	Travel expenses and per diems, hirings, workshops and others	\$540,000	\$99,240	\$35,994	\$19,605	\$31,666	\$21,177	\$108,442	89%
	Exchange tours	Tours and trips for experiences exchange	\$30,000	\$9,251	\$252	\$1,175	\$5,692	\$2,443	\$9,562	100%
	Office equipment	Office equipment for PEE staff	\$60,000	\$20,862	\$9,123	\$173	\$9,791	\$5,767	\$24,854	83%
	ISO 9001-.2008	Recertification SGC PEE	\$30,000	\$9,760	-	-	-	\$1,610	\$1,610	99%
	AGEX Marketing	Participation in national and international trade shows	\$200,000	\$90,995	\$21,564	\$16,916	-	\$23,022	\$61,503	99%
	Mitigation Plan	Environmental Mitigation Plan and management activities for environmental for 60 horticultral and coffee strings	\$338,306	-	-	-	-	-	-	0%
	Component 1 Subtotal			\$7,461,044	\$1,058,168	\$313,752	\$236,232	\$343,781	\$345,507	\$1,239,272

Component 2: Expand participation in the value chains	SAVE THE CHILDREN	Local organizations for development management and production (SC and 03 organizations)	\$3,388,000	\$125,955	\$71,235	\$115,264	\$101,095	\$143,282	\$430,876	92%
		Foundation Vital Voices Guatemala	\$60,000	\$17,976	\$18,324	-	-	-	\$18,324	100%
	Mitigation Paln	Environmental Mitigation Plan and environmental management activities for 30 horticultural chains and coffee.	\$121,443	-	-	-	-	-	-	0%
	Component 2 Subtotal			\$3,569,443	\$143,931	\$89,559	\$115,264	\$101,095	\$143,282	\$449,200
Component 3: Improve agricultural	Chain Program	Introduction of alternative technologies to adaptation and mitigation	\$100,000	-	-	-	-	\$79,682	\$79,682	17%
		Technological demonstration plots	\$100,000	-	-	-	-	-	-	0%
		School of Foreign Trade -AGEXPORT-	\$200,000	\$29,816	\$19,588	-	-	\$31,461	\$51,049	85%
	Component 3 Subtotal			\$400,000	\$29,816	\$19,588	-	-	\$111,143	\$130,731
Component 4: Expand markets and	Chain Program	Expansion of markets and trade, unleashing innovation and investment in the private sector (Private aggregator)	\$3,000,000	-	-	-	-	-	-	0%
	Component 4 Subtotal			\$3,000,000	-	-	-	-	-	100%
Component 5: Increase productivity of	SAVE THE CHILDREN	Technical assistance and support basic grains productivity	\$1,212,000	\$25,664	\$30,890	\$59,366	\$45,124	\$46,979	\$182,359	89%
		Productive Diversification								
		Nutrition education								
	INCAP	Demonstrative centers	\$202,500	\$101,369	-	-	-	-	-	0%
Component 5 Subtotal			\$1,414,500	\$127,033	\$30,890	\$59,366	\$45,124	\$46,979	\$182,359	89%
Component 6: Improve competitiveness of micrafts value chains	Arts and Crafts Commission - AGEXPORT-	Competitive Fund of Direct Technical Assistance to handmade organizations	\$755,604	\$4,517	\$3,714	\$2,159	\$15,377	\$30,355	\$51,605	35%
		Market intelligence	\$796,679	\$49,481	\$22,168	\$20,115	\$26,237	\$42,780	\$111,300	97%
		Operating expenses	\$301,755	\$11,710	\$6,297	\$11,186	\$24,748	\$18,335	\$60,566	84%
		Technical assistance to SMEs	\$25,000	\$1,335	\$1,051	-	\$323	\$10,211	\$11,586	97%
		Trade promotion	\$286,566	\$16,686	\$11,751	\$1,924	\$474	\$41,077	\$55,227	73%
		Informative platform	\$25,000	-	-	-	\$392	\$1,127	\$1,519	22%
	Vital Voices Guatemala	Gender equity	\$90,000	\$26,976	\$20,609	-	-	-	\$20,609	100%

