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Rural Value Chains
Huehuetenango and San Marcos



Rural Value Chains Project

USAID – ANACAFE COOPERATIVE AGREEMENT 520-A-12-00004

Annual Report

October 1, 2015 through September 30, 2016

Guatemala, October 28, 2016

1. Introduction

As part of the USG Feed the Future Initiative (FtF), the Rural Value Chains Project (RVCP) is implemented under Cooperative Agreement 520-A-12-00004 subscribed on May 31, 2012 between the National Coffee Association (ANACAFE) and the United States Government Agency for International Development (USAID).

Project implementation is the responsibility of a Consortium that includes ANACAFE as the lead institution before USAID. In addition to ANACAFE, the Consortium includes the Guatemalan Confederation of Cooperatives (*Confederacion Guatemalteca de Federaciones de Cooperativas – CONFECOOP*) represented by the Guatemalan Federation of Agricultural Cooperatives of Coffee Producers (*Cooperativas Agricolas de Productores de Cafe de Guatemala – FEDECOCAGUA*) together with the Guatemalan Federation of Agricultural Cooperatives (*Federacion de Cooperativas Agricolas de Guatemala – FEDECOAG*) and the Integrated Federation of Handicraft Producer Cooperatives (*Federacion Integral de Cooperativas de Produccion Artesanal -ARTEXCO*); the Coffee Grower Foundation for Rural Development (*Fundacion de la Caficultura para el Desarrollo Rural – FUNCAFE*) and the FUNDASISTEMAS Foundation.

The Project implementation objectives include:

- Reduce poverty and malnutrition rates throughout 22 municipalities in the provinces (*departamentos* in Spanish) of Huehuetenango and San Marcos¹ by improving income among small-scale producer members of the rural value chains for coffee, horticulture and handicrafts.
- Produce deep-rooted behavioral changes among producers and their families to ensure that improved income remains sustainable and ensures improved nutrition over the short, medium and long terms.

Consortium organizations joined forces to achieve RVCP objectives by implementing activities under each of the components listed below.

- **Component 1:** Improved competitiveness along the rural value chains
- **Component 2:** Greater participation in rural value chains
- **Component 3:** Improved agricultural productivity
- **Component 4:** Increased trade and access to markets **Note:** Implementation of this component was excluded from the USAID-ANACAFE cooperative agreement and included under those for another project with objectives similar to those of RVCP being implemented by a second consortium throughout municipalities in Quetzaltenango, Totonicapan and Quiche
- **Component 5:** Increased productivity of food and improved usage
- **Component 6:** Improvements to the handicrafts value chain

¹ Huehuetenango (11): Jacaltenango, Chiantla, San Sebastian Huehuetenango, Todos Santos, Santa Cruz Barillas, Cuilco, Union Cantinil, Concepcion Huista, San Antonio Huista, La Libertad and La Democracia. San Marcos (11): El Rodeo, San Rafael Pie de la Cuesta, San Lorenzo, San Pablo, Tajumulco, Nuevo Progreso, Sibinal, San Miguel Ixtahuacan, Tejutla, San Marcos and San Pedro Sacatepequez.

In addition to each of the above components, RVCP plans activities to address crosscutting issues, as listed below.

1. Gender,
2. Environmental mitigation,
3. Entrepreneurial development,
4. Financial services,
5. Communications (information), and
6. Engaging with local and central governments (political dialogue).

The Project Implementation Unit (UIP in Spanish) is responsible for implementing RVCP in compliance with the terms and conditions stipulated in the Cooperative Agreement between ANACAFE and USAID. The UIP was also responsible for designing and promoting a participatory process to draft the RVCP Year Four Work Plan for the period from October 1, 2015 through September 30, 2016.

The USAID-ANACAFE Cooperative Agreement stipulates that the Project submit quarterly progress reports to USAID (for the periods from October through December, January through March and April through June) plus one annual report to cover the entire period from October through September of the following year. The reports should describe activities for the period and progress toward RVCP targets and expected results as stated in the Annual Work Plan.

To that end, the UPI drafted the current progress report to describe Year Four of RVCP implementation from October 1, 2015 through September 30, 2016. The technical teams from ANACAFE, FEDECOCAGUA, FEDECOAG, ARTEXCO, FUNCAFE and FUNDASISTEMAS provided the UIP with input for this report.

2. RVCP Implementation Context

The Project reports progress over the course of RVCP Year Four as summarized below.

- ANACAFE worked with 52 coffee producer groups in San Marcos (nine co-ops, 11 associations and 32 work groups –GATs in Spanish) with a combined total of 2,625 members (1,909 men and 716 women) working a total of 2,489.34 hectares (3,562.43 *manzanas* = local unit of measurement) of coffee. Members from the 52 organizations working with RVCP reported that the 2015-2016 harvest yielded a total of 2,341,500 pounds of parchment coffee from 1,777.14 hectares (2,543.36 *manzanas*) --712.2 hectares (1,019.27 *manzanas*) are undergoing plantation renewal. Yields averaged 1,318 pounds of parchment coffee per hectare. On average, each producer works 1.05 hectares (1.51 *manzanas*) of coffee. Table 1 summarized information for each of the 52 RVCP organizations in FY2016.

The coffee growers working with RVCP/ANACAFE in San Marcos throughout FY2016 are distributed among 107 communities (*cantones, caserios, aldeas and rural cities*) throughout nine municipalities. Members from 30 of the 52 RVCP grower groups are from the *Mam* ethnic group, while three are Sipakapense and 19 speak Spanish as their maternal language.

Table 1
RVCP/ANACAFE Producer Groups in San Marcos for FY2016

Item	Organization	Location	Municipality	Province	Men	Women	Total Membership	Area Planted in Coffee (hectares)	Area in Production (hectares)	Yield (in lbs. of parchment coffee) 2015-2016
1	Asociacion Campesina Unidos Por La Paz y El Desarrollo Integral Comunitario - ACUPDIC-	Comunidad La Suiza	Nuevo Progreso	San Marcos	74	16	90	136.8	110.25	1528
2	Cooperativa Integral Agricola Brisas del Ixtal	Caserio Los Cardona	Nuevo Progreso	San Marcos	7	18	25	11.48	7.08	55
3	Cooperativa Integral Agricola Flor del Cafe R.L.	Comunidad Nueva Escocia	Nuevo Progreso	San Marcos	44	13	57	87.78	75.35	1320
4	Cooperativa Integral Agricola Nuevo Eden R.L.	Comunidad Nuevo Eden	Nuevo Progreso	San Marcos	10	13	23	70.84	45.23	445
5	Cooperativa Integral Agricola Nuevo Porvenir R.L.	Comunidad Nuevo Porvenir	Nuevo Progreso	San Marcos	35	4	39	148.59	125.31	1616
6	Cooperativa Integral de Comercializacion La Esperanza Emanuel	Comunidad Agraria Emanuel	Nuevo Progreso	San Marcos	43	14	57	107.8	88.05	800
7	GAT El Esfuerzo	Caserio El Coco	Nuevo Progreso	San Marcos	15	3	18	35.7	9.13	75
8	GAT La Esperanza	Caserio La Conquista	Nuevo Progreso	San Marcos	13	24	37	18.69	18.69	275
9	GAT Nuevo Amanecer I	Caserio Parian	Nuevo Progreso	San Marcos	10	9	19	18.8115	11.48	57
10	GAT Nuevo Amanecer II	Caserio Los Cardona	Nuevo Progreso	San Marcos	15	7	22	7.37	7.37	60
11	GAT Nuevo Florecer	Caserio San Pedrito	Nuevo Progreso	San Marcos	10	5	15	11.57	11.57	60
12	GAT Nuevo San Luis	Comunidad Nuevo San Luis	Nuevo Progreso	San Marcos	10	0	10	35.7	26.75	475
13	Cooperativa Integral Agricola El Cafetalito	Aldea las Majadas	San Cristobal Cucho	San Marcos	13	0	13	35.47	13.58	225
14	Grupo de Amistad y Trabajo Barranca Las Flores	Aldea Barranca Grande	San Cristobal Cucho	San Marcos	17	1	18	9.5	9.5	125
15	Grupo de Amistad y Trabajo El Renacimiento	Caserio Guativil	San Cristobal Cucho	San Marcos	15	0	15	14.87	14.87	275

16	Asociacion de Pequeños Productores Agrícolas Entre Cerros - APPAECE-	Aldea Provincia Chiquita	San Pedro Sacatepequez	San Marcos	16	0	16	87.78	65.75	719
17	GAT Emprendedores	Caserio Corral Grande	San Pedro Sacatepequez	San Marcos	13	5	18	9.5	8.08	70
18	GAT La Industria	Aldea La Industria	San Jose El Rodeo	San Marcos	22	8	30	18.73	14.99	185
19	GAT Santa Ana	Caserio Santa Ana	San Jose El Rodeo	San Marcos	9	6	15	4.93	3.93	50
20	GAT Santa Rita Ruiz	Aldea Santa Rita	San Jose El Rodeo	San Marcos	16	4	20	31.49	25.2	300
21	Asociacion Campesina De Desarrollo Integral "Txol Kab'E Chman Wutz" (ACDI)	Caserio Loma Bonita	San Pablo	San Marcos	22	3	25	46.26	27.87	350
22	Asociacion de Desarrollo Integral Buenos Aires	Caserio Buenos Aires	San Pablo	San Marcos	47	10	57	50.08	40.06	573
23	Cooperativa Integral Agrícola La Igualdad	Caserio La Igualdad	San Pablo	San Marcos	53	8	61	79.43	47.87	700
24	GAT Colima	Caserio Colima	San Pablo	San Marcos	20	10	30	32.41	25.92	325
25	GAT Nueva Victoria	Aldea Nueva Victoria	San Pablo	San Marcos	15	0	15	7.86	6.29	75
26	GAT Pacala	Aldea El Porvenir	San Pablo	San Marcos	18	7	25	19.61	15.67	190
27	GAT Plan de Pati	Aldea El Porvenir	San Pablo	San Marcos	22	3	25	19.61	15.67	190
28	GAT San Jose	Aldea El Porvenir	San Pablo	San Marcos	28	12	40	31.45	25.15	300
29	Asociacion Civil de Pequeños Productores Agrícolas Flor del Cafe	Aldea Santa Rita	Sibinal	San Marcos	97	23	120	111.72	89.37	1400
30	Asociacion Civil de Pequeños Productores Agrícolas Comunidades Unidas - ACIPACU	Caserio el Naranjo	Tajumulco	San Marcos	46	15	61	100.78	80.62	800
31	Asociacion de Pequeños Caficultores Organicos Mayas Mames, APECAFORM I	Aldea Pueblo Nuevo	Tajumulco	San Marcos	139	47	186	191.9	134.33	1520
32	Asociacion de Pequeños Caficultores Organicos Mayas Mames, APECAFORM II	Aldea Pueblo Nuevo	Tajumulco	San Marcos	140	40	180	117.25	82.07	925
33	Asociacion de Pequeños Productores de Cafe de	Caserio Liberacion	Tajumulco	San Marcos	33	13	46	50.57	40.46	700

	Liberacion - APECAFEL									
34	Asociacion de Productores de Cafe Media Cuesta	Aldea Media Cuesta	Tajumulco	San Marcos	21	5	26	34.94	27.95	350
35	Asociacion Nuevos Horizontes	Aldea Toquian Grande	Tajumulco	San Marcos	33	6	39	35.64	21.66	280
36	Cooperativa Integral Agricola Entre Rios	Caserio La Libertad	Tajumulco	San Marcos	39	11	50	73.48	58.78	770
37	Cooperativa Integral Agricola Mujeres Con Esencia De Cafe	Aldea Chanchicupe	Tajumulco	San Marcos	0	23	23	27.17	16.77	240
38	GAT El Cerrito del Buen Cafe	Aldea Union Tolash	Tajumulco	San Marcos	13	12	25	34.35	27.06	330
39	GAT Grano de Oro	Aldea Union Tolash	Tajumulco	San Marcos	14	11	25	33.02	29.94	300
40	GAT Loma del Buen Cafe	Aldea Union Tolash	Tajumulco	San Marcos	14	11	25	33.02	28.04	310
41	GAT Loma El Carmen	Caserio Loma El Carmen	Tajumulco	San Marcos	9	11	20	21.16	16.5	210
42	GAT Mujeres con Aroma a Cafe -MUJACA-	Caserio La Libertad	Tajumulco	San Marcos	0	23	23	15.12	12.88	150
43	GAT Mujeres Productoras Flor de Cafe - MUPROFCA-	Caserio San Francisco	Tajumulco	San Marcos	0	15	15	11.26	9.69	115
44	GAT Petacalapa	Aldea Union Tolash	Tajumulco	San Marcos	11	14	25	32.09	27.8	325
45	GAT Plan Villanueva	Aldea Plan Villa Nueva	Tajumulco	San Marcos	29	2	31	35.7	28.56	500
46	GAT La Lima	Caserio La Lima	San Miguel Ixtahuacan	San Marcos	107	36	143	95.14	38.7	700.2
47	GAT La Pena	Caserio La Pena	San Miguel Ixtahuacan	San Marcos	120	38	158	87.47	36.65	643
48	GAT Legual	Colonia Legual	San Miguel Ixtahuacan	San Marcos	78	38	116	63.4	30.61	443.3
49	GAT Siete Platos	Caserio Siete Platos	San Miguel Ixtahuacan	San Marcos	42	11	53	24.65	11.04	186
50	GAT Cabecera Sipacapa	Cabecera Sipacapa	Sipacapa	San Marcos	108	39	147	25.5	11.39	293.76
51	GAT Las Minas	Aldea Las Minas	Sipacapa	San Marcos	74	39	113	19.6	8.76	225.8
52	GAT Magueyes	Caserio El Maguey	Sipacapa	San Marcos	110	30	140	24.3	10.85	279.94
Total					1909	716	2625	2489.3	1777.14	23415

Note: The RVCP intervention area included nine municipalities that are not covered by the USAID Western Highlands Integrated Program (WHIP) but are adjacent to municipalities in the RVCP geographic scope. Some of the RVCP organizations include producers from those municipalities adjacent to WHIP and cannot be excluded from technical assistance and training provided by the Project. As such, USAID issued an email on August 13, 2015 to authorize RVCP to work with those organizations on everything pertaining to good

agricultural practices and coffee crop management. Two of the municipalities are Sipacapa and San Cristobal Cucho.

- ANACAFE works on RVCP activities in Huehuetenango with 50 small-scale producer organizations, of which ten are co-operatives, 17 are associations and 23 are GATs. The groups have a total membership of 3,138 growers, of which 2,206 (70%) are men and 932 (30%) are women. The growers represent several Maya ethnicities i.e. Man, Qanjolal, Chuj and Popti. The growers plant coffee on a total of 3,263.74 hectares, of which 3,005 hectares are currently under production, while 258.74 hectares are under renewal. Growers commonly plant varieties including Caturra, Bourbon, Villa Sarchi, Catuai, Mundo Novo, Pache and Villalobos, but other varieties that are resistant to coffee rust disease (*Hemileia vastatrix*) are gaining popularity, such as Sarchimor, Catimor and Anacafe 14.

The 2015/2016 harvest included coffee plantations in production (3,005 hectares) that yielded 8,832,200 pounds of parchment coffee (averaging 2,940 pounds per hectare). Table 1 summarizes the information for each of the 50 organizations working with RVCP in Huehuetenango.

Table 2
RVCP/ANACAFE Producer Groups in Huehuetenango for FY2016

Item	Organization	Location	Municipality	Province	Membership			Hectares	Production (in 100 lb. bags of parchment coffee)
					M	F	Total		
1	Asociacion Union de Pequeños Caficultores (UPC)	Aldea Camojallito	La Democracia	Huehuetenango	82	68	150	115.00	4200
2	Asociacion de Desarrollo Integral El Esfuerzo, Tuiboch, Todos Santos (ASODIETT)	Caserio Tuiboch, aldea Mash.	Todos santos Cuchumatan	Huehuetenango	32	4	36	36.00	1250
3	Asociacion de Desarrollo Flor del Cafe. (ASDEFLO)	Caserio Chanjon, aldea San Martin	Todos santos Cuchumatan	Huehuetenango	25	8	33	25.00	1000
4	Asociacion de Caficultores Flor del Cafe (ASCAFCA)	Aldea la Esperanza	Union Cantinil	Huehuetenango	43	3	46	131.00	3400
5	Asociacion de Desarrollo Economico y Social Los Chujes (ADESC)	Aldea Vista Hermosa Union Cantinil	Union Cantinil	Huehuetenango	64	14	78	238.00	9100
6	Asociacion de Caficultores Union Cantinil (ASOCUC)	Canton Casa Grande	Union Cantinil	Huehuetenango	22	1	23	51.00	1650

7	Grupo de Amistad y Trabajo Buenos Aires	Canton Buenos Aires	Union Cantinil	Huehuetenango	0	26	26	8.00	268
8	Asociacion Integral de caficultores Rancho Viejo (AIDEC)	Aldea El Rancho Viejo	San Antonio Huista	Huehuetenango	26	3	29	84.00	3100
9	Asociacion Integral Agricola Sostenible Toneca (ASIAST)	Canton Centro	San Antonio Huista	Huehuetenango	35	8	43	87.00	1100
10	Asociacion de Desarrollo Integral de Caficultores El Pajal (ADICEP)	Aldea El Pajal	San Antonio Huista	Huehuetenango	25	4	29	49.65	1950
11	Grupo de Amistad y Trabajo Cipresales	Caserio Cipresales, aldea Coyegual	San Antonio Huista	Huehuetenango	25	0	25	59.00	1900
12	Grupo de Amistad y Trabajo Cafe Toneco Nojaya	Aldea Nojaya	San Antonio Huista	Huehuetenango	17	0	17	35.00	650
13	Cooperativa Agricola y de Servicios Varios RIO AZUL R.L.	Canton San Sebastian	Jacaltenango	Huehuetenango	153	37	190	201.00	3167
14	Cooperativa de Ahorro y Credito ESQUIPULAS R. L.	Cabecera municipal	La Libertad	Huehuetenango	100	46	146	140.00	8100
15	Asociacion de Permacultores de Cuilco (ASOPERC)	Aldea Oajaqueno	Cuilco	Huehuetenango	33	6	39	48.25	2023
16	Asociacion de Desarrollo Integral La Esperanza Toneca - ADIESTO-	Canton Reforma	San Antonio Huista	Huehuetenango	215	227	442	418.00	12450
17	Cooperativa San Antonio R.L.	Canton Esquipulas	San Antonio Huista	Huehuetenango	29	4	33	58.00	1500
18	Gat. Centro San Antonio	Canton Norte	San Antonio Huista	Huehuetenango	17	9	26	16.00	350
19	Asociacion Agricola y Desarrollo Integral Bitenam	Aldea Petatan	Concepcion Huista	Huehuetenango	113	67	180	65.00	1650
20	Grupo de Amistad y Trabajo Grano de Oro	Canton Maravillas, Aldea El Porvenir	Santa Cruz Barillas	Huehuetenango	32	10	42	20.00	420
21	Grupo de Amistad y Trabajo California	Aldea Balbeleltzap	Santa Cruz Barillas	Huehuetenango	18	10	28	20.74	400

22	Grupo de Amistad y Trabajo San Francisco Momonlac	Aldea San Francisco Momonlac	Santa Cruz Barillas	Huehuetenango	20	4	24	48.00	625
23	Grupo de Amistad y Trabajo Flor de Limon	Aldea Santa Elena	Santa Cruz Barillas	Huehuetenango	20	8	28	30.91	375
24	Grupo de Amistad y Trabajo El Aguacatal	Aldea Puente Alto	Santa Cruz Barillas	Huehuetenango	14	17	31	23.00	350
25	Grupo de Amistad y Trabajo Centro Jolomtaj	Aldea Jolomtaj	Santa Cruz Barillas	Huehuetenango	28	5	33	14.00	295
26	Grupo de Amistad y Trabajo San Jose Jolomtaj	Caserio San Jose, aldea Jolomtaj	Santa Cruz Barillas	Huehuetenango	29	13	42	22.00	385
27	Asociacion Barillense de Agricultores (ASOBAGRI)	Santa Cruz Barillas	Santa Cruz Barillas	Huehuetenango	306	88	394	435.00	9140
28	Asociacion Promejoramiento Agroforestal (ASPROAGR)	Caserio Buena Vista, Aldea Jolomtaj	Santa Cruz Barillas	Huehuetenango	72	7	79	35.00	850
29	Grupo de Amistad y Trabajo La Providencia	Caserio la Providencia	Santa Cruz Barillas	Huehuetenango	66	2	68	33.00	830
30	Grupo de Amistad y Trabajo San Francisco	Caserio San Francisco, Aldea Jolomtaj	Santa Cruz Barillas	Huehuetenango	11	5	16	8.00	170
31	Grupo de Amistad y Trabajo San Jorge	Caserio San Jorge, Aldea Canchoch	Santa Cruz Barillas	Huehuetenango	15	1	16	17.00	310
32	Grupo de Amistad y Trabajo Blanca Flor	Caserio Blanca Flor, aldea San Antonio	Santa Cruz Barillas	Huehuetenango	23	9	32	20.00	450
33	Grupo de Amistad y Trabajo Villa Linda/Nuevo Triunfo	Yula San Juan , Barillas	Santa Cruz Barillas	Huehuetenango	56	27	83	88.00	1850
34	Gat Cocales	Aldea Yulaxac	Santa Cruz Barillas	Huehuetenango	35	6	41	16.00	290
35	Gat Nuevo Tacana	Aldea Victorias Chancolin	Santa Cruz Barillas	Huehuetenango	19	5	24	9.30	277
36	Gat Tres Marias	Caserio San Agustin, aldea Puente Alto	Santa Cruz Barillas	Huehuetenango	14	5	19	16.35	240

