



USAID
DEL PUEBLO DE LOS ESTADOS
UNIDOS DE AMÉRICA

Cadenas de Valor Rurales

Huehuetenango y San Marcos



Rural Value Chains Project

USAID Cooperative Agreement 520-A-12-00004 ANACAFE - USAID

Annual Work Plan

October 1, 2016 through May 30, 2017

Guatemala, August 30, 2016

1. Introduction

The Presidential Initiative on Feed the Future (FtF) is built upon the premise that poverty and hunger are closely intertwined. In response, the United States Government focused efforts on promoting economic development in selected priority countries, of which Guatemala is one, in combination with host country investment to comprehensively combat hunger and chronic malnutrition.

The Rural Value Chains Project (RVCP) falls within the FtF framework and is implemented under USAID Cooperative Agreement AID-520-A-12-00004 signed on May 31, 2012 between USAID/Guatemala and ANACAFE. Project implementation concludes on May 30, 2017. Activities over the five-year life of the Project produced behavioral changes among producers and their families that are closely connected to economic growth and improved nutrition.

As such, the RVCP targets and objectives make a significant contribution the foundation required for coffee, horticulture and handicraft value chains to expand their coverage to greater numbers of small-scale producers—particularly women, youth and indigenous groups—to ensure that they are better positioned to take advantage of sustained and long-term economic growth. RVCP expected results include increased producer income by means of innovative production techniques and better access to markets, as well as improved nutrition by means of behavioral changes among the RVCP target population by applying a comprehensive educational approach.

Cooperative Agreement AID-520-A-12-00004 stipulates a requirement to submit an Annual Work Plan to describe the commitments undertaken by the consortium and lists the activities to ensure progress toward expected results over the five years in the life of the Project.

Annex A to the Agreement stipulates a requirement to submit annual work plans on August 30 of each year describing activities from October 1 of that year until September 30 of the following year.

To this end, the RVCP Project Implementation Unit (UIP in Spanish) facilitated contributions by technical staff from each of the Consortium organizations to develop the work plan for the final eight months of the Project from October 1, 2016 through May 30, 2017. The Plan includes the four sections described below as an instrument in support of the activities within the RVCP framework to be undertaken by each of the Consortium organizations in the final period in the life of the Project.

- 1. Description:** a) overview and target amounts set during the five years in the life of the Project; b) targets for the final eight months of RVCP implementation; c) description of principal activities for said period; d) timeline, and e) list of responsible parties per activity;
- 2. Narrative:** a) brief overview of the Project; b) implementation context (descriptions of the communities and producer organizations); c) RVCP institutionalization; d) principle activities by component and crosscutting theme; e) implementation obstacles and mitigation measures, and f) coordination, cooperation and information exchange mechanisms with other FtF institutions;
- 3. Budget:** detailing line items and funds required to implement RVCP activities, and
- 4. Procurement Plan:** detailing and justifying planned procurement in support of RVCP activities.

The four sections of the Work Plan for Year 4 are closely related, but are presented as separate items to facilitate management. This report constitutes the narrative section of the Work Plan for the period from October 1, 2016 through May 30, 2017.

Underscoring the fact that RVCP concludes on May 30, 2017, activities described in the current work plan narrative are designed for the Project exit strategy to consolidate the processes that date back to 2012 and seek their sustainability. The Project contracted a short-term consultancy to develop the exit strategies for ANACAFE as the lead organization in the RVCP Consortium, and for FUNCAFE as the organization with the closest ties to ANACAFE and responsibility for the RVCP component on food security and nutrition. As such, the activities ensure a structured and orderly exit for both organizations in the RVCP target area that facilitates the sustainability of Project accomplishments. It is noteworthy that ARTEXCO has an exit strategy already in place and the RVCP UIP will promote respective exit strategies within FEDECOCAGUA and FEDECOAG.

The Project reports that ANACAFE, FEDECOCAGUA, FEDECOAG, ARTEXCO and FUNCAFE have each expressed their institutional intent to continue providing technical assistance and training as necessary for producers and their families to continue implementing good productive practices, post-harvest techniques and food security and nutrition as promoted by RVCP from inception.

2. Overview: Rural Value Chains Project (RVCP)

As indicated above, RVCP falls within the framework for the Feed the Future (FtF) Initiative to contribute to long-term food security and nutrition in 19 countries, including Guatemala. The Obama Administration launched the FtF Initiative in 2010 to combine the efforts of 11 USG agencies. By increasing the agricultural productivity of small-scale farmers, empowering women, promoting institutional capacity, integrating agriculture into nutrition while encouraging collaboration and association among a diverse group of stakeholders with support from political spheres, FtF lays the groundwork for economic growth, poverty reduction and reduced chronic malnutrition in all 19 countries.

To those ends, RVCP has two key objectives as follows:

The FtF initiative is two pronged: 1) address the root causes of hunger limiting the potential of millions of individuals, and 2) lay an enduring foundation for change by aligning USG resources with the processes of each of the countries to produce longstanding, multisector partnerships.

To those ends, RVCP has two key objectives:

- Reduce poverty and malnutrition rates in 22 municipalities located in the provinces (*departamentos* in Spanish) of Huehuetenango and San Marcos¹ by increasing the household income of small producers from participating organizations in the coffee, horticulture and handicraft value chains, and

¹ Huehuetenango: Jacaltenango, Chiantla, Union Cantinil, San Sebastian Huehuetenango, Todos Santos Cuchumatan, Santa Cruz Barrillas, Cuilco, Concepcion Huista, San Antonio Huista, La Libertad and La Democracia. San Marcos: El Rodeo, San Rafael Pie de la Cuesta, San Lorenzo, San Pablo, Tajumulco, Nuevo Progreso, Sibinal, San Miguel Ixtahuacan, San Pedro Sacatepequez, Tejutla and San Marcos. The last three municipalities were included with USAID approval on June 28, 2013.

- Produce deep-rooted behavioral change so that increased incomes remain sustainable and ensure improvements to the nutritional wellbeing of the families of Project beneficiaries in the short, medium and long terms.

The Project is designed to reach the objectives by broadening the participation of poor rural households in value chains for coffee, horticulture and handicrafts. In addition, the Project will assist the value chains to better access local, regional and international markets. Furthermore, RVCP promotes activities pertaining to nutrition and food security to encourage better use of food to reduce levels of chronic infant malnutrition.

In reaching these objectives, RVCP implements activities under the following components:

- I. Improved competitiveness along the value chains;
- II. Expanded participation in the value chains;
- III. Improved agricultural productivity;
- IV. Expanded trade and increased markets
Note: implementation activities for this Component were excluded from the USAID/ANACAFE Agreement.
- V. Improved food production and use, and
- VI. Improvements to the handicrafts value chain.

Although structured around the components listed above, the Project also includes the following crosscutting themes.

- o Education and Training
- o Entrepreneurial Development
- o Environmental Mitigation
- o Financial Services
- o Communications (information)
- o Engaging local and national government (political dialogue).

RVCP implementation is a responsibility shared by the consortium organizations led by ANACAFE as the primary organization, together with the Guatemalan Confederation of Cooperatives (*Confederacion Guatemalteca de Federaciones de Cooperativas – CONFECOOP*) comprised of 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 organizations of small-scale producers are key members of the Consortium and, as such, are the key means to accomplish sustainable development that extends beyond the life of RVCP.

The Consortium’s implementing strategy is flexible and dynamic whereby RVCP activities will be institutionalized within producer organizations so that they continue to institute change upon a sustainable foundation beyond the life of the Project. Behavioral changes among small-scale producers and their families together with institutional and entrepreneurial innovation are what

steer RVCP activities. The three RVCP implementation pillars are: (1) participation, (2) competitiveness and (3) improvements to the livelihood of its beneficiaries.

In sum, the challenge facing RVCP partners lies not only in finding the formula that will produce better quality coffee, improve horticulture production for higher value or optimize the production of handicrafts, but rather to also broaden the participation of small producer groups under equitable and profitable market conditions. More so, the challenge also lies in strengthening the producer groups to ensure that they remain participatory, inclusive and resilient.

3. RVCP Implementation Context

3.1 Community Characteristics

- Members of the coffee, horticulture and handicraft organizations in those communities selected for RVCP are primarily located in remote areas with difficult access and at some distance from their local seat of government (*cabecera municipal*). These communities are in precarious conditions lacking basic services. A significant percentage of the members from those communities work in coffee; the families make their living as day laborers, subsistence farmers or from informal handicraft production. Much of the population provides seasonal labor to supplement their income.

ARTEXCO works to implement RVCP activities in 27 communities that were in danger of losing their handicraft traditions threatened by imported synthetic material, low wages and youth with little interest in learning the craft. RVCP interventions rekindled this economic activity and awakened interest among younger workers to continue to make handicrafts by taking advantage of the tools procured by RVCP to optimize productive processes and lower production costs.

- The communities are primarily indigenous population from three ethnic groups: Mam, Quiche and Kaqchikel. The languages spoken are Popti, Kanjobal, Mam, Pocomam, Quiche and Kaqchikel.
- RVCP communities are about 90% reliant on coffee production, primarily micro, small and medium growers producing coffee as follows: Strictly Hard Bean (SHB) (70%), Hard Bean (HB) (20%) and Extra Prime (EP) (10%). The coffee tree varieties that predominate in the area are about 98% Arabica – Bourbon, Caturra, Catuai, Pache. The remaining two percent is Robusta, found primarily in the San Marcos lowlands. The land upon which coffee is planted is sloped (80%) and hilly (20%). The soils are volcanic and predominantly loamy clay, loamy sandy and chalky clay.
- The growers participating through RVCP reside primarily in communities facing dire circumstances because of the global financial crisis and the effects of climate change. The problems they face include:
 - food insecurity;
 - reliance on a single crop (90% reliant on coffee production) while some individuals provide seasonal labor in nearby areas;
 - 70% of the road infrastructure is in poor condition; many are dirt roads that are difficult to travel during the rainy season;

- public services are deficient or almost non-existent (health, security and education);
- limited income diversification;
- increased environmental impact from human activities, and
- high levels of poverty and chronic child malnutrition.

3.2 Characteristics of Producer Organizations

- As a rule, the following characteristics apply to all RVCP producer organizations.
 - About 90% of their members have little schooling and high rates of illiteracy.
 - About 90% of the organizations have an ageing membership; on average, their members are over 45.
 - About 90% of the organizations have vulnerable administrative processes in place; primarily attributable to limited management capability.
 - About 95% of the organizations lack capital and require external financing, which is difficult to access.
 - About 80% of the membership lacks legal certainty or title to their land ownership and in the best of cases, are forced to use municipal certifications to attempt to prove ownership.
 - Only a very few organizations are structured around a manager position. This makes their administrative processes difficult and in cases in which the organization has hired staff, they usually have frequent personnel rotation and limited opportunities for professional growth. Most managers have remained in the position for an average of only two years.
 - Almost 80% of the organizations lack appropriate accounting procedures.
- ANACAFE plans to continue working throughout 2017 with 50 small-scale coffee groups in San Marcos. Of these, 11 are constituted as co-operatives, 12 are associations, one is an associative rural enterprise (*Empresa Campesina Asociativa* –ECA in Spanish) and 26 are friendship and labor groups (*Grupos de Amistad y Trabajo* GATs in Spanish). Members from 26 of the organizations speak Mam as their native language and three groups speak Sipakapense. Membership totals 2,652, of which 1,924 (73%) are men and 728 (27%) are women. They grow coffee on a combined total of 2,264.69 hectares (3,241.12 *manzanas* –used as a local unit of measure). Yields for the 2016-2017 harvest are expected to be 2,498,400 pounds of parchment coffee from 1,806.08 hectares currently in production, as the remaining 458.61 hectares undergo plantation renewal. Each producer is growing on an average of 0.85 hectares (1.22 *manzanas*) with average yields of 1,383 pounds of parchment coffee per hectare. Table 1 summarizes the data for the 50 grower groups in San Marcos working with RVCP/ANACAFE in FY2017.

- ANACAFE will work with 50 small-scale grower groups in Huehuetenango (ten co-ops, 17 associations and 23 GATs) with a total membership of 3,138 coffee producers. Of these, 2,206 (70%) are men and 932 (30%) are women. The growers plant coffee on a combined total of 3,263.74 hectares, of which 2,556.2 hectares are worked by men, while women work the remaining 707.54 hectares. Of the total land planted with coffee, 3,005 hectares are productive, while 258.74 hectares are undergoing plantation renewal. On average, each grower is planting coffee on 1.04 hectares (1.5 *manzanas*). Yields for the 3,005 hectares to be harvested in 2016-2017 are estimated at 8,832,200 pounds of parchment coffee equivalent to average yields of 2,936 pounds of parchment coffee per hectare. Most of the coffee varieties in production are Caturra, Catuai, Mundo Novo, Catimor, Sarchimos, Villalobos and Maragogype. Table 2 summarizes information on the 50 coffee grower groups working with RVCP in FY2017.

NOTE: The difference in yields being produced by the 50 organizations working with RVCP/ANACAFE in San Marcos (1,383 pounds of parchment coffee per hectare) compared to those produced by 50 grower groups in Huehuetenango (2,936 pounds of parchment coffee per hectare) are attributable to the fact that, unlike plantations in San Marcos, most of the coffee plants in Huehuetenango are new and are growing in optimal weather and soil conditions.

- FEDECOCAGUA plans to continue implementing RVCP throughout FY2017 with 28 grower groups (eight in San Marcos and 20 in Huehuetenango). Of these, 24 are co-ops and four are in the process of becoming co-ops. Eighteen of the organizations (64%) have been certified for international markets by Starbucks Coffee Company C.A.F.E. Practices, Fairtrade, Rainforest Alliance, Utz Certified, NOP-USDA Organic (U.S.), EC Organic (Europe) and JAS Organic (Japan). Said certifications and standards confer competitive advantages as follows:
 - Producers are more social and environmentally responsible.
 - They afford more protection to natural resources in their respective areas.
 - Organizations acquire greater access to world markets since only 40% of coffee worldwide is certified.
 - Certifications provide producer organizations with premiums on every pound of coffee they take to market and buyers receive quality assurances.
 - Certified coffee is sold at higher prices on the global market compared to traditionally grown coffee.

The 28 organizations have a total membership of 2,893 coffee producers, of which 2,310 (80%) are men and 583 (20%) are women. Members planted a total of 4,887.9 hectares (an average of 1.68 hectares per producer), of which 4,240.6 hectares (87%) are worked by men and women are working 647.3 hectares. Yields from the 2015-2016 harvest were 13,865,116 pounds of parchment coffee (equivalent to 2,837 pounds of coffee per hectare). Note that yields are averages among producers from eight organizations working with RVCP/FEDECOCAGUA in San Marcos together with the 20 organizations in Huehuetenango. Table 3 summarizes details on the grower organizations.

FEDECOAG will continue to work with 22 small-scale horticulture groups (ten are co-ops and 12 are associations), of which 15 are located in Huehuetenango and seven are in San Marcos. Membership includes 2,199 horticulture producers, of which 1,561 (71%) are men and 638 (29%) are women. About 60% of producers are from Mam ethnic groups. Producers grow potatoes, snow peas, sweet peas, peas and lima beans on 458 hectares (an average of 0.21 hectares per producer). Table 4 provides greater detail on each organization.

- ARTEXCO will continue to work with 16 artisan groups, of which 12 are located in Huehuetenango (Cuilco, La Democracia, San Sebastian Huehuetenango, Todos Santos Cuchumatan, Concepcion Huista, Chiantla and Jacaltenango) and four in San Marcos (San Miguel Ixtahuacan, Nuevo Progreso and Sibinal). Three of the 16 organizations are co-ops, nine are associations and four are groups that lack legal personhood.