	INCAP	Food security	\$150,000	\$75,103	-	-	-	-	-	0%
	Mitigation plans	Environmental management	\$69,396	-	-	-	-	-	-	0%
	Component 6 Subtotal		\$2,500,000	\$185,808	\$65,590	\$35,384	\$67,551	\$143,885	\$312,412	69%
Cross-cutting Components	Mitigation plans consortium	Environmental sustainability	\$115,660	-	\$20,658	-	-	-	\$20,658	100%
	Vital Voices Guatemala	Gender Plan Consortium	\$70,000	\$20,976	\$5,420	-	-	-	\$5,420	100%
		Forums, special meetings of women leaders. Visibility of women, publications, documents, systematizations.								
	Association Sotz II	Cultural identity	\$100,000	-	-	-	-	-	-	0%
	IICA	Knowledge management	\$200,000	-	-	-	-	-	-	0%
	Cross-Cutting Subtotal		\$485,660	\$20,976	\$26,078	-	-	-	\$26,078	22%
Communications area	Rural Chain Program	Strategic plan of communications - printed materials, visibility of the project	\$146,103	\$3,616	\$497	\$144	\$1,680	\$372	\$2,693	16%
		Salaries personnel in charge of implementing the communication plan	\$218,897	\$14,506	\$9,526	\$8,759	\$8,139	\$5,987	\$32,410	95%
		Presentation of project results	\$100,000	\$582	\$8,637	\$1,453	\$7	-	\$10,097	67%
		Communications area Subtotal		\$465,000	\$18,704	\$18,660	\$10,356	\$9,826	\$6,359	\$45,200
Monitoring and evaluation	Rural Chain Program	Salary of the a monitoring and evaluation specialist and a monitoring junior specialist	\$274,439	\$29,912	-	-	-	-	-	0%
		Implementation of the monitoring system, field expenses. Program	\$107,275	-	-	-	-	-	-	0%
		Initial baseline made with INCAP	\$150,000	-	\$125,644	-	-	-	\$125,644	100%
	Monitoring and evaluation Subtotal		\$531,714	\$29,912	\$125,644	-	-	-	\$125,644	70%
Administration	Rural Chain Program	Administration, procurement, accounting	\$1,467,638	\$191,872	\$59,504	\$51,693	\$50,306	\$55,944	\$217,447	92%
		Contribution to space used by the project at Headquarters -AGEXPORT- and offices at the western area.	\$165,000	\$35,822	\$8,951	\$8,969	\$8,797	\$8,843	\$35,559	99%
		Administrative and personnel expenses of the project located at headquarters, Quetzaltenango and Quiche	\$450,000	\$58,946	\$18,436	\$16,930	\$19,658	\$19,545	\$74,569	98%
		Management Subtotal		\$2,082,638	\$286,640	\$86,891	\$77,592	\$78,761	\$84,332	\$327,575
Audits	Rural Chain Program	Annual audits	\$150,000	-	\$12,978	-	-	\$1,903	\$14,881	88%