37	Gat Productivo del Campo	Aldea Nochbente	Santa Cruz Barillas	Huehuetenango	13	7	20	14.74	360
38	Gat Porvenir	Aldea Porvenir	Santa Cruz Barillas	Huehuetenango	25	3	28	13.99	300
39	Gat. Nuevo Amanecer	Aldea Momonlac	Santa Cruz Barillas	Huehuetenango	1	27	28	5.82	140
40	Cooperativa de Ahorro y Credito Renacimiento	Cabecera municipal	La Democracia	Huehuetenango	30	10	40	35.00	800
41	Cooperativa CIPAC R.L.	Cabecera municipal	Cuilco	Huehuetenango	36	0	36	105.00	1365
42	Cooperativa COINACREDITT	Cabecera municipal	Todos santos Cuchumatan	Huehuetenango	16	4	20	7.00	150
43	Cooperativa La Esperanza R.L.	Canton Union	Concepcion Huista	Huehuetenango	20	5	25	16.00	350
44	Cooperativa El Futuro R.L.	Cabecera municipal	Todos santos Cuchumatan	Huehuetenango	16	4	20	10.00	250
45	GAT VICAPE	Canton Recreo	San Antonio Huista	Huehuetenango	16	5	21	15.00	400
46	Cooperativa La Jacaltequica	Canton Parroquia	Jacaltenango	Huehuetenango	0	50	50	21.00	500
47	Cooperativa Integral de Ahorro y Credito Reforma Belen Centro Uno R.L.	Centro Uno Ixcan	Sta. Cruz Barillas	Huehuetenango	23	3	26	18.50	230
48	Asociacion Nuevo Mirador Chiblac	Jolomtaj	Sta. Cruz Barillas	Huehuetenango	16	5	21	9.00	125
49	Asociacion ARDISEC	Caserio Cipresales, aldea Coyegual	San Antonio Huista	Huehuetenango	53	5	58	83.49	3000
50	Asociacion Civil Guaya'b	Canton San Sebastian	Jacaltenango	Huehuetenango	107	47	154	188	4287
TOTAL					2206	932	3138	3263.74	88322

- FEDECOCAGUA worked with 28 coffee producer groups (eight of them in San Marcos and 20 in Huehuetenango). Of these, 24 are co-ops and four are precursors to co-operatives. The groups have a total membership of 2,916, of which 2,324 (80%) are men and 592 (20%) are women. Producers are growing coffee on 4,901.5 hectares, of which 4,206.91 hectares are being worked by men and 694.62 hectares are worked by women. Yields from the 2015/2016 harvest totaled 13,865,116 pounds of parchment coffee, equivalent to an average of 2,837 pounds per hectare. The yield from this harvest surpassed the target set for RVCP Year Four of 2,700 pounds per hectare. Average yields from eight RVCP organizations in San Marcos were 2,198 pounds per hectare, while growers from 20 organizations in Huehuetenango attained average yields of 2,948

pounds. Of the total of 28 organizations working with RVCP/FEDECOCAGUA, 18 co-ops have one or more certifications, i.e. Utz Certified, Rainforest Alliance, organic production (NOP/USDA, EU, JAS from Japan), Starbucks C.A.F.E. Practices and/or FLO Fair Trade. The certifications provide buyers with the confidence they are purchasing high-quality beans. Table 3 summarizes details on RVCP coffee growers in Huehuetenango and San Marcos that work with FEDECOCAGUA.

- FEDECOAG works on RVCP with 22 horticulture organizations (15 in Huehuetenango and seven in San Marcos), of which ten are co-ops and 12 are associations. The groups have a total membership of 2,199 producers, of which 1,561 (71%) are men and 638 (29%) are women. Producers are growing potatoes (for seed and produce), snow peas, sweet peas and lima beans on a total of 526 hectares. A portion of the crop is sold on local markets while another portion is sold to export companies. The information is summarized in Table 4.

Table 3
RVCP/FEDECOCAGUA Producer Groups in Huehuetenango and San Marcos for FY2016

Item	Organization	Location	Municipality	Province	Members (Men)	Members (Women)	Total Members	Total Families Represented	Area under production by Men (in hectares)	Area under Production by Women (in hectares)
1	Cooperativa Integral Agricola Tajumuco	Aldea Tajumuco	Union Cantinil	Huehuetenango	323	87	410	375	505.74	80.04
2	Cooperativa Integral Agricola La Todosantera	Caserio Tuiboch, Aldea Mash	Todos Santos Cuchumatán	Huehuetenango	94	14	108	105	206.09	20.19
3	Cooperativa Agricola Integral San Pedro Necta	Cabecera municipal de San Pedro Necta	San Pedro Necta	Huehuetenango	137	34	171	162	252.08	55.39
4	Cooperativa Agricola Integral San Jose El Obrero	Cabecera municipal de La Libertad	La Libertad	Huehuetenango	359	73	432	425	579.6	84.04
5	Cooperativa Agricola Integral Nuestro Futuro	Km. 325 Carretera Interamericana	La Democracia	Huehuetenango	140	25	165	160	483	48
6	Cooperativa Agricola Integral Pena Roja	Aldea Pena Roja	La Libertad	Huehuetenango	69	11	80	80	258	18
7	Cooperativa Agricola Integral Hoja Blanca	Aldea Hoja Blanca	Cuilco	Huehuetenango	61	14	75	75	169	23
8	Cooperativa Agricola de Servicios Varios Agua Dulce	Aldea Agua Dulce	Cuilco	Huehuetenango	64	4	68	60	143	8
9	Cooperativa integral Agricola Cocolense	Aldea Cocola Grande	Santa Eulalia	Huehuetenango	81	16	97	89	101.5	13.91
10	Cooperativa Agricola Integral La Nueva Union	Cabecera municipal de Santa Cruz Barillas	Santa Cruz Barillas	Huehuetenango	48	18	66	60	227.65	48.34

11	Grupo Pre cooperativo La Nueva Providencia	Aldea La Providencia	Santa Cruz Barillas	Huehuetenango	23	4	27	20	14.7	3.7
12	Grupo Pre cooperativo Laguna Maxbal	Aldea San Jose Maxbal	Santa Cruz Barillas	Huehuetenango	24	3	27	25	32.5	4.1
13	Cooperativa Agricola de Servicios Varios Chojzunil, R. L.	Aldea Chojzunil	Santa Eulalia	Huehuetenango	97	38	135	125	112.28	28.24
14	Cooperativa Integral Agricola Union Coataneca	Aldea San Jose Pueblo Nuevo	San Sebastian Coatan	Huehuetenango	44	13	57	42	67.17	10.61
15	Grupo Precooperativo Pananchilac	Aldea Pananchilac	Santa Eulalia	Huehuetenango	12	8	20	15	6.5	2.3
16	Cooperativa Integral Agricola El Porvenir	San Marcos Huista.	Jacaltenango	Huehuetenango	250	98	348	330	227.95	64.74
17	Cooperativa Integral Agricola Axola	Aldea Petatan	Concepcion Huista	Huehuetenango	85	23	108	103	146.44	33.13
18	Cooperativa Integral Agricola Teogal	Caserio Teogal, Aldea San Martin	Todosantos Cuchumatan	Huehuetenango	19	5	24	22	11	4
19	Cooperativa Integral Agricola Rio Limon	Buenos Aires	Union Cantinil	Huehuetenango	30	5	35	33	33	2
20	Grupo pre cooperativo San Andres	San Andres Huista	Jacaltenango	Huehuetenango	47	3	50	47	31.24	0.99
21	Cooperativa Integral Agricola San Jose	Caserio la Plata	San Jose El Rodeo	San Marcos	57	10	67	67	57.75	13.35
22	Cooperativa Agricola Integral Nuevo Progreso	Cabecera municipal de Nuevo Progreso	Nuevo Progreso	San Marcos	86	23	109	103	130.7	21.43
23	Cooperativa Integral Agricola La Esperansita	Comunidad Agraria La Esperanza	El Rodeo	San Marcos	26	15	41	37	28.38	15.95
24	Cooperativa Integral Agricola 21 de Octubre	Caserio Tojoj	San Pablo	San Marcos	32	19	51	44	45.28	24
25	Cooperativa Integral Agricola La Bendicion	Aldea Tocache	San Pablo	San Marcos	14	8	22	22	58.76	9.18
26	Cooperativa Integral Agricola Comunidades Unidas	Aldea El Naranjo	San Rafael Pie de la Cuesta	San Marcos	29	7	36	36	117.42	10.46
27	Cooperativa Integral Agricola Riveras del Cabuz	Aldea El Matazano	San Pablo	San Marcos	16	5	21	21	30.92	30.22
28	Cooperativa Agricola Integral San Pablo	Cabecera municipal de San Pablo	San Pablo	San Marcos	57	9	66	65	129.26	17.31
	TOTAL				2324	592	2916	2748	4206.91	694.62

Total 4901.5

Table 4
RVCP/FEDECOAG Producer Groups in Huehuetenango and San Marcos for FY2016

Item	Name	Location	Municipality	Province	Producers			Hectares	Crop	Production (in 100 lb. sacks)
					M	F	Total			
1	COOPERATIVA AGROPECUARIA Y DE S. V. NUEVA ESPERANZA R. L.	San Sebastian H.	San Sebastian H.	Huehuetenango	121	36	157	4.98	Sweet pea	1,570.08
								1.56	Snow pea	473.33
2	ASOCIACION DE AGRICULTORES TINECOS -ADAT-	Aldea San Martin	Todos Santos Cuchumatan	Huehuetenango	123	23	146	14.46	Lima bean	4,167.14
								13.97	Potato	7,500.00
								1.72	Snow pea	497.30
3	ASOCIACION DE DESARROLLO INTEGRAL COMUNITARIO DE LA REGION NORTE DE HUEHUETENANGO -ICUZONDEHUE-	Aldea San Francisco Las Flores	Chiantla	Huehuetenango	113	53	166	1.70	Snow pea	534.15
								7.70	Potato	4,194.00
								1.03	Cruciferous vegetables	503.93
4	COOPERATIVA INTEGRAL DE AHORRO Y CREDITO LA NUEVA ESPERANZA R. L.	Aldea Chicoy	Todos Santos Cuchumatan	Huehuetenango	110	20	130	46.07	Potato	23,545.00
5	ASOCIACION DE COMUNIDADES RURALES PARA EL DESARROLLO INTEGRAL -ACORDI-	Canton Santo Domingo, Aldea La Capellanilla	Chiantla	Huehuetenango	45	59	104	7.95	Traditional potato	3,256
								1.92	Certified potato	2,442
6	COOPERATIVA AGRICOLA DE SERVICIOS VARIOS LOS CUCHUMATANES R. L.	Aldea Chuscay	Chiantla	Huehuetenango	27	4	31	1.03	Snow pea	283.00
7	COOPERATIVA INTEGRAL AGRICOLA PAQUIXENA CUCHUMATECA R. L.	Canton Calvario, Aldea Paquix	Chiantla	Huehuetenango	110	22	132	43.75	potato	35,196.00
8	ASOCIACION DE DESARROLLO INTEGRAL UNION TODO SANTERA -ADINUT-	Canton Calvario	Todos Santos Cuchumatan	Huehuetenango	95	60	155	63.57	potato	60,535.00
9	ASOCIACION PARA EL DESARROLLO DE LA JUVENTUD -ADESJU-	Chiantla	Chiantla	Huehuetenango	80	49	129	26.74	Potato	30,708.00
10	COOPERATIVA AGOPECUARIA Y DE SERVICIOS VARIOS SAN BARTOLO R. L.	Aldea Los Regadios	Chiantla	Huehuetenango	109	24	133	6.03	Sweet Pea	1,691.50
								1.90	Snow pea	635.50

11	ASOCIACION DE WOMEN EN ACCION SOLIDARIA -AMAS-	Aldea Quilinco	Chiantla	Huehuetenango	0	81	81	1.70	Sweet pea	517
								2.34	Snow pea	737.50
								2.81	Cauliflower	325.00
12	ASOCIACION DE CAMPESINOS FORESTALES - ADECAF-	Canton Buena Vista, Aldea Chichim	Todos Santos Cuchumatan	Huehuetenango	59	14	73	41.79	Potato	24,077.00
13	COOPERATIVA INTEGRAL DE AHORRO Y CREDITO EL ALTIPLANO MAM R. L.	Canton los Calmo, Aldea Chemal 1	Todos Santos Cuchumatan	Huehuetenango	63	31	94	29.42	Potato	16,193.00
14	ASOCIACION DE SILVICULTORES ASILVO CHANCOL	Canton 7 pinos, Aldea Paquix	Chiantla	Huehuetenango	115	21	136	53.17	Potato	39,333
15	COOPERATIVA INTEGRAL AGRICOLA JOYA HERMOSA , R.L	Aldea Chimentoro	Chiantla	Huehuetenango	84	19	103	4.84	Seed Potato	176
								8.44	Potato	2,201
16	COOPERATIVA AGRICOLA INTEGRAL 10 DE ABRIL R.L	Aldea San Sebastian	San Marcos	San Marcos	87	14	101	15.94	Potato	10,481
								0	Lima Bean	-
								5.94	Cruciferous vegetables	-
17	COOPERATIVA AGRICOLA INTEGRAL EL PARAISO R.L	Aldea La Freternidad	Tejutla	San Marcos	73	19	92	11.12	Potato	8,597
18	ASOCIACION DE DESARROLLO INTEGRAL DE TEJUTLA -ASADIT-	Aldea San Isidro	Tejutla	San Marcos	27	9	36	11.56	Potato	4,076
								1.47	Cruciferous vegetables	250.00
19	ASOCIACION DE AGRICULTORES , PRODUCTORES DE SEMILLA DE PAPA Y DEMAS SEMILLAS CONEXAS PARA LA PRODUCCION AGROSILVOPASTORIL DE OCCIDENTE EL ESFUERZO	Aldea San Andres Chapil	San Pedro Sac.	San Marcos	14	13	27	14.87	Papa	8,732
								5.80	Cruciferous vegetables	
20	COOPERATIVA INTEGRAL DE PRODUCCION ARTESANAL SAN PEDRO UNIDO R.L	Local No.62 y 62A, Centro Comercial No.2 zona 1	San Pedro Sac.	San Marcos	19	14	33	18.21	Potato	10,803.00
21	ASOCIACION DE DESARROLLO INTEGRAL DE SIBINAL -ADIS-	Sibinal	Sibinal	San Marcos	23	46	69	4.51	Potato	1,823.00
								2.05	Lima Bean	180.00
22	ASOCIACION SAN JOSE LAS ISLAS	Aldea San Jose Las Islas	San Marcos	San Marcos	64	7	71	19.29	Cruciferous vegetables	10,698.00
								11.88	Sweet Pea	2,517.78
								9.33	Peas	12,932.97
								0.67	Potato	258.00

								3.26	Cruciferous Vegetables	
	TOTAL				1,561	638	2199	526.48		332,640.18

- ARTEXCO began RVCP Year Four with a staff of 22, but laid off six employees during the second half of FY2016 (a janitor/messenger, accounting clerk, a design technician, two entrepreneurial development technicians and a production technician) plus another position later in the period (a cost and quality clerk). As a result, the staff now numbers 15. The Project began working with 25 handicraft producer groups (two co-ops, five associations and 18 groups) with a total of 934 members (902 women and 32 men).

Given that handicraft production is not a significant economic activity in the RVCP target area, and despite ARTEXCO best efforts, it became apparent that the Project would be unable to reach expected results. As such, USAID requested the RVCP UIP to have ARTEXCO focus all efforts on the handicraft organizations that showed the greatest potential.

To that end, ARTEXCO selected 16 organizations in March 2016 (two co-ops, nine associations, two precursor co-ops and three groups) to continue with RVCP activities and focus all the technical and financial resources there. The organizations have a total membership of 807, of which 772 (95.40%) are women and 35 (4.60%) are men. The organizations are located within communities in three municipalities of San Marcos (San Miguel Ixtahuacan, Nuevo Progreso and Sibinal) plus seven municipalities in Huehuetenango (Cuilco, La Democracia, San Sebastian Huehuetenango, Todos Santos Cuchumatan, Concepcion Huista, Chiantla and Jacaltenango). Table 5 summarizes relevant data.

Table 5
RVCP/ARTEXCO Producer Groups in Huehuetenango and San Marcos for FY2016

Item	Organization	Location	Municipality	Province	Members (men)	Members (women)	Total Members
1	Cooperativa Integral de Produccion Artesanal La Jacaltequita	Canton Parroquia	Jacaltenango	Huehuetenango	0	223	223
2	Cooperativa de Produccion y Comercializacion de Hilados y Tejidos tipicos Estrella de Occidente	Todos Santos Cuchumatan	Todos Santos Cuchumatan	Huehuetenango	2	35	37
3	Asociacion de Desarrollo Integral Santa Maria (ADISAM)	Santa Maria	Sibinal	San Marcos	7	19	26
4	Cooperativa Integral de Produccion Artesanal SOSICOR	Caserio Corinto	Cuilco	Huehuetenango	0	36	36

5	Cooperativa T-xejoj R.L.	Aldea T-xejoj	San Sebastian	Huehuetenango	0	45	45
6	Asociacion de Desarrollo Artesanal "Tejiendo El Futuro" (ADETEF)	Aldea San Jose Ixcunen	La Democracia	Huehuetenango	0	81	81
7	Asociacion Xol Witz	Aldea Secheu	Concepcion Huista	Huehuetenango	0	62	62
8	Asociacion de Desarrollo Agropecuario Artesanal CHICALUM	Chichalum	Chianttia	Huehuetenango	5	16	21
9	Asociacion de Mujeres Tejedoras (AMUTEJ)	Pueblo viejo	San Sebastian	Huehuetenango	0	25	25
10	Asociacion TANMA WITZ	Sector Calvario	Todos Santos Cuchumatan	Huehuetenango	8	51	59
11	Asociacion de Desarrollo Integral (ADAIN)	Aldea Chalhuitz	Todos Santos Cuchumatan	Huehuetenango	2	52	54
12	Asociacion de Desarrollo Integral y Capacitacion (ADICA)	Aldea Chexap I	San Sebastian	Huehuetenango	9	40	49
13	Grupo Flor Petateca	Aldea Petatan	Concepcion Huista	Huehuetenango	0	18	18
14	Grupo Artesanal Baljetre	Aldea Baljetre	San Miguel Ixtahuacan	San Marcos	0	32	32
15	Grupo Artesanal Nuevo Progreso	sector Los Ramos	Nuevo Progreso	San Marcos	0	21	21
16	Asociacion Artesanal Nueva Esperanza (ADAIN)	Toj-Pac	Sibinal	San Marcos	2	16	18
				TOTAL	35	772	807

- National and local elections took place during the reporting period and new authorities were sworn in to office in January 2016. As a result, FUNCAFE engaged with new municipal administrations to present and discuss SAN activities and education taking place at the community level. The efforts proved very successful with authorities being very receptive to community involvement –to the extent that some even increased their participation.
- RVCP is working in the socio-economic context summarized below.
 - Members from coffee producer organizations have limited income, primarily from the sale of agricultural produce (of which coffee represents about 80-90%). An insignificant number of growers supplement their income by selling their labor on other farms in the area. Coffee producers have high rates of illiteracy and little schooling –not conducive to employment opportunities.
 - Public education services in most of the RVCP communities in Huehuetenango and San Marcos, are limited to primary school. Electricity is not available in 100% of the

communities and 70% of the roads are difficult to traverse year-round –further increasing transportation costs to take agricultural products to market or to bring in crop supplies.

- Most of the areas being planted by RVCP growers are unpaved rural roads that are difficult to travel during the rainy season. Furthermore, most of the roads are recently blocked by landslides or falling rocks. In addition, some communities have set up neighborhood patrols to fund highway improvements by levying a fee to use the roads; this constrains the ability of RVCP technicians to implement activities and that of growers to take their goods to market.

3. Implementation Obstacles and Mitigation Measures

- The current income levels of coffee growers precluded any additional investments in their plantations seriously damaged by coffee rust disease (*Hemileia vastatrix*), nor in those plantings slowly recovering via renovation techniques using disease-resistant varieties. RVCP worked to mitigate the situation by providing members with coffee seedlings to renew and repopulate areas (tissue management techniques).
- Most coffee producer groups are low income and unable to complete agricultural practices in a timely manner. This leads to decreased productivity. RVCP technicians mitigated the situation by working with producers to access available sources for financing.
- Most of the members of RVCP grower groups have little spare time during harvest season hence it is difficult for technicians to schedule training activities. To mitigate the situation, technicians are rescheduling events, but using their time to provide technical assistance on harvest and post-harvest techniques.
- Given the unpredictable circumstances that take place in the RVCP area for the horticulture value chain, technicians adjusted irrigation schedules. To further mitigate the situation, RVCP/FEDECOAG technicians implemented irrigation plans that extend to: a) irrigation calendar to make optimal use of water resources; b) correct number of waterings; c) correct use of spraying devices, and d) phase-in replacements of spraying equipment with drip irrigation (use demo plots to enable horticulture producers to observe benefits).
- Extreme weather events affected RVCP activities as described below.
 - Frost conditions throughout higher elevations in San Marcos and Huehuetenango damaged export crops, including snow peas, sweet peas and lima beans; yields are expected to drop. To mitigate the frost damage, RVCP/FEDECOAG technicians worked with growers to apply foliage fertilizer and bio stimulators to recover leaf growth, but also irrigate at appropriate times (pre-dawn).
 - Heavy rains and hail at higher elevations in Huehuetenango affected foliage, blooms and setting. In response, RVCP/FEDECOCAGUA technicians recommended early fertilization and the use of shade management techniques, particularly in the most vulnerable areas.
 - Prolonged drought, especially in areas of Huehuetenango and in San Miguel Ixtahuacan in San Marcos discouraged RVCP producers from tending their family garden plots. In some cases, growers did not have enough water for their families' drinking needs. To mitigate the problem, FUNCAFE technicians recommended and provided assistance to families to replant, their gardens and apply practices to reduce damage from precipitation once the rainy season starts (such as building nursery beds and using drop cloths to protect young plants).