The 16 organizations comprise a total of 811 artisans, of which 776 (96%) are women and 35 (4%) are men. ARTEXCO will continue to work throughout FY2017 to train all the artisans using the “Step by Step” methodology to develop and strengthen productive, administrative, financial and commercial capacity. Table 5 summarizes details on each of the 16 organizations working with RVCP.

- FUNDASISTEMAS will continue to assist technicians from ANACAFE, FEDECOCAGUA, FEDECOAG and ARTEXCO to implement the Entrepreneurial Development System (*Sistema de Desarrollo Empresarial –SIDEM* in Spanish), will simultaneously providing tailored assistance to implement and validate SIDEM with potato grower associations:
 - Asociacion de Desarrollo Integral Comunitario Tejutla (ADICTA) in Tejutla, San Marcos. ADICTA has 360 members (235 men and 125 women) growing crops on a combined total of eight hectares.
 - Asociacion de Vida de Padres y Amigos de Personas Discapacitadas de Tejutla (ASOVIPADIT) in Tejutla, San Marcos. ASOVIPADIT has a total of 600 members (200 men and 400 women) growing crops on a combined total of 16 hectares.
 - Asociacion de Desarrollo Integral Los Cerezos (ADILC) in San Marcos, San Marcos. ADILC has a total of 60 members (48 men and 12 women) growing crops on five hectares.

TABLE 1
RVCP Organizations/ANACAFE Region I

item	Name	Location	Municipality	Province	Total Members			Area (hectares)		Production (in 100 lb. sacks of parchment coffee)
					MEN	WOMEN	Total	Total Coffee Plantation	Currently Productive	
1	Asociacion Campesina Unidos Por La Paz y El Desarrollo Integral Comunitario - ACUPDIC-	Comunidad La Suiza	Nuevo Progreso	San Marcos	75	17	92	182.52	139.16	1528.00

2	Cooperativa Integral Agricola Flor del Cafe R.L.	Comunidad Nueva Escocia	Nuevo Progreso	San Marcos	41	13	54	183.92	153.85	1320.00
3	Cooperativa Integral Agricola Nuevo Eden R.L.	Comunidad Nuevo Eden	Nuevo Progreso	San Marcos	10	13	23	95.80	56.64	445.00
4	Cooperativa Integral Agricola Nuevo Porvenir R.L.	Comunidad Nuevo Porvenir	Nuevo Progreso	San Marcos	32	4	36	127.27	120.28	1616.00
5	Cooperativa Integral de Comercializacion Brisas del Ixtal	Caserio Los Cardona	Nuevo Progreso	San Marcos	5	17	22	4.95	4.95	55.00
6	Cooperativa Integral de Comercializacion La Esperanza Emmanuel	Comunidad Agraria Emanuel	Nuevo Progreso	San Marcos	29	12	41	112.59	86.01	800.00
7	Grupo de Amistad y Trabajo El Esfuerzo	Caserio El Coco	Nuevo Progreso	San Marcos	9	3	12	6.38	6.38	75.00
8	Grupo de Amistad y Trabajo La Esperanza	Caserio La Conquista	Nuevo Progreso	San Marcos	13	17	30	13.07	13.07	275.00
9	Grupo de Amistad y Trabajo Nuevo Amanecer I	Caserio Parian	Nuevo Progreso	San Marcos	6	10	16	8.03	8.03	57.00
10	Grupo de Amistad y Trabajo Nuevo Amanecer II	Caserio Los Cardona	Nuevo Progreso	San Marcos	7	7	14	5.15	5.15	60.00
11	Grupo de Amistad y Trabajo Nuevo Florecer	Caserio San Pedrito	Nuevo Progreso	San Marcos	9	5	14	8.09	8.09	60.00
12	Grupo de Amistad y Trabajo Nuevo San Luis	Comunidad Nuevo San Luis	Nuevo Progreso	San Marcos	10	10	20	35.66	22.38	475.00
13	Cooperativa Integral Agricola El Cafetalito	Aldea las Majadas	San Cristobal Cucho	San Marcos	13	11	24	19.58	18.18	475.00
14	Grupo de Amistad y Trabajo Barranca Las Flores	Aldea Barranca Grande	San Cristobal Cucho	San Marcos	15	2	17	6.64	6.64	175.00
15	Grupo de Amistad y Trabajo El Renacimiento	Caserio Guativil	San Cristobal Cucho	San Marcos	15	0	15	10.40	10.40	275.00
16	Asociacion de Pequeños Productores Agricolas Entre Cerros - APPAECE-	Aldea Provincia Chiquita	San Pedro Sacatepequez	San Marcos	23	5	28	62.94	55.94	719.00
17	Grupo de Amistad y Trabajo Emprendedores	Caserio Corral Grande	San Pedro Sacatepequez	San Marcos	14	6	20	5.65	5.65	70.00
18	Grupo de Amistad y Trabajo La Industria	Aldea La Industria	San Jose El Rodeo	San Marcos	22	8	30	19.60	17.64	235.00
19	Grupo de Amistad y Trabajo Santa Ana	Caserio Santa Ana	San Jose El Rodeo	San Marcos	9	6	15	5.22	4.43	60.00
20	Grupo de Amistad y Trabajo Santa Rita Ruiz	Aldea Santa Rita	San Jose El Rodeo	San Marcos	16	4	20	33.46	30.11	425.00
21	Asociacion Campesina De Desarrollo Integral "Txol Kab'E Chman Wutz" (ACDI)	Caserio Loma Bonita	San Pablo	San Marcos	22	3	25	37.00	31.45	450.00

22	Asociacion de Desarrollo Integral Buenos Aires - ADIBA -	Caserio Buenos Aires	San Pablo	San Marcos	48	9	57	40.06	34.05	573.00
23	Cooperativa Integral Agricola Entre Colinas R.L.	Aldea El Porvenir	San Pablo	San Marcos	25	10	35	24.60	22.14	300.00
24	Cooperativa Integral Agricola La Igualdad R.L.	Caserio La Igualdad	San Pablo	San Marcos	53	8	61	63.65	57.28	800.00
25	Empresa Campesina Asociativa La Igualdad	Caserio La Igualdad	San Pablo	San Marcos	40	10	50	48.91	41.57	600.00
26	Grupo de Amistad y Trabajo Colima	Caserio Colima	San Pablo	San Marcos	32	11	43	43.75	39.65	550.00
27	Grupo de Amistad y Trabajo Nueva Victoria	Aldea Nueva Victoria	San Pablo	San Marcos	16	0	16	8.62	7.76	110.00
28	Grupo de Amistad y Trabajo San Jose	Aldea El Porvenir	San Pablo	San Marcos	55	10	65	19.50	17.55	300.00
29	Asociacion Civil de Pequeños Productores Agrícolas Flor del Cafe	Aldea Santa Rita	Sibinal	San Marcos	97	23	120	83.80	75.42	1450.00
30	Asociacion Civil de Pequeños Productores Agrícolas Comunidades Unidas - ACIPACU	Caserio el Naranjo	Tajumulco	San Marcos	46	15	61	80.62	64.50	900.00
31	Asociacion Civil de Pequeños Productores de Cafe - Villacafe -	Aldea Plan Villa Nueva	Tajumulco	San Marcos	29	2	31	35.54	31.98	450.00
32	Asociacion de Pequeños Caficultores Organicos Mayas Mames, APECAFORM I	Aldea Pueblo Nuevo	Tajumulco	San Marcos	139	47	186	143.93	115.14	1520.00
33	Asociacion de Pequeños Caficultores Organicos Mayas Mames, APECAFORM II	Aldea Pueblo Nuevo	Tajumulco	San Marcos	140	40	180	87.94	70.35	925.00
34	Asociacion de Pequeños Productores de Cafe de Liberacion - APECAFEL	Caserio Liberacion	Tajumulco	San Marcos	33	13	46	40.46	34.39	650.00
35	Asociacion de Productores de Cafe Media Cuesta	Aldea Media Cuesta	Tajumulco	San Marcos	21	5	26	27.95	23.75	350.00
36	Asociacion de Caficultores Nuevos Horizontes	Aldea Toquian Grande	Tajumulco	San Marcos	33	6	39	28.93	24.60	330.00
37	Cooperativa Integral Agricola Entre Rios	Caserio La Libertad	Tajumulco	San Marcos	39	11	50	58.78	52.90	1100.00
38	Cooperativa Integral Agricola Mujeres con Esencia de Cafe	Aldea Chanchicup e	Tajumulco	San Marcos	0	23	23	25.93	22.04	350.00
39	Cooperativa Integral de Comercializacion Union Tolash R.L.	Aldea Union Tolash	Tajumulco	San Marcos	22	14	36	47.49	42.74	600.00
40	Grupo de Amistad y Trabajo El Cerrito del Buen Cafe	Aldea Union Tolash	Tajumulco	San Marcos	38	26	64	79.43	71.90	950.00

41	Grupo de Amistad y Trabajo Loma El Carmen	Caserio Loma El Carmen	Tajumulco	San Marcos	9	11	20	14.72	12.51	170.00
42	Grupo de Amistad y Trabajo Mujeres con Aroma a Cafe	Caserio La Libertad	Tajumulco	San Marcos	0	23	23	8.78	7.90	130.00
43	Grupo de Amistad y Trabajo Mujeres Productoras Flor del Cafe	Caserio San Francisco	Tajumulco	San Marcos	0	15	15	9.15	7.77	110.00
44	Grupo de Amistad y Trabajo La Lima	Caserio La Lima	San Miguel Ixtahuacan	San Marcos	107	36	143	78.43	38.69	700.20
45	Grupo de Amistad y Trabajo La Pena	Caserio La Pena	San Miguel Ixtahuacan	San Marcos	120	38	158	73.13	36.65	643.00
46	Grupo de Amistad y Trabajo Legual	Colonia Legual	San Miguel Ixtahuacan	San Marcos	78	38	116	57.26	30.60	443.30
47	Grupo de Amistad y Trabajo Siete Platos	Caserio Siete Platos	San Miguel Ixtahuacan	San Marcos	42	11	53	25.43	11.04	186.00
48	Grupo de Amistad y Trabajo Las Minas	Caserio Las Minas	Sipacapa	San Marcos	60	36	96	8.11	1.48	19.60
49	Grupo de Amistad y Trabajo Magueyes	Caserio Magueyes	Sipacapa	San Marcos	100	34	134	13.00	4.00	100.98
50	Grupo de Amistad y Trabajo Sipacapa	Cabecera Sipacapa	Sipacapa	San Marcos	107	30	137	2.87	1.30	23.20
Total					1924	728	2652	2264.69	1806.08	24984.28

Grupo de Amistad y Trabajo GAT = friendship and labor groups

TABLE 2

RVCP Organizations/ANACAFE Region V

Item	Name	Location	Municipality	Province	Members			Area (hectares)	Production (in 100 lb. sacks)
					M	F	Total		
1	Asociacion Union de Pequeños Caficultores (UPC)	Aldea Camojallito	La Democracia	Huehuetenango	82	68	150	218.0	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	49.00	3400

5	Asociacion de Desarrollo Economico y Social Los Chujes (ADESC)	Aldea Vista Hermosa Union Cantinil	Union Cantinil	Huehuetenango	64	14	78	92.00	9100
6	Asociacion de Caficultores Union Cantinil (ASOCUC)	Canton Casa Grande	Union Cantinil	Huehuetenango	22	1	23	24.00	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	32.00	3100
9	Asociacion Integral Agricola Sostenible Toneca (ASIAST)	Canton Centro	San Antonio Huista	Huehuetenango	35	8	43	51.00	1100
10	Asociacion de Desarrollo Integral de Caficultores El Pajal (ADICEP)	Aldea El Pajal	San Antonio Huista	Huehuetenango	25	4	29	33.00	1950
11	Grupo de Amistad y Trabajo Cipresales	Caserio Cipresales, aldea Coyegual	San Antonio Huista	Huehuetenango	25	0	25	25.00	1900
12	Grupo de Amistad y Trabajo Cafe Toneco Nojaya	Aldea Nojaya	San Antonio Huista	Huehuetenango	17	0	17	17.00	650
13	Cooperativa Agricola y de Servicios Varios Rio Azul, R.L.	Canton San Sebastian	Jacaltenango	Huehuetenango	153	37	190	227.0	3167
14	Cooperativa de Ahorro y Credito Esquipulas, R. L.	Cabecera municipal	La Libertad	Huehuetenango	100	46	146	140.0	8100
15	Asociacion de Permacultores de Cuilco (ASOPERC)	Aldea Oajaqueno	Cuilco	Huehuetenango	33	6	39	45.00	2023
16	Asociacion de Desarrollo Integral La Esperanza Toneca -ADIESTO-	Canton Reforma	San Antonio Huista	Huehuetenango	215	227	442	669.0	12450
17	Cooperativa San Antonio R.L.	Canton Esquipulas	San Antonio Huista	Huehuetenango	29	4	33	58.00	1500
18	Grupo de Amistad y Trabajo Centro San Antonio	Canton Norte	San Antonio Huista	Huehuetenango	17	9	26	35.00	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	52.00	420
21	Grupo de Amistad y Trabajo California	Aldea Balbeiletzap	Santa Cruz Barillas	Huehuetenango	18	10	28	38.00	400
22	Grupo de Amistad y Trabajo San Francisco Momonlac	Aldea San Francisco Momonlac	Santa Cruz Barillas	Huehuetenango	20	4	24	28.00	625
23	Grupo de Amistad y Trabajo Flor de Limon	Aldea Santa Elena	Santa Cruz Barillas	Huehuetenango	20	8	28	36.00	375
24	Grupo de Amistad y Trabajo El Aguacatal	Aldea Puente Alto	Santa Cruz Barillas	Huehuetenango	14	17	31	48.00	350
25	Grupo de Amistad y Trabajo Centro Jolomtaj	Aldea Jolomtaj	Santa Cruz Barillas	Huehuetenango	28	5	33	38.00	295
26	Grupo de Amistad y Trabajo San Jose Jolomtaj	Caserio San Jose, aldea Jolomtaj	Santa Cruz Barillas	Huehuetenango	29	13	42	55.00	385
27	Asociacion Barillense de Agricultores (ASOBAGRI)	Santa Cruz Barillas	Santa Cruz Barillas	Huehuetenango	306	88	394	482.0	9140
28	Asociacion Promejoramiento Agroforestal (ASPROAGR)	Caserio Buena Vista, Aldea Jolomtaj	Santa Cruz Barillas	Huehuetenango	72	7	79	86.00	850
29	Grupo de Amistad y Trabajo La Providencia	Caserio la Providencia	Santa Cruz Barillas	Huehuetenango	66	2	68	70.00	830
30	Grupo de Amistad y Trabajo San Francisco	Caserio San Francisco, Aldea Jolomtaj	Santa Cruz Barillas	Huehuetenango	11	5	16	21.00	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	41.00	450
33	Grupo de Amistad y Trabajo Villa Linda/Nuevo Triunfo	Yula San Juan , Barillas	Santa Cruz Barillas	Huehuetenango	56	27	83	110.0	1850
34	Grupo de Amistad y Trabajo Cocales	Aldea Yulaxac	Santa Cruz Barillas	Huehuetenango	35	6	41	47.00	290
35	Grupo de Amistad y Trabajo Nuevo Tacana	Aldea Victorias Chancolin	Santa Cruz Barillas	Huehuetenango	19	5	24	29.00	277
36	Grupo de Amistad y Trabajo Tres Marias	Caserio San Agustin, aldea Puente Alto	Santa Cruz Barillas	Huehuetenango	14	5	19	24.00	240
37	Grupo de Amistad y Trabajo Productivo del Campo	Aldea Nochbente	Santa Cruz Barillas	Huehuetenango	13	7	20	27.00	360