	Auditory Subtotal		\$150,000	-	\$12,978	-	-	\$1,903	\$14,881	88%
Institutional strengthening	Rural Chain Program	Strengthening the institution administrative capacity	\$140,000	\$32,148	\$1,699	\$36,976	\$2,159	\$1,585	\$42,419	99%
	Institutional strengthening Subtotal		\$140,000	\$32,148	\$1,699	\$36,976	\$2,159	\$1,585	\$42,419	99%
Other direct costs of the project	Rural Chain Program	Institutional staff of -AGEXPORT- involved in the Administration and management of the Consortium	\$375,000	\$85,130	\$24,608	\$16,056	\$16,957	\$20,822	\$78,444	97%
		Furniture, equipment and institutional vehicles of -AGEXPORT-	\$46,000	-	\$46,417	-	-	-	\$46,417	100%
		Other direct costs (building maintenance and repair of -AGEXPORT-, technological support and safety)	\$179,000	-	-	\$3,465	\$6,249	\$3,066	\$12,779	69%
	Other direct costs of the project Subtotal		\$600,000	\$85,130	\$71,025	\$19,521	\$23,206	\$23,888	\$137,640	95%
Rapid response fund	Rural Chain Program	This FRR will provide USAID the flexibility to respond faster and efficiently to problems or will allow to design the program's activities that are unforeseen or anticipated but that are worth to include in any of the components under this agreement.	\$200,000	-	\$98,233	-	-	-	\$98,233	100%
	Rapid response fund Subtotal		\$200,000	-	\$98,233	-	-	-	\$98,233	100%
RURAL PROJECT VALUE CHAIN TOTAL			\$23,000,000	\$2,018,268	\$960,588	\$590,692	\$671,503	\$908,864	\$3,131,646	74%

Annex 2 : Chart of indicators FY2014

INDICATOR NUMBER AND TITLE	UNIT OF MEASURE	FY 2013		FY 2014		LOP
		Target	Actual	Target	Actual	Target
GOAL LEVEL STATEMENT: Improved Levels of Economic Growth and social Development in the Western Highlands						
4-17 Prevalence of Poverty: Percent of people living on less than \$1.25/day (extreme poverty)	Percent		17.4%		17.4%	16.4%
• Adult Female no Adult Male (FNM)						
• Adult Male no Adult Female (MNF)						
• Male and Female Adults (M&F)						
• Child no Adults (CNA)						
PURPOSE LEVEL STATEMENT: Broad Based Economic Growth and Food Security Improved						
4.5-9 Daily Per Capita Expenditures (as a proxy for income) in USG-assisted areas of USG beneficiaries	US Dollar		\$2.51	0	0	\$3.16
• Adult Female no Adult Male (FNM)						
• Adult Male no Adult Female (MNF)						
• Male and Female Adults (M&F)						
• Child no Adults (CNA)						
OUTPUT 1. LEVEL STATEMENT: Agricultural Productivity and Rural Employment Expanded						
4.5.2 Number of Jobs Attributed to FTF implementation	Number Full Time Employment s (FTE)	912	567	2,088	1,647	5,424
• Urban						
• Rural		912	567	2,088	1,647	
• New		912	567	1,521	1080	
• Continuing				567	567	
• Male		473	397	1,008	1,340	3,084
• Female		439	170	1,080	307	2,340
• Coffee					631	874
• Horticulture		273		581	888	2,100
• Frutales						200
• Handicrafts		300		525	128	2,250

INDICATOR NUMBER AND TITLE	UNIT OF MEASURE	FY 2013		FY 2014		LOP
		Target	Actual	Target	Actual	Target
4.5-16,17,18 Gross Margin per hectare of selected products	US Dollars per hectare (Include 5 data points in "Gross Margin" tab)					
• Horticulture			\$2,746	\$3,600	2,700	2,800
• Coffee				\$804	(-1005)	400
• Sex of farmer: Male						
• Sex of farmer: Female						
4.5.2-2 Number of hectares under improved technologies or management practices as a result of	Hectares (include Hectares disaggregated by technology type in Tab 4.5.2.2)	792	2,195	2,233	2,642	3,294
• Technology type						
Riego por goteo					0	50
Mulch					50	70
Buenas Prácticas Agrícolas					2,642	3,300
Semilla mejorada (Mas Frijol)					76	76
• New			1,727	506	1,041	
• Continuing			468	1,727	1,727	3,294
• # hectares under male						
• # hectares under female						
• # hectares under association						
4.5.2-5 Number of farmers and others who have applied improved technologies or management practices as a result of USG assistance	Number		4,422	6,483	6,285	13,660
• New			4,422	2,061	1,863	
• Continuing				4,422	4,422	13660
• Male			3,299	4,635	4,469	8,922
• Female			1,123	1,848	1,816	4,738
• Coffee					1,678	1,788
• Horticulture					4,607	10672
• Handicrafts (producers)					0	1200