- Exceptionally heavy rains fell in Santa Cruz Barillas, Huehuetenango, as well as in six municipalities in the lowlands of San Marcos. Conditions led to increased prevalence of pests and disease in family gardens, erosion of seedlings and destruction of canvas shelters (strong winds). In addition, the areas were affected by mudslides and damaged roads making it difficult for RVCP technicians to access production sites. As such, RVCP/FEDECOCAGUA and RVCP/FUNCAFE technicians used alternate routes to keep to the activities as scheduled, albeit at higher transportation costs.
- Over RVCP Year Four, several incidents hampered the mobility of technicians in the Project target area. In some areas, activities for the SAN Component were suspended for two months (in La Libertad, Huista and in Santa Cruz Barillas, Huehuetenango). FUNCAFE issued an advisory for the work team to abstain from taking unnecessary risks and reschedule activities to take place in communities with less social conflict.
- The low income provided by handicraft sales led many producers to abandon their organizations thereby weakening RVCP efforts. To stem the exodus, ARTEXCO strengthened the capacity of technical production and sales teams to increase revenue. Further to the effort, RVCP procured thread during the July-September 2016 quarter to encourage their handicraft activity.

4. Activities and Results Progress

4.1 General Activities

- With the view to increase competitiveness for members of RVCP grower groups, while shortening and strengthening the coffee value chain by seeking opportunities to access differentiated markets directly, the UIP organized the activities described below.
 1. Marketing workshops to show grower organizations the strategies for successful associative trade over the longer term. Representatives from coffee groups and local coffee exporters participated in the workshops.
 2. In monitoring quality of the beans produced by RVCP organizations, technicians analyzed samples to provide findings and cup profiles. In Huehuetenango, 90% of the samples resulted in “clean” cups, while 68% of the samples from San Marcos provided “clean” cups. The results are key to identifying the organizations producing higher-quality coffee with potential to access specialty markets at higher prices.

Note that 53% of the samples submitted by grower groups in Huehuetenango and San Marcos scored above 85 points, conducive to seeing these organizations access specialty markets with micro-lots. Scores in San Marcos varied widely, likely because of the many lower-lying areas in the province.

3. In addition to several tasting modules taught during the certification courses for the technical program, the Project organized an intensive tasting workshop for coffee producer groups to distinguish variations in quality and implement quality controls to increase their competitive advantage for specialty markets. The activity took place at ANACAFE headquarters in Huehuetenango in October 2016 for a total of 21 growers (17 men and four women), representing 12 RVCP organizations. In addition, members of the tasting team from a private export company (UNICAFE) participated and shared their expertise on specialty coffees and the interests of coffee buyers.

4. The quality assurance program took the samples to promote sales and offer samples to interested buyers. The Project invited members from the Coffee Exporters Association to ANACAFE headquarters in March 2016 to provide a presentation on RVCP and taste the 17 best coffees produced by grower groups working with the Project. Representatives from the following eight companies attended the event, five of which are already buying from at least one grower group:
 - Small Batch Coffee, Australia
 - Intelligentsia Coffee, USA
 - Counter Culture, USA
 - Coffee Resources, USA
 - Equal Exchange, USA

In addition, technicians assisted producers during the 2015/2016 harvest as they were visited by international buyers. Technicians used ANACAFE facilities to meet with five buyer groups from the U.S. and Australia while describing RVCP activities and providing tastings to assess cup quality and characteristics. One of the buyers representing Equal Exchange is already purchasing beans produced by RVCP groups through Manos Campesinas.

4. International trade shows have been a key element to promoting coffee produced by RVCP grower groups. The events are the ideal vehicle to reach specialty coffee markets and sell directly. After attending trade shows, producers have compiled a list of more than 60 buyers that showed and continue to express interest in coffee produced by RVCP groups. The Project plans to stay in touch with the buyers over the course of the upcoming harvest season. RVCP worked with growers to attend several trade shows, including: a) Specialty Coffee Association of America – SCAA Expo 2016, in Atlanta, Georgia, April 2016 and b) European Specialty Coffee –SCAA Expo 2016, in Dublin, Ireland, June 2016.
5. Producers also participated in a business roundtable with a delegation of ten buyers from Taiwan (sponsored by the Central American Trade Office –CATO-- working to promote and provide opportunities to purchase quality coffee from Guatemala). The roundtable took place at ANACAFE headquarters.
6. Producers also participated in two roundtables in October 2016 with buyers seeking to contract directly to purchase from the 2016/2017 harvest. The roundtables in Huehuetenango enabled representatives from each of the 21 small-scale producer groups (more than 2,500 growers) to meet and negotiate directly with coffee exporters. A total of more than 15 coffee export companies were in attendance. The roundtable in San Marcos included the participation of representatives from 24 small-scale grower groups representing 1,251 growers meeting with buyers from 13 coffee export companies.
7. Over the course of 2016, the Project sought strategic alliances with various buyers and coffee exporters to strengthen ties and obtain their support in several areas.
8. Technicians also worked throughout 2016 with grower groups participating in regional coffee competitions and assisting them in using their participation as leverage when negotiating deals. Ten of the highest scoring entries in a regional competition in San Marcos were by RVCP organizations. Five of the top 15 entries in the regional competition for Huehuetenango were by RVCP grower groups. The winners scored 86 points or higher (SCAA standards).
9. Cognizant of financing required by RVCP grower groups, the Project organized two workshops to strengthen the organizations in their ability to manage funding and access credit. The workshops included the participation of organizations with significant expertise in the area, including Root Capital and SEFAS.

The Project reports noteworthy results from the activities described above:

- Following participation in a workshop in November 2015, Union de Pequeños Caficultores (UPC) closed a deal to sell 20,000 pounds of parchment coffee.
 - ASODIETT negotiated the sale of a micro-lot of 4,000 pounds of parchment coffee to Japan through IDHarvest; the latter is also promoting ASODIETT's coffee throughout the U.S.
 - ASIAST sold 190,000 pounds of parchment coffee to ASDECAFE, and sold their highest quality coffee at a premium to Coffee Shop Co.
 - The Project forged a direct contact between a coffee exporter, CAFCOM, and AIDEC in advance of the 2015/2016 harvest, and then completed the first sale in March 2016.
 - Although Cooperativa Rio Azul sells their organic coffee directly to customers, they had enough coffee leftover (scored at 84.5 points) to sell an additional container worth. As such, the Project worked with them to sell the lot to Sustainable Harvest with the added benefit of beginning a long-term relationship between buyer and seller.
- RVCP/ANACAFE worked in San Marcos as summarized below.
- Provide technical assistance to improve the hand-operated wet mills of 54 coffee growers from Cooperativa Integral Agrícola Flor del Café in Nueva Escocia, Nuevo Progreso. Improvements included building yards to dry coffee and acquiring de-pulping equipment for each producer. The co-op also purchased a pick-up truck. Funding for these line items was provided by the National Fund for Reparations for a total of GTQ1,000,000.
 - RVCP technicians attended the National Congress on Organic Coffee Production at ANACAFE headquarters in August 2016. One of the agricultural technicians also attended a workshop on plant nutrition and soil amendments organized by CRS in San Salvador. Five RVCP technicians for organizational strengthening received certificates of training from Del Valle University on the SIDEM methodology.
 - To promote the coffee produced by their respective organizations, the general manager of Asociación de Pequeños Productores Orgánicos Mayas Mames (APECAFORM) in Tajumulco and the president of GAT El Cafetalito in San Cristóbal Cucho, attended the trade show organized in April 2016 by the Specialty Coffee Association (SCAA), in Atlanta.
 - RVCP provided funding for seven coffee producers to attend the XXVII National Congress on Coffee Production at ANACAFE headquarters from August 4-5, 2016.
 - The Project organized a field day on February 12, 2016 for Cooperativa Integral Agrícola Nuevo Porvenir in Nuevo Progreso. A total of 335 producers attended the event, representing grower groups in Nuevo Progreso, San Pedro Sacatepequez and San Cristóbal Cucho, in San Marcos, and Colomba Costa Cuca and Genova Costa Cuca, in Quetzaltenango.

The event provided an opportunity to offer presentations on entrepreneurial development, waste water treatment and by-product use, while also exchanging experiences from the Rural Training Center (CERCAFE in Spanish) on plantation renewal, safe use and handling of pesticides, soil conservation, integrated pest and disease management, etc.

- In complying with RVCP environmental audit recommendations, the Project completed the process to geo-position 1,312 productive units on 794.33 planted with coffee. During the process to plot coordinates, technicians also noted other characteristics on the land such as crops or natural forests.

- RVCP/ANACAFE technicians worked in Huehuetenango as summarized below.
 - Female coffee producers from ASODIETT, ASDEFLOL, Union de Pequeños Caficultores (UPC), Cooperativa Rio Azul and GAT Buenos Aires attended a meeting for women entrepreneurs organized by Cooperativa SAMAC in Alta Verapaz. Participants exchanged experience on, operating small endeavors such as coffee roasting, bakeries, edible mushroom production, keeping laying hens and fish farming. The meeting afforded an opportunity to strengthen capacity for entrepreneurial projects.
 - Organize two field days with training activities for 1,000 growers from RVCP groups in Union Cantinil (450) and Santa Cruz Barillas (550). The training provided opportunities for experience exchanges and included presentations on integrated management for coffee rust disease, plantation renewal and coffee bean quality improvements during wet mill processing.
 - Growers opened three new bakeries operated by members from UPC, GAT Buenos Aires and Cooperativa Rio Azul. RVCP procured the ovens and equipment to provide growers with an outlet for productive activities and investment potential.
 - Coordinate efforts with a private company (Nikima, S.A.) to train representatives from 50 RVCP grower groups on the safe use and handling of pesticides and appropriate personal protection equipment (PPE).
 - RVCP provided assistance to have a technical advisor on post-harvest management participate in a workshop organized by ANACAFE on coffee tasting. The advisor strengthened his knowledge so that he, in turn, can provide recommendations to grower groups on how to improve the quality of their coffee cups.
 - One of the RVCP agricultural technicians received a certificate in rural extension techniques from San Carlos University. The technician strengthened his knowledge base to provide RVCP growers with improved services on GAPs.
 - RVCP organizations participated in a competition on regional coffee. Cup profiles submitted by six of the groups scored high: ADIESTO (sixth place), Asociacion Guayab (seventh place), ASOPERC (tenth place), ASODITT (15th) and ADESC (18th).

- FEDECOCAGUA completed the general activities summarized below.
 - Coordinate efforts with INACOP to train board members on duties and responsibilities, as well as on the processes required for four groups to transition into co-operatives and acquire legal status.
 - Coordinate activities with INGE COP to appropriately register receipts and ledgers for board meetings, meetings of the oversight committees and education committees of RVCP co-ops that had been unable to do so in the past.
 - Coordinate efforts with the U.S. National Rural Electric Cooperative Association (NRECA), to work with Cooperativa Nueva Union in Santa Cruz Barillas to design and install electricity systems that reduce energy costs for coffee processing.
 - Coordinate efforts with UGK Foundation to implement the following projects:
 1. Build a coffee warehouse facility for Cooperativa Tajumuco
 2. Repair a roof and install paving at Cooperativa La Todosantera
 3. Install energy-efficient stoves for Cooperativa San Pedro Necta
 4. Build a conference room for Cooperativa Agua Dulce
 5. Repair 78 holding tanks for waste water by several co-ops (Pena Roja, Hoja Blanca and Nuestro Futuro)
 6. Repair a warehouse at Cooperativa San Pablo

7. Procure scales (3,000-pound capacity) for the coffee warehouse operated by Cooperativa San Pablo
 8. Expand warehouse operated by Cooperativa Comunidades Unidas
 9. Build a composting facility for Cooperativa Comunidades Unidas
 10. Procure 14 energy-efficient stoves for two co-ops (Union Coataneca and Cocolense)
 11. Build a coffee storage facility for Cooperativa Union Coataneca
 12. Build 16 bio-digesters for Cooperativa La Nueva Union
 13. Repair office and warehouse facilities for Cooperativa San Jose El Obrero.
- Provide technical assistance to RVCP co-ops to schedule and hold annual general assemblies to a) present annual reports; b) report on balance sheets and work plans and c) elect board members.
 - Organize a workshop to provide feedback and increased knowledge base on RVCP indicators for 12 Project technicians. UIP led the workshop in Huehuetenango in October 2016.
 - Work closely with two co-ops (La Todosantera and Pena Roja) to host visits in February 2016 by two representatives from PALS coffee roasters and 13 representatives from BAKER HANSEN in Norway. The same co-ops again hosted visits in March 2016 by representatives from DR. WAKEFIELD headquartered in London.
 - Work with two co-ops (Pena Roja and Hoja Blanca) to host a visit in March 2016 by representatives from WATARU. Because of the visit, the co-op negotiated an advance sale of coffee from the upcoming 2016/2017 harvest.
 - Work with Cooperativa Pena Roja to host a visit in May 2016 by Kazuhiko Suzuki, Assistant General Manager, Sales Division, Wataru & Co., LTD., from Japan to meet the coffee growers and ensure traceability of raw material.
 - Provide technical assistance to several co-ops (Cocolense, Tajumuco, La Todosantera and San Jose) during an external audit by FLO CERT to verify compliance with FLO Fair Trade certification. The audits took place in December 2015 and all four co-ops satisfactorily fulfilled requirements for certification.
 - Work with Cooperative Cocolense (Huehuetenango) and San Jose (San Marcos) to add them to FAIRTRADE certification processes.
 - Assist RVCP co-ops during certification audits (FLO CERT, FIIT and MAYACERT) regarding compliance with requirements to be certified as organic producers under USDA NOP, EC Organic Coffee (Europe), JAS Organic Coffee (Japan), UTZ certified coffee, Rainforest Alliance Coffee and FLO Fair Trade coffee. The co-ops satisfactorily completed the audits in September 2016.
- FEDECOAG completed activities as summarized below.
 - Set up ten demo plots for potato crops to benefit five communities in San Marcos and evaluate nine seed varieties for possible use by RVCP growers.
 - Procure 30,000 pounds of certified potato seed (Loman) for 100 growers from seven RVCP organizations in Huehuetenango. The growers are planting potato crops on a combined total of 4.10 hectares.
 - ARTEXCO completed activities as summarized below.
 - Stephen Wingert, a consultant, provided assistance in July 2016 to develop the exit strategy for RVCP handicraft organizations working with ARTEXCO.
 - Seven technicians completed their training on SIDEM as provided by FUNDASISTEMAS.

- The technician responsible for design, packaging and sales presentation participated in a workshop organized by AGEXPORT on design trends and innovation led by a U.S. designer (Patti Carpenter) with more than 20 years’ experience in fashion, accessories and hand-crafted decor.
 - To acquire a first-hand understanding of RVCP activities, the ARTEXCO Board and Oversight Committee visited four handicraft organizations in Huehuetenango (Asociacion Chichalum, ADICA, ADETEF and Sosicor) and two in San Marcos (ADAINÉ and ADISAM) from September 8-10, 2016.
 - INACOP required a second general assembly in July 2016 in order for the handicraft group (Sosicor) to be able to move forward with the process to establish legal status as a co-op. The membership increased by ten artisans that joined from Islam, Cuilco, Huehuetenango.
- FUNCAFE completed activities as summarized below.
 - Procure supplies, material and equipment as required to implement SAN practices and family gardens to eligible families.
 - Increase support to producer organizations in Santa Cruz Barillas, Huehuetenango, thereby increasing the number of families participating in the RVCP SAN Component (requiring increased technical personnel in that area).
 - Expand the number of monitoring technicians to work with families from the horticulture and handicraft value chains. In response to the fact that families are widely scattered in San Marcos, FUNCAFE increased support to ARTEXCO through SAN technicians in Sibinal, San Miguel Ixtahuacan and Nuevo Progreso. The change allowed the Project to provide direct assistance to 40% of the artisans.

4.2 Components

4.2.1 Component 1: Improved Competitiveness along the Value Chains

- **ANACAFE (Coffee Value Chain)**

- **Increased Coffee Production**

RVCP Year Four activities and technical assistance for the coffee growing season of 2015-2016 were instrumental for producers to achieve average yields of 1,318 pounds of parchment coffee per hectare, which represents 451 pounds more than average yields in RVCP Year One (867 pounds). In other words, yields increased by 52% following RVCP technical assistance to implement good practices and plantation renewal.

At the end of the 2015/2016 harvest, RVCP producers in Huehuetenango reported total production of 8,832,200 pounds of parchment coffee from 3,005 hectares, averaging yields of 2,939 pounds per hectare. Productivity this harvest increased by 539 pounds of parchment coffee compared to that reported from the 2014/2015 harvest (2,400 pounds per hectare).

- **Plantation Renewal**

RVCP provided technical assistance to growers in San Marcos to renew 609.40 hectares of coffee plantations, of which 412.02 hectares (67.61%) were renewed using tissue management at an investment of GTQ156, 567.60, while 197.38 hectares (32.39%) were replaced entirely at an

investment of GTQ7,183, 820. In both instances, growers used their own resources to fund their plantation renewal.

Furthermore, 2,003 coffee producers (1,559 men and 492 women) from RVCP groups in Huehuetenango completed the process to renew 649 hectares of old or depleted coffee plantations at a total investment of GTQ29,698,240.

– **Improved Post Harvest Management**

RVCP technicians in San Marcos scheduled a combined total of 268 technical assistance visits to: a) supervise, install and maintain 20 semi-integrated de-pulping modules; b) trouble shoot, adjust and repair hand-operated de-pulping equipment; c) supervise maintenance and use of food safety practices at traditional wet mills; d) monitor coffee quality, and e) follow up on appropriate management plans for waste products from wet mill processing (using sedimentation wells and composting).

As part of the program for quality control, technicians took samples of all types of coffee being grown by RVCP producers in San Marcos according to altitude. This enables technicians to detect deficiencies in the process and provide recommendations for correction.

Technicians monitored quality for each of the RVCP groups in San Marcos: a total of 195 samples including prime (15 samples), extra prime (37 samples), semi-hard (73 samples), hard (30 samples) and strictly hard bean (40 samples). Analyses revealed clean cups in 61% of the samples (119); while most of the cup defects were either harsh (26%/50 samples) or fruity (8%/16 samples).

Organizers held the second regional competition for specialty coffee known as Volcanic San Marcos this period. Participants included three grower groups from Tajumulco (Asociacion de Pequeños Caficultores Organicos Mayas Mames –APECAFORM, Asociacion Civil de Pequeños Productores Agricolas Comunidades Unidas – ACIPACU and GAT Mujeres con Esencia de Cafe); one group from San Pablo (Cooperativa Integral Agricola La Igualdad); one group from San Miguel Ixtahuacan (Asociacion de Caficultores Miguelenses -ACMI); one group from Nuevo Progreso (Cooperativa Integral Agricola Nuevo Porvenir) and three groups from San Cristobal Cucho (GAT El Cafetalito, GAT El Renacimiento and Asociacion de Pequeños Productores Agricolas entre Cerros –APPAECE).

Out of the nine coffee organizations that submitted entries, those provided by APECAFORM, GAT Mujeres con Esencia de Cafe, Cooperativa Integral Agricola Nuevo Porvenir, GAT El Cafetalito, GAT El Renacimiento and APPAECE were considered clean cups and moved on to the second round. A producer (Agapito Orozco Fuentes) from APPAECE was awarded first place and another producer (Dagoberto Zaldana Mendez) from GAT El Cafetalito took second place.

Furthermore, RVCP/ANACAFE technicians oversaw maintenance operations on 20 semi-integrated de-pulping modules procured by the Project for the following grower groups in San Marcos:

1. Asociacion de Pequeños Productores Agricolas Entre Cerros (APPAECE)
2. GAT Emprendedores
3. GAT El Cafetalito
4. GAT El Renacimiento
5. GAT Nuevo San Luis

6. Cooperativa Integral Agricola Nuevo Porvenir
7. Empresa Campesina Asociativa Emanuel
8. Cooperativa Integral Agricola Entre Rios
9. Asociacion Civil de Pequeños Productores Agricolas Comunidades Unidas (ACIPACU)
10. GAT Nuevos Horizontes
11. Asociacion de Pequeños Productores Organicos Mayas Mames (APECAFORM)
12. GAT Mujeres con Esencia de Cafe
13. Asociacion de Caficultores Miguelenses (ACMI)
14. GAT Sipacapa

Following RVCP technical support, Cooperativa Integral Agricola Nuevo Porvenir in Nuevo Progreso, San Marcos finished installing a wet milling and sorting module capable of processing 6,000 pounds of ripe coffee per hour. The module is also noteworthy for extracting pulp using a worm screw to significantly reduce water usage.

RVCP also provided technical assistance to install ten semi-integrated de-pulping modules for the organizations listed below.