38	Grupo de Amistad y Trabajo Porvenir	Aldea Porvenir	Santa Cruz Barillas	Huehuetenango	25	3	28	31.00	300
39	Grupo de Amistad y Trabajo Nuevo Amanecer	Aldea Momonlac	Santa Cruz Barillas	Huehuetenango	1	27	28	55.00	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	105.0	1365
42	Cooperativa COINACREDITT	Cabecera municipal	Todos santos Cuchumatan	Huehuetenango	16	4	20	24.00	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	24.00	250
45	Grupo de Amistad y Trabajo VICAFE	Canton Recreo	Todos santos Cuchumatan	Huehuetenango	16	5	21	26.00	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	6.00	230
48	Asociacion Nuevo Mirador Chiblac	Jolomtaj	Sta. Cruz Barillas	Huehuetenango	16	5	21	26.00	125
49	Asociacion ARDISEC	Caserio Cipresales, aldea Coyegual	San Antonio Huista	Huehuetenango	53	5	58	63.00	3000
50	Asociacion Civil Guaya'b	Canton San Sebastian	Jacaltenango	Huehuetenango	107	47	154	201	4287
TOTAL					2206	932	3138	3731	88322

TABLE 3

RVCP / FEDECOCAGUA Producer Organizations

Item	Organization	Location	Municipality	Province	Male Members	Female Members	Total Membership	Homes Represented	Total Hectares worked by Men	Total Hectares worked by Women
1	Cooperativa Integral Agricola Tajumuco	Aldea Tajumuco	Union Cantinil	Huehuetenango	322	90	412	375	508	78
2	Cooperativa Integral Agricola LaTodosanterita	Caserio Tuiboch, Aldea Mash	Todos Santos Cuchumatan	Huehuetenango	93	14	107	105	214	19.1
3	Cooperativa Agricola Integral San Pedro Necta	Cabecera municipal de San Pedro Necta	San Pedro Necta	Huehuetenango	134	33	167	162	272	47
4	Cooperativa Agricola Integral San Jose El Obrero	Cabecera municipal de La Libertad	La Libertad	Huehuetenango	364	80	444	398	812	63
5	Cooperativa Agricola Integral Nuestro Futuro	Km. 325 Carretera Interamericana	La Democracia	Huehuetenango	133	25	158	150	473	48
6	Cooperativa Agricola Integral Pena Roja	Aldea Pena Roja	La Libertad	Huehuetenango	83	12	95	80	231	36
7	Cooperativa Agricola Integral Hoja Blanca	Aldea Hoja Blanca	Cuilco	Huehuetenango	54	16	70	65	153	43
8	Cooperativa Agricola de Servicios Varios Agua Dulce	Aldea Agua Dulce	Cuilco	Huehuetenango	58	3	61	55	137	6
9	Cooperativa integral Agricola Cocolense	Aldea Cocola Grande	Santa Eulalia	Huehuetenango	81	16	97	89	101.5	13.31
10	Cooperativa Agricola Integral La Nueva Union	Cabecera municipal de Santa Cruz Barillas	Santa Cruz Barillas	Huehuetenango	58	12	70	70	152	22.6
11	Grupo Pre cooperativo La Nueva Providencia	Aldea La Providencia	Santa Cruz Barillas	Huehuetenango	23	4	27	25	14.7	3.7
12	Grupo Pre cooperativo Laguna Maxbal	Aldea San Jose Maxbal	Santa Cruz Barillas	Huehuetenango	24	3	27	20	32.5	4.1
13	Cooperativa Agricola de Servicios Varios Chojzunil, R. L.	Aldea Chojzunil	Santa Eulalia	Huehuetenango	91	30	121	110	127.64	27.64
14	Cooperativa Integral Agricola Union Coataneca	Aldea San Jose Pueblo Nuevo	San Sebastian Coatan	Huehuetenango	39	14	53	38	35.5	10.23
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	245	96	341	332	208	53
17	Cooperativa Integral Agricola Axola	Aldea Petatan	Concepcion Huista	Huehuetenango	96	16	112	96	93.18	17.42
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	5
20	Grupo pre cooperativo San Andres	San Andres Huista	Jacaltenango	Huehuetenango	40	5	45	45	35	2

21	Cooperativa Integral Agrícola San Jose	Caserio la Plata	San Jose El Rodeo	San Marcos	52	10	62	62	50.85	13.35
22	Cooperativa Agrícola Integral Nuevo Progreso	Cabecera municipal de Nuevo Progreso	Nuevo Progreso	San Marcos	85	23	108	102	129.21	21.43
23	Cooperativa Integral Agrícola La Esperansita	Comunidad Agraria La Esperanza	El Rodeo	San Marcos	26	15	41	37	28.38	15.95
24	Cooperativa Integral Agrícola 21 de Octubre	Caserio Tojoj	San Pablo	San Marcos	32	19	51	44	45.28	24
25	Cooperativa Integral Agrícola La Bendicion	Aldea Tocache	San Pablo	San Marcos	14	8	22	22	58.76	9.18
26	Cooperativa Integral Agrícola Comunidades Unidas	Aldea El Naranjo	San Rafael Pie de la Cuesta	San Marcos	29	7	36	36	117.42	10.46
27	Cooperativa Integral Agrícola Riveras del Cabuz	Aldea El Matazano	San Pablo	San Marcos	16	5	21	21	30.92	30.22
28	Cooperativa Agrícola Integral San Pablo	Cabecera municipal de San Pablo	San Pablo	San Marcos	57	9	66	65	129.26	17.31
Total					2310	583	2893	2674	4240.6	647.3
Total Area Planted in Coffee (hectares)									4887.9	

TABLE 4

RVCP / FEDECOAG Producer Organizations

No.	Nombre	Dirección	Municipio	Departamento	Cantidad de Agricultores			Area en Ha.	Cultivo	Producción en quintales
					H	M	Total			
1	COOPERATIVA AGROPECUARIA Y DE S. V. NUEVA ESPERANZA R. L.	San Sebastián H.	San Sebastián H.	Huehuetenango	121	36	157	8.00	Arvejas	2,499.44
2	ASOCIACIÓN DE AGRICULTORES TINECOS -ADAT-	Aldea San Martín	Todos Santos	Huehuetenango	123	23	146	15.00	Haba	4,249.95
								13.00	Papa	6,396.00
								2.00	Arvejas	624.86
3	ASOCIACION DE DESARROLLO INTEGRAL COMUNITARIO DE LA REGION NORTE DE HUEHUETENANGO -ICUZONDEHUE-	Aldea San Francisco Las Flores	Chiantla	Huehuetenango	113	53	166	2.00	Arveja china	624.86
4	COOPERATIVA INTEGRAL DE AHORRO Y CREDITO LA NUEVA ESPERANZA R. L.	Aldea Chicoy	Todos Santos	Huehuetenango	110	20	130	46.00	papa	22,632.00
5	ASOCIACIÓN DE COMUNIDADES RURALES PARA EL DESARROLLO INTEGRAL -ACORDI-	Canton Santo Domingo, Aldea La Capellanilla	Chiantla	Huehuetenango	45	59	104	9.97	Papa	4,905
6	COOPERATIVA AGRICOLA DE SERVICIOS VARIOS LOS CUCHUMATANES R. L.	Aldea Chuscaj	Chiantla	Huehuetenango	27	4	31	1.03	Arveja china	321.80
7	COOPERATIVA INTEGRAL AGRICOLA PAQUIXEÑA CUCHUMATECA R. L.	Canton Calvario, Aldea Paquix	Chiantla	Huehuetenango	110	22	132	43	Papa	21,156.00
8	ASOCIACIÓN DE DESARROLLO INTEGRAL UNION TODO SANTERA -ADINUT-	Canton Calvario	Todos Santos	Huehuetenango	95	60	155	63	Papa	30,996.00
9	ASOCIACIÓN PARA EL DESARROLLO DE LA JUVENTUD -ADESIU-	Chiantla	Chiantla	Huehuetenango	80	49	129	36	Papa	17,712.00
9	COOPERATIVA AGOPECUARIA Y DE SERVICIOS VARIOS SAN BARTOLO R. L.	Aldea Los Regadios	Chiantla	Huehuetenango	109	24	133	9	Arvejas	2,811.87
11	ASOCIACIÓN DE MUJERES EN ACCION SOLIDARIA -AMAS-	Aldea Quilenco	Chiantla	Huehuetenango		81	81	4	Arvejas	1,249.72
12	ASOCIACION DE CAMPESINOS FORESTALES -ADECAF-	Canton Buena Vista, Aldea Chichim	Todos Santos	Huehuetenango	59	14	73	40	Papa	19,680.00
13	COOPERATIVA INTEGRAL DE AHORRO Y CREDITO EL ALTIPLANO MAM R. L.	Canton los Calmo, Aldea Chermal 1	Todos Santos	Huehuetenango	63	31	94	29	Papa	14,268.00
14	ASOCIACION DE SILVICULTORES ASILVO CHANCOL	Canton 7 pinos, Aldea Paquix	Chiantla	Huehuetenango	115	21	136	53	Papa	26,076.00
15	COOPERATIVA INTEGRAL AGRICOLA JOYA HERMOSA, R.L	Aldea Chimentoro	Chiantla	Huehuetenango	84	19	103	13	Papa	6,396
16	COOPERATIVA AGRICOLA INTEGRAL 10 DE ABRIL R.L	Aldea San Sebastián	San Marcos	San Marcos	87	14	101	14	Papa	6,888
17	COOPERATIVA AGRICOLA INTEGRAL EL PARAÍSO R.L	Aldea La Freternidad	Tejutla	San Marcos	73	19	92	11	Papa	5,412
18	ASOCIACIÓN DE DESARROLLO INTEGRAL DE TEJUTLA -ASADIT-	Aldea San Isidro	Tejutla	San Marcos	27	9	36	3	Papa	1,476
19	ASOCIACIÓN DE AGRICULTORES, PRODUCTORES DE SEMILLA DE PAPA Y DEMAS SEMILLAS CONEXAS PARA LA PRODUCCION AGROSILVOPASTORIL DE OCCIDENTE EL ESFUERZO	Aldea San Andrés Chápil	San Pedro Sac.	San Marcos	14	13	27	6.00	Papa	2,952
								4.00	Crisíferas	2,134
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	6.00	Papa	2,952.00
21	ASOCIACIÓN DE DESARROLLO INTEGRAL DE SIBINAL -ADIS-	Sibinal	Sibinal	San Marcos	23	46	69	4.00	Papa	1,968.00
22	ASOCIACIÓN SAN JOSÉ LAS ISLAS	Aldea San José Las Islas	San Marcos	San Marcos	64	7	71	8.00	Crucíferas	4,268.00
								15.00	Arvejas	4,686.45
TOTALES					1,561	638	2199	458.00		215,336.19

TABLE 5

RVCP / ARTEXCO Producer Organizations

Item	Name	Location	Municipality	Province	Membership			Product	
					Men	Women	Total	Name	Total Production
1	Cooperativa Integral de Produccion Artesanal "La Jacaltequita, R.L."	Jacaltenango, Centro	Jacaltenango	Huehuetenango	0	227	227	Sashes	800
								Shawls	
								Cummburbunds	
								Bracelets	
								Wraps	
2	Cooperativa de Produccion y Comercializacio n de Hilados y Tejidos tipicos, "Estrella de Occidente"	Todos Santos Cuchumatan, Centro	Todos Santos Cuchumatan	Huehuetenango	2	35	37	Güipiles	550
								Loomed Cloth	
								Fabric	
								Sashes	
								Shoulder Bags	
3	Asociacion de Desarrollo Integral ADAIN	Aldea Chalhuitz	Todos Santos Cuchumatan	Huehuetenango	2	52	54	Güipiles	175
								Loomed Cloth	
								Fabric	
								Sashes	
								Belts	
4	Asociacion de Desarrollo Integral y Capacitacion ADICA	Aldea Chexap	San Sebastian	Huehuetenango	9	40	49	Güipiles	250
								Loomed Cloth	
								Ponchos	
								Fabric	
								Sashes	
5	Asociacion de Desarrollo Artesanal, "Tejiendo el Futuro"	San Jose Ixcunen	La Democracia	Huehuetenango	0	81	81	Güipiles	250
								Loomed Cloth	
								Fabric	
								Crochet	
								Sashes	
6	Grupo pre-cooperativo "T-XEJOJ"	Aldea T-xejoj	San Sebastian	Huehuetenango	0	45	45	Ponchos	200
								Loomed Cloth	
								Fabric	
7	Asociacion de Autogestion Turistica "TANMA HUITZ"	Todos Santos Cuchumatan, Centro	Todos Santos Cuchumatan	Huehuetenango	8	51	59	Güipiles	150
								Loomed Cloth	
								Fabric	
								Shoulder Bags	
8	Cooperativa Integral de Produccion	Caserio Corinto,	Cuilco	Huehuetenango	0	36	36	Fabric	100
								Loomed Cloth	

	Artesanal, "SOSICOR, R.L."	Aldea Ixmoqui						Crochet Embroidery	
9	Asociacion de Desarrollo Agropecuario Artesanal Chichalum	Aldea Chichalum	Chiantla	Huehuetenango	5	16	21	Pottery Embroidery	125
10	Grupo Artesanal "Flor Petateca"	Aldea Santiago Petatan	Petatan	Huehuetenango	0	18	18	Crochet Bracelets Rugs Sashes Shawls	100
11	Asociacion Xol Witz	Aldea Secheu	Concepcion Huista	Huehuetenango	0	62	62	Güipiles Loomed Cloth Sashes Fabric	150
12	Asociacion Mujeres Tejedoras AMUTEJ	Aldea Pueblo Viejo	San Sebastian	Huehuetenango	0	25	25	Güipiles Loomed Cloth Sashes Fabric	110
13	Grupo Artesanal "Baljetre"	Aldea Baljetre	San Miguel Ixtahuacan	San Marcos	0	32	32	Pottery Embroidery	150
14	Asociacion de Desarrollo Integral Santa Maria "ADISAM"	Aldea Santa Maria	Sibinal	San Marcos	7	19	26	Fabric Crochet	80
15	Asociacion Artesanal Nueva Esperanza "ADAINE"	Canton Toj- Pac	Sibinal	San Marcos	2	16	18	Embroidery Fabric Crochet	150
16	Grupo Artesanal "Nuevo Progreso"	Sector Los Ramos	Nuevo Progreso	San Marcos	0	21	21	Crochet Embroidery Embroidery	100
Total					35	776	811		

4. RVCP Institutionalization

- ANACAFE has a total of 23 technicians on staff to work on RVCP implementation (11 in Region 1 and 12 for Region V) together with 40 ag promoters (18 in Region I and 22 in Region V). The technical staff is trained to knowledge on agricultural issues, post-harvest techniques and entrepreneurial development. Promoters and technicians report directly to ANACAFE Regional Coordinators in San Marcos and Huehuetenango while providing services to producer organizations throughout their respective RVCP implementation areas.