INDICATOR NUMBER AND TITLE	UNIT OF MEASURE	FY 2013		FY 2014		LOP
		Target	Actual	Target	Actual	Target
4.5.2-7 Number of Individuals who have received USG supported short-term agricultural sector productivity or food security training	Number of individuals receiving training	2,002	4,422	6,483	6,285	17,500
• Producers			4,422		6,285	17,500
• People in government						
• People in private sector						
• People in civil society						
• Male		1,286	3,299	4,635	4,469	11,013
• New						
• Continuing						
• Female		716	1,123	1,848	1,816	6,487
• New						
• Continuing						
4.5.2-11 Number of food security private enterprises (for profit), producers organizations, water users associations, women's groups, trade and business associations, and community-based organizations (CBOs) receiving USG assistance.	Number	40	34	73	77	140
• Producers organizations		34	28	59	77	140
• Women's groups		6	6	14		
• Trade and business associations						
• Community-based organizations						
• Water users associations						
• New				39	43	140
• Continuing				34	34	140
• Coffee					7	8
• Horticulture					60	102
• Handicrafts					10	30
4.5.2-12 Number of public-private partnerships formed as a result of FTF assistance.	Number. Include partnership name in tab "4.5.2-12"	8	17	21	24	26
• Agricultural production			14	14	16	18
• Agricultural production - empresa privada					4	
• Agricultural post-harvest						4
• Nutrition			3	3	3	3
• Other (government)						
EMPRESA FINANCIERA				4	1	1
• Multi-focus						

INDICATOR NUMBER AND TITLE	UNIT OF MEASURE	FY 2013		FY 2014		LOP
		Target	Actual	Target	Actual	Target
4.5.2-13 Number of rural households benefiting directly from to USG interventions.	Number		3,790	4,707	7,319	17,500
• New			3,790		3,529	
• Continuing					3,790	17,500
• Male (head of household)			2,488	3,314		
• Female (head of household)			1,302	1,393		
• Coffee					1,978	3,220
• Horticulture					4,967	12,030
• Handicrafts				285	374	2,250
By household composition:						
• Adult Female no Adult Male (FNM),						
• Adult Male no Adult Female (MNF),						
• Male and Female Adult (M&F),						
• Child no Adults (CNA)						
4.5.2-38 Value of new private sector investment in the agriculture sector or food chain leveraged by FTF implementation	US Dollars, Million		\$1,520,001	\$4,280,000	\$927,417	\$3,400,000
4.5.2-39 Number of technologies or management practices in one of the phases of development:	Number (include name technologies and management practices)					
• Phase I: Under research						
• Phase II: Under field testing						
• Phase III: Made available for transfer		6	6	6	6	9
4.5.2-42 Number of private enterprises, producers organizations, water users associations, women's groups, trade and business associations and community-based organizations (CBOs) that applied improved technologies or management practices as a result of USG assistance	Number		34	73	77	140
• Producers organizations			34	73	77	140
• Coffee			3	11	7	8
• Horticulture			25	48	60	102
• Handicrafts			6	14	10	30
• Women's groups			1			
• Trade and business associations			-			
• Community-based organizations			-			
• Water users associations			-			
• New			34	39	43	140
• Continuing			0	34	34	140