1. Asociacion de Pequeños Caficultores Organicos Mayas Mames (APECAFORM) -- two units
2. Cooperativa Integral Agricola Mujeres con esencia de cafe
3. GAT Sipacapa
4. GAT La Lima
5. Cooperativa Integral de Comercializacion La Esperanza Emanuel
6. GAT El Renacimiento
7. GAT Emprendedores
8. Asociacion de Pequeños Productores Agricolas Entre Cerros (APPAECE) -- two units

As part of the activities coordinated through the CRS SEGAMIL Program in Tajumulco, eight organizations received semi-integrated de-pulping modules (SEGAMIL invested a total of GTQ160,000):

1. GAT El Cerrito del Buen Cafe
2. GAT Grano de Oro
3. GAT Petacalapa
4. GAT Loma del Buen Cafe
5. GAT San Francisco
6. GAT La Libertad
7. GAT Plan Villa Nueva
8. GAT Loma El Carmen

In addition to the modules, the above organizations also received a donation by CRS SEGAMIL consisting of cement, zinc roofing and plastic tubing to install sedimentation tanks for waste water (byproducts from wet mill processing).

The Project also worked with Cooperativa integral Agricola Flor del Cafe, in Nuevo Progreso, San Marcos, to upgrade 54 hand-operated wet mills. The upgrades included installing de-pulping equipment and building drying yards. The National Program for Reparations (PNR in Spanish) provided funds for the upgrades.

The following list summarizes other investments to improve post-harvest handling made by organizations working with RVCP in San Marcos.

1. Following a donation of ten semi-integrated de-pulping modules worth GTQ180,000, producers contributed their own resources for a total of GTQ65,000 in labor and construction costs.
2. Cooperativa Nuevo Porvenir, in Nuevo Progreso, received a de-pulping and sorting module to process 6,000 pounds of ripe coffee worth GTQ72,000 and invested GTQ5,500 to install it.
3. Cooperativa Integral Agrícola Flor del Café, in Nuevo Progreso, received funding from PNR (GTQ 727,000) to upgrade hand-operated wet mills.
4. GAT Nuevo San Luis, in Nuevo San Luis, Nuevo Progreso built four solar dryers with their own resources totaling GTQ8,000.
5. Both Asociación Campesina Unidos Por La Paz y El Desarrollo Integral Comunitario (ACUPDIC) and GAT La Esperanza, in Nuevo Progreso, invested GTQ8,500.00 to repair their hand-operated de-pulping modules.

To benefit a total of 465 producers, technicians scheduled 77 training workshops this period to cover a variety of subjects: a) appropriate handling of waste products from wet mill processing; b) quality control during wet mill processing; c) occupational safety at wet mills, and d) troubleshooting and repairing hand-operated wet mills. In addition, technicians planned two observation tours to monitor the performance of semi-integrated de-pulping modules.

Further to the effort of improving post-harvest handling, RVCP/ANACAFE technicians worked in San Marcos as summarized below.

- Teach 12 modules for two certification courses on wet mill processing for a total of 139 participants representing Plan Villa Nueva, Petacalapa, Cerrito del Buen Café, El Cafetalito, El Renacimiento, Barranca Las Flores and Emprendedores; as well as the Asociación de Pequeños Productores Agrícolas Entre Cerros (APPAECE). All the organizations are in San Pedro Sacatepequez.
- Provide technical assistance to build 100 holding tanks to treat waste water from wet mill processing. The tanks were upgraded by reinforcing the sides with offset cinderblocks, rimming the wells and putting up a cover to keep out rainwater.
- Supervise the construction of waste water holding tanks and compost bins for coffee pulp. Growers then used the compost to fertilize their plantations or plant seedlings.

Technicians also worked in Huehuetenango to improve post-harvest handling as follows:

- Continue monitoring coffee quality by taking samples of parchment beans and analyzing lab results from regional and ANACAFE labs at headquarters. As a result, technicians could pinpoint cup defects and recommend corrections in the field. The Project also provided grower groups with cup characteristics from the samples analyzed at the ANACAFE lab at headquarters to enable growers to submit their entries in regional competitions and international auctions. Both types of events also provide excellent opportunities to network with interested buyers possibly offering better prices.

Technicians monitored quality of 93 samples of parchment coffee (three pounds per sample) to detect primary defects and make timely corrections. A total of 39 grower groups out of 50 in Huehuetenango provided samples. Of these, 87% were classified as Strictly Hard Bean, 10% were Hard Bean and 3% were Semi Hard Bean.

Cup quality was overall clean (70% of the samples), indicative of acceptable wet mill practices, but the Project will address issues producing fruity cups (10%), winey cups (5%) and rough cups (15%).

- Technicians scheduled 216 visits to provide growers with assistance pertaining to wet mill processing and by-product handling. To further the effort, the Project also organized 11 training events (courses, certification courses, workshops and exchange tours). A total of 198 growers (148 men and 50 women) participated in the activities.
- The Project provided technical assistance to remodel 60 hand-operated wet mills as a means to ensure appropriate handling of by-products that extended to building and maintaining holding tanks for waste water and upgrading fermentation and rinsing tanks.
- In compliance with regulations for efficient water usage and waste disposal, technicians provided technical assistance to remodel ten wet mill modules, including construction of rinsing and sorting areas, increased drying yard areas, installing de-pulping equipment or increasing equipment in the mills, while also building holding tanks for waste water.

– **Employment Generation**

Over the course of FY2016, grower groups working with RVCP San Marcos generated 1,709 temporary jobs during the season to harvest 2,341,500 pounds of parchment coffee on 1,777.14 hectares. In addition, 251 temporary jobs were created to renew 197.38 hectares of coffee plantations and to establish new shade trees.

Grower groups in Huehuetenango worked during the 2015/2016 season to harvest 8,832,200 pounds of parchment coffee and generate a total of 3,737 temporary jobs (a 48% increase over expected results).

– **Technical Assistance for Improved Practices and Technology**

Following technical assistance and training, 2,042 growers (1,573 men and 469 women) from 52 RVCP organizations in San Marcos improved their agricultural practices on a combined total of 1,744.56 hectares, as follows:

- Fertilization and soil amendments (on 810.56 hectares);
- Soil conservation methods (on 468.38 hectares), including:
 - ditches (70.61 hectares)
 - live barriers (93.68 hectares)
 - crating (88.93 hectares)
 - terracing (18.78 hectares)
 - contour planting (197.38 hectares)
 - 380 absorption wells;
- Integrated management for coffee rust disease (on 1,409.18 hectares);
- Take 62 soil samples for lab analyses;
- Produce 780,550 coffee seedlings;
- Build 367 composting bins;
- Establish shade plantings (on 34.65 hectares);
- Till 1,487,900 pounds of organic material into the soil;
- Productive tissue management (on 412.02 hectares);
- Integrated management of coffee borer beetle disease (on 1,050 hectares), and
- Plantation renewal (on 197.38 hectares).

Growers invested a total of GTQ7,340,387.60 of their own resources to implement the improved practices listed above.

RVCP/ANACAFE technicians worked with 3,138 growers in Huehuetenango to implement GAPs on a combined total of 3,263.74 hectares (46% more than expected), as follows:

- Tissue management;
- Soil sampling;
- Shade management;
- Soil management and conservation;
- Plantation renewal;
- Fertilization and soil amendments;
- Phytosanitary controls;
- Seedling production, and
- Weed control.

▪ **FEDECOCAGUA (coffee value chain)**

– **Increased Yield**

A total of 28 RVCP organizations obtained yields of 13,865,116 pounds of parchment coffee this harvest, averaging 2,837 pounds per hectare (surpassing the target for RVCP Year Four by 5%).

– **Plantation Renewal**

Technicians assisted 1,021 growers (696 men and 325 women) to plant 930,580 nursery seedlings on 202.30 hectares being renewed with varieties resistant to coffee rust (Anacafe 14, Icatu, Catimor, Sarchimor and Marsellesa). RVCP procured 150,000 of the seedling, Starbucks Coffee provided 50,000 and producers put in 730,580 plants.

– **Improved Post-harvest Handling**

Technicians completed the following activities to ensure that growers from 28 RVCP organizations could improve their post-harvest handling.

- Technical assistance to repair 100 de-pulping modules and to use and maintain 118 eco-friendly de-pulping modules procured by the Project in late 2015;
- Monitor usage of seven semi-integrated wet mills to benefit 21 grower families;
- Monitor usage of 13 humidity gauges and ten threshers at warehouses operated by 12 co-ops and two regional storage facilities. RVCP procured the equipment to improve controls of coffee beans and avoid rejected shipments.
- Track appropriate use of 100 portable drying yards procured by the Project (a total of 2,400 square meters to dry about 600,000 pounds of parchment coffee every three months).
- Monitor use of electrical installations improved with RVCP support at 49 wet mills (four are shared) to benefit a total of 244 families.

– **Employment Generation**

Harvesting 13,865,116 pounds of parchment coffee by 28 RVCP organizations required 1,525,163 man/days, equivalent to 5,756 temporary jobs.

In addition to those, the organizations filled a total of 57 permanent management positions and 445 temporary jobs as warehouse employees, inspectors, phytosanitary brigade members, drivers, etc.

– **Improved Technologies or Practices**

RVCP provided assistance to grower groups in San Marcos and Huehuetenango to implement the following improved practices:

- Integrated management for coffee rust disease and controls for borer beetles implemented by 1,977 growers (1,688 men and 289 women) on 3,868 hectares.
- A total of 717 producers (603 men and 114 women) implemented productive tissue management using cyclical compact block pruning techniques on 853.88 hectares.
- A total of 659 growers (520 men and 139 women) implemented soil management and conservation methods to improve plant nutrition on 449.80 hectares.
- A total of 1,021 growers (696 men and 325 women) removed depleted plants to renew their plantations on 202.30 hectares.
- A total of 272 growers (204 men and 68 women) appropriately managed weeds by protecting their soil and abstaining from the use of herbicides on 639.91 hectares.
- A total of 1,051 growers (885 men and 166 women) managed shade trees to mitigate the effects of climate change on 1,387.82 hectares.
- A total of 466 growers (396 men and 70 women) took soil samples by sectors on 1,222 hectares.
- A total of 420 organic coffee producers (346 men and 74 women) built compost bins and improved their crop yields from 54.05 hectares.

▪ **FEDECOAG (Horticulture Value Chain)**

– **Controlled Conditions**

After promoting vegetable crops using controlled conditions, the Project reports that 454 growers (327 men and 127 women) have 475 macro-tunnel greenhouses on 3.39 hectares planted with tomatoes, tomatillos, cucumbers, radishes, sweet corn, bell peppers, jalapeno peppers, cut flowers, potatoes, carrots, beets, cabbages, onions, squash, cauliflower and turnips.

– **Improved Technologies or Practices**

RVCP provided technical assistance and training as summarized below.

- 466 producers (368 men and 98 women) representing 12 organizations implemented yellow traps to control pests --including white flies and trips--on 56.70 hectares planted with peas, lima beans and potatoes. The Project provided 22 grower groups with a total of 7,100 traps.
- 332 producers (255 men and 77 women) are managing the use of crop waste from 72.12 hectares planted with export crops. Growers tilled the vegetation back into the soil and eliminated the practice of burning it.
- 102 producers (93 men and 9 women) representing seven organizations implemented biodeps as an effective way to collect, retain and microbiologically degrade agrochemical residue.
- 405 producers (250 men and 155 women) from six organizations set up improved bins for composting that they will in turn use to improve their soil structure and nutrients. The practice enables growers to reduce, replace or eliminate the use of chemicals.

- A combined total of 4.03 hectares for family gardens and macro-tunnels now use drip irrigation systems to ensure more efficient water usage.
- 201 producers (156 men and 45 women) from 17 organizations implemented improved productive technologies on 1.44 hectares using macro-tunnels for controlled conditions. The technologies enable growers to have greater yields and higher quality produce they are likely to sell at higher prices at local and regional markets.
- 40 producers (32 men and eight women) from three organizations planted an improved pea variety (GREENTY) and used certified potato seed on 1.79 hectares. The practice will improve crop yields and quality.
- 17 producers (15 men and two women) from one organization implemented soil conservation measures (live and still barriers) on 5.22 hectares planted with vegetables.
- 227 producers (166 men and 61 women) from 17 organizations implemented drip irrigation systems on 1.57 hectares planted with vegetables.
- The Project worked with 14 producer groups to improve their use of potato seed, including providing them with 2,750 wooden beds for seed germination.

– **Employment Generation**

Over the course of RVCP Year Four, production processes for snow peas, sweet peas, lima beans, cruciferous vegetables and potatoes generated 1,334 new temporary jobs (934 filled by men and 400 by women) (equivalent to 348,940 man/days).

– **Export Crops**

A total of 452 growers (331 men and 121 women) from ten organizations grew sweet and snow peas (on 44.16 hectares), lima beans (on 14.46 hectares) and Brussel sprouts, cauliflower and broccoli (on 39.6 hectares) for export markets. Producers sold their crops through export companies such as Agro San Juan, Grupo CEIS, SIESA and Alimentos Congelados, S. A.

To improve post-harvest handling and avoid machine damage to the produce –thereby reducing any rejected shipments—RVCP procured six scales and 1,850 plastic bins for six producer groups.

– **Processing for Value Added**

Cooperativa San Bartolo in Chiantla added value to snow and sweet pea crops by classifying and processing 282,900 pounds. A total of 60 women were trained by RVCP/FEDECOAG on using good manufacturing practices and employed for the task required for quality standards set by export companies.

– **Partnerships**

The Project coordinated efforts with COMECSA in support of producer groups in Huehuetenango growing and selling potatoes.

The Project also worked closely with export companies such as Agro San Juan, MAYAPAC, Grupo CEIS, SIESA and Alimentos Congelados, S. A. to plan crop areas for RVCP producer groups. This additional step allowed producers to scale up production of peas, lima beans and cruciferous vegetables to keep pace with export markets using plans for crop management, fertilization and pest control.

The Project also coordinated efforts with AGREQUIMA to schedule disposal of used pesticide containers from RVCP grower groups and to provide training on good practices for use and handling of pesticides.

**Table 6
Results Summary for RVCP Component 1**

Description	FY2016 Target	Results	% Progress to Date
Coffee:			
Total 100 lb. sacks of parchment coffee per hectare	23	24	104%
Total number of producers investing in coffee plantation renewal	2,534	5,991	192%
Total area (in hectares) with renewed coffee plantations	693	1,460	211%
Total number of wet mills new or modified to comply with standards for efficient water use and waste water disposal	21	18	86%
Total number of new or remodeled hand-operated mills this quarter suited to appropriate handling of by-products	300	380	127%
Horticulture:			
Total number of horticulture producers implementing controlled conditions (greenhouses, macro-tunnels)	400	454	114%
Total hectares planted with crops in controlled conditions (greenhouses, macro-tunnels)*	3	3.39	113%
Export crops promoted	3	4	133%
Number of chains between small scale producer organizations and other stakeholders along the horticulture value chain	4	5	125%
Overall:			
Number of jobs created as a result of RVCP assistance	8,070	13,991	173%

4.2.2 Component 2: Broadened Participation in Value Chains

- **FUNCAFE**

- **High School Pilot Program (graduates specializing in coffee or horticulture production)**

- **High School Degree plus Certification in Coffee Production**

FUNCAFE designed the high school program to provide quality technical training for the children of coffee producers or of those involved at various steps along the value chain. The students are mostly from low-income backgrounds and would be hard pressed to finish high school without the scholarship funding.

The Project developed a careful selection process for admission which includes skill tests, technical and pedagogical screening, vocational skill tests and socio-economic surveys. FUNCAFE issued invitations to RVCP co-ops, associations and GATs whose membership is producing coffee in Huehuetenango and San Marcos.

The scholarship program started at a school located in the province of Suchitepequez, but expanded in RVCP Year Four to include a program at the Volcanic San Marcos school in San Rafael Pie de la Cuesta. The school launched the program in 2016 to benefit 15 scholarship students.

In tracking student progress, FUNCAFE scheduled frequent visits to both schools to confirm technical and teaching quality for both classroom and field studies. The visits enable technicians to provide recommendations for improvements (including a component for home visits to obtain feedback from both parents and students).

During the field visits, technicians noted that two female students left the program, but every effort to reinsert them proved unsuccessful.

FUNCAFE technicians also found two students at the Volcanic San Marcos school that are extremely committed, but lacking funds. To help them complete their studies, FUNCAFE provided them 50% scholarships using the funds previously allotted to the female student that left the program.

The Program provided scholarships in 2014 to 13 students (11 men and two women); scholarships in 2015 to ten students (seven men and three women); scholarships in 2016 for 19 students (17 men and two women) and plans to provide scholarships in 2017 for 16 students (13 men and three women). This represents a total of 58 students (48 men and ten women), of which 37 are the children of coffee producers in San Marcos, while 21 are from Huehuetenango.

The new students successfully completed their first year. They improved technical capacity, as well as their management and communication skills. The change is self-evident; students are increasing their participation and team work, commitment and solidarity with the program and classmates.

Students returning for their second year successfully completed the program and began supervised internships at co-ops, associations and GATs in their home towns. The internships provide opportunities for students to put this skills to the test in real life, understand the challenges in the labor market and further hone their technical and management skills for increased competitiveness consistent with the needs of producer organizations. The supervised internships are the first contact the students will have in the job market.

High School Degree plus Certification in Horticulture

The Project launched the program specializing in horticulture as developed by Del Valle University in Guatemala (UVG in Spanish) at the highlands campus in Solola. FUNCAFE completed the process and coordinate efforts with UVG to improve the skills of students from families of horticulture producers. The main focus is to develop entrepreneurial youth with a business mindset and social awareness through an innovative and state-of-the-art technological program that will graduate

prepared to join their organizations to provide skilled labor, set up their own businesses or continue on to college.

FUNCAFE closely monitors the program through field visits to confirm compliance with quality standards. Technicians visit classrooms, dorms and homes to request feedback. As a result, technicians are positioned to provide timely recommendations and provide students with support and encouragement as necessary.

The Project monitored 27 students during RVCP Year Four to complete the high school program specializing in horticulture production (12 students in their final year and 15 in their first year). Of those, 16 are men and 11 are women, from the families of horticulture producers in RVCP grower groups in San Marcos (17 students) and Huehuetenango (ten students).

Students in the first year of their two years successfully completed that program. Despite that it takes some time to adapt, leave home and join an academically demanding program, final scores confirm their commitment and successful learning. Students participate in workshops to improve occupational skills and increase their competitiveness (baking, mechanics, sewing and tailoring, food preserving, etc.).

Students completing the second of their two years are ready for supervised internships following technical training to begin four weeks on the job with horticulture organizations. FUNCAFE worked closely with FEDECOAG to provide internships for each student in San Marcos and Huehuetenango. Each of the co-ops and associations are well suited to employ the students.

The Project expects that by November 2016, 12 students will have completed the program and be ready to graduate.

Certification Courses

FUNCAFE coordinated efforts with partner organizations working in the same area as the RVCP coverage zone to provide partial or full scholarships to students from families in the RVCP horticulture, handicraft or coffee value chains. The Project reports the following results: a) a private company (Bejo, S.A.) offered to provide full scholarships for four students from Huehuetenango to enroll in the certification course for horticulture production at the Bejo Experimental Station in Parramos, Chimaltenango, and b) through the Helvetas Program to Train Agribusiness Students (FORJA in Spanish), four students (one man and three women) in San Marcos received partial scholarships for the same certification course.

▪ **ANACAFE (coffee value chain)**

– **Financing**

A total of 475 producers from nine organizations in San Marcos obtained funding from Manos Campesinas as crop advances against this year's coffee harvest (combined total of GTQ1,150,000. RVCP worked with the producers listed below to file applications.

1. Asociacion de Pequeños Productores Agrícolas Comunidades Unidas (ACIPACU)
2. Asociacion de Pequeños Productores Agrícolas de Liberación (APECAFEL)
3. GAT Mujeres con Esencia de Café (MUJESCA)
4. Asociacion de Pequeños Productores Agrícolas Mayas Mames (APECAFOM)
5. Asociacion de Pequeños Productores Agrícolas Buenos Aires (ADIBA)

6. Cooperativa Integral Agrícola Entre Rios R.L.
7. Asociación de Pequeños Productores Agrícolas Media Cuesta
8. Asociación de Pequeños Productores Agrícolas Flor del Café
9. GAT Plan Villa Nueva Plan

Several grower groups working with RVCP in Huehuetenango also obtained financing as follows:

1. Asociación de Desarrollo Económico Social Los Chujes (ADESC), in Unión Cantinil, filed an application with the PUR Project from France for a total of GTQ25,000 to remodel their offices;
2. Cooperativa Río Azul, in Jacaltenango provided a group of women with funds to open a bakery. The loan for GTQ6,000 will go to build the facilities and install equipment donated by RVCP.
3. GAT Buenos Aires invested GTQ4,000 to install equipment donated by RVCP to open a bakery.
4. Cooperativa Río Azul in Jacaltenango, Asociación UPC in la Democracia, ASDEFLO in Todos Santos Cuchumatán, ADESC in Unión Cantinil and Cooperativa San Antonio in San Antonio Huista obtained grants from Counterpart International of GTQ76,000 for each organization to strengthen their leadership and improve coffee production.
5. ASODIETT in Tuiboch, Todos Santos Cuchumatán received GTQ105,000 through the Café & Café Project from the Italian donor agency to procure roasting machinery and enable members to diversify their income.