Following the RVCP close out, ANACAFE plans to make every effort to retain highly trained personnel and ensure follow up to the activities using own funds to further strengthen RVCP producer organizations. To that end, ANACAFE will transfer a portion of the RVCP technical staff to its payroll and will use external funding sources currently being processed to fund the remaining technical staff. In addition, ANACAFE will make optimal use of the RVCP methodology and continuous processes to work with other organizations that were not included in the Project or were located beyond the geographical scope for RVCP. ANACAFE institutionalized the RVCP Entrepreneurial Development System (SIDEM in Spanish) and will call on its Entrepreneurial Development Technicians to implement it throughout the remaining regions.

The organizational structure for FEDECOAG includes a Co-operative Development Department responsible for overseeing RVCP-funded staff (12 technicians and 20 para-technicians). As such, said department is institutionalized within the Federation and will continue to provide technical assistance to coffee producer groups after the RVCP close out. The technical staff is comprised as follows:

- Seven technical advisors, each of which is responsible for assisting three to five RVCP producer groups with support, training and comprehensive technical assistance.
 - Two technical specialists on organizational strengthening to work on entrepreneurial development while also aiding technical advisors on management, financial and accounting issues.
 - Two technical specialists on coffee certifications to support technical advisors on certification processes and to seek, promote and organize contacts among other members of the Consortium responsible for RVCP implementation. In addition, the specialists are responsible for the RVCP cross-cutting issues.
 - One M&E specialist responsible for designing, modifying and implementing tools to collect data and record RVCP progress.
- FEDECOAG added RVCP to its organizational structure, reporting to the Deputy Manager for Co-operative Development. The staff is comprised as follows:
 - Project Director (1)
 - Horticulture Specialist (1)
 - Horticulture technicians (8)
 - Nutrition technicians (2)
 - Organizational strengthening technicians (3)
 - Agricultural promoters/extension agents (17)
 - M&E specialist (1)
 - Financial/management coordinator (1)
 - Administrative assistant (1).
- ARTEXCO added field technicians and management staff to provide technical assistance and training to 16 handicraft producer groups working with RVCP to improve their productive, management, financial, planning and trade practices. The staff is structured as follows:
 - Project director to liaise among the Board of Directors (decision makers) and ARTEXCO management, as well as with the Implementation Unit. Responsibilities include planning and coordinating Project activities.

- Monitoring and evaluation officer to track and document indicator compliance under the RVCP handicraft component.
- An administrative assistant for communications and logistics.
- A financial and accounting officer responsible for all financial transactions, accounting and legal and fiscal responsibilities for RVCP (internal controls, compliance with management and financial handbooks while advising, supervising and undertaking field activities in support of producer organizations).
- Sales and post-sales manager responsible for designing, directing, evaluating and coordinating the marketing department while tracking clients and post-sale processes.
- Domestic market technician to increase local sales through clients or distributors.
- International market technician to contact customers and distributors overseas for export products (price, shipping, packaging, fair trade issues, etc.).
- Entrepreneurial development specialist to strengthen producer groups and promote agreements between artisan organizations that will ensure sustainability and establish cooperation among organizations and municipal authorities.
- A technician on food security and nutrition to train families on sexual and reproductive health, food security and nutrition.
- A manufacturing specialists to coordinate production processes, run cost estimates for each product, oversee quality, coordinate training for 200 artisans on best productive processes and apply optimal use of productive tools developed by RVCP.
- Design, packaging and sales technician to produce three new designs with respective photos, technical sheets, promotional material, trend research, catalogs and packaging.
- Three field technicians to provide technical assistance to the 811 artisans from 16 RVCP groups to ensure that products meet quality standards.
- The team expects to hire a consultant for the cross-cutting issue on gender to work five months on training artisans on gender equality, leadership and self-esteem.

Except for the RVCP/ARTEXCO Director, financial/management officer, M&E officer, manufacturing specialist and the sales and post-sales officer, the Project expects that all contracts for technical staff will conclude in March 2017.

During the months remaining for RVCP implementation, ARTEXCO will redouble efforts to ensure the sustainability of accomplishments to date. Priorities include those efforts to ensure sustainability of the 16 handicraft organizations with intensive technical assistance on entrepreneurial development, marketing and production. ARTEXCO will further reinforce training to one or more leaders in each organization as future contact points and communication agents.

To ensure that the processes promoted by ARTEXCO in the 16 handicraft organizations continue in place, the RVCP UIP requested that the contract between ANACAFE and Wingert Consulting include technical assistance to ARTEXCO to design an exit strategy that ensures the sustainability of the handicraft organizations. The strategy is to be implemented as of October 2016.

- The RVCP Component on Food Security and Nutrition (SAN in Spanish) strengthens capacity within FUNCAFE and facilitates the Component becoming institutionalized to provide sustainability of results in San Marcos and Huehuetenango following RVCP implementation.

RVCP activities under the SAN Component to work with coffee producer families under both ANACAFE and FEDECOCAGUA are implemented by the FUNCAFE technical team. Activities for the handicraft and horticulture value chains under ARTEXCO and FEDECOAG are the responsibility of teams contracted to undertake SAN activities under the leadership and methodologies transferred by FUNCAFE. Both operational models produced valuable lessons to improve future interventions with families in rural areas of the RVCP target areas in San Marcos and Huehuetenango.

The RVCP technical team for the SAN Component includes: the Component Coordinator, a nutritional advisor, five monitoring technicians, 18 technicians and educational promoters, one data technician and an accounting assistant. The team receives support from FUNCAFE management staff for logistics, personnel hiring, procurement, financial management and others. In similar fashion, the SAN staff for RVCP contributes to strengthening other aspects of FUNCAFE operations (health, education and management) pertaining to resource management, M&E and process systematization. As such, the RVCP SAN team and the FUNCAFE organizational staff are fully integrated to optimize progress toward long-term objectives.

In addition to the SAN and education activities FUNCAFE undertakes in the field to implement RVCP, the Project supports other local institutional structures established by ANACAFE, FEDECOAG, FEDECOCAGUA and ARTEXCO for their respective value chains. The local structures were key to reaching expected results in the field and to improve management processes. As such, the capacity will remain installed and institutionalized to continue beyond the life of the Project.

- In support of SIDEM implementation, the FUNDASISTEMAS organizational structure is as follows:
 - RVCP manager responsible for planning and controlling human, financial, physical and other resources to meet the demands required to meet RVCP objectives.
 - A management assistant to oversee logistical arrangement for workshops and other activities.
 - A field team of six technicians responsible for validating the SIDEM methodology and assisting the entrepreneurial development technicians from ANACAFE, FEDECOCAGUA, FEDECOAG and ARTEXCO during training activities for producer organizations.
 - A consultant team for the traceability program responsible for facilitating collective membership of the traceability program for the coffee value chain.
 - An administration and accounting team responsible for management and accounting processes that ensure control and good management of RVCP resources allocated to FUNDASISTEMAS.
 - A management team to interrelate, research and make decisions to ensure compliance with RVCP objectives.

FUNDASISTEMAS also calls on three external teams for RVCP implementation:

- An external methodology development team to research, consolidate and systematize experiences to adapt SIDEM methodology and develop material for the system as necessary.

- An external communication, design and image team for graphic design and images as necessary to implement SIDEM.
- An audiovisual production team.

5. Principal Activities

5.1 Components

Component 1: Improved Competitiveness along the Value Chains

The Project plans to improve competitiveness along the coffee and horticulture value chains by implementing the activities described below.

Coffee Value Chain

➤ ANACAFE – San Marcos and Huehuetenango:

Increased Yields

Following technical assistance during the 2016-2017 coffee season to 50 RVCP producer groups in San Marcos, yields are estimated at 2,498,428 pounds of parchment coffee from 1,806.08 hectares (458.61 hectares are undergoing renovation) equivalent to 1,383 pounds of parchment coffee per hectare.

The Project plans technical support in FY2017 to coffee growers from 50 RVCP organizations in Huehuetenango and yields for the 2016-2017 coffee season are expected to reach 8,832,200 pounds of parchment coffee from 3,005 hectares in production (258.74 hectares are undergoing renovation) equivalent to average yields of 2,939 pounds of parchment coffee per hectare.

a. Plantation Renewal

RVCP plans technical assistance in San Marcos to 444 coffee producers (328 men and 116 women) to renew 199 hectares using productive tissue management (pruning). Coffee growers will invest GTQ71,400 of their own funds to implement the practice.

RVCP plans technical assistance in San Marcos to 460 coffee producers (322 men and 138 women) to renew a total of 60 hectares; growers plan to invest GTQ2,400,000 for the practice.

Coffee producers in San Marcos and Huehuetenango plan to use Project technical assistance to produce the nursery plants to renew their plantations using varieties resistant to coffee rust disease and likely to produce a high-quality cup.

b. Post-Harvest Management Improvements

RVCP plans to work in San Marcos as follows:

- Provide technical assistance to remodel 64 hand-operated wet mills, with emphasis on appropriate handling of waste water and coffee pulp.
- Schedule 24 training events on quality in wet mill processing, as follows:
 - 17 courses on appropriate handling of byproducts from wet mill processing;

- 12 workshops to troubleshoot and maintain hand-operated de-pulping equipment, and

Item	Subject	Organization	Dates
1	Quality Control	ACUPDIC	October-December 2016
2	Quality Control	Cooperativa Nuevo Eden	October-December 2016
3	Quality Control	Cooperativa Nuevo Porvenir	October-December 2016
4	Quality Control	ECA Emanuel	October-December 2016
5	Quality Control	Cooperativa Flor del Cafe	October-December 2016
6	Quality Control	GAT Nuevo San Luis	October-December 2016
7	Quality Control	GAT El Cafetalito	October-December 2016
8	Quality Control	APPAECE	October-December 2016
9	Quality Control	GAT El Renacimiento.	October-December 2016
10	Quality Control	GAT Emprendedores	October-December 2016
11	Quality Control	GAT San Jose	October-December 2016
12	Quality Control	GAT Pacala	October-December 2016
13	Quality Control	GAT Pati	October-December 2016
14	Quality Control	GAT Colima	October-December 2016
15	Quality Control	GAT Nueva Victoria	October-December 2016
16	Quality Control	GAT La Industria	October-December 2016
17	Quality Control	GAT Santa Rita Ruiz	October-December 2016
18	Quality Control	GAT Santa Ana	October-December 2016
19	Quality Control	GAT Loma del Buen Cafe	October-December 2016
20	Quality Control	GAT Grano de Oro	October-December 2016
21	Quality Control	GAT San Francisco	October-December 2016
22	Quality Control	GAT Loma del Carmen	October-December 2016
23	Quality Control	GAT Pena	October-December 2016
24	Quality Control	GAT La Lima	October-December 2016

- two certification courses on wet mill processing.

The preceding chart provides scheduling details for the training events and additional information is provided in Tables 6 through 9.

- The Project plans to promote increased production of high-quality coffee by having 11 grower groups enter the regional competition for Volcanic San Marcos. To this end, technicians will monitor the quality of coffee produced by 50 RVCP organizations and update 11 cup profiles.
- Technicians will schedule 100 technical assistance visits to support and promote improvements in wet mill processing while overseeing appropriate operations of equipment procured by RVCP for post-harvest handling.

TABLE 6
Training Schedule on Quality Control for RVCP Organizations in San Marcos

No.	Topic	Organization	Date
1	Quality assurance	ACUPDIC	Octubre-Diciembre 2016
2	Quality assurance	Cooperativa Nuevo Edén	Octubre-Diciembre 2016
3	Quality assurance	Cooperativa Nuevo Porvenir	Octubre-Diciembre 2016
4	Quality assurance	ECA Emanuel	Octubre-Diciembre 2016
5	Quality assurance	Cooperativa Flor del Café	Octubre-Diciembre 2016
6	Quality assurance	GAT Nuevo San Luis	Octubre-Diciembre 2016
7	Quality assurance	GAT El Cafetalito	Octubre-Diciembre 2016
8	Quality assurance	APPAECE	Octubre-Diciembre 2016
9	Quality assurance	GAT El Renacimiento.	Octubre-Diciembre 2016
10	Quality assurance	GAT Emprendedores	Octubre-Diciembre 2016
11	Quality assurance	GAT San José	Octubre-Diciembre 2016
12	Quality assurance	GAT Pacalá	Octubre-Diciembre 2016
13	Quality assurance	GAT Patí	Octubre-Diciembre 2016
14	Quality assurance	GAT Colima	Octubre-Diciembre 2016
15	Quality assurance	GAT Nueva Victoria	Octubre-Diciembre 2016
16	Quality assurance	GAT La Industria	Octubre-Diciembre 2016
17	Quality assurance	GAT Santa Rita Ruiz	Octubre-Diciembre 2016
18	Quality assurance	GAT Santa Ana	Octubre-Diciembre 2016
19	Quality assurance	GAT Loma del Buen Café	Octubre-Diciembre 2016
20	Quality assurance	GAT Grano de Oro	Octubre-Diciembre 2016
21	Quality assurance	GAT San Francisco	Octubre-Diciembre 2016
22	Quality assurance	GAT Loma del Carmen	Octubre-Diciembre 2016
23	Quality assurance	GAT Peña	Octubre-Diciembre 2016
24	Quality assurance	GAT La Lima	Octubre-Diciembre 2016

TABLE 7
Training Schedule on Handling Coffee By-products for RVCP Organizations in San Marcos

Item	Subject	Organization	Dates
1	Appropriate handling of by-products from wet mill processing	GAT El Esfuerzo	October 2016 - April 2017
2	Appropriate handling of by-products from wet mill processing	GAT Nuevo Amanecer II	October 2016 - April 2017
3	Appropriate handling of by-products from wet mill processing	GAT Nuevo Amanecer I	October 2016 - April 2017
4	Appropriate handling of by-products from wet mill processing	GAT La Esperanza	October 2016 - April 2017
5	Appropriate handling of by-products from wet mill processing	GAT El Paraiso	October 2016 - April 2017

6	Appropriate handling of by-products from wet mill processing	GAT Nuevo Florecer	October 2016 - April 2017
7	Appropriate handling of by-products from wet mill processing	GAT Barranca Las Flores	October 2016 - April 2017
8	Appropriate handling of by-products from wet mill processing	GAT San Jose	October 2016 - April 2017
9	Appropriate handling of by-products from wet mill processing	GAT Pacala	October 2016 - April 2017
10	Appropriate handling of by-products from wet mill processing	GAT Pati	October 2016 - April 2017
11	Appropriate handling of by-products from wet mill processing	GAT Colima	October 2016 - April 2017
12	Appropriate handling of by-products from wet mill processing	GAT Nueva Victoria	October 2016 - April 2017
13	Appropriate handling of by-products from wet mill processing	GAT La Industria	October 2016 - April 2017
14	Appropriate handling of by-products from wet mill processing	GAT Santa Rita Ruiz	October 2016 - April 2017
15	Appropriate handling of by-products from wet mill processing	GAT Santa Ana	October 2016 - April 2017
16	Appropriate handling of by-products from wet mill processing	Cooperativa La Igualdad	October 2016 - April 2017
17	Appropriate handling of by-products from wet mill processing	ECA La Igualdad	October 2016 - April 2017

TABLE 8
Training Schedule on Maintenance and Troubleshooting De-pulping Equipment for RVCP Organizations in San Marcos

Item	Subject	Organization	Dates
1	Maintenance and troubleshooting de-pulping equipment	GAT El Esfuerzo	February - April 2017
2	Maintenance and troubleshooting de-pulping equipment	GAT Nuevo Amanecer II	February - April 2017
3	Maintenance and troubleshooting de-pulping equipment	GAT Nuevo Amanecer I	February - April 2017
4	Maintenance and troubleshooting de-pulping equipment	GAT La Esperanza	February - April 2017
5	Maintenance and troubleshooting de-pulping equipment	GAT El Paraiso	February - April 2017
6	Maintenance and troubleshooting de-pulping equipment	GAT Nuevo Florecer	February - April 2017
7	Maintenance and troubleshooting de-pulping equipment	GAT Barranca Las Flores	February - April 2017

8	Maintenance and troubleshooting de-pulping equipment	GAT San Jose	February - April 2017
9	Maintenance and troubleshooting de-pulping equipment	GAT Nueva Victoria	February - April 2017
10	Maintenance and troubleshooting de-pulping equipment	Asociacion Nuevos Horizontes	February - April 2017
11	Maintenance and troubleshooting de-pulping equipment	GAT Plan Villa Nueva	February - April 2017
12	Maintenance and troubleshooting de-pulping equipment	GAT Sipacapa	February - April 2017

TABLE 9
Schedule for Certification Courses on Wet Mill Processing for RVCP Organizations in San Marcos

Item	Subject	Organization	Dates
1	Certification course on wet mill processing	Organizations in Nuevo Progreso	January - April 2017
2	Certification course on wet mill processing	Organizations in San Pablo and San Jose el Rodeo	January - April 2017

RVCP plans to work in Huehuetenango as follows:

- Provide technical assistance to remodel five shared wet mills to ensure efficient water use and waste water disposal. The remodeling extends to a) upgrading the areas used to rinse and classify coffee; b) expanding areas used to dry coffee beans, and c) installing de-pulping equipment or expanding existing machinery.