INDICATOR NUMBER AND TITLE	UNIT OF MEASURE	FY 2013		FY 2014		LOP
		Target	Actual	Target	Actual	Target
4.8.2-8 Number of Climate Mitigation and/or adaptation tools, technologies, and methodologies developed, tested and/or adopted as a result of USG assistance.	Number of technologies and methodologies (include name of technologies in tab 4.8.2.8)		0	3	3	6
• REDD+						
• Clean Energy						
• Adaptation				3	3	6
• Crosscutting						
OUTPUT 2. LEVEL STATEMENT: Access to Market Expanded						
4.5.2-23 Value of Sales (Total) attributed to USG interventions	US Dollar Million	\$4,682	\$2,828	\$7,828	\$5,018,010.31	\$44,616
• Horticulture					\$3,212,588.84	\$38,420,250
• Coffee					\$1,742,071.13	\$4,695,750
• Handicrafts				\$550,000	\$63,350.34	\$1,500,000
4.5.2-30 Number of MSMEs, including farmers , receiving USG assistance to access bank loans	Number of MSMEs that accessed loans.		2	12	2	10
• Micro						
• Small			2	12	2	10
• Medium						
Sex producer/majority board directors:						
• Male						
• Female						
• Joint						
• n/a						
4.5.2-36 Value of exports of targeted agricultural/handicraft commodities as a result of USG assistance.	US Dollar	\$4,682	\$2,828	\$7,828	\$4,292,042	\$18,948,892
• Horticulture					\$2,499,971	\$14,979,107
• Coffee					\$1,742,071.13	\$3,516,957
• Handicrafts				\$550	\$50,000	\$450,000
• Destination: Regional Central America						
• Destination: Outside of Region			\$2,828		\$4,292,042	\$18,948,892

INDICATOR NUMBER AND TITLE	UNIT OF MEASURE	FY 2013		FY 2014		LOP
		Target	Actual	Target	Actual	Target
OUTPUT 3. LEVEL STATEMENT: Resiliency of Vulnerable Communities and Households Increased						
3.1.9-1 Number of people trained in child health and nutrition through USG-supported programs	Number of training participants	1,371	1,506	1,506	2,921	12,460
• Male		125	18	18	465	4,185
• Female		1,246	1,488	1,488	2,456	8,275
3.1.9-15 Number of children under five reached by USG-supported nutrition programs	Number	1246	1,383	1,383	1,654	2,250
• Male					744.3	1,125
• Female					909.7	1,125
4.5.2-14 Number of vulnerable households benefiting directly from USG assistance	Number		3,790	4,707	7,319	17,500
• New			3,790		3,529	
• Continuing					3,790	17,500
• Male (head of household)			2,488	3,314		
• Female (head of household)			1,302	1,393		
• Coffee					1,978	3,220
• Horticulture					4,967	12,030
• Handicrafts				285	374	2,250
By household composition:						
• Adult Female no Adult Male (FNM),						
• Adult Male no Adult Female (MNF),						
• Male and Female Adult (M&F),						
• Child no Adults (CNA)						
PRIVATE SECTOR COMPETITIVENESS						
4.6.2-9 Number of private sector firms that have improved management practices as a result of	Number (Include name of institutions in Tab 4.6.2-9)		24	47	58	140
Agriculture			18	33	48	110
• New				15	30	
• Continuing				18		110
• Coffee			7	0	0	8
• New				0	0	
• Continuing					7	8
• Horticulture					41	102
• New						
• Continuing			11			102
• Handicrafts			6	14	10	30
• New			6	8	4	
• Continuing				6	0	30
• Number of women-owned firms						
• Number of men-owned firms						

INDICATOR NUMBER AND TITLE	UNIT OF MEASURE	FY 2013		FY 2014		LOP
		Target	Actual	Target	Actual	Target
4.6.2-10 Number of firms receiving USG assistance to invest in improved technologies.	Number (Include name firms/groups in Tables 4.6.2-10)		34	73	0	5
Agriculture			28	59	0	5
• New			28	31	0	5
• Continuing				28	0	5
• Coffee					0	1
• New					0	1
• Continuing					0	1
• Horticulture					0	4
• New					0	4
• Continuing					0	4
• Handicrafts			6	14	0	0
• New			6	8	0	0
• Continuing				6	0	0
• Urban						
• Rural						
			0	0	0	5

CROSS CUTTING ISSUES: GENDER

GNDR-2 Proportion of female participants in USG assisted program designed to increase access to productive economic resources (assets, credit, income or	Number		30%	32%		35% = 6,147
TOTAL number of participants			4,707	6,803	7,319	14,280
• Male			3,314	4,635	5,095	10,000
• Female			1,393	2,168	2,224	4,280