– **Leveraged Resources**

Five public sector institutions and two private organizations contributed a total of GTQ998,661 for infrastructure improvements, food security and increased productivity of small-scale grower groups working with RVCP in San Marcos. The funds originated as follows:

1. The Municipal Government in Nuevo Progreso provided GTQ30,000 to install electricity in Nueva Escocia, Nuevo Progreso.
2. The Municipal Government in Sipacapa provided GTQ300,000 to procure organic fertilizer, seedlings and chemical fertilizers for distribution among members from three GATs (Cabecera Sipacapa, Las Minas and Magueyes).
3. As part of the Climate, Nature and Communities Project funded in Guatemala by The Nature Conservancy (TNC), organizations received bocashi compost valued at GTQ41,616.00 for reforestation purposes together with tools and training that benefits growers from Cooperativa La Igualdad in San Pablo.
4. The Café Verde Project funded by Catholic Relief Services provided GTQ11,780 to fund soil analyses.
5. The SEGAMIL Project funded by Catholic Relief Services provided GTQ212,400 to procure fertilizers, de-pulping modules, installation costs, training and office supplies in support of small-scale coffee producers.
6. Counterpart International provided GTQ229,425 for organizational strengthening and financial sustainability for Cooperativa Agrícola Integral Entre Rios in Tajumulco; Cooperativa Integral Agrícola Nuevo Eden in Nuevo Progreso, and Asociación de Caficultores Miguelenses (ACMI in San Miguel Ixtahuacán. The funds (GTQ76,475 for each of the three groups) will be used to procure furniture, prepare financial and management handbooks and buy fertilizer.
7. The USAID Cooperative Development Project (NCBA/CLUSA/USAID) provided funds for GTQ173,600 to set up livestock units (laying hens and roasters) to complement the diets of coffee producer families under the RVCP SAN Component. The organizations to benefit from the funds include: Cooperativa Integral Agrícola Flor del Café and GAT El Paraíso in Nuevo

Progreso; Asociacion Campesina de Desarrollo Integral Txol Kab´e Chman Wutz (ACDI) in San Pablo; GAT Mujeres con Esencia de Cafe and GAT Plan Villa Nueva in Tajumulco, and GAT Siete Platos and GAT La Pena in San Miguel Ixtahuacan.

– **Increased Participation by COCODES and/or COMUDES**

Two communities in Nuevo Progreso, San Marcos (Nuevo San Luis and Nueva Escocia) actively participated in drafting the bylaws for the respective COCODES that have members from two RVCP organizations, i.e. GAT Nuevo San Luis and from Cooperativa Integral Agricola Flor del Cafe.

Further to the effort, the Project worked with producers from GAT Nuevo San Luis and Cooperativa Integral Agricola Nuevo Porvenir, both in Nuevo Progreso, San Marcos, to file requests with the Ministry of Education to open a school serving the community of Nuevo Porvenir.

▪ **FEDECOCAGUA (coffee value chain)**

– **Increased Access to Financing**

RVCP provided assistance to 19 co-ops to obtain GTQ59,271,443.84 in crop advances from FEDECOCAGUA and benefit 2,304 members (1,839 men and 465 women). An additional nine organizations will obtain crop advances as of October 2016.

– **Leveraged Resources**

- FEDECOCAGUA distributed supplies valued at GTQ1,050,000 for phytosanitary controls on coffee plantations belonging to 28 RVCP co-ops. In addition, FEDECOCAGUA provided GTQ600,000 to cover audit expenses for certifications as required by 18 of the 28 RVCP organizations.
- The UGK Foundation (the FEDECOCAGUA social outreach program) provided GTQ1,218,882 to fund social projects, infrastructure and health projects for RVCP organizations.
- FAIRTRADE INTERNATIONAL, Rafael Landivar University, San Carlos University and the Ministry of Agriculture contributed resources to fund scholarships for 17 students from coffee producer families in RVCP organizations (total of GTQ150,000).
- The USAID NCBA-CLUSA Project provided GTQ74,500 to finance livestock projects for three coffee producer groups in San Marcos.
- A private company (TIGSA) provided GTQ364,000 to fund four satellite soil diagnostics on 1,200 hectares of coffee plantations worked by members of four organizations in Huehuetenango.
- Starbucks donated GTQ120,000 to purchase 50,000 improved variety of seedlings (Marsellesa) to distribute among organizations certified under CAFE Practices.

– **Increased Participation by COCODES and/or COMUDES**

The Project trained members of COCODES in the communities of RVCP producer organizations. Training covered waste management (including dangerous residue in used containers) and encouraged the use of collection bins in local areas. As a result, several co-ops (Nuestro Futuro, Pena Roja, Hoja Blanca, Agua Dulce and La Esperansita) are implementing waste collection and classification projects to minimize environmental pollution.

Furthermore, Cooperativa La Esperansita donated a plot of land of 0.04 hectares to their local COCODE to set up a meeting facility for Comunidad Agraria La Esperanza, in El Rodeo, San Marcos.

- **FEDECOAG (horticulture value chain)**

- **Increased Access to Financing**

- A total of 211 producers (171 men and 40 women) from 13 organizations (nine co-ops and four associations) leveraged funds totaling GTQ4,107,807.85 in loans to finance production of potatoes, peas, cruciferous vegetables and lima beans.

- The Land Lease Program (FONTIERRAS in Spanish) benefitted 71 horticulture producers with GTQ182,825, of which GTQ149,100 were loan funds and GTQ33,725 as subsidies. FONTIERRAS is actually providing a loan of GTQ2,100 for each family together with a subsidy of GTQ475. Beneficiaries are members of Cooperativa San Pedro Unido, Cooperativa 10 de Abril, Cooperativa El Paraiso and Asociacion El Esfuerzo.

- **Specific Agreements between Municipal Governments and Producer Organizations**

- Technicians are working with the mayor in San Marcos to obtain funding to build a processing facility for Asociacion San Jose Las Islas that will allow the group to add value to crops destined for export.

- **Leveraged Resources**

- FEDECOAG approved the Financial Stabilization Fund for a total of GTQ150,000 to financially strengthen Cooperativa 10 de Abril. The funds are to be disbursed in October 2016 as a grant.

- **Increased Participation by COCODES and/or COMUDES**

- COCODEs and COMUDEs in the RVCP area do not directly provide support to horticulture projects and have not been involved in Project activities. Despite the circumstances, RVCP engages with municipal governments to coordinate activities and support RVCP horticulture organizations.

- **Partnerships between Small-scale Producer groups and Savings and Loan Organizations**

- The Project forged a relationship that enabled Cooperativa 10 de Abril to provide nine members from Asociacion de Desarrollo Integral de Tejutla (ASADIT) with a loan for GTQ70,000 to finance their potato crops.

- Export companies have provided agricultural supplies for horticulture groups as credit against pea and lima bean crops that the organizations can in turn transfer to members as crop advances.

- **ARTEXCO (handicraft value chain)**

- **Local Government Support and Specific Agreements**

- The Project approached municipal authorities in Nuevo Progreso, San Marcos to report on RVCP progress working with artisans in the area and request financial support or in-kind resources (cloth or thread) as working capital.

- **Increased Participation by COCODES and/or COMUDES**

- The COCODE in Santa Maria, Sibinal, San Marcos, provided Asociacion de Desarrollo Integral Santa Maria (ADISAM) with office space for workshops and safekeeping of two foot looms provided by RVCP.

Table 7
Results Summary for RVCP Component 2

Description	FY2016 Target	Results	% Progress
Total number of producer organizations obtaining financing from savings and loan organizations following Project coordination, assistance or support	2	14	700%
Total number of partnerships between producer groups and government entities (municipalities, ministries, public entities) as a result of Project coordination, assistance or support	1	2	200%
Total number of partnerships between producer groups and private sector entities (companies, business associations, foundations, NGOs, etc.) as a result of Project participation	2	12	600%
Total number of producers receiving financing (loans, advances, etc.) as a result of Project coordination, assistance or support	3,000	4,208	140%
Total funding received by producers	Q 40,000,000	Q 69,065,252	173%
Total number of organizations with women and youth in decision-making positions	80	123	154%
Total number of agreements with municipal governments to support producer organization activities	1	-	0%
Total funds leveraged and invested in Project activities (in GTQ)	Q 3,000,000	Q 433,180	14%
Total number of COCODES and/or COMUDES working with the Project	40	5	13%
Total number of producer organizations that increased membership as a result of RVCP strengthening activities.	10	47	470%
Total number of individuals graduated/trained at high school level with specialized studies in coffee and horticulture production	32	32	100%
Total number of individuals graduated/trained at middle school level with specialized studies in coffee and horticulture production	45	69	153%

4.2.3 Component 3: Improved Agricultural Productivity

- **ANACAFE (Coffee Value Chain)**

– **Technical Assistance on Good Agricultural Practices (GAPs)**

Technicians completed 669 visits to promote GAPs with members of 52 RVCP groups in San Marcos. Further to the effort, the Project scheduled 172 training events (courses, workshops and modules for the certification course on coffee production). The training covered issues including soil conservation, the use of organic bio-fermentation, fertilization and soil amendments, shade management, plantation renewal, use and safe handling of pesticides, integrated pest and disease management, seedlings and nurseries. A total of 3,457 producers participated in training activities.

To ensure compliance with recommendations provided by technicians, the staff of ag promoters completed 2,100 follow up visits to implement GAPs, as follows:

- **Genetic improvements:** establish 285 nurseries and 780,550 coffee seedlings;
- **Plantation renewal:** renew productive tissue on 609.40 hectares, of which 197.38 hectares were renewed by replacing plants, while 412.02 hectares were renewed using productive tissue management (pruning);
- **Integrated pest and disease management:** use integrated management for coffee rust disease on 1,409.18 hectares and for coffee borer beetle on 1,050 hectares. In addition, use motorized spraying equipment procured by RVCP to spray 329 hectares. The improved equipment requires much less time and fungicide (reduced costs) to control coffee rust disease.
- **Fertilization and soil amendments:** apply 340,000 pounds of chemical fertilizer and soil amendments plus 1,487,900 pounds of organic fertilizer.
- **Use and safe handling of pesticides:** 500 growers implemented methods to safely store chemicals, while 451 build biodeps to dispose of waste water from rinsing spraying equipment. In addition, RVCP produced 100 sets of personal protection equipment (PPE) to reduce harm to human health when handling chemicals.

RVCP technicians and promoters worked in Huehuetenango to schedule 4,048 technical assistance visits to producers from 50 organizations and implement GAPs as follows:

- **Seedling and nursery production:** Producers established seedling and nurseries using improved seeds that are tolerant to coffee rust disease and drought. Varieties include Anacafe 14, Sarchimor and Catimor. In addition, producers worked to set up nurseries using other seed varieties (Caturra, Catimor, Bourbon, Sarchimor and Catuai) to produce higher quality seedlings to plant in new areas or renew established plantations. The programs include a handbook so that producers can care appropriately for their nurseries.
- **Tissue management and pinching:** Technicians trained producers to manage productive tissue and maintain tissue regeneration. The assistance also extended to pinching off new growth after pruning to keep vigorous shoots and eliminate weaker growth.
- **Shade management:** Growers learned appropriate techniques to thin out shade and create optimal sunlight conditions to increase yields.
- **Fertilization:** Using the results from soil testing, technicians worked with growers to develop fertilization plans and appropriate formulas to nourish their plantations.
- **Integrated pest and disease management:** Technicians worked with growers to sample any pests or diseased plants in a timely fashion that would allow them to curb the spread using a combination of mechanical, biological and chemical methods.
- **Use and safe handling of pesticides:** Technicians worked with growers on safe use and handling of pesticides, with special emphasis on using PPE, on triple washing empty containers and on rules for storing chemicals.

– **Climate Change**

Technicians in San Marcos worked with producers from 52 RVCP organizations to implement soil conservation practices. Results are as follows:

- Set up lateral ditches on 70.61 hectares;
- Establish live barriers on 93.68 hectares;
- Build crates on 88.93 hectares;
- Dig 380 absorption wells for waste water from wet mill processing;
- Establish coffee plantations with contour planting on 197.38 hectares;
- Establish individual terraces on 18.78 hectares, and
- Set up 179 demo plots on 21.91 hectares (implemented through the consultancy to strengthen knowledge base on setting up biodeps, absorption wells and soil conservation practices on coffee plantations owned by RVCP growers in San Marcos to adapt to climate change).

The Project worked in Huehuetenango with growers from 50 RVCP organizations to implement soil conservation measures (continuous and individual terracing, infiltration wells, live and still barriers and slope ditches) on 531.76 hectares.

Further to the effort to improve adaptation to climate change, the Project took delivery of a consultancy product to strengthen the knowledge base regarding soil conservation structures, biodeps, infiltration wells for waste water treatment and bins to collect empty pesticide containers. The consultancy extended to setting up 40 Rural Training Centers on Coffee (*Centros Rurales de Capacitacion en Cafe* --CERCAFE in Spanish) on land worked by coffee growers from 40 organizations. The Centers on 13.91 hectares will demonstrate practices for soil protection and conservation, shade management, etc.

– **Mitigate Climate Change**

The Project provided technical assistance in San Marcos for coffee growers to implement practices that contribute to mitigating the effects of climate change. Results include:

- Use coffee pulp for 367 compost bins to produce 1,487,900 pounds of organic fertilizer. Not only did growers use the fertilizer to improve their soil, they also avoided greenhouse gas emissions from the coffee pulp.
- Plant 6,800 shade trees that capture carbon monoxide, another greenhouse gas, on 34.65 hectares.
- Set up 459 bin to appropriately dispose of waste.

Technicians worked in Huehuetenango to reinforce the advantage of reusing pulp from wet mill processing. As a result, 82 additional growers set up compost bins, further cutting their costs to purchase chemical fertilizers, while also reducing greenhouse gas emissions.

▪ **FEDECOCAGUA (Coffee Value Chain)**

– **Technical Assistance on Good Agricultural Practices (GAPs)**

In promoting GAPs, technicians scheduled 597 field visits to monitor activity and provide training as follows: integrated pest and disease management, crop forecasts, harvesting procedures, soil sampling, controls for coffee rust disease, inorganic waste management, field work (brush

clearing, fertilization, productive tissue management, shade management, etc.), soil conservation structures and appropriate use of chemicals and products covered by PERSUAP.

Furthermore, the Project organized 319 technical assistance visits on GAPs for post-harvest procedures, including maintenance issues at wet mills, appropriate handling of waste products (waste water and coffee pulp using treatment practices and composting), coffee warehouses and occupational safety.

The Project also scheduled 5,288 technical assistance visits by inspectors and para-technicians on land use issues (diagrams for each plantation), ensuring that growers are compliant with management plans (in follow up to training and recommendations), monitoring pests and disease and making appropriate use of pesticides. Technicians also completed 773 visits to verify appropriate operations at wet mills operated by co-ops.

To dovetail with the technical assistance visits, the Project also organized 458 training events for a combined total of 1,292 hours to benefit 2,411 growers (1,978 men and 433 women) with a total of 17,251 participations. The training covered: a) integrated management of borer beetle disease (setting and maintaining traps); b) GAPs and the environmental and human health risk of using pesticides; c) soil management and conservation to improve fertility; d) integrated pest and disease management (sampling, rotating fungicides and efficient controls for coffee rust disease); e) shade management to adapt to climate change, and f) productive tissue management, etc.

The Project reports a noteworthy result from technical assistance and training on GAPs. A total of 1,930 growers (1,646 men and 284 women) from 28 organizations working with RVCP/FEDECOCAGUA are using integrated pest and disease management on a combined total of 3,836 hectares.

– **Climate Change Adaptation**

- The families of 160 growers that process their coffee using 125 environmentally-friendly wet mills reduced the amount of water they use for de-pulping.
- The Project organized 33 training workshops on sustainable water use to benefit 1,520 growers (1,260 men and 260 women).
- The Project organized 34 training events on soil conservation and management to benefit 1,585 growers (1,210 men and 375 women).
- 659 producers (520 men and 139 women) implemented soil and water conservation practices on a combined total of 449.80 hectares.
- Several co-ops (Nuestro Futuro, Pena Roja, Hoja Blanca, Agua Dulce and La Esperansita) worked with the Project to coordinate efforts with their respective COCODEs on public sanitation projects like collecting and classifying waste and litter. This is a significant effort to avoid polluting waterways.

– **Climate Change Mitigation**

To mitigate the effects of climate change, the Project organized four training events for 168 growers (149 men and 19 women) on how to manage and classify solid waste.

- **FEDECOAG (Horticulture Value Chain)**

- **Technical Assistance on Good Agricultural Practices (GAPs)**

Provide technical assistance and training to horticulture producers from 22 RVCP organizations on GAPs, as follows:

- Add improved organic fertilizer to soil to improve availability of nutrients;
- Use and manage crop waste (till stalks and leaves back into the soil before planting). The practice improves soil nutrition and avoids slash and burn practices.
- Use and handling of PPE when applying pesticides as a measure to protect producer health and well-being.
- Use and handling of biodeps to triple wash empty pesticide containers and spraying equipment. The practice reduces environmental pollution.
- Use yellow traps to control pests –this allows for continuous monitoring to identify the specific pest and make timely decisions to apply no more than the appropriate dose of pesticide.
- Integrated pest and disease management for potato crops, allowing RVCP producers in Huehuetenango to improve and expand their knowledge on controls. The Project joined forces with USDA Agro-Experts and Del Valle University to provide the training.
- RVCP technicians in San Marcos training horticulture producers to use and manage spraying equipment (tanks, spray tips and adjustments). To this end, the Project coordinated efforts with AGREQUIMA, for both the training activities and to collect used pesticide containers. For the latter, producers from 22 horticulture organizations set up 88 bins procured by RVCP (four for each organizations).

- **Technical Assistance and Support for Irrigation**

The Project moved forward with comprehensive technical assistance and training for producers from RVCP organizations to make efficient use of water for irrigation while protecting water sources. As a result, growers are using drip irrigation in both the macro-tunnels procured by RVCP, as well as in those purchased directly by producers.

Further to the effort, technicians promoted alternative crops suited to drip irrigation, such as tomato, tomatillo, cucumber, radish, sweet corn, bell pepper, jalapeno pepper, cut flowers, potato, carrot, beet, cabbage, squash, cauliflower and turnip crops.

- **Greenhouse Production**

A total of 454 growers (327 men and 127 women) working 3.39 hectares continued to grow produce (tomato, tomatillo, cucumber, radish, sweet corn, bell pepper, jalapeno pepper, cut flowers, potato, carrot, beet, cabbage, squash, cauliflower and turnips) in 475 macro-tunnel greenhouses. The use and management of this technology enables producers to grow crops year-round. The 2016 harvest provided yields valued at GTQ496,171.25 with production costs of GTQ212,605 and a net profit of GTQ283,566.25.

- **Climate Change Adaptation**

RVCP horticulture producers continue to plant in open fields so technicians continue to provide technical assistance on soil conservation practices (live and still barriers and contour planting), as well as on measures to adapt to climate change. Growers are implementing the measures on 20.08 hectares.

RVCP is also promoting a measure to use and manage macro-tunnels under controlled conditions with drip irrigation. As a result, producers are using 475 macro-tunnels procured by RVCP. The Project continued to promote drip irrigation systems in open fields as well (implemented on 2.30 hectares planted with vegetables).

– **Climate Change Mitigation**

The Project continued to promote the use of efficient woodstoves to the point of reducing consumption of fuelwood by up to 66%; this also reduces deforestation.

In addition, RVCP provided technical assistance to Cooperativa 10 de Abril, Cooperativa San Bartolo and Asociacion de Mujeres en Accion Solidaria (AMAS) to reforest 4.02 hectares with species including white pine, cypress and eucalyptus trees. The organizations invested their own funds in the activity, although Cooperativa San Bartolo benefits from PINFOR funding.

Table 8
Results Summary for RVCP Component 3

Description	FY2016 Target	Results	% Progress to Date
Number of GAPs promoted	10	10	100%
Number of good practices promoted to adapt to climate change	6	6	100%
Number of horticulture producers using irrigation systems	1,200	888	74%
Total number of organizations with management positions on payroll	40	42	105%
Total number of organizations beginning capital accrual programs	50	72	144%

4.2.4 Component 4: Increased Trade and Expanded Markets

This Component was eliminated from the original proposal and is not covered by the Cooperative Agreement between USAID and the Consortium.

4.2.5 Component 5: Increase Food Production and Improve Food Use

▪ **Participants in Training on Child Health and Nutrition**

As of September 2016, the Project completed a total of 11,199 participations in workshops on food security and nutrition (SAN in Spanish) for the RVCP component. Of these, 3,020 (27%) participants were men and 8,179 (73%) were women. Participants in training on SAN topics totaled 3,031 (711 men and 2,320 women); participants in training on family gardens numbered 4,070 (1,217 men and 2,853 women), and participants in training on sexual and reproductive health totaled 4,098 (1,092 men and 3,006 women). As such, the participation

represents 3,598 families that completed a minimum of 12 hours training on SAN topics and 2,159 families trained in family gardens.

Over the course of RVCP Year Four, technicians noted greater participation of women in training activities. Every classroom session was reinforced with hands-on activities focusing on SAN issues, that extended to building artisanal ovens for baked goods, piggy banks from recycled material to encourage saving and mosquito traps using yeast.

- **Child Health and Nutrition**

As of June 2016, the Project reports a cumulative total of 21,391 children 14 and younger (11,064 boys and 10,328 girls) that have benefited from RVCP activities to promote health and nutrition. Of these, 11,123 children are the offspring of RVCP producers and an additional 10,269 are school children from schools implementing activities under the RVCP SAN Component.