As the Project concludes and to ensure that the remodeled wet mills remain efficient and produce high quality coffee while being used appropriately according to technical recommendations beyond the life of the Project, post-harvest technicians working in ANACAFE Region V moved forward with scheduled visits to provide tailored technical assistance to grower groups with remodeled wet mill facilities.

- Provide technical assistance to remodel 40 manually-operated wet mills that ensure appropriate handling of by-products and waste water (sedimentation tanks). In a parallel effort, technicians will install holding tanks to rinse coffee produced by small-scale growers.
- Work with 50 RVCP organizations to conduct quality controls throughout the 2016-2017 harvest to detect and correct any cup defects. The controls will enable technicians to select at least one organization to participate in regional coffee competitions and/or domestic or international auctions.
- Develop a series of training activities to improve wet mill processing and quality controls.

c. Employment Generation

The Project expects that activities to maintain plantations and harvest 2,498,428 pounds of parchment coffee produced by the 50 RVCP grower groups in San Marcos will generate about 1,057 temporary jobs.

RVCP grower groups in Huehuetenango will generate 3,737 jobs during the 2016-2017 growing season to harvest 8,832,200 pounds of parchment coffee.

The jobs estimates are based on the need for 11 man/days to produce 100 pounds of parchment coffee (260 man/days in a year).

d. Improved Technologies and Practices

In moving forward with RVCP activities that date back to 2012, the 2,652 members of coffee producer organizations working with the Project in San Marcos will continue to implement technologies or practices to improve production and quality. In addition, growers plan to continue using environmental mitigation measures as stipulated in the Environmental Monitoring and Mitigation Plan for the Coffee Value Chain, as well as the measures in the Work Plan for Safe Use of Pesticides (PERSUAP) with special emphasis on coffee rust disease. Growers will implement said technologies on 1,506.88 hectares of coffee plantations that have undergone continuous improvement since the beginning of RVCP implementation.

The improved technologies and practices extend to using terracing, digging ditches, using live or still barriers, using personal protection equipment (PPE) to apply pesticides, using organic material, using bio-deps, using bins to dispose of chemical containers, setting up warehouses to store chemicals, applying agroforestry management on coffee plantations, recycling water and monitoring coffee quality.

Furthermore, technicians will assist 867 new members (out of 3,138 total members) in 50 RVCP organizations in Huehuetenango. Technicians will assist growers to implement the following improved technologies or practices: genetic improvements, pest and disease management, soil conservation, fertilization, shade management, tissue management, weed control, safe use and handling of pesticides and sub-products from coffee wet mills. In addition, RVCP technicians will monitor the improved technologies or practices implemented by growers in recent years.

➤ **FEDECOCAGUA – San Marcos and Huehuetenango:**

a. Increased Coffee Yields

The 2015-2016 coffee harvested by 2,893 growers from 28 RVCP organizations in San Marcos (eight groups) and Huehuetenango (20 groups) yielded 13,865,116 pounds of parchment coffee from plantations on 4,887.9 hectares (average yields of 2,837 pounds per hectare). Coffee harvested by the growers from eight RVCP organizations in San Marcos averaged 2,198 pounds of parchment coffee per hectare, while growers from 20 organizations Huehuetenango attained average yields of 2,948 pounds per hectare.

Grower groups worked with RVCP/FEDECOCAGUA to increase yields and reach targets of 3,000 pounds per hectare as one of the expected results over the five-year life of the Project.

In the final year of RVCP implementation (FY2017), technicians plan to redouble technical assistance in Good Agricultural Practices (GAPs) and plantation management.

The ANACAFE Coffee Research Center (CEDICAFE in Spanish) continued efforts to monitor the incidence of coffee rust disease. Results show between 20-26% disease prevalence in San Marcos (an average of 24%). The Project therefore continues to improve yields by promoting integrated management of coffee rust disease. To that end, FEDECOCAGUA will provide the 28 grower groups with funding in the amount of GTQ1,050,000 and a phytosanitary implementation plan compliant with the Coffee PERSUAP to curb coffee rust disease. Producers will provide in kind resources totaling GTQ632,357.39 to apply fungicides on approximately 60% of the area in production by RVCP growers.

b. Plantation Renewal

Over the final eight months of RVCP implementation, most activities will focus on monitoring new coffee plantations established with Project support using improved varieties resistant to disease, especially to coffee rust disease. Nevertheless, the Project will provide technical assistance to 150 growers to renew plantations on about 20 hectares in the wetter regions of San Marcos and Huehuetenango. Producers will provide in-kind resources to renew their plantations (about GTQ700,000).

In addition to making use of the nursery seedlings produced by RVCP growers, technicians will promote renewal processes on 489 hectares.

It is worth underscoring the fact that despite the RVCP closeout in May 2017, FEDECOCAGUA will continue to provide technical assistance to growers to renew and replant coffee so as to continue and strengthen the improvements to date.

c. Post-Harvest Management Improvements

RVCP technicians will promote good practices in processing coffee fruits into parchment beans at the wet mills operated by grower groups in San Marcos and Huehuetenango. The practices are conducive to optimum conversions of ripe fruit to parchment beans with little detriment to sensory characteristics of the coffee while providing quality assurances and subsequent increases in producer income.

In a parallel effort, RVCP technicians will monitor treatment of wastewater from wet mill processing and ensure that growers make appropriate use of sedimentation wells and treatment plants at the shared wet mills in San Marcos. Technicians will continue to promote the use of byproducts for composting (wastewater and pulp).

d. Employment Generation

With productivity targets at 3,000 pounds of parchment coffee per hectare, the Project expects RVCP growers from 28 groups to produce combined yields of 14,663,700 pounds. Considering that the manpower required to process 100 pounds of parchment coffee is 11 man/days, the 2016-2017 harvest is expected to require a combined total of 1,613,007 man/days that are equivalent to 6,204 formal jobs. Furthermore, producer groups will maintain their current 517 permanent administrative and technical jobs.

e. Improved Technology or Practices

RVCP technicians will move forward with improved technologies or practices implemented on coffee plantations by growers from the 28 organizations working with the Project San Marcos (8) and Huehuetenango (20). At least one of the following practices will be implemented on 190 hectares of coffee plantations in FY2017: appropriate use of chemical fertilizers, use of organic fertilizers, plantation renewal, shade management, soil management, integrated pest and disease management, responsible water use and appropriate handling of wastewater.

In addition, RVCP/FEDECOCAGUA technicians plan 24 training events for 1,200 producers that are currently adopting improved practices on their coffee plantations. Of these, 130 growers (91 men and 39 women) are recent members and the Project expects that 70 of these new members (50 men and 20 women) will implement improved practices to responsibly store chemicals.

Horticulture Value Chain

➤ **FEDECOAG – San Marcos and Huehuetenango**

a. Controlled Growing Conditions (greenhouses and macro-tunnels)

To strengthen processes and ensure sustainability, RVCP/FEDECOAG technicians will maintain assistance and training for 400 producers, both men and women, to continue using controlled conditions for their tomato, bell pepper, jalapeno pepper, cucumber, squash, lettuce and onion crops. The greenhouses are installed on a total of 2.9 hectares.

Staff at the Experimental Station for Horticulture Production that FEDECOCAGUA set up in Chiantla, Huehuetenango are constantly assessing new varieties of tomatoes (P52, Retana, Silverado and Atitlan), bell peppers (Guillete), jalapenos (El Rey) and cucumbers (Modan). In turn, they share results with RVCP producers to improve their crop quality, yields and costs. The Experimental Station also joined efforts with Agropecuaria Popoyan to evaluate the efficiency of phytopathogenic fungi to biologically control disease caused by *Fusarium* fungi and by *Bemisia tabaci*. Furthermore, the Experimental Station has been a training resource and demo site for successful experiences of horticulture producers working with RVCP.

a. Technical Assistance to Promote Improved Technologies and Practices

The Project will provide technical assistance and training to 900 producers to implement the following improved practices on 120 hectares.

- Improved seeds;
- Integrated pest and disease management;
- Soil conservation (live and still barriers, terracing, ditches and contour planting);
- Implement irrigation plans (spraying or drip), and
- Water management and conservation (reforestation and conservation of springs).

b. Employment Generation

Over the course of RVCP Year Five, the Project expects that horticulture activities will generate 540 new jobs.

The number of new jobs is estimated based on man/hours during the growing cycles for export and domestic crops, as well as on the labor required to shell peas.

c. Export Crops

The Project plans to move forward with seven horticulture groups developing export crops (five in Huehuetenango and two in San Marcos). The groups work through agribusinesses operating in the RVCP coverage area to export peas, snow peas, lima beans and cruciferous vegetables.

RVCP/FEDECOAG technicians will provide additional assistance and training to said producers to increase their knowledge base to manage the export crops, particularly in regard to the use of pesticides per the RVCP PERSUAP, food safety considerations and post-harvest management.

Furthermore, RVCP/FEDECOAG technicians will work with grower organizations on conducting negotiations with agribusinesses to set prices and delivery conditions, schedule plantings, develop management plans and procure supplies.

d. Intermediate and Final Processing

Horticulture groups working with RVCP/FEDECOAG to produce export crops continue with intermediary processing at their facilities, particularly with snow peas. These organizations include: Asociacion de Agricultores Tinacos (ADAT) in San Martin, Todos Santos Cuchumatan and Cooperativa Agricola de Servicios Varios Los Cuchumatanes in Chuacaj, Chiantla.

As such, the Project plans further training for growers from these organizations on intermediate processing and on good manufacturing processes, including: 1) proper hygiene when handling products; 2) appropriate equipment during manufacturing processes; 3) hygiene and cleanliness in processing facilities; 4) controls during product classification; 5) quality parameters; 6) product collection; 7) pest and rodent control within processing facilities; 8) processing records, and 9) waste management.

It is noteworthy that in adding value to horticulture crops, producer groups employ local labor, especially female members of the organizations themselves.

b. Promote Partnerships (grower groups and exporters, suppliers, buyers, etc.)

RVCP/FEDECOAG will move forward in assisting horticulture groups to coordinate efforts with Comercializadora de la Meseta de los Cuchumatanes, S. A. (COMECSA) to grow and sell potatoes to local supermarkets or for export throughout the Central American region.

Technicians will also continue to coordinate efforts with several other businesses, including Agro San Juan, Cuatro Pinos, Mayapac, Grupo CEIS and SIESA to plan growing snow peas, peas, lima beans and cruciferous vegetables for export markets.

RVCP/FEDECOAG technicians will also work closely with horticulture groups to seek out new markets (domestic and international) providing favorable conditions.

TABLE 10
RVCP Component 1: FY2017 Target Summary

Component 1: Improved Competitiveness along the Value Chains			
FY2017 Targets			
Description	Life of Project		FY2017 Target
	Original Target in Agreement	Modified Target	
Coffee:			
Total 100 lb. sacks of parchment coffee per hectare	19	28	28
Total number of producers investing in coffee plantation renewal	749	4,700	744
Total area (hectares) with renewed coffee plantations	1,397	3,000	200
Total number of new or modified wet mills compliant with standards on water efficiency and wastewater disposal	16	17	5
Total number of new or modified hand operated wet mills appropriately handling byproducts this period	0	500	104
Horticulture:			
Total number of horticulture producers implementing controlled conditions (greenhouses, macro-tunnels)	90	390	390
Total hectares planted under controlled conditions (greenhouses, macro-tunnels) *	12.5	4	4
New export crops promoted	1	3	3
Total number of links between small producer groups and other actors in the horticulture value chain	10	10	4
General:			
Total number of jobs created through RVCP assistance	9,796	33,439	11,640

Component 2: Broadened Participation in Value Chains

RVCP seeks to broaden the participation of individuals in the coffee, horticulture and handicraft value chains by implementing the activities listed below.

ANACAFE – San Marcos and Huehuetenango:

a. Ensure that a Larger Number of Producers obtain Financing (loans, crop advances, in kind resources, etc.)

RVCP plans to assist 525 coffee growers in Sibinal and Tajumulco, San Marcos from the organizations listed below with the financing obtained from Manos Campesinas for a total of GTQ2,050,000 as crop advances and post-harvest handling:

1. Asociacion de Pequeños Productores Agrícolas Comunidades Unidas (ACIPACU)
2. Asociacion de Pequeños Productores Agrícolas de Liberación (APECAFEL)
3. Grupo de Amistad y Trabajo Mujeres con Esencia de Café (MUJESCA)

4. Asociacion de Pequeños Productores Agrícolas Mayas Mames (APECAFORM)
5. Asociacion de Pequeños Productores Agrícolas Buenos Aires (ADIBA)
6. Cooperativa Integral Agrícola Entre Ríos R.L.
7. Asociacion de Pequeños Productores Agrícolas Media Cuesta
8. Asociacion de Pequeños Productores Agrícolas Flor Del Café
9. Grupo de Amistad y Trabajo Plan Villa Nueva

RVCP worked with the above organizations in obtaining financing as they prepared budgets, updated and reviewed their credit regulations and drafted contracts for long-term credit lines.

A group of 20 coffee growers from Asociacion de Desarrollo Integral de Caficultores El Pajal (ADICEP) in San Antonio Huista, Huehuetenango worked with RVCP to process loan applications (GTQ100,000) for funding by Cooperativa de Ahorro y Crédito Esquipulas, in La Libertad. The growers plan to use the funds for weed, pest and disease control operations; procuring fungicides to control coffee rust disease under integrated management techniques, and purchase seedlings to replant and restore their plantations.