Annex 3 Benefitted families with improved bean seed of the Project *MAS FRIJOL*

Chart 1: Families from Component 1 benefitted with bean seeds (MAS FRIJOL)

Chain	Municipality	Bean seed varieties			Families
		Altense	Hunapu	S. Chiva	
ADIAP	Nebaj	135	130	135	80
Pozo Verde	Cunen	125	125	125	75
Flores Pajales	Cunen	85	85	80	50
ACODIPA	Zacualpa	65	65	70	40
Tikonel	Cunen	115	115	120	70
ADIBA	Chichicastenango	210	205	210	125
COANEP A	Santa Lucia la Reforma	85	85	80	50
AGRIUF	Santa Lucia la Reforma	65	65	70	40
ADINA	Momostenango	60	60	65	37
Agua Viva	Santa Lucia la Reforma	50	50	50	30
ASODINE	Santa Lucia la Reforma	80	85	85	50
ADIP	Uspantan	60	60	55	35
Progresar	Sacapulas	165	170	165	100
CAFÉ IXIL	Nebaj	250	250	250	150
AIDA	Cunen	125	125	125	75
ADECIGUA	Sacapulas	125	125	125	75
APRODEFI	Chajul	165	170	165	100
ASIES	Nebaj	85	85	80	50
CINASEM	Uspantan	150	145	145	88
ADIES	Sacapulas	165	170	165	100
Rabinal Vargas, Sociedad Civil	Chichicastenango	135	130	135	80
21 Encadenamientos	9 municipios	2500	2500	2500	1500

Chart 2: Families from Component 2 benefitted with bean seeds (MAS FRIJOL)

21 chains		9 Municipality	
No.	Group	Number of families	Quantity of delivered seeds (Pounds)
1	Grupo de Agricultores Caracolito.	45	225
2	Asociación de Agricultores Para el Desarrollo Integral Carrizalences.	98	490
3	Asociación Civil de Desarrollo Integral Agrícola.	72	360
4	Grupo Centro Para el Desarrollo y Defensa Indígena.	100	500
5	Grupo de Agricultores Pamaxan.	20	100
6	Asociación de Desarrollo Integral de las Aldeas San Luis Las Anonas y Poblaj Maya Uspantanense.	32	160
7	Asociación de Agricultores de Desarrollo Integral Ixil.	43	215
8	Asociación Nuevo Amanecer de Nebaj.	59	295
9	Asociación de Desarrollo Integral Agrícola Zacualpense.	42	210
10	Grupo de Agricultores Chitapol.	33	165
11	Asociación de Desarrollo Integral Zacualpense.	32	160
12	Grupo de Agricultores Nueva Misión Santa Clara.	54	270
13	Grupo de Agricultores Zacualpense.	36	180

No.	Group	Number of families	Quantity of delivered seeds (Pounds)
14	Asociación de Agricultores para el Desarrollo Integral Cinaguense.	19	95
15	Grupo de Agricultores Sotza y Ixlaj.	53	265
16	Grupo La Cumbre.	36	180
17	Grupo de Agricultores de Desarrollo Bellaflorences.	46	230
18	Asociación de Melocotoneros Rio Camanibal.	11	55
19	Cooperativa Integral Agrícola Chipaquense.	10	50
20	ADICH	40	200
21	AGRICH	24	120
22	ASPROFUTURO	17	85
23	ECS	43	215
24	Comité La Victoria	16	80
25	Asociación El Buen Sembrador	72	360
26	Flor del Campo	46	230
27	Visión de la Aldea La Victoria	88	440
28	Tuipox	88	440
29	Mujeres Organizadas de Concepción Chiquirichapa	40	200
30	Nuevo Amanecer	68	340
31	Tizate	6	30
32	Flor del Durazno	28	140
33	AGRECOAN	21	105
Total of families that received bean seeds:		1,438	7,190