A total of 10,269 school children (5,436 boys and 4,833 girls) participated in workshops or benefit from the use of water filters, improved stoves and school gardens (to prepare school meals). Children are learning at a very early age about the importance of nutritious food, a varied diet, safe water and meals prepared with appropriate technology.

The children of RVCP producers are indirectly benefiting from practices and supplies provided by the Project for individual home use, such as water filters, improved wood stoves and family gardens.

It is important to note that the number of beneficiaries reported does not reflect children born during the reporting period, nor those that age out of the target group.

- **Children under Five benefitting from Health and Nutrition Activities**

At the time of this writing, the Project reached 3,846 children under five (1,954 boys and 1,892 girls) that are the offspring of producers from organizations in the RVCP coffee, horticulture and handicraft value chains participating in the SAN Component. Of these, 2,747 children (1,412 boys and 1,335 girls) live in Huehuetenango, while 1,099 children (542 boys and 557 girls) are in San Marcos.

In general terms, the Project reports that more than 80% of families adopted good hygiene practices in the home and have improved the practices to care for children under five. The monitoring team from FUNCAFE keeps records on all good practices being implemented in homes, particularly as they affect children under five. Records indicate a significant reduction in the incidence of diarrhea within said age group.

Over the recording period, FUNCAFE responded to requests from two members of a GAT in San Marcos to conduct a nutritional survey in La Suiza, Nuevo Progreso and in La Liberacion, Tajumulco. The survey samples 59 children and found 25 to be suffering from chronic child malnutrition, two with acute malnutrition and 13 that were undernourished. The cases were referred to the Ministry of Health through local health centers.

In response to reports of looming food insecurity, widespread poverty and high rates of child malnutrition, the Project worked closely with the Unit for Basic Health from the Ministry of

Health service network, to conducted a survey in La Montana, La Libertad. Technicians assessed 151 children under five (57% girls and 43% boys). Results indicate that 82.78% suffered from chronic malnutrition, 3.31 were acutely malnourished and 37.1% were undernourished. Note that some children presented more than one type of malnourishment which is why the percentages total more than 100. Technicians used the Ministry of Health protocol to refer the cases to the local health center in La Libertad. In response, the health center extended coverage of their food assistance programs to include said community.

Technicians responded to reports of a girl in La Montana suffering from acute and severe malnutrition and have been monitoring her continuously. FUNCAFE technicians scheduled regular home visits and noted that the home is a single room with little or no space for cooking (open fire on the ground and constant exposure to smoke). Technicians shared the information with authorities from the Municipal Committee for Food Security and Nutrition (*Comite Municipal de Seguridad Alimentaria y Nutricional* –COMUSANs in Spanish) in La Libertad (FUNCAFE is an active participant on the committee). Technicians also spoke to the mother to take immediate remedial action and refer the child to the hospital in Huehuetenango.

The incident illustrates again that despite FUNCAFE not having direct interaction with children under five, the organization plays a leadership role and is committed to supporting local organizations to develop management capacity to deal with child malnutrition.

While conducting the surveys described above in Nuevo Progreso and Tajumulco (San Marcos) and in La Libertad (Huehuetenango), FUNCAFE technicians provided parents and guardians of children under five with recommendations and reminders of good SAN practices, particularly during the 1,000-day window.

- **Family Gardens**

The Project completed the distribution in RVCP Year Four of 5,000 drip irrigation systems to selected families (demand exceeded supply), especially those from the handicraft and horticulture value chains.

Technicians also set up three demo plots to showcase best agricultural practices and the use of technologies to adapt to climate change. Technicians promote the demonstrations using a peer-to-peer methodology and field days that put the owners of the land on which the plots are located in a leadership role. This enables them to share their experience in implementing the practices. More than 600 individuals participated in the field days. Furthermore, the Project reports significant enthusiasm and motivation on the part of local authorities, school officials and representatives from local organizations as they observe improvements in their regions that make for excellent quality produce that is also environmentally friendly. The field events also provided an opportunity to promote diversity in nutritious foods and improve family diets by encouraging consumption of produce from family gardens.

Over the course of RVCP Year Four, a total of 4,070 individuals (1,217 men and 2,853 women) participated in training on family gardens and consuming the produce they grow. The workshops used a learn-by-doing methodology which included a demonstration phase at one of the participant's family garden. Technicians noted increased participation by women (70% of attendees) as more men were otherwise occupied generating income and would delegate

their participation in SAN activities to women. Technicians leveraged this opportunity to empower women for productive activities and to improve their family diets.

Field technicians redoubled efforts to schedule home visits and provide tailored technical assistance to producers participating in the RVCP SAN Component, encouraging practices that are well suited to rural areas and using readily-available materials (use yellow and blue traps to catch flying insects, implement the use of biodegradable material to plant seedlings and use simple plastic awnings to protect crops from heavy rain).

In those areas where growers have access to more resources (either their own or through donations), FUNCAFE continued to provide assistance to build macro-tunnels to grow tomatoes or bell peppers, as well as to develop nurseries that enables them to share seedlings within their communities. These activities increase the sustainability of family gardens and provoke interest among producers to explore business opportunities to be found in protected agriculture.

Monitoring also revealed that 30% of the families participating in the RVCP SAN Component are producing their own seeds, as well as growing produce in their gardens to improve their family diets and income (ranging from GTQ100 up to GTQ3,000 from every six-month crop cycle). The families producing the greatest revenue have reinvested in their gardens to expand from 50 mt² up to 400 mt².

Technicians also noted a need to increase RVCP producer families' intake of animal-based protein. To that end, the Project implemented a pilot program for rabbit meat in three communities, Santa Cruz Barillas and Petatan (Huehuetenango) and Tajumulco (San Marcos). Five families in each community were trained to raise and consume rabbit meat –including building rabbit hutches by hand, care, feeding, breeding, butchering and preparing. Families in each of the communities have begun to include rabbit meat in their diets combined with local ingredients in traditional recipes.

To further improve nutritional intake, technicians continued to work with families on growing and consuming oyster mushrooms. Productive modules are currently operating in two communities in San Marcos and one in Huehuetenango where families are including oyster mushrooms as part of a healthy diet.

- **School Gardens**

During RVCP Year Four, technicians introduced vegetable gardens at 134 schools under a two-pronged effort to benefit children with improved nutrition and teach good SAN practices. The Project organized training activities at schools to teach children: a) to grow their own vegetables –a variety of produce—so that they could learn early on about key aspects of food production for self-supply, and b) take advantage and include produce from the gardens in school meals.

Technicians leveraged opportunities working in schools to introduce new technologies for sustainable production of vegetables for self-supply. Children are taught about the benefits of technology and how it can be used to increase yields and produce quality. Children are encouraged about practicing the skills outside school in ways to apply new learning in their rural setting.

In some areas vulnerable to damage from heavy rainfall, technicians improvised awnings with plastic sheeting to protect crops. SAN technicians organized workshops to build similar low-cost structures using locally-available materials (bamboo and reused lumber). Technicians organized the training at community level to include parents.

Schools in San Miguel Ixtahuacan worked with parents to implement a program to take school gardens to families using their own funds. Students are encouraged to participate in workshops and transfer the knowledge to their parents interested in setting up family gardens.

Furthermore, technicians worked with 33 accelerated learning centers to begin setting up school gardens. RVCP/FUNCAFE provided each with a drip irrigation system and seed kits. This will benefit more than 600 youth from Huehuetenango and San Marcos. Although this activity is technically the purview of the RVCP Education Component, the SAN Component is providing support and technical assistance to facilitators and education promoters.

- **Health and Nutrition Training for Primary School Teachers**

During RVCP Year Four, 89 schools reviewed teaching issues and technicians developed comprehensive assistance as reported under the RVCP Education Component. The schools also participated in activities on health and nutrition, extending to a parenting course on hygiene and cleanliness, safe water and good nutrition. The efforts raised awareness among the broader education community about health and nutrition in general.

Technicians worked with 134 schools on health and nutrition to train 453 teachers on SAN, school gardens, sexual and reproductive health. Following the workshops, several schools expressed interest in scheduling after-school activities to raise funds and promote good SAN practices. To wit, schools in Pena Roja, La Libertad, Huehuetenango did so, as did schools in San Miguel Ixtahuacan and San Pablo, San Marcos.

- **Water Purification**

The Project delivered 125 new filters to families under the RVCP SAN Component; this makes for a grand total of 5,215 families benefitting from water purification filters to reduce up to 99.99% of diarrhea caused by water-borne bacteria.

Following monitoring in the field in September 2016, the Project reports that 68% of the families are making correct use of the filter and have replaced the used cartridge at least once. The other 32% stopped using the filter for lack of replacement cartridges or lack of resources to buy one. Nevertheless, these same families resorted to boiling water as they are cognizant of the health risks from drinking contaminated water.

Technicians organized a workshop on safe water and trained families on methods for water purification i.e. boiling, chlorinating, filtering and the SODIS method. These are the four methods approved and validated by the World Health Organization (WHO).

RVCP/FUNCAFE continued efforts to have distributors provide replacement cartridges through co-ops, associations, regional FUNCAFE offices and even in the hands of monitoring technicians. Nevertheless, the effort poses a significant challenge --to have 100% of the families adopt the practice of filtering water and continue to use the system and procure their

replacements. Notwithstanding that obstacle, the water filter still provides an incentive to implement the practice of purifying water in the home.

As a result of RVCP/FUNCAFE efforts to promote safe water, incidents of diarrhea in children under five has dropped to only 1-3%. This is noteworthy when compared to the RVCP baseline of 21% and national averages of 42% (ENSMI, 2015). It is a sign of success for families under the RVCP SAN Component that adopted water purification methods and good hygiene practices in the home.

- **Fuelwood Efficient Stoves for Schools and Residences**

Over RVCP Year Four, technicians distributed an additional 350 improved stoves for a grand total of benefitting 1,515 families with improved living conditions at home.

During field monitoring activities in September 2016, technicians confirmed that the improved stoves produced a 52% reduction in fuelwood consumption for cooking. Considering that a cord of firewood costs an average of GTQ220.92, the annual savings total about GTQ2,067.81 per family. Furthermore, the stoves reduce indoor air pollution by 95% and totally eliminate airborne particles from open fires.

The use of improved stoves has been a difficult process –to break with traditions dating back thousands of years. Nevertheless, RVCP/FUNCAFE technicians succeeded in having 86% of the homes adopt an improved stove. The remaining 14% continue with traditional cooking methods, but technicians take advantage of home visits to explain the risks of open fires and indoor air pollution.

- **Community Outreach and Communication**

RVCP/FUNCAFE promoted activities this period to disseminate SAN practices at the community level, as summarized below.

- **Community radios promote good hygiene and cleanliness practices:** The Project provided assistance to the COMUSAN in San Miguel Ixtahuacan to develop 12 radio shows from July through September 2016 to promote SAN topics and encourage residents to advocate for implementing good hygiene and cleanliness practices at home.
- **ANACAFE field days:** RVCP/FUNCAFE technicians participated in four field days and two expos for coffee producers organized by ANACAFE in San Marcos and Huehuetenango to promote good SAN practices at each. About 1,000 growers from RVCP producer groups were in attendance at each of the events.
- **Demo plots:** RVCP/FUNCAFE technicians set up three demo plots to showcase: a) best practices for family gardens, b) improved vegetable varieties for organic produce in family gardens, and c) new technologies to adapt to climate change in growing produce (protective sheeting during heavy rains and the use of drip irrigation systems).

Producers visited the demo plots representing RVCP grower groups together with local authorities and school officials. The visits were based on a peer-to-peer methodology where producers owning the land used for demo plots shared their results from implementing GAPs and encouraged attendees to implement the same in their family gardens. Authorities expressed interest in using the practices for community gardens as well.

- **Interscholastic races for nutrition in Huehuetenango:** RVCP/FUNCAFE technicians worked

in Pena Roja, La Libertad, Huehuetenango, to organize a marathon to benefit lower-income children suffering from malnutrition. Three schools participated in the competition to raise more than GTQ1,000 to purchase food and supplies for ten families. The events also provided opportunities to promote nutritious foods as taught by RVCP/FUNCAFE and offer presentations to raise awareness about health school meals.

- **Activities to commemorate World Breastfeeding Week:** RVCP/FUNCAFE participated in fairs and local events to promote breastfeeding exclusively until six months of age and continued breastfeeding until the age of two. The Project coordinated efforts through COMUSANs, with local implementing organizations and schools working with RVCP. The events promoted practices extending to good hygiene, cleanliness, safe water, nutritious meals, varied diets and nutritional content of foods.

Table 9
Results Summary for RVCP Component 5

Description	FY2016 Target	Results	% Progress to Date
Total number of participants in training activities on child nutrition and health	10,000	7,674	77%
Cumulative total of children benefitting from health and nutrition activities	10,000	21,392	214%
From previous number, cumulative total of children under five	2,000	3,846	192%
Cumulative total of family gardens to increase availability of foods over the reporting period	5,000	5,000	100%
Cumulative total of schools using food security and nutrition practices for their students	120	134	112%
Cumulative total of schools using an improved fuel wood stove to safely prepare school meals	60	51	85%
Cumulative total of families drinking safe water	5,025	5,215	104%
Cumulative total of families using improved fuel wood stoves to safely prepare meals	1,506	1,515	101%

4.2.6 Component 6: Improved Handicraft Value Chain

- **Investment and Entrepreneurial Development Plans**

Although the Project worked in the third quarter of Year Four to develop the investment and entrepreneurial development plan with Cooperativa Estrella de Occidente, issues within the co-op have kept them from moving forward.

▪ **Business Administration Training**

The Project trained 412 artisans (388 women and 24 men) on topics pertaining to business administration, as summarized below.

- **SIDEM Methodology:** 32 classroom sessions to continue implementing SIDEM for specific phases (administrative management, business strengthening and associative trade plus follow up on governance).
- **Support to Implement Technical Assistance Plans:** Following Project activities, five organizations completed their value statement, while eight organizations have vision and mission statements, organization charts and bylaws; one organization approved internal regulations; four organizations conducted business analyses; five organizations costed out their star products; one organizations provided an accountability report, and 11 organizations completed flow charts for their internal sales procedures.
- **Strengthen Negotiating Capacity by Attending Trade Shows:** Technicians worked in September 2016 to support ADISAM and ADAINE (both located in Sibinal, San Marcos) to attend a local event organized by municipal authorities. The event provided an opportunity for RVCP/ARTEXCO to train five artisans from each organization on sales techniques.
- **Strengthen Accounting, Legal and Fiscal Aspects:** The Project worked closely in August 2016 with ADAINE to complete filing requirements for the Tax Superintendent Administration (SAT in Spanish), while also working with an additional seven organizations to file their monthly tax returns.

▪ **Training on Best Productive Practices:**

Over the course of RVCP Year Four, technicians trained 473 artisans (465 women and eight men) on best productive practices as follows:

- **Foot Loom Weaving:** During the quarter from July-September 2016, the Project organized 15 workshops on productive practices for foot loom weaving. Participants included a total of 256 artisans (249 women and seven men) from Asociacion Xol Witz; Cooperativa Estrella de Occidente; Cooperativa La Jacaltequita; Grupo Pre Cooperativo T-xejoj; Asociacion Tejiendo el Futuro (ADETEF); Asociacion de Desarrollo Integral (ADAIN); Asociacion de Desarrollo Integral Santa Maria (ADISAM); Cooperativa Integral de Desarrollo Artesanal SOSICOR; Asociacion de Desarrollo Artesanal Integral Nueva Esperanza (ADAINE); Grupo Petatan and Asociacion Artesanal Mujeres Tejedoras (AMUTEJ). After being trained for three years by RVCP/ARTEXCO, local artisans are now experts and were selected to lead the workshops. In addition, the Project contracted a specialized technician to teach additional methods for foot loom weaving.
- **New Techniques for Wrist Looms:** A total of 56 artisans from three organizations working with RVCP to use wrist looms perfected their techniques.
- **Embroidery Techniques:** The Project organized a second workshop at ADAINE for 12 artisans to increase their knowledge of embroidery techniques.
- **Workshop on Quality and Cleanliness:** The Project organized a workshop tailored to each of the following organizations: Asociacion de Mujeres Tejedoras (AMUTEJ), Asociacion Artesanal Nueva Esperanza (ADAINE) and Asociacion de Desarrollo Artesanal "Tejiendo El Futuro" (ADETEF). A total of 34 artisans participated to learn appropriate methods to handle raw material, set up quality control check points and deliver clean products.

Further to the efforts, the Project procured and delivered the following:

- 80 foot looms to benefit 668 artisans from 13 textile organizations;

- A total of 362 back strap looms to benefit artisans from organizations in Huehuetenango (Cooperativa Estrella de Occidente, ADICA, AMUTEJ, Grupo Pre Cooperativo Sosicor, ADETEF, Cooperativa La Jacaltequita, Asociacion Xol Witz, Grupo Pre Cooperativo T-xejoj, Asociacion Tanma Witz and Grupo Petatan).
- 3,340 pounds of different colored thread to provide artisans with sufficient raw material for use with foot looms, back strap looms and wrist looms previously procured by RVCP.

In following up with workshops for good productive practices and to monitor appropriate use of the tools, RVCP/ARTEXCO technicians scheduled a total of 264 field visits this period.

- **New Product Design and Production**

The Project worked with organizations to design and produce a total of 159 new products this period—most of them were the result of the consultancy provided by Casa Cotzal.

- **New Handicraft Markets**

The Project worked during the quarter from July-September 2016 to gain access to three new handicraft markets through Corporacion Regola in Escuintla, Mayan Global in Guatemala and CARE in both Guatemala and Quetzaltenango. These new markets make for a cumulative total of 11 identified by RVCP/ARTEXCO in Year Four.

In preparing RVCP organizations to access these new markets, technicians worked as follows:

- **Attend international trade shows:** ARTEXCO participated from August 19-25 at the NY Now International Trade Show with a variety of products handmade by RVCP artisans in Huehuetenango and San Marcos. The Project reports that the section for handicrafts at the trade show included more than 550 exhibitors offering goods to more than 15,000 buyers from all over the world.

After participating in the trade show, ARTEXCO took: a) purchase orders for several types of handicrafts—mainly pottery and textiles—for a total of US\$1,300, and b) begin communicating with five possible clients (Global Grilfried—placed an initial order for samples; The Holing Company, Tina Wakino Bazar, Denver Museum of Nature and Science and Indias Popup).

- **Domestic Tradeshows:** ARTEXCO attended ExpoMueble 2016 from July 4-10 to display several products made by RVCP artisan organizations. The event took place at the Tikal Futura Convention Center with more than 1,000 visitors. Following the event, artisans completed sales and continued in contact with interested buyers and export companies.

ARTEXCO also attended the event (New World Crafts) organized by AGEXPORT from September 19-22. The show is the most important event in Guatemala and Central America that includes handicrafts, gift items and home decor for 120 buyers from the U.S., Europe, Mexico and South America. ARTEXCO set up contacts with potential buyers and will work with technicians for follow up.

- **Social Networks and Digital Marketing:** The Project continued efforts to showcase handicrafts and promote attendance at local events. As a result, ARTEXCO obtained three new contacts during the July-September quarter that are potentially interested in buying handicrafts.
- **Direct Sales:** ARTEXCO set up a new distribution center in Quetzaltenango to sell handicrafts made by RVCP organizations (located near DHL office at Centro Comercial Supercom Delco).

In addition, the RVCP technician specializing in domestic sales continued to promote products in Guatemala City, Antigua Guatemala, Escuintla and Quetzaltenango with direct sales totalling GTQ27,108 and additional orders for GTQ12,000.

ARTEXCO further promoted the relationship with National Geographic to sell handicrafts nationwide. As such, artisans had an opportunity to exhibit their products at local chain stores (CEMACO) in August 2016.

- **Net Annual Income per Producer from Handicraft Sales**

This period, 454 artisans each obtained revenues averaging GTQ1,161.60 from the sale of handicrafts.

- **New or Additional Investment**

As the result of RVCP/ARTEXCO assistance this period, artisans invested an additional GTQ335,505.44 to purchase raw material and cover expenses to care for foot looms provided by RVCP.

- **Employment Generation**

RVCP worked in Year Four to generate 113 jobs to produce 11,028 articles by hand. To that end, producers invested approximately 4.5 hours a day, but it is noteworthy that the new productive tools introduced by technicians enable artisans to produce more in less time.

- **Sales**

Total sales this period came to GTQ1,087,056.64; of this, 20% is from sales on the domestic market, 16% came from sales on international markets and 64% is from sales within their own or neighboring communities.