➤ **FEDECOCAGUA – San Marcos and Huehuetenango:**

a) **Ensure that a Larger Number of Producers obtain Financing (loans, crop advances, in kind resources, etc.)**

RVCP coordinated efforts and provided assistance to 2,186 growers working with the Project in San Marcos and Huehuetenango to access FEDECOCAGUA funding for a total amount of GTQ29,327,400 as crop advances. In order for them to qualify for FEDECOCAGUA funding, RVCP technicians will work with growers to forecast their crop yields. In addition, the Project will provide technical assistance to improve internal procedures that ensure their expected returns on the advances.

a. **Small Producer Groups Partner with Savings and Loan Organizations**

RVCP will continue to tailor assistance to 24 co-ops to develop strategic partnerships with financing organizations to fund plantation renewal and maintenance, as well as for post-harvest activities. One of the partnerships is with BANRURAL, issuing loans to coffee producers from said co-ops for a total of GTQ4,000,000 at 12% APR. The Project reports that negotiations with BANRURAL have moved forward and the preferential interest rate reflects the Bank's confidence in the credit worthiness of grower groups working with RVCP/FEDECOCAGUA.

b. **Ensure Local Governments Support Producer Groups through Specific Agreements**

In following the RVCP strategy to engage with local governments, Project technicians will support the members of organizations in leadership positions to engage with their municipal authorities and request support to implement infrastructure, roadway and environmental conservation projects. It is important to note that producer groups that succeeded in advocating their local governments to support productive activities require constant support and assistance to do so. As such, FEDECOCAGUA plans to continue these efforts beyond the life of RVCP.

c. **Obtain Funds or Resources (leveraged) from Public or Private Entities**

FEDECOCAGUA plans to procure supplies to control coffee rust disease for members of RVCP organizations in the amount of GTQ1,050,000. The supplies will control the disease on approximately 60% of the land planted by members of the 28 RVCP grower groups. Further to the point, the UGK Foundation will invest GTQ150,000 to improve the warehouse facilities of one of the RVCP organizations.

The Project continues to work with Rafael Landivar University as nine younger members of co-ops enrolled in the associate degree program for co-op administration. In a parallel effort, the Project works with San Carlos University of Guatemala with support from the Ministry of Agriculture (MAGA in Spanish) in a trilateral agreement to have four co-op members specialize in agriculture extension. The Project estimates that both programs total GTQ150,000. FEDECOCAGUA funds 75% of the four scholarships and the students cover the remaining 25%. In addition, FAIRTRADE INTERNATIONAL is contributing 100% of the tuition for the students at San Carlos University while MAGA provides them with a stipend.

d. Increase number of COCODEs and/or COMUDEs Participating in RVCP Activities

The Project will continue to encourage members of RVCP organizations to participate in their respective COCODEs as a way to advocate for decisions to protect and conserve waterways, efficiently manage inorganic waste (collect solids at bins placed on the premises of producer organizations) and protect springs and other highly-valuable natural resources.

➤ **FEDECOAG – San Marcos and Huehuetenango:**

a. Small-scale Producer Groups Partner with Savings and Loan Organizations

At least three horticulture groups in San Marcos will move forward to strengthen their partnership with Cooperativa de Ahorro y Credito 10 de Abril, in San Sebastian, San Marcos to finance their crops.

In addition, the Project will promote further partnerships between RVCP producer groups and savings and loan co-ops providing financing in the Project target area. As such members can qualify for soft loans (14-15% APR on the balance compared to bank loans that are usually charging 17-23% interest).

b. Ensure that a Larger Number of Producers obtain Financing (loans, crop advances, in kind resources, etc.)

Following RVCP/FEDECOAG assistance, a total of 900 members from Project organizations obtained financing. Of these, 600 obtained funds for their potato crops, while 300 have funding for agricultural supplies to grow peas, lima beans and cruciferous vegetables for export.

The Project expects that as a result of RVCP assistance throughout FY2017, growers from horticulture organizations will obtain a total of GTQ2,500,000 in financing from ag export companies, own-source capital or from other sources.

RVCP/FEDECOAG will negotiate terms with ag export companies to procure supplies (in the form of crop advances) for 100% of the RVCP producers growing peas, lima beans and cruciferous vegetables for export markets.

c. Ensure Local Governments Support Producer Groups through Specific Agreements

The RVCP exit strategy is designed to promote sustainability. As such, technicians will support horticulture groups to coordinate efforts with municipal authorities and work jointly to implement projects on food security and nutrition. The work can extend to setting up collection sites and facilities that will add value to vegetable production.

To that end, technicians plan to schedule meetings to promote RVCP results and seek alternatives for continued support to horticulture producer organizations.

d. Obtain Funds or Resources (leveraged) from Public or Private Entities

RVCP/FEDECOAG will continue to support efforts by producer groups with the Ministry of Agriculture and other institutions to seek financing to produce and sell their crops.

➤ **ARTEXCO San Marcos and Huehuetenango:**

a. Ensure Local Governments Support Producer Groups through Specific Agreements

ARTEXCO will promote agreements between handicraft groups and municipal authorities in San Sebastian Huehuetenango and La Democracia. The point of departure for agreements will be to share RVCP results and progress with local authorities to pursue their increased involvement in productive processes for handicraft value chains.

b. Obtain Funds or Resources (leveraged) from Public or Private Entities

ARTEXCO will engage with the Guatemalan Confederation of Cooperatives (*Confederacion Guatemalteca de Federaciones de Cooperativas* -CONFECOOP), the Ministry of Economy and the European Union to seek funding to provide continuity for activities undertaken by RVCP and underscore the fact that handicraft organizations represent a valuable resource to drive local economic development, hence contributing to improved living conditions for artisans and their families.

➤ **FUNCAFE:**

a. Pilot Program on High School Degree Specializing in Coffee and Horticulture

Over the course of the first quarter in Year Five of RVCP implementation, the Project expects to see 20 students graduate from the high school program specializing in coffee and to see 16 students graduate from the program specializing in horticulture production. Given that the degrees are authorized by the Ministry of Education, the group of 36 students will be able to continue to college. In either case, the students are qualified to enter the work force or establish small businesses.

FUNCAFE plans to work through FY2017 to support 60 scholarship students enrolled in the high school program specializing in coffee production (30) and horticulture (30). All 60 scholarships are funded through the RVCP SAN Component, but FUNCAFE obtained commitments from the schools to allow the students to graduate after the end of the

Project on May 30, 2017. The schools are privately funded and will contribute their own resources for the scholarships with support from FUNCAFE.

Further to the effort, FUNCAFE set up a strategic alliance with the SEGAMIL Program implemented by Catholic Relief Services (CRS) so that the latter will fund the tuition, food and lodging costs for six scholarship students in the high school program specializing in coffee production at the Volcanic San Marcos School in San Rafael Pie de la Cuesta, San Marcos. The arrangements are in place until December 2017 in time for the students to graduate after RVCP closes out in May. FUNCAFE will continue to provide technical support and assistance to both the scholarship students and the school.

It is worth noting that ANACAFE is processing a request for funding to continue providing technical assistance for small-scale coffee producers using the model validated by RVCP. The model will enable ANACAFE to continue provide scholarships with funds provided by FUNCAFE for the high school program specializing in coffee studies.

TABLE 11
RVCP Scholarship Students

Program	Students Graduating in December	Students in their Second Year (2017)	TOTAL RVCP Scholars
High School Program specializing in Coffee Studies	20	30	50
High School Program specializing in Horticulture Production	12	30	42
Certification Course on Agribusiness and Entrepreneurship	04	0	04
Totals	36	60	96

FUNCAFE will continue to encourage coffee producer groups to seek out the scholarship program so that parents can access the financial aid available for their children and take advantage of private schools that have the support of FUNCAFE. The programs are highly competitive and well received by the labor market in the coffee sector. In addition, Del Valle University will promote the high school program for horticulture at their campus in the Western Highlands.

TABLE 12
RVCP Component 2: FY2017 Target Summary

Component 2: Broadened Participation in Value Chains			
FY2017 Targets			
Description	Life of Project		FY2017 Target
	Original Target in Agreement	Modified Target	
Total number of partnerships between producer organizations and savings and loan associations as a result of RVCP assistance or support this period	0	12	4
Total number of partnerships between producer organizations and public sector entities (municipal governments, ministries, public agencies) as a result of RVCP assistance, support or coordination this period	0	3	1
Total number of partnerships between producer organizations and private sector entities (businesses, entrepreneurial associations, foundations, NGOs, etc.) as a result of RVCP participation	0	23	2
Total number of producers receiving financing (loans, advances, etc.) as a result of RVCP coordination, assistance or support this period *	40 loans	9,000 producers	3,650
* This result replaces "Total number of triangulated credit as a result of RVCP coordination, assistance or support."			
Total financing received by producers during the period	0	Q. 100,000,000	Q33,800,000
Total number of organizations with women and youth in decision-making positions	40	90	90
Total number of agreements with municipal governments in support of Project activities	8	2	1
Total funding leveraged and invested in RVCP activities (expressed in local currency)	0	Q24,000,000	Q3,000,000
Total number of COCODES and/or COMUDES involved with the Project	15	45	40
Total number of producer organizations with increased membership as a result of RVCP strengthening efforts		50	50
Total number of students graduated/trained in specialized high school studies on coffee and horticulture production	120	120	38

Component 3: Improved Agricultural Productivity

RVCP seeks to improve coffee productivity as summarized below.

Coffee Value Chain

➤ **ANACAFE – San Marcos and Huehuetenango:**

Technical Assistance on Good Agricultural Practices (GAPs)

RVCP technicians plan to schedule 300 technical assistance visits to coffee producers from 50 organizations in San Marcos. As such, 23 ag promoters plan 4,600 visits to tailor assistance to producers, provide follow up, improve, correct and encourage implementation of GAPs as follows:

- Terraces;
- Ditches;
- Live and still barriers;
- Use of personal protection equipment (PPE);
- Composting;
- Safe use and management of pesticides;
- Biodeps;
- Use bins to dispose of used chemical containers, and
- Include agroforestry management for coffee plantations.

Furthermore, ag technicians and promoters will reinforce previous RVCP efforts to promote practices and technologies as follows:

- Traceability;
- Manage coffee byproducts;
- Monitor coffee quality;
- Calibrate spraying equipment;
- Etiological controls for coffee borer disease;
- Integrated management for coffee rust disease;
- Plantation renewal;
- Appropriate management of coffee nurseries and shade trees, and
- Use plant varieties resistant to coffee rust disease.

RVCP will continue to work in Huehuetenango by providing technical assistance to coffee growers from the 50 organizations. To that end, technicians will continue to supervise and monitor specific agricultural plans and post-harvest handling to implement the following GAPs.

- **Seedlings and Nurseries:** Coffee growers are implementing the practice by using seed varieties resistant to coffee rust disease (Anacafe 14, Sarchimor and Catimor). The assistance extends to using coffee varieties well suited to the zone.
- **Soil Sampling:** RVCP/ANACAFE technicians will work with producers to take soil samples for analysis at ANALAB. Technicians will use the results to develop the respective fertilization plans.

- **Productive Tissue Management (Pruning):** Technicians plan training and demonstrations of methods as a way to strengthen the capacity of coffee growers to manage productive tissue. Technicians will focus on the following:
 - Selective pruning is a practice commonly used by producers in the region after every harvest season as required by every plant;
 - Pinching new growth;
 - Crown pruning at about one meter from the ground for shorter plant varieties and at 1.2 meters for taller trees, and
 - Branch pruning (two sequential cuts: one at the crown at about .8-1.2 meters and partial cuts along lateral branches).

- **Integrated Pest and Disease Management:** By implementing this practice, coffee producers control pests through various methods including: mechanical (cultivation, planting schedules, etc.); biological (natural enemies of pests such as *Lecanicillium lecanii* to inhibit the spread of coffee rust (*Hemileia vastatrix*), insects and nematodes, *Beauveria bassiana* (a fungus to deter coffee borer beetles *Hypothenemus hampei*) and parasitoids *C. stephanoderis*, that also inhibits borer beetles, and chemical methods (pesticides compliant with the USAID approved PERSUAP).

In a parallel effort, RVCP technicians will continue to monitor the incidence of pests and diseases affecting coffee plantations, primarily coffee rust (*Hemileia vastatrix*), to curb the spread. According to monitoring results published by CEDICAFE, the severity of the disease in Huehuetenango is reported to be 6%. The effort will also include taking samples in the field to accurately monitor the prevalence of other pests.

- **Use and Safe Handling of Pesticides:** The Project will continue to advise and train coffee producers on the use and safe handling of pesticides to reduce harm to the environment and human health. Technicians emphasize the need to use personal protection equipment, to triple wash containers and to correctly adjust spraying equipment.

a. Climate Change

RVCP technicians will work in San Marcos as follows:

- Monitor demo plots established to show soil conservation and management techniques at the Rural Training Centers for Coffee (*Centros Rurales de Capacitacion en Cafe* –CERCAFE in Spanish) used as ag extension models and training sites for RVCP methods that are now institutionalized at ANACAFE.

- Continue to promote water recycling for wet mill processing (training, holding tanks and reusing coffee pulp).

RVCP technicians in Huehuetenango also plan to promote water recycling at shred wet mills operated by Asociacion de Desarrollo Flor del Cafe (ASDEFLO), in Todos Santos Cuchumatán, and by Cooperativa Rio Azul, in Jacaltenango. The practice reduces water consumption to no more than 200 liters per 100 pounds of parchment coffee.

b. Climate Change Adaptation

RVCP technicians will move forward with technical assistance to producers in San Marcos and Huehuetenango to appropriately handle byproducts from wet mill processing (waste water and pulp) which extends to using the waste for composting and improved soil structures. The practice also reduces the emission of greenhouse gases.

➤ **FEDECOCAGUA – San Marcos and Huehuetenango:**

a. Technical Assistance on GAPs:

The Project plans 24 workshops for producers from RVCP organizations, as follows:

- Seek alternatives to prevent and control pests and diseases affecting coffee plantations by using monitoring and sampling before considering chemicals as a last resort.
- Learn preventive measures to deter pests and disease that affect coffee plantations and avoid their resistance to pesticides.
- Increase their knowledge base regarding a) appropriately storing chemicals out of the reach of children; b) interpreting pictograms on pesticide labels; c) treat accidents or chemical spills; d) appropriately handle and discard empty containers, and e) use personal protection equipment to handle pesticides.
- Reduce the use of herbicides by manually controlling weeds (80% of coffee plantations are on sloped or hilly land).

The training sessions will cover portions of the content in the Environmental Mitigation and Monitoring Plan for the Coffee Value Chain and in the Work Plan for Safe Use of Pesticides (PERSUAP).

c. Climate Change Adaptation:

RVCP/FEDECOCAGUA technicians will continue to promote that coffee producer organizations channel their FLO bonuses from selling Fairtrade-certified coffee into soil conservation structures to prevent erosion and keep moisture in the soil.

d. Climate Change Mitigation:

RVCP technical assistance will focus on monitoring coffee harvests and quality in wet mills, expecting that 1,013 producers will appropriately manage waste water and pulp to avoid environmental contamination and reduce greenhouse gas emissions.

Technicians will also monitor wet mill processes to ensure energy efficiency (electricity, firewood and fossil fuels such as gasoline and diesel) as an additional way to reduce greenhouse gas emissions.

Horticulture Value Chain

➤ **FEDECOAG – San Marcos and Huehuetenango**

Good Agricultural Practices (GAPs)

Technical assistance and training provided by RVCP/FEDECOAG in FY2017 is designed to enable 900 small-scale horticulture producers to implement GAPs as follows:

- Build compost bins to produce organic fertilizer to then add nutrients to the soil and improve crops.
- Make appropriate use of crop residue as soil amendments and added nutrition. The practice avoids slash and burn techniques which pollute the environment.
- Use personal protection equipment when applying pesticides to reduce the impact on human health. In addition to technical assistance and training to implement this practice, RVCP technicians will procure PPE for 440 members of horticulture organizations working with the Project. New members increase the number of beneficiaries using PPE to 980 (45% of small-scale producers working with RVCP) out of 2,199.
- Implement the use of bio-deps to triple wash pesticide containers and spraying equipment. In addition to providing technical assistance to implement the technique, RVCP will procure 25 plastic drums to build the biodeps. The new biodeps will benefit 550 producers from RVCP organizations and contribute to the safe use and handling of pesticides that reduce negative impacts on the environment and human health.
- Implement the use of yellow traps to control pests by continuously monitoring their presence at every stage in the life cycle and make timely decisions to apply pesticides when most effective at the lowest dose.
- Prepare and safely use and handle natural pesticides to reduce the need for chemical applications.
- Soil sampling for lab analysis to detect the presence of nematodes and make appropriate decisions to fertilize or apply nematocide.

a. Irrigation

RVCP/FEDECOAG technicians will provide assistance and training to horticulture producers using irrigation. The assistance extends to using information from weather stations procured and installed by RVCP when developing irrigation schedules.

The Project plans to continue training on efficient water use for irrigation (appropriate times of the day, seasonal irrigation, spray tips, hoses, pH monitoring and temperature) and on the need to conserve water sources.

Using data produced by the FEDECOAG Center for Information and Analysis for Technical Design and Support (*Centro de Generacion y Analisis de Informacion para el Diseno y Apoyo Tecnico -CAAT*), the Project continuously supplies producer organizations, ag promoters and technicians with data on climate patterns to determine moisture levels in the soil and more effectively schedule crop irrigation. This allows for optimal water usage.

b. Greenhouse Production

RVCP/FEDECOAG plans to continue technical assistance and training to horticulture producers growing crops under controlled conditions in 583 macro tunnels (2.4 meters wide by 21 meters long). The structures cover a total of 4.16 hectares with a variety of crops including bell peppers, potatoes, tomatoes, lettuce, squash, radishes and onions. Controlled conditions enable producers to improve crop quality and yields all year round. In turn, year-round crops increase household income and, hence, quality of life for producers and their families.

The Project has reported that most horticulture producers from the 22 organizations working with RVCP have few economic resources. Climate change conditions make it difficult to grow crops in open fields. As such 201 macro-tunnels installed by RVCP prior to June 2016 as demo units have clearly demonstrated their benefit for year-round crops with improved quality. As such, RVCP/FEDECOAG plans to procure an additional 160 macro tunnels in FY 2017 as demo units for an equal number of women from 19 of the 22 horticulture organizations working with the Project. Each macro tunnel covers 71.4 square meters so growers can plant their crops all year on a combined total of 1.14 hectares.

Before providing delivery of the macro tunnels, RVCP/FEDECOAG technicians will schedule orientation tours for women beneficiaries to share experiences with other producers (both male and female) growing vegetables year-round under similar controlled conditions. The orientation will also include a field visit to the FEDECOAG Experimental Station for Horticulture Production in Aldea Chuscaj, Chiantla, Huehuetenango to observe produce varieties, fertilization plans, biological pest controls, harvest techniques and sorting.

Over the remainder of the Project, technicians will tailor technical assistance and training to the 160 women receiving macro tunnels on maintaining their drip irrigation systems. When RVCP closes out, FEDECOAG plans to continue to provide technical assistance and is currently processing the funds for that purpose.

The technical assistance and training extends to management plants for each type of crop growing in greenhouses, particularly for combinations of organic and chemical applications.

RVCP/FEDECOAG technicians will also train producers on practices implemented at the FEDECOAG Experimental Station in Chiantla, Huehuetenango, including exchange tours to observe seed production facilities and other greenhouses.

c. Climate Change Adaptation

The practices to be promoted by RVCP/FEDECOAG technicians with RVCP organizations to aid in adapting to climate change are as follows:

- Growing horticulture crops in macro tunnels under controlled conditions.
- Using drip irrigation systems in macro tunnels.
- Build structures for soil and water conservation, including live and still barriers.

d. Climate Change Mitigation

In contributing to mitigate the effects of climate change, RVCP/FEDECOAG will move forward as follows:

- Coordinate efforts with the Ministry of Agriculture, Helvetas and producer organizations to organize reforestation and water and forest conservation campaigns.
- Promote the use of improved fuelwood stoves to avoid additional deforestation.
- Given that there are some producers (primarily those that are not members of RVCP organizations) that are not properly disposing of empty pesticide containers,

coordinate efforts between producer groups and local schools to promote trash collection campaigns, especially of used chemical containers.

- Set up bins to collect empty pesticide containers and coordinate with AGREQUIMA for disposal.
- Promote crop waste back into the soil.

TABLE 13

Summary of FY2017 Targets under RVCP Component Three

Component 3: Improved Agricultural Productivity			
FY2016 Targets			
Description	Life of Project		FY2017 Target
	Original Target in Agreement	Modified Target	
Total Number of GAPs promoted	0	10	10
Total number of best practices promoted to adapt to climate change	0	6	6
Total number of horticulture producers using irrigation systems	1,800	1,800	900
Total producer investment to renew coffee plantations (in local currency)	0	Q15,000,000	Q3,500,000
Total number of organizations with paying high level management positions	30	50	50
Total number of organizations launching capital accrual programs*	0	50	50

* This result replaces "total number of individuals or businesses that begin accumulating capital funds (savings)."

Component 4: Increased Trade and Expanded Markets

This Component is not covered by the Cooperative Agreement between USAID and the Consortium.

Component 5: Increase Food Production and Improve Food Use

FUNCAFE plans the following activities to be implemented in FY2017.

a. Training on Child Health and Nutrition

Over the remainder of the Project in FY2017, FUNCAFE technicians will continue to implement training processes—especially for the families that recently joined the Project in 2016 to catch up. Technicians expect to reach 7,500 participants.

The Project expects to have 3,500 families complete the entire training cycle for food security and nutrition (SAN in Spanish) in December 2016. Another 1,500 families will finish their training throughout the months of January-May 2017. Once training is completed, FUNCAFE will have trained 5,000 families and meet the RVCP results target for Year Five.

Furthermore, FUNCAFE will begin working in October 2016 to evaluate training participants on the knowledge acquired during training and note behavioral changes in families to increase their food security and nutrition. RVCP designed a software program in Year Four specifically for that purpose, including an app for technicians to run on their smartphones. The Project validated the process in the field and technicians are now trained to begin evaluations.

FUNCAFE is poised to begin a gradual RVCP closeout process in the field as of October 2016. This includes scheduling public events and providing acknowledgements for participants in SAN training, workshops on sexual and reproductive health and family gardens to recognize their effort, time and interest.

b. Training Participants in Child Health and Nutrition

FUNCAFE will redouble efforts to ensure that RVCP families satisfactorily complete training at similar levels on food security and nutrition. Although enrollment is now closed, FUNCAFE plans continued assistance to local organizations that may want to undertake their own projects and programs on food security and nutrition, especially any of the RVCP producer organizations.

Furthermore, FUNCAFE plans to record and systematize best practices from the RVCP SAN Component together with the lessons learned and key success factors for communities. To that end, the Project is hiring an independent expert(s) that is fully qualified in the matter to produce the following deliverables: a) record RVCP successful experiences in SAN; b) research and document lessons learned during RVCP SAN experience, and c) collection of key factors for success during RVCP SAN Component. The products will be useful to FUNCAFE to sustain the results and replicate efforts in other parts of Guatemala.

c. Children Benefitting from SAN Activities

To obtain optimal results from the final five months of RVCP implementation that coincide with the beginning of the 2017 school year, FUNCAFE plans close coordination with more than 100 schools in the RVCP coverage area to ensure that school gardens are well established and that capacity is installed in teachers and students to sustain the results beyond the life of the Project. Technicians will closely coordinate the activities with the RVCP Education Component under FUNCAFE, as well as with local and district education officials.

d. Children Under Five Benefitting from SAN Activities

FUNCAFE plans to continue activities to advocate locally, provincially and nationally to improve primary health services to benefit the children under five from RVCP producer organizations with quality care. To that end, FUNCAFE will continue to participate in the inter-institutional working groups comprised of representatives from both private and public sectors.

RVCP/FUNCAFE will also continue to schedule home visits to verify implementation of good hygiene practices, safe water use and cleanliness as these improvements have direct impacts on the wellbeing of children under five.

e. Family Gardens

FUNCAFE plans to follow up with those that recently joined the program in 2016 to establish family gardens and strengthen capacity to sustain their production of vegetables for the household.

FUNCAFE also plans to continue promoting GAPs for the family gardens established by RVCP families. To that end, technicians will implement four demo plots in selected communities where producers can observe appropriate implementation in the field. The new demo plots are in addition to the five that the Project set up in 2016 that have proved successful for experience exchanges.

f. Train Primary School Teachers on Health and Nutrition

FUNCAFE will continue to support the 126 schools participating in the RVCP SAN Component to further strengthen the knowledge base of teachers and students.

FUNCAFE will provide tailored assistance to any schools requiring additional support to implement health and nutrition practices. The RVCP SAN technical team has worked closely with the committees responsible for school meals to diversify students' diets and incorporate produce from the school gardens. This support will remain in place to ensure sustainability of the results.

g. Water Purification

The Project will continue to monitor and support the 5,000 families that received water filters. Technicians schedule home visits to observe results in reducing diarrhea, particularly for children under five. As such, FUNCAFE conducts monthly assessments to compare data with the RVCP base line in the Project coverage area and will continue to do so until May 2017.

The Project has been working with the suppliers of replacement parts to ensure they be easily accessible and affordable (both location and price). As a result, suppliers are now distributing parts in six locations. Much remains to negotiate to ensure that beneficiaries will always have easy access; therefore, FUNCAFE will redouble efforts to discuss the issue with local organizations (co-ops and associations) and encourage them to stock and distribute the filter replacement parts.

h. Efficient Fuel Wood Stoves

FUNCAFE reached a cumulative total of 1,534 families and 51 schools in FY2016 using improved stoves. The Project plans to continue working to support the families and schools throughout FY2017. Furthermore, FUNCAFE engaged the stove manufacturers to make the spare parts and products more readily available in the RVCP coverage area.

Technicians scheduled home visits to monitor stove use and note 55% efficiency in burning fuelwood and up to 100% reduction in smoke/air-borne particles within the home. Nevertheless, future home visits are required to advise families and reinforce maintenance and care required for the stoves.

i. Community Outreach

FUNCAFE plans continued participation in promotional events (fairs and field days) to disseminate Project results from the RVCP SAN Component. The events provide opportunities to reach more than 2,000 small-scale producers in the RVCP coverage area.

j. Monitoring and Evaluation (M&E)

To ensure high-quality interventions, FUNCAFE will continue this period to implement the SAN Monitoring and Evaluation System –primarily focused on gathering data to measure progress toward results (efficacy) and effects (efficiency) of RVCP SAN activities. The M&E process takes place within all three value chains (coffee, horticulture, handicrafts) by a specialized technical team using field instruments (physical and digital such as monitoring forms and mobile apps).

The Project will begin working in October 2016 to evaluate knowledge base within the families completing the training process for SAN, sexual and reproductive health and family gardens. The evaluations will confirm their retention of knowledge and the effectiveness of the RVCP SAN training methodology.

TABLE 14
Summary of FY2017 Targets for RVCP Component 5

Component 5: Increase Food Production and Improve Food Use			
FY2017 Targets			
Description	Life of Project		FY2017 Target
	Original Target in Agreement	Modified Target	
Total number of individuals participating in training on child health and nutrition	5,000	25,500	7,500
Total number of children benefitting from activities on health and nutrition	3,000	15,000	8,000
Of this total, total number of children under five* * This result replaces "Total number of children under five with growth monitoring"	0	5,700	5,000
Total number of family gardens to increase household access to food during the period	5,000	5,000	1,500
Total number of schools applying food security and nutrition practices with their students (including school gardens)	60	125*	125
Total number of schools using improved fuel wood stoves	60	60	60
Total number of families with safe water	5,000	5,000	5,000
Total number of families using improved fuel wood stoves to safely prepare their meals	1,500	1,500	1,538

Component 6: Improvements to the Handicrafts Value Chain

- ARTEXCO plans activities in FY2017 as summarized below.
- a. Entrepreneurial Development and Investment**
The Project plans technical assistance and support to two handicraft organizations to develop their respective entrepreneurial and investment plans that allow them to launch production while sustaining their other sources of income. As such, the two organizations will produce an instrument that creates jobs and promotes integrated development. Beyond technical assistance to develop the plans, RVCP/ARTEXCO will also track the activities and efforts organizations must undertake to successfully implement them.
- b. Train Producers in Business Administration**
The 16 organizations working on RVCP with ARTEXCO are implementing the Entrepreneurial Development System (SIDEM in Spanish) through tailored technical assistance to selected groups in each of the organizations. SIDEM will continue to train 250 producers in business administration as summarized below.
- The Project will schedule monthly meetings for the ten organizations classified as Type A to further study the phases on Administrative Management, Business Strengthening and Associative Trade. Technicians will also provide follow up on the Governance phase.
 - The Project will schedule monthly meetings with the six organizations classified as Type B to further study the phases of Associative Trade and Administrative Management, while also providing follow up on Governance.
 - The Project will provide tailored technical assistance on accounting, legal and tax issues to two representatives selected from each of the 16 RVCP handicraft organizations. Technicians will also work with the accountants from each organization on accountability issues.
 - The Project plans tailored technical assistance to one representative from five handicraft organization to attend domestic tradeshows (as described later in this report under item G) while strengthening their negotiating capacity and ability to network.
- e. Training on Best Productive Practices**
The Project will schedule 270 field visits to monitor and provide tailored technical assistance to 200 producers from the 16 RVCP organizations. The assistance will strengthen capacity to use the RVCP productive tools and further increase knowledge through 16 workshops on best productive practices, as follows:
- Four workshops on new techniques for back strap looms (143 participants from four organizations);
 - Four workshops on new techniques for foot looms (185 participants from four organizations);
 - Three workshops to reinforce pottery skills (40 participants from two organizations);
 - Two workshops on techniques for embroidery machines (25 participants from two organizations), and
 - Three workshops on new techniques for wrist looms (90 participants from three organizations).

In a parallel effort, ARTEXCO will train one leader selected from each of the 16 RVCP organizations to be the liaison that will sustain productive practices following the Project close out. The 16 liaison officers will commit to scheduling visits to follow up on productive processes and become pillars to support their respective organizations.

f. New Designs and Production

Developing the handicraft sector presents several challenges due to the nature of the market and current conditions in Huehuetenango and San Marcos. Designs need to be very innovative and attuned to changing fads. Given that handicrafts are basically luxury items and sales drop during recessions, demand is sensitive to financial conditions.

As such, and in response to the significance of designing new products, RVCP/ARTEXCO will work in FY2017 to produce three new designs based on market research and trends. In addition to the design itself, the process extends to a) producing floor samples; b) production; c) preparing product specifications; d) costing, and e) promoting products through final sale.

Technicians will also work closely with the eight organizations that have yet to develop their star product. Technicians will assist them in specializing with a signature item that does not constrain their production capacity.

g. International and Domestic Markets

Marketing handicrafts is one of the key factors of greatest interest to artisans from RVCP organizations. As such, ARTEXCO plans to open two new markets to promote handicrafts at both domestic and international levels, as described below.

- **Participate in an international tradeshow:** In a plan to reach international buyers, the Project plans to attend the NY Now tradeshow scheduled for January 2017 in New York City.
- **Participate in four national tradeshows:** To effectively reach more local buyers, the Project plans participation in the following events:
 - *Guate a Mano* festival at Paseo Cayala in Guatemala City scheduled for November 2016;
 - Christmas Bazaar in Guatemala City in December 2016;
 - Fair Trade Expo in Antigua Guatemala in November 2016, and
 - Casa Noj in Quetzaltenango scheduled for April 2017.
- **Marketing on Website and Social Media:** Marketing on Facebook or Instagram is increasingly a priority; as such, ARTEXCO plans to continue using both platforms for weekly posts on the products developed by the 16 RVCP organizations. Similarly, the website and online catalog are available with timely information for interested clients.
- **Direct Sales:** The Project will continue to promote increased sales by scheduling visits to handicraft stores in strategic locations and show the products developed by all 16 RVCP producer groups. To that end, the technician specializing in opening domestic markets will plan three visits per week in Guatemala City and the provinces of Sacatepequez, Escuintla, Solola and Quetzaltenango to expand the customer portfolio and follow up with repeat customers.

h. Net Annual Income per Producer from Handicraft Sales

To ensure that each of the 811 artisans from the 16 RVCP organizations increase their income by an additional net total of US\$150 per year, ARTEXCO plans the activities listed below.

- Promote an increase in the daily number of hours they invest in handicraft production. Producers currently spend an average of 3.5 hours a day on handicrafts, but new tools (foot looms, back strap looms and ceramic kilns) procured by RVCP for the organizations could increase the time to 4.5 hours/day.
- Reduce production costs: training on better production practices and business management could help artisans cut their production costs by 20%.
- Increase productivity: production times can be reduced by planning volume runs once an organization develops a signature item.
 - The Project developed a form to aid in tracking production and sales data by recording increased productivity, cost reductions and increased hours invested in handicraft production. Project promoters fill in the information on each form so that the Manufacturing Expert can consolidate and analyze the information.

i. New or Additional Investment

To ensure that artisan producers from RVCP organizations and other actors increase investment in handicrafts for a total of US\$160,417, ARTEXCO plans the following activities:

- Raise awareness about the significance of investing; organize two workshops led by the Control and Monitoring Specialist.
- Monitor investments made by artisans using forms to track spending on maintaining productive equipment or procuring raw material.
- Handicraft sales considering that increased sales increase the possibilities of producers re-investing more of their revenue.
- Disseminate RVCP results as a means to seek public and private entities that might invest in handicraft production.

j. Employment Generation

ARTEXCO estimates that handicraft activity by RVCP organizations in FY2017 will generate 40 new jobs based on calculations that artisans currently invest only 3.5 hours a day for handicraft production. To that end, ARTEXCO will work with organizations to increase the number of jobs when filling orders to meet market demands.

k. Sales

In working with 16 RVCP handicraft organizations to increase sales to a consolidated total of US\$100,000, ARTEXCO will continue to implement the sales strategy as follows:

- Apply the strategy based on three marketing pillars to encompass all handicraft markets;
- Market handicrafts already in stock or readily produced for positioning as products to satisfy a need or provide an emotional luxury.
- Meet market needs by responding to trends and buyer demand. This ensures success and continuous sales, particularly in the markets for home decor market and personal accessories.
- Forge four strategic partnerships with handicraft distributors or retailers, both domestic and international.
- Enhance handicrafts considering that innovation is a premise for entering the competitive market. The premise calls for value added products that distinguish themselves from the competition. As such, technicians will work with producer organizations to develop handicrafts that showcase their respective skills and traditions, while adapting the

products to follow market trends, customs and demands. This requires research, investigation and floor samples.

- Follow up on contacts with potential buyers from tradeshows, both domestic and international.
- Provide customer service to high impact clients by contacting each and tailoring responses to meet specific market needs.
- Provide a backstory that is accurate, but descriptive of benefits to producers and enhances product quality, added value, presentation and pricing (market-based and marketed by *Kult*).

To broadly expand markets for handicrafts that provide good sales opportunities and leverage the characteristics of each product to enter the market both horizontally and vertically, ARTEXCO developed and established three marketing pillars as follows:

- 1. Local markets:** defined as those in urban areas near handicraft producers from RVCP organizations to provide quality textiles at a lower price. The productive tools procured by RVCP for artisan groups could ensure sales forecasts on local markets amounting to US\$40,000 in FY2017.
- 2. National markets:** extends to every province in Guatemala, especially in those areas with customers seeking to buy handicrafts. This market includes hotels, restaurants, spas and other businesses where the handicrafts will draw in customers or enhance the business. This pillar could ensure sales forecasts amounting to US\$30,000 in FY2017.
- 3. International markets:** defined as an export market where efforts will focus on handicraft sales abroad, extending to fair trade customers, and those filling a demand for items of nostalgia and competitive pricing. ARTEXCO already explored international markets including the U.S., Germany and Austria. Sales under this pillar would be entirely wholesale with forecasts for FY2017 totaling US\$30,000.

TABLE 15
Summary of FY2017 Targets under RVCP Component 6

Component 6: <i>Improvements to the Handicrafts Value Chain</i>			
FY2017 Targets			
Description	Life of Project		FY2017
	Original Target in Agreement	Modified Target	
Total number of individuals trained in business administration	1,800	1,800	250
Total number of individuals trained in best productive practices	1,800	1,800	200
Total number of new handicraft products designed and produced	5	5	3
Total number of new markets for handicrafts established	4	4	2
Additional net income per producer from handicraft sales	US\$ 1,000	US\$ 1,000	\$150
Total sales during the period	0	US\$250,000*	\$100,000
New/additional investment in handicrafts	US\$ 1,250,000	US\$ 1,250,000	\$160,000

5.2 Cross-cutting Issues

- a. **Gender:** RVCP seeks to ensure that activities be implemented by making a distinction between the different conditions and interests of women and men. To this end, the Project plans actions regarding gender equality to strengthen the capacity of women to actively participate as members in their respective producer organizations, as well as in productive processes. The Project plans the activities listed below for FY2017 for the cross-cutting issue of gender:

- RVCP/ANACAFE technicians will work in San Marcos as follows:
 - Plan three training events to encourage the active participation of women in productive activities and to strengthen leadership among women and youth in producer organizations.
 - Continue to promote the participation of women and youth in decision-making positions. Attributable to RVCP ongoing efforts in this regard, 44 of the producer groups have at least one woman occupying management or board positions.
 - Set up committees of women in producer groups from Nuevo Progreso to develop and manage productive projects.
 - Schedule three training activities to build on earlier efforts that taught women the skills required to graft coffee plants.
 - Implement a training process and capacity building among women and youth from producer organizations to encourage them to be more involved in quality assurances for the coffee they produce.

- Activities for the cross-cutting issue of gender are planned in Huehuetenango as follows:
 - Training workshops to continue to promote comprehensive and equitable participation in coffee producer organizations, both in decision-making positions, as well as in general activities. In a parallel effort, the Project will work on gender equality with ANACAFE technical personnel so that the effects cascade throughout the organization.
 - Field visits to provide assistance and support to 20 organizations working on entrepreneurial projects with participation by women.
 - Schedule two meetings of women committees from 15 producer groups to exchange experiences and describe their leadership roles. The events are part of a larger process to build a regional committee of female coffee producers.
 - Organize six training seminars on the participation of women in entrepreneurial management.
 - Work with boards of directors to review bylaws, particularly those in regard to membership requirements, to facilitate women joining the groups and include committees of women in the organizational structure and operations.
 - Organize a seminar to improve productivity and competitive entrepreneurial quality in bakery businesses. The event will be designed to strengthen women's capacity for management, administration and leadership.

- FEDECOCAGUA will work on the cross-cutting issue of gender by continuing to encourage board members from coffee organizations to include female growers as members of their organizations and provide them opportunities to make decisions that are more equitable.

- FEDECOAG will address gender issues as follows:
 - Work with board members from producer organizations to design and implement policies on gender equality.
 - Work with organizations to restructure or develop membership policies to encourage women to join.
 - Promote the establishment of women committees and include them in the organizational and operational structures.
 - Support organizations to seek financing for productive projects specific to women.
 - Teach three courses on gender equality with the participation of both men and women from RVCP producer organizations. The courses will be taught by two technicians specializing in health and nutrition with content as follows:
 - Sex and gender;
 - Gender roles and relations of power;
 - Planning using an approach for gender equality;
 - Women’s rights;
 - Leadership to assume board positions, and
 - Reproductive and productive roles.
 - Train female leaders to take up board positions in producer organizations.

- ARTEXCO finds the cross-cutting issue of gender particularly significant given that 96% of the members in RVCP handicraft producer groups are women. As such, it is increasingly important to underscore the role of women contributing to household income and training to that effect. The Project plans the activities listed below for FY2017.
 - Follow up with female leaders trained in gender equality to ensure that they replicate the content within their respective organizations.
 - Launch an intensive five-month process to train any female leaders in producer organizations that were unable to participate in previous training.

- FUNCAFE plans to continue working in FY2017 to strengthen capacity within producer groups, regardless of gender. FUNCAFE makes no gender exclusions during field work and invitations are extended to all parents, heads of household and immediate family. Training records show a greater participation of women once the coffee harvest begins –this trend is apparent in both San Marcos and Huehuetenango, but men participating in workshops on health and nutrition has continued to be significant.

FUNCAFE designed several activities to promote female empowerment and provide opportunities for them to develop capacity to increase household income. The activities include canning or making preserves, community baking (cakes and confections) and artisanal soaps, shampoos and moisturizers. In FY2017, the Project plans to reinforce the activities to implement them with a larger number of producer organizations that were unable to do so before.

b. Environmental Mitigation

- RVCP/ANACAFE plans to work in San Marcos to implement activities in compliance with the Environmental Mitigation and Monitoring Plan for the Coffee Value Chain and with the

PERSUAP with special emphasis on coffee rust disease with environmental mitigation actions as follows:

- 21 training events on integrated pest and disease management;
 - Maintain disposal bins for empty chemical containers, plastic bags and inorganic waste;
 - Maintain biodeps installed previously, ensure they remain in good working order;
 - Train growers to store pesticides in safe areas (cabinets) to avoid spills and/or contamination in dwellings;
 - Two training events to monitor appropriate use of personal protection equipment when applying pesticides;
 - Training to collect used seedling bags for disposal (no burning);
 - Training coffee growers to dispose of empty pesticide containers in the appropriate bin after triple washing and perforating them to avoid re-use;
 - Treat byproducts from wet mill processing as follows: a) coffee pulp should be physically treated by composting for fertilizer, and b) waste water should be collected in absorption wells to recover organic material for composting and use in planting seedling and nurseries;
 - Train, supervise and monitor construction of filtration wells and ditches as structures installed by producers using hand operated wet mills;
 - Technical assistance to maintain soil conservation structures implemented on CERCAFE demo plots, and
 - Promote soil management and conservation using native plant cover (remove weeds or vegetation from the channels between coffee plants, but leave the weeds in place in the areas in and around the plants to reduce runoff and erosion).
- ANACAFE will work in Huehuetenango to implement environmental mitigation actions as stipulated in the Environmental Mitigation and Monitoring Plan for the Coffee Value Chain and in the PERSUAP with special emphasis on coffee rust disease, including technical assistance and training for RVCP grower groups on the following subjects:
- Use and safe handling of chemicals;
 - Appropriate disposal of used pesticide containers;
 - Build and use biodeps to degrade waste and water contaminated with pesticides;
 - Use native vegetation as barriers between coffee plantations and water sources;
 - Build soil conservation structures to mitigate damage caused by water erosion, and
 - Use byproducts from wet mill processing (pulp and wastewater) for composting.
- FEDECOCAGUA will continue to promote the implementation of environmental mitigation measures described in the Environmental Mitigation and Monitoring Plan for the Coffee Value Chain and the PERSUAP.
- FEDECOAG will implement environmental mitigation measures as described in the Environmental Mitigation and Monitoring Plan for the Coffee Value Chain and the PERSUAP.
- To ensure that artisans make optimal and most efficient use of raw material, ARTEXCO plans a workshop for each of the 16 RVCP producer groups with training on environmental issues

and actions they can undertake to mitigate possible environmental effects stemming from their handicraft production.

- In implementing the RVCP SAN Component, FUNCAFE is applying the principles for bio intensive agriculture, which is environmentally friendly. This includes implementing mitigation measures described in the Environmental Mitigation and Monitoring Plan for Food Security and Nutrition being monitored and recorded by the technical team in the field.

As such, technicians will work in FY2017 to consolidate good practices promoted in previous periods (i.e. soil conservation, natural fertilizers, use and safe handling of organic pesticides, water recycling, crop rotation and reusing crop waste).

Furthermore, FUNCAFE will continue to provide technical assistance to the families of members from RVCP organizations, especially those recently entering the program for family gardens, to ensure they make appropriate use of natural resources and grow produce in environmentally-friendly fashion.

c. Entrepreneurial Development

ANACAFE

To work with RVCP producer organizations on entrepreneurial development, the Project designed SIDEM and included experiences on organizational strengthening as they were developed by each of the Consortium organizations. SIDEM is in place with each of the producer groups and has proven very effective; so much so that ANACAFE opted to institutionalize the program and have the organizational strengthening technicians make widespread use of it at every regional office.

- **Producer Organizations Implementing at Least One of the Five SIDEM Phases**

The Project will continue with efforts to implement at least one of the five SIDEM phases among the 50 RVCP grower groups in San Marcos. The expected result is that nine of the 50 organizations will be reclassified as Type A and 33 will be Type B.

The Project will continue to work with the 50 RVCP producer groups in Huehuetenango to implement SIDEM with the expected result that by the end of FY2017, eight of them will have been reclassified as Type A and nine as Type B.

- **Organizations Improve Management Practices as a result of RVCP Assistance**

Following RVCP technical assistance, 24 coffee producer groups in San Marcos and 16 in Huehuetenango will continue to improve their management practices, including: work plans and budgets, production costs, organizational policy, corporate image, information distribution for members, systematic management/financial procedures, revenue and expenditure controls and handbooks on financial procedures.

- **Up to Date Accounting**

At the time of this writing, 24 producer groups in San Marcos acquired legal personhood (11 as co-ops, 12 as associations and one as an associative enterprise). As such they plan to keep their accounting records up to date and comply with regulations.

In a parallel effort, RVCP will work with 26 producer groups in Huehuetenango to keep their accounting records up to date.

- **Management Positions**

RVCP technicians working in San Marcos will continue to provide technical assistance and training to management personnel from Asociacion de Pequeños Caficultores Organicos Mayas Mames, Cooperativa Integral Agricola Flor del Cafe and Asociacion de Caficultores Miguelenses (ACMI).

Following RVCP assistance, 15 coffee producer groups in Huehuetenango will hire personnel to fill management positions.

- **Capital Accrual**

Following RVCP assistance, seven GATs in San Marcos (Cooperativa Integral Agricola Brisas del Ixtal, Cooperativa Integral Agricola La Esperanza Emanuel, Cooperativa Integral Agricola El Cafetalito, Cooperativa Integral Agricola Mujeres con Esencia de Cafe, Cooperativa Integral Agricola Entre Colinas, Asociacion Civil de Pequeños Productores de Cafe (Villacafe) and Cooperativa Integral de Comercializacion Union Tolash) will launch programs to accrue capital investment through membership contributions or entrance fees.

Based on RVCP assistance, 28 coffee producer groups in Huehuetenango also plan capitalization programs and RVCP technicians will tailor technical assistance to design and implement their policies.

- **Legal Personhood**

Following RVCP technical assistance, six GATs in San Marcos completed the process to be established as co-operatives.

RVCP technicians in Huehuetenango worked in close coordination with INACOP to move forward with the processes to become established as co-ops (GAT Blanca Flor, GAT San Francisco Jolomtaj and GAT San Jose Jolomtaj in Santa Cruz Barrillas and GAT Buenos Aires in Union Cantinil).

FEDECOCAGUA

- **Organizations Implementing at