Table 10
Results Summary for RVCP Component 6

Description	FY2016 Target	Results	% Progress to Date
Total number of individuals trained in business administration	500	1,039	208%
Total number of individuals trained in best productive practices	900	935	104%
Total number of new handicraft products designed	2	159	7950%
Total number of new buyers	4	11	275%
Additional net income per producer from the sale of handicrafts (US\$1=Q7.8)	85	149	175%
Total sales this period (US\$1=Q7.80)	100,000	139,366	139%
New or additional investment in handicrafts (US\$1=Q7.8)	125,000	43,013	34%

4.3 Cross-cutting Issues

4.3.1 Gender

- RVCP/ANACAFE worked in San Marcos to promote the participation of women in productive activities with the results summarized below.
 - Women comprise 27% of the total membership in RVCP organizations. In six of the 52 organizations working with the Project, women make up more than 50% of the members: Cooperativa Integral Agricola Nuevo Eden, Cooperativa Integral Agricola Mujeres con Esencia de Cafe, Cooperativa Integral Agricola Brisas del Ixtal, GAT La Esperanza, GAT Loma El Carmen, GAT Mujeres con Aroma a Cafe and GAT Mujeres Productoras Flor de Cafe.
 - A total of 20 female producers from 12 organizations competed during the V Annual Competition of Women in Coffee Grafting. Ana Maria Niz Maldonado, from GAT Pacala in El Porvenir, San Pablo, took second place and will move up to nationals.
 - Cooperativa Integral Agricola Nuevo Eden in Nuevo Progreso organized a coffee graft competition in March 2016 for a total of 21 competitors (ten men and 11 women).
 - The Project trained two young men and a woman that are members of Asociacion de Caficultores Miguelenses (ACMI) in San Miguel Ixtahuacan in coffee roasting and grinding techniques.
 - A total of 126 women --wives and daughters of the members of coffee organizations in Nuevo Progreso-- took part in the productive activity of grafting coffee plants.
 - A total of 77 adolescent children of producers (58 girls and 19 boys) participated in a course on bread making organized by RVCP. Of these, 20 (15 girls and five boys) are starting to set up bakeries in their communities.
 - A group of women from GAT La Esperanza in La Conquista, Nuevo Progreso, set up a committee prior to taking delivery of a corn mill procured by RVCP. The committee set up bylaws and accounting procedures. In only three months of operations, the committee reports profits of GTQ800 from providing services to mill corn.
 - A total of 86 women occupy positions of authority within 34 producer organizations.

- Huehuetenango:
 - 932 women participate on women committees, boards or management councils for 15 GATs, seven associations and five co-ops.
 - Female coffee producers that received bakery equipment procured by RVCP report total sales of GTQ50,508.
 - Women comprise more than 50% of the members in five coffee grower organizations: GAT Buenos Aires, in Union Cantinil (26 members), ADIESTO, in San Antonio Huista (227 members), Cooperativa La Jacaltequita, in Jacaltenango (50 members), GAT El Aguacatal (15 members) and GAT Nuevo Amanecer (20 members), both in Santa Cruz Barrillas.
 - 21 organizations have at least one woman in a decision-making position: AIDEC, GAT Flor de Limon, GAT El Aguacatal, GAT Villa Linda, GAT Nuevo Tacana, GAT Productivo del Campo, ASPROAG, Cooperativa Esquipulas, GAT California, Asociacion Agricola y Desarrollo Integral Bitenam, Union de Pequenos Caficultores (UPC), GAT Buenos

- Aires, ADICEP, Cooperativa Rio Azul, GAT Nuevo Amanecer, Cooperativa San Antonio, ASIAST, ADIESTO, Cooperativa La Jacaltequita, GAT VICAFE and GAT Centro Jolomtj.
- 20 women and two men from Cooperativa Esquipulas took training on human relations.
- As a result of RVCP/FEDECOCAGUA efforts to address gender Issues:
 - There is a total of 592 women members in 28 coffee producer organizations, of these 62 are in decision-making positions.
 - 433 women participated in training activities (equivalent to 17.96% of total participants).
 - 25 women are attending the Training School for Women in Co-operatives (organized with support from the National Commission for Women in Co-operatives).
 - The Project reports significant increases in participation by women and men in activities that were traditionally considered gender specific. To illustrate, men are increasingly participating in training on sexual and reproductive health, while women are participating in workshops on family gardens. The change in behavior shows that practices are being adopted and families are increasing their knowledge through workshops organized by RVCP/FUNCAFE.
 - RVCP/FEDECOAG organized technical assistance and training activities to strengthen horticulture organizations with equal consideration for women and men.
 - ARTEXCO:
 - Continued the process to train 23 artisans on project development.
 - The course that began in January 2016 closed on August 11, 2016 by completing instruction on human rights, paradigms in female/male relationships, productive activities, conflict resolution, team work and project development. A total of 23 artisans completed the training and became more aware of the importance of gender equality.
 - Completed the training process for 15 facilitators to replicate the contents they acquired on gender equality.
 - The Project organized a meeting on September 22, 2016 for 24 women leaders that have begun replicating the contents on gender considerations that they have learned through RVCP activities. Replicating the activities led to training an additional 166 women as follows: Grupo de Nuevo Progreso (20 women), Asociacion Artesanal Nueva Esperanza –ADAINA (22 women), Asociacion de Desarrollo Integral Santa Maria –ADISAM (12 women), Grupo Petatan (18 women), Asociacion Tanma Witz (22 women), Grupo Pre Cooperativo Sosicor (20 women), Asociacion de Desarrollo Integral y Capacitacion –ADICA (12 women), Cooperativa Estrella de Occidente (25 women) and Cooperativa La Jacaltequita (15 women).

4.3.2 Environmental Mitigation

- To implement environmental mitigation measures in San Marcos as described in the Environmental Mitigation and Monitoring Plan for the Coffee Value Chain, RVCP worked with ANACAFE to organize 73 training events pertaining to climate change. A total of

1,342 coffee producers (985 men and 357 women) participated. As a result, 1,224 growers implemented environmental mitigation measures. A separate report provides further details on progress to implement the Plan.

- To implement environmental mitigation measures in Huehuetenango as described in the Environmental Mitigation and Monitoring Plan for the Coffee Value Chain, (see separate report) and PERSUAP, RVCP worked with ANACAFE as follows:
 - 20 training events for 496 participants (346 men and 150 women);
 - Classroom instruction and hands-on exercises to learn the use and safe handling of pesticides (included providing 50 sets of spray equipment and PPE to curb the spread of coffee rust disease);
 - Set up 120 biodeps for producer organizations; building on that success, growers used their own resources to set up an additional 20 biodeps;
 - Provide technical assistance to 50 coffee growers to maintain an equal number of absorption wells used during harvest season. The wells appropriately treat wastewater from wet mill processing and collect solids for composting or soil amendments.
- FEDECOCAGUA completed activities for environmental mitigation in compliance with the Environmental Monitoring and Mitigation Plan for the Coffee Value Chain as approved by USAID for RVCP (see separate report).
- FEDECOAG:
 - Worked through its *Centro de Generacion y Analisis para el Diseno y Apoyo Tecnico* (CAAT in Spanish) to continue publishing news bulletins on climate conditions and provide producers with timely information to plan their production schedules.
 - Provide PPE for 550 producers from 22 RVCP organizations and provide training on the importance of using and maintaining the equipment to avoid health hazards when in contact with chemicals.
 - Set up six weather stations to a) continuously monitor atmospheric conditions that could affect crops such as potatoes, sweet peas, snow peas, lima beans and cruciferous vegetables; b) provide timely information for technicians and producers on weather conditions, and c) use newsletters and brochures to distribute information on climate.
 - Install 88 bins to collect used pesticide containers at the 22 RVCP horticulture organizations (four bins at each) and continue coordinating with AGREQUIMA to take the refuse.
 - Promote implementation of environmental mitigation measures as described in the Environmental Monitoring and Mitigation Plan for the Horticulture Value Chain (see separate report).
- FUNCAFE continued to implement measures as described in the Environmental Monitoring and Mitigation Plan for the Cross-cutting Issue of Food Security and Nutrition (see separate report).

4.3.3 Entrepreneurial Development

- ANACAFE:

- **Organizational Aspects**

In working in San Marcos to implement SIDEM with 52 organizations, ten of these are currently Type A, 15 are Type B and 27 are Type C. Of the 50 RVCP organizations in Huehuetenango, six are Type A, 16 are Type B and 28 are Type C.

RVCP/ANACAFE technicians specializing in entrepreneurial development scheduled 1,079 technical assistance visits in San Marcos and organized 189 training activities for a total of 1,601 producers. The technicians scheduled 512 visits in Huehuetenango.

- **Legal Status**

RVCP provided technical assistance and support to five coffee groups in San Marcos to establish themselves as co-ops:

- Cooperativa Integral Agricola El Cafetalito (formerly a GAT) El Cafetalito;
- Cooperativa Integral de Comercializacion La Esperanza Emanuel (formerly ECA Emanuel);
- Cooperativa Integral de Comercializacion Brisas del Ixtal (formerly GAT El Paraiso);
- Cooperativa Integral Agricola Mujeres con Esencia de Cafe (formerly GAT Mujeres con Esencia de Cafe), and
- Cooperativa Integral Agricola Caficultores Unidos por el Pueblo Sipacapense (formerly GAT Sipacapa).

Further to the effort, technicians provided support for organizations that recently became co-ops (Nuevo Belen, Corral Grande, Union Tolash and Entre Colinas) while also starting a process to reinstate Cooperativa Integral Agricola San Miguel Arcangel.

- **SIDEM Implementation**

All 52 of the RVCP producer groups in San Marcos, as well as all 50 of the groups in Huehuetenango have implemented at least one of the five SIDEM phases. In working with the GATs that just joined the Project, technicians are focusing on implementing the phase for Governance.

- **Management Practices**

Technicians worked with the 52 grower organizations working with RVCP in San Marcos to improve management practices: (1) balance statements to provide accountability; (2) management officers fulfill their duties; (3) reviewing accounting records and documents; (4) keep accounting records of donated assets; (5) regulations for the fumigation brigades; (6) build capacity to plan and organize regular assemblies; (7) implement the use of responsibility cards; (8) update operational handbooks; (9) install accounting software; (10) use receipts to income and disbursements to improve internal controls; (11) update records to income and disbursements to improve internal controls; (12) implement current accounts

records, receipts for income and disbursements to improve use of financial resources, etc.

A total of 31 of the 50 producer organizations working with RVCP in Huehuetenango improved their practices for financial management, strategic planning, marketing and sales.

– **Updated Accounting Records**

Of the 52 coffee organizations working with RVCP in San Marcos, 19 of the groups with legal status have accounting records that are up to date as of March 31, 2016 and comply with international standards for financial data of small and medium enterprises. Furthermore, 24 of the 50 organizations in Huehuetenango have their accounting records up to date.

– **Increased Membership**

Following RVCP assistance, nine new GATs are set up in San Marcos with 501 members combined.

– **Management Positions**

In San Marcos, Asociacion de Caficultores Miguelenses (ACMI), Cooperativa Integral Agricola Flor del Cafe and Asociacion de Pequenos Caficultores Organicos Mayas Mames kept the position of manager on their payrolls. In Huehuetenango, 18 organizations have management positions on payroll and 22 additional groups have women in decision-making positions.

– **Capital Contributions**

The Project worked with 11 coffee organizations in San Marcos to launch capital accrual programs from member contributions, registration fees, prizes from Fair Trade or interest from member loans: Asociacion Civil de Pequenos Productores Flor del Cafe, Cooperativa Integral Agricola Entre Rios, GAT Cerrito del Buen Cafe, GAT Grano de Oro, GAT Loma del Buen Cafe, Cooperativa Integral Agricola Mujeres con Esencia de Cafe, GAT Petacalapa, GAT Plan Villa Nueva, GAT Mujeres Productoras de Cafe, GAT Mujeres con Aroma a Cafe and GAT Loma El Carmen.

A total of 25 RVCP producer groups in Huehuetenango launched capital accrual programs.

▪ **FEDECOCAGUA:**

– **Organizational Aspects**

Following SIDEM implementation with 28 coffee grower groups working with RVCP/FEDECOCAGUA, 12 are now Type A, ten are Type B and six are Type C.

– **Legal Status**

RVCP/FEDECOCAGUA worked with 24 of the 28 producer groups to obtain legal status as co-ops while four remain as precursor co-ops. Regardless of their current status,

technicians have worked with each organization to promote Internal Management Systems for continuous improvements.

- **SIDEM Implementation**
Out of the 28 coffee grower organizations working with RVCP/FEDECOCAGUA, 26 have implemented at least one of the five SIDEM phases.
 - **Management Practices**
Following RVCP technical assistance and support, 26 coffee grower organizations improved their management practices.
 - **Updated Accounting Records**
Of the 24 groups established as co-ops and following RVCP assistance, 23 have the accounting records up to date.
 - **Increased Membership**
A total of 105 coffee producers joined 12 of the 28 producer groups working with RVCP/FEDECOCAGUA. The increase reflects the fact that growers in the RVCP target area have come to realize the benefits of organizing into groups.
- FEDECOAG:
 - **Organizational Aspects**
Based on the results of diagnostics for the 22 horticulture groups working with RVCP/FEDECOAG to begin SIDEM implementation, 13 are classified as Type B and nine are Type C.
 - **Legal Status**
All of the 22 horticulture producer organizations working with RVCP/FEDECOAG have legal status as either co-ops or associations.
 - **SIDEM Implementation**
Given that many of the aspects for each phase overlap, technicians implemented all five SIDEM phases simultaneously within each of the 22 producer groups. Most organizations have made significant progress in the phases on Governance and Management Strengthening.
 - **Management Practices**
Following RVCP technical assistance and support, all 22 of the grower groups have made significant improvements to their management practices (organization, administration, accounting and taxes).
 - **Updated Accounting Records**
All 22 horticulture organizations have their accounting records up to date and RVCP technicians specializing in organizational strengthening provided ongoing assistance to accountants to clarify any issues.

- **Capital Contributions**
One of the co-operatives working with RVCP received a grant from FEDECOAG for GTQ150,000 as financial support.
- **Women and Youth in Leadership Positions**
Following RVCP/FEDECOAG assistance, 16 horticulture organizations have a combined total of 38 women in decision-making positions (ten on management councils and 28 on boards).
- ARTEXCO:
 - **Organizational Aspects**
RVCP/ARTEXCO is working with 16 handicraft groups, of which ten are Type A and six are Type B.
 - **Legal Status**
Following RVCP/ARTEXCO technical assistance, GAT Xol Witz, in Secheu, Concepcion Huista, Huehuetenango, established itself as Asociacion Artesanal Xol Witz. The organization is recorded at the Registry of Legal Persons by the Ministry of Government under Item 351, page 351, Book V for Associations. This marks the third handicraft group to acquire legal status in RVCP Year Four.
 - **SIDEM Implementation**
RVCP is making progress implementing SIDEM with 16 handicraft producer groups, especially in the phases for Governance, Associative Trade, Management Strengthening and Business Development.
 - **Improved Management Practices**
Following RVCP technical assistance, one handicraft organization completed its regulations, four conducted internal business analyses, five completed their production costs for star products, one has a report on accountability and 11 finished their flow charts for internal sales procedures.
 - **Updated Accounting Records**
Following RVCP/ARTEXCO assistance, nine handicraft organizations continue to keep their accounting records current.
- FUNDASISTEMAS worked as summarized below.
 - **SIDEM Implementation**
 - Produce 11 educational videos (includes scripts, story boards, filming, editing and post production for each) that were approved by USAID.
 - Design and complete pre-production tasks for 14 educational videos to teach SIDEM at a higher level for more advanced professionals from ANACAFE, FEDECOCAGUA, FEDECOAG and ARTEXCO.
 - Update SIDEM ONLINE for use by entrepreneurial development technicians from ANACAFE, FEDECOCAGUA, FEDECOAG and ARTEXCO. Based on feedback from the first class of students that took SIDEM training, the Project revised and

modified content, evaluation, teaching and validation of the courses: (1) how to begin SIDEM ONLINE; (2) Diagnostic; (3) Management Strengthening; (4) Canvas; (5) Strengthening Associative Trade; (6) Business Development, and (7) Entrepreneurial Growth and Community Outreach.

- Redesign the Diagnostic Handbook and tailor it to match the structure used for the other SIDEM manuals.
- The SIDEM Academic and Technical Committee for digital use designed the final evaluation for the last three courses of the digital SIDEM program. The evaluation includes an individual component on the electronic platform (www.sidem.gt) followed by a group exercise with case studies and peer-to-peer evaluations.
- Review, improve, update and publish the second edition of the Studies Program and Handbook on Governance to deliver both documents to the second class registering for the onsite SIDEM training program.
- In response to the need to provide more advanced support to organizations working on entrepreneurial development, the Project developed methodological content and tools tailored to each organization. This provides them with specific tools to improve governance using a corporate approach that extends to financial management, traceability, marketing and support methodologies.
- Design a hybrid distance and on-site training course to provide technicians with continuous access to learning about entrepreneurial development for the RVCP Consortium organizations that will extend beyond the life of the Project. Participants can access resources and learning activities on or off line. They will also have access to videos, lectures, case studies, forum, tasks, webinars and on-line sessions, on-line etiquette, role playing, chats and two on-site classroom sessions for evaluations.
- The Project contracted with a company (Good Ideas) to produce ten sets of visuals for ANACAFE, FEDECOCAGUA, FEDECOAG and ARTEXCO in support of their facilitating and applying SIDEM in producer organizations.

– **Validation and Systematization**

In validating SIDEM, FUNDASISTEMAS continued to provide support to Asociacion de Desarrollo Integral Comunitario de Tejutla (ADICTA) and began the process to support another two organizations by preparing assistance agreements, running diagnostics, self-assessments and assistance plans. To that end, technicians organized 25 validation sessions with ADICTA, plus nine with Asociacion de Desarrollo Integral Los Cerezos (ADILC) and 11 with Asociacion Vida de Padres y Amigos de Personas Discapacitadas de Tejutla (ASOVIPADIT). The sessions covered all five SIDEM phases.

Further to the effort, technicians systematized 29 workshops: 20 used for the first graduating class taking SIDEM training, five workshops to evaluate progress for the first class and four workshops for validation by the second graduating class.

– **SIDEM Implementation**

- The on-site SIDEM training program transferred the SIDEM methodology to 12 entrepreneurial development technicians from RVCP Consortium organizations that comprise the second graduating class. To this end, the Project organized 12 workshops and provided each participant with a teaching kit and basic material to facilitate SIDEM implementation within producer organizations.

- SIDEM specialists coordinated efforts with RVCP Consortium organizations to schedule four workshops for leaders from producer organizations, as follows:
 - Two workshops for leaders, presidents, legal representatives or managers from organizations or associations working with RVCP/ARTEXCO. Content included issues on cooperatives, characteristics of co-ops and associations, duties and responsibilities of boards of directors, developing project profiles and providing accountability. Each workshop lasted ten hours. The first included 24 participants (six men and 18 women), while the second had 22 participants (18 women and four men).
 - One 12-hour workshop on governance and accountability for leaders, legal representatives, presidents and managers of co-ops and associations working with RVCP/FEDECOAG.
 - One workshop on co-operatives and financial management for a total of 15 producers (13 men and two women) as leaders, legal representatives, presidents and managers of precursor groups for co-operatives working with RVCP/ANACAFE in Santa Cruz Barillas, Huehuetenango.
- Following the workshops to transfer methodology and learning, each technician from RVCP Consortium organizations planned and scheduled SIDEM application for the respective producer groups using the results from diagnostics. The SIDEM facilitation team from RVCP/FUNDASISTEMAS provided assistance throughout.

As a systemic process, prior to each meeting, participants joined in planning and coordinating activities then followed the workshops with feedback sessions and reinforcement. The meetings included technicians from FUNDASISTEMAS, as well as from RVCP Consortium organizations to exchange information and find ways to ensure continuous improvement of SIDEM methodologies.

FUNDASISTEMAS worked with 22 technicians from RVCP Consortium organizations to apply SIDEM with 60 producer groups (43 in Huehuetenango and 17 in San Marcos). Of these, 19 are working with FEDECOCAGUA, 22 with FEDECOAG and 16 with ARTEXCO.

In addition, the Project scheduled 407 assistance visits, of which 332 were field visits and 75 were working meetings to coordinate and reinforce methods: ARTEXCO (83 assistance visits), FEDECOAG (135 assistance visits) and FEDECOCAGUA (114 assistance visits). The remaining 45 instances were meetings to validate the process.

In response to a request from ANACAFE, the Project contracted a financial services organization for sustainable agriculture (SEFAS in Spanish) to provide assistance on financial management and funding sources. The consultancy will deliver a process to support, assist and strengthen producer organizations working with RVCP/ANACAFE prior to seeking financing for at least six producer groups. The consultancy has produced the following to date:

- Diagnostic on 11 producer groups in Huehuetenango to evaluate their potential to access either bank or micro-financing;
- A short-term strategy to facilitate access to financing;

- Select a financial service provider that might respond to the demand;
- Worked closely with two organizations to access financing, pending assistance to four additional organizations, and
- Provide recommendations to ANACAFE and FUNDASISTEMAS on possible actions to increase possibility of coffee producer organizations obtaining bank or micro-financing.

SEFAS delivered three reports: a) diagnostics on five producer organizations; b) diagnostics on six new producer groups and follow up on four of the prior groups, and c) a strategy to link financial services to six or seven of the ten organizations that completed the diagnostics.

- The Project organized a public event on March 5, 2016 at the Highlands Campus of Del Valle University in Solola for the 44 participants graduating from the online SIDEM Training Program. In order to complete the training, participants had 200 hours of instruction (videos, lectures, case studies, fora, assignments, webinars, chats, role playing, classroom presentations and evaluations).

The Project also monitored quality of learning and the effectiveness of the teaching tools and continuous improvement cycle. To this end, instructors designed on-line evaluations for participants to provide feedback. Answers were placed on a scale of one to five (much less than expected, less than expected, as expected, surpassed expectation and greatly surpassed expectations). The tool also allowed participants to comment on their individual experience and provide suggestions for improvement.

– **Trade Strategy**

The RVCP Project Proposal document states, *“Financial independence, leverage and creditworthiness are qualities that FUNDASISTEMAS seeks to systematically develop over time to promote the ability of producers and organizations to generate capital following technical assistance by Consortium organizations with the purpose of creating in them the capacity to self-finance or leverage external financing.”*

To create this type of ecosystem, the Project completed the following from October 2015 through June 2016.

- **Financial Products:** Technicians developed technical data sheets on financial products and business services that organizations can access if they qualify.
- **Registration Form and Pre-Qualification Questionnaire:** Technicians designed an online registration form and questionnaire for RVCP organizations. The data fields include details on a) the organization itself; b) primary activity and geographic area; c) size of the organization based on membership, and d) management and operational aspects.

Producer groups that would be capable of investment and have entrepreneurial capacity also answer a questionnaire that complements the information from the registration form, as follows:

- **Ideological framework:** mission, vision and value statements plus description of the organization’s competitive advantages;

- **Working environment:** strengths and weaknesses, behavior of the sector, market tendencies, competitors and potential customers;
- **Organizational structure:** strategies, operations, distribution production and value chains;
- **Financial structure:** financial and accounting information, forecasts, etc.
- **Human resource management**

The questionnaire is a pre-requisite for the in-depth interview process to complete a diagnostic on investment potential and viability, including risk assessments.

- **Prepare a presentation of the Accelerator System for Organizations in the Impact Fund (SAEI in Spanish) (value proposal):** The presentation is interesting, systematic and didactic to graphically portray general concepts and the scope for the SAEI, as well as describe required qualifications, financial products, risk qualification, investment agreements, compliance audits and acceleration (strengthening and provision of technical assistance).

The presentation illustrated the objective, use and benefits of several instruments including the registration form, the questionnaire, the requirements and procedures to access SAEI.

- **Training RVCP/FUNDASISTEMAS Officials:** The Project organized a training activity on the concept and on the scope of for SAEI, including descriptions of the questionnaire and qualification process, financial products, risk assessment, investment agreements, compliance audits and acceleration (strengthening and technical assistance).

The RVCP/FUNDASISTEMAS team completed training on the use and benefits of each instrument listed above.

- **Opening and Selection of RVCP organizations, Pre-qualification process and Individual Diagnostics for RVCP Organizations:** To each of these points, ANACAFE identified six producer groups with significant potential for investment. Furthermore, the Project researched each business or productive activity of the organizations, needs and requirements. To complete that process, the RVCP/FUNDASISTEMAS team participated in orientation provided by personnel from the Impact Fund and reviewed the registration form as their first instrument.

Technicians then approached the selected organizations to present them with the objective and scope of SAEI. Later in the process, the RVCP Director issued instructions to suspend the presentations because FUNDASISTEMAS would merely function in the role of advisor and/or facilitator of the process to develop capacity within six producer groups selected by ANACAFE for financial management.

- **Simulator Tool to Assess Financial Scenarios:** To provide a dynamic and effective tool that models various financial scenarios and that provides access to financial analyses under SAEI, technicians developed a seven-month work plan (March-September 2016). The work plan is designed to produce the modeling tool for

financial scenarios, including specific variables characteristic of the RVCP working environment.

Given the decision described above to reduce FUNDASISTEMAS participation assisting producer organizations to develop financial capacity, the Project suspended further work on the financial tool. Nevertheless, the current stage of the tool allows it to estimate and analyze the Ecosystem model. The work includes macro- and microeconomic variables in context that might impact the ecosystem, as follows:

- **Analyze and determine variables:** The tool includes three categories for variables to improve control and analyses of each. Values are broken down into four groups: a) income to summarize variables for revenue; b) micro context with variables affecting the ecosystem and under the control of the organizations; c) macro context, variables beyond the control of the ecosystem, and d) disbursements (expenditures).
- **Human resources and fixed assets:** The Project determined the staff required to run the ecosystem; base salaries for each position and hiring deadlines. The tool automatically sets the date to account for specific expenditures to each staff position and estimates benefits plus monthly cash flow requirements.
- **Revenue and expenses:** This module related variables for income to set the value of services and considers percentage of market share to determine the organizations that need monthly assistance, including accrued interest. The module also provides monthly estimates of all revenue, some of which is contingent upon variables and others upon different models such as human resources and amortized fixed assets.
- **Financial Analyses and Flow Variables:** The tool automatically generates various financial estimates, profit and loss statements and cash flow statements.
- **Traceability**
 - The team met with each of the RVCP Consortium organizations to present the scope of the traceability program and activities. The meetings also provided opportunities to assess the needs of each organization and reach agreements on joint operations.
 - Technicians input the criteria in the Certifications Matrix for seven certifications. The matrix covers minimal requirements or critical requirements for each of the global standards on coffee production: Rainforest Alliance Certified™, C.A.F.E. Practices (Starbucks), Nespresso AAA Sustainable Quality™, Code of Ethics 4 C, EEC Regulations 2092/91, UTZ Individual Code of Conduct and Chain of Custody and Fair Trade.
 - Technicians met with two software specialists to design support tools for the certification matrix. FEDECOCAGUA provided guidelines for multi-certifications for analysis and determination if it meets the needs of all RVCP Consortium organizations (avoid the need for an additional support tool). Following the review, the Project decided that the guidelines were not in compliance with current certification standards and rejected it.

- The Project worked with FEDECOCAGUA and ANACAFE to schedule two roundtable discussions on traceability as implemented by Cooperativa San Jose El Obrero and Asociacion de Caficultores Flor del Cafe. Participants structured the coffee value chain in each organization so that the data could become the basis for a methodology in the next phase of SIDEM.
- The Project reviewed data fields for the grower registration form and technical data sheet used by members of ANACAFE. The review provided information on each organization within the RVCP Consortium as will be required to operate the support tool.
- The Project analyzed five traceability software programs: Farmforce, CropsterOrigin, TaroWorks, Acopio and Geotraceability.

The Project also met with representatives from Syngenta Foundation implementing the FarmForce program in Guatemala by producer groups (FairFruit, more specifically, by ADISAGUA growing export vegetables). The tool helped create an improved traceability system, internal management systems and reduced time in the field to collect and analyze data. The Project is still evaluating the operational aspects of the tool as applicable to RVCP value chains, together with implementation costs and maintenance requirements.

Following the review of all five traceability programs, the Project chose CropsterOrigin as the best option.

- The Project scheduled conference calls with Cropster representatives for each of the RVCP Consortium organizations to discuss the tool (use and functionality), contracting conditions and subsidies through USAID-FUNDASISTEMAS. Following discussions and description of optimal use of the software, the Project scheduled meetings to conduct practice runs using real data.

Results include: (1) ARTEXCO, FEDECOCAGUA and FUNDASISTEMAS agreed to procure the tool; (2) FEDECOAG declined because the market for vegetables does not require any type of international certification, ergo no need for traceability, and (3) ANACAFE referred the information to four coffee producer organizations and was noncommittal about a contract with Cropster given that the organization is already implementing a traceability component under another project. None of the coffee grower groups expressed interest in purchasing the program directly as they often have unreliable internet connections.

- The Project generated field data from coffee producer organizations, potato growers, pottery and textile artisans to set up value chains for each of those products and relay the information to the methodological team responsible for preparing tools and handbooks. Technicians also systematized the productive processes for pottery items.
- Given that ANACAFE expressed interest in again using the Coffee Search tool for traceability, the Project reviewed its suitability. After several meetings with ANACAFE and the RVCP UIP, the decision was made that the tool is obsolete and updates would require too much effort, time and money.
- Cooperativa San Jose El Obrero was selected as a pilot organization to validate the prototype for traceability (working through FEDECOCAGUA).

- Experts on methodological development from an NGO (IDEA) used RVCP field data to design a series of lectures on traceability and environmental concerns with exercises, tools, videos and evaluations. As such, the material is tailored for training purposes for technicians from RVCP Consortium organizations so that they can in turn replicate the contents within producer groups.

4.3.4 Financial Services

- With assistance from RVCP/FEDECOAG, 211 horticulture producers (171 men and 40 women) from 13 organizations (nine co-ops and four associations) obtained funding in the amount of GTQ4,107,807.85 to finance potato, snow pea, pea, lima bean and cruciferous vegetable crops.
- Following assistance by RVCP/FEDECOAG, 71 horticulture producers from several grower groups (Cooperativa San Pedro Unido, Cooperativa 10 de Abril, Cooperativa El Paraiso and Asociacion El Esfuerzo) in San Marcos, obtained funds from the FONTIERRAS Land Lease Program in the amount of GTQ182,825. Of this, GTQ149,100 were loan funds and GTQ33,725 came in the form of subsidies. Conditions for the funding are that each family can obtain a loan for GTQ2,100 and a subsidy of GTQ475.
- RVCP/FEDECOAG promoted a partnership that enabled Cooperativa 10 de Abril to provide nine members of Asociacion de Desarrollo Integral de Tejutla (ASADIT) with a loan for GTQ70,000 to grow potatoes.

4.3.5 Communications

- The RVCP UIP continued to move forward in implementing the communications strategy (*Estrategia de Comunicacion: Comunicacion para el Desarrollo y Enfoque de Mercadeo Social*). To that end, the Project organized a public event on May 3, 2016 to share RVCP results with representatives from governments, NGOs and other USAID projects, as well as for members of Congress, municipal authorities and governors in the RVCP coverage area. The event also included a display of products from RVCP groups.

The Project also published weekly informational bulletins describing RVCP activities, plus updated postings on the website and Twitter feed.

- FUNCAFE completed activities as follows:
 - **Facebook**
FUNCAFE posted on average once a week to describe RVCP Education and SAN activities. The posts reached 63,163 individuals (56% women and 44% men) that remain informed on FUNCAFE work under RVCP (see FUNCAFE page on Facebook).
 - **Institutional Newsletters**
FUNCAFE designed and distributed 47 institutional bulletins reporting on the RVCP SAN Component (29 issues) and Education (18 issues) Component. The bulletins reached more than 400 individuals representing organizations that operate nationally. Distribution is digital and promoted through social networks and emails.
 - **Working Groups on Communications**
RVCP/FUNCAFE technicians were active participants to develop a communications strategy for social change and behavior in support of the USAID WHIP program. To

that end, participants contributed to the working group on value chains contributing FUNCAFE's ten years of field experience. The experience includes family gardens and small livestock as a food security and nutritional activity that is sustainable. The strategy includes using a communication model tailored to five target audiences (midwives, grandparents and in-laws; husbands and males; religious leaders, and leaders/community facilitators).

– **Specialty Coffee Association (SCAA) Tradeshow**

FUNCAFE participated in the SCAA tradeshow in April 2016 to promote recent RVCP activities under the components for Education and Food Security and Nutrition. The show provided an opportunity to pique the interest of organizations including Starbucks Coffee, National Coffee Association, Coffee Quality Institute, University of Colorado, ITOCHU Corporation, Food 4 Farmers, Aeonliquor, Lutheran World Relief, IWCA -International Women's Coffee Alliance and GrainPro Inc.

Following the tradeshow, FUNCAFE signed a letter of understanding with EGSA S.A., representing GrainPro Guatemala. EGSA will provide FUNCAFE with GTQ1.00 from every bag GrainPro sells in the Guatemalan coffee sector. The donation will be 50% in cash to fund family and school gardens, with the remaining 50% as in kind donations to support food security and nutrition objectives.

4.3.6 Coordination with Local and National Governments (Political Dialogue)

- RVCP/FEDECOCAGUA provided assistance to several co-ops (Pena Roja, Agua Dulce, Hoja Blanca, Nuestro Futuro and La Esperansita) to coordinate efforts with their respective COCODEs in coffee producer communities to improve awareness about littering and public sanitation. Furthermore, Cooperativa La Esperansita donated land (436.81 mts²) to the COCODE in La Esperanza, El Rodeo, San Marcos to build a community health center.
- FUNCAFE:
 - Continued to participate in the Alliance for Nutrition comprised of 23 private sector organizations and civil society groups working to reduce chronic child malnutrition. The effort supports processes such as surveys and assessments to improve first-tier health services and monitor Ministry of Health activities within the Thousand Day Window. The work also included reviewing a strategy for the incoming administration to implement in rural areas for child immunization.
 - Continued to participate in the Chabil Ixim group as part of the Alliance for Nutrition. The purpose of the group is to advocate decision makers to address the effects of mycotoxin poisoning from grain consumption (birth defects such as spina bifida, harelip and split palate) and chronic child malnutrition. Efforts included reviewing a draft protocol for the Ministry of Health to provide epidemiological oversight to track and record birth defects in Guatemala.
 - Begin participating in the Sectoral Group on Nutrition led by UNICEF in Guatemala. The group works on a national basis with representatives from the international donor community, public sector institutions and NGOs to benefit children of Guatemala and fight chronic malnutrition (including the Ministry of Health, the Secretariat for Nutrition and Food Security, the World Food Programme, Action Against Hunger, Plan International, the Guatemalan Red Cross and the Child Fund). The group provides for exchange and coordination; FUNCAFE advocates so that

health services improve in the RVCP coverage area, especially first-tier services and immunization programs for children under five.

- Continued to participate on four Municipal Councils for Food Security and Nutrition (COMUSANs in Spanish) –two in Huehuetenango and two in San Marcos). The councils advocate municipal governments and local organizations to prioritize assistance to undernourished children using home visits by RVCP/FUNCAFE technicians to the families of members in RVCP producer groups (coffee, horticulture and handicrafts). FUNCAFE also provides training, educational material, assistance and logistical support for activities under COMUSAN initiatives.
- Continue to participate on the National Health Council as a substitute representative for the private sector. The Council meets monthly to discuss strategic issues of governance in the health sector. The Ministry of Health is currently restructuring the model for first-tier health services to better assist the most vulnerable communities, but much remains to be done.

5. Coordination, Cooperation and Information Exchange with other USAID/Guatemala Projects under the Western Highlands Integrated Program (WHIP)

- RVCP continued to participate in meetings of the Central Coordination Committee and the Departmental Coordination Committees for Huehuetenango and San Marcos, a USAID initiative to promote greater cooperation among projects under the Western Highlands Integrated Program (WHIP). RVCP contributes with joint actions agreed with the Central Coordination Committee for San Marcos to serve the community of Tocache, San Pablo.
- RVCP moved forward in joint efforts with the USAID/NCBA-CLUSA Project to work with ten coffee producer groups in Tajumulco, San Pablo, Nuevo Progreso and San Miguel Ixtahuacan, all in San Marcos, and coordinate activities on food security and nutrition. The activities are described in the Memorandum of Understanding signed by both projects on December 9, 2015. Technicians from both projects worked together to train and provide technical assistance to families from the producer organizations to set up small livestock projects that would both add animal protein to their diets and increase family income. The USAID/NCBA-CLUSA Project provided GTQ173,600 as seed capital to implement the projects through ANACAFE with seven RVCP organizations in San Marcos: Cooperativa Integral Agricola Mujeres con Esencia de Cafe, Cooperativa Integral Agricola Flor del Cafe, Cooperativa Integral de Comercializacion Brisas del Ixtal, GAT Plan Villa Nueva, Asociacion de Desarrollo Integral Txol Kab´E Chman Wutz (ACDI), GAT La Pena and GAT Siete Platos. The projects will produce animal protein to complement the diets of 124 producer families. The Project also provided GTQ74,500 to set up small livestock units (laying hens and roasters) for families of coffee producers from three RVCP co-ops in San Marcos working with FEDECOCAGUA: San Jose, La Bendicion and Riveras del Cabuz.
- RVCP continued communication and coordination efforts with the USAID MasFrijol Project to fulfill the commitments described in the Memorandum of Understanding signed by both projects on January 28, 2015. The activities benefit families from RVCP producer groups, specifically as the Project provided 868 bags of improved black bean seed for the 2016

growing season (606 bags in San Marcos and 262 bags in Huehuetenango). Each bag contains five pounds of seed (a total of 4,340 pounds) to benefit 868 families (606 in San Marcos and 262 in Huehuetenango). RVCP/FUNCAFE technicians distributed the seeds donated by MasFrijol.

- RVCP continued to coordinate activities with The Nature Conservancy (TNC) to fulfill the commitments described in the Memorandum of Understanding signed on November 29, 2013 as part of the USAID/Guatemala Project on Climate, Nature and Communities. The joint effort between TNC and RVCP included demo plots to show producers from Cooperativa La Igualdad, San Pablo, San Marcos recommended practices to adapt to climate change. To that end, TNC provided funds to: (1) plant tree species suitable for lumber on four hectares at an investment of GTQ6,100; (2) produce 36,600 pounds of bocashi fertilizer with an investment of GTQ27,816, and (3) acquire agricultural supplies and field tools with an investment of GTQ7,700. RVCP/ANACAFE provided the technical assistance as required.

The Project tracked agreements between ANACAFE and Catholic Relief Services (CRS) to work in San Marcos with the Food Security Program for the First Thousand Days (SEGAMIL in Spanish). To that end, RVCP/ANACAFE technicians selected 223 families in vulnerable conditions, provided technical assistance and then provided support to set up eight GATs comprised of 216 small-scale coffee producers in Tajumulco. In contributing to the effort, CRS/SEGAMIL provided:

- Fertilizer and soil amendments for a total of GTQ36,720.
 - Eight semi-integrated de-pulping modules with a total value of GTQ144,000; CRS/SEGAMIL contributed GTQ32,000 to cover the installation costs, while coffee growers contributed with GTQ48,000.
 - Material and supplies for two workshops on maintaining de-pulping equipment with an investment of GTQ9,000.
 - Organize a certification course on post-harvesting techniques for 22 coffee growers from eight GATs working jointly with SEGAMIL and RVCP at a cost of GTQ3,200.
 - Procure eight management kits for the same number of grower groups, that include ledgers to record meeting minutes, ledgers for current accounts and revenue or expenditure receipts (total cost of GTQ4,320).
- With support from the CRS Cafe Verde Project, RVCP worked with coffee growers in Nuevo Progreso to conduct soil sampling and assess available nutrients. Technicians sent 58 samples to the ANACAFE Lab for Soil, Leaf and Water Analyses at a total cost of GTQ11,020 covered by CRS/Cafe Verde. RVCP procured 51,150 pounds of chemical fertilizer for application by 310 growers at a cost of GTQ97,185.
 - RVCP continued joint efforts in Huehuetenango with the Program for Comprehensive Action on Food Security and Nutrition in the Western Highlands (PCI/PAISANO) to work in nine communities in Todos Santos Cuchumatán and San Antonio Huista. The activities will benefit 150 families of small scale producers organized into nine GATs.

ANACAFE and PCI/PAISANO officially acknowledged the coordination in a Memorandum of Understanding and Cooperation with results as follows:

- Implement 36 demo plots in nine communities (four plots per community) that include four Rural Training Centers on Coffee Production (CERCAFES in Spanish) distributed between San Antonio Huista (two) and Todos Santos Cuchumatán (two). Technicians implemented soil conservation practices and the use of organic material in activities at the four CERCAFES.
 - Procure 30,000 coffee seedlings as follows: Sarchimor (8,000 plants), Costa Rica 95 (10,000 plants) and Caturra (12,000 plants) for distribution among 150 families (200 seedlings per family) to produce additional unadulterated seed. The families receiving seedlings contributed GTQ11,000 to cover transportation costs.
- The Guatemala HC3 Project is working in San Marcos on a qualitative study that will become the basis for a WHIP communications strategy. RVCP/FUNCAFE is providing logistical support and technical assistance in two pilot communities: (1) San Juan Bullaj, Tajumulco and (2) San Jose Santa Rita, Sibinal.
 - A project in Washington on Leveraging Economic Opportunities (LEO) is conducting a study of USAID implementing partners that can provide opportunities for youth. RVCP/FUNCAFE technicians provided information and field work to visit several areas. Technicians also disseminated information on the effort through the accelerated learning center in Huista, Huehuetenango and through the horticulture programs in Solola at Del Valle University. The LEO Project recorded a success story and RVCP case studies.
 - The USAID Local Nexus Project invited RVCP technicians (ANACAFE, FEDECOCAGUA and FUNCAFE) to join leaders from coffee grower groups at workshops to develop municipal plans on resilience and adaptation to climate change. The Nature Conservancy facilitated the workshops in several locations in Huehuetenango and San Marcos.
 - Coordinate with Counterpart International to implement a project on organizational and productive strengthening for three RVCP coffee organizations (Cooperativa Integral Agrícola Nuevo Eden, Cooperativa Integral Agrícola Entre Ríos and Asociación de Caficultores Miguelenses). To this end, Counterpart International provided a grant of GTQ76,475 to each organization to purchase office furniture and equipment and purchase crop supplies.
 - RVCP/FUNCAFE technicians worked in May 2016 to coordinate efforts for a visit by Dr. Baudilio Lopez, USAID Health Officer to Huehuetenango to see three communities in La Libertad and Jacaltenango. The purpose of the visit was to determine bottle necks in delivering quality health services and any possibility that the Health Office might proffer to improve said services.
 - RVCP/FEDECOAG coordinated efforts with Agropecuaria Popoyán to evaluate phytopathogenic fungi to control disease in vegetable crops caused by *Fusarium* and by *Bemisia tabaci*. The tests were conducted at the Experimental Station for Horticulture production run by FEDECOAG in Chiantla, Huehuetenango.
 - RVCP/FUNDASISTEMAS engaged with Mercy Corps as it implements the FarmForce traceability tool within six organizations of horticulture producers. Technicians obtained the cost-benefit analysis on implementing the tool and discussed a possible partnership

with RVCP/FUNDASISTEMAS to validate the tool with horticulture producer organizations.

- RVCP/FUNDASISTEMAS met with the director from the Guatemala Farmer to Farmer Program to seek opportunities for international professional assistance on systems. Following the discussions, FUNDASISTEMAS received:
 - Assistance visits from an expert on potato seed production, including site visits to producers to identify weaknesses, disease and inappropriate handling while providing technical recommendations for corrections
 - Two volunteers to work at the lab for oyster mushrooms to improve production processes and add in button mushroom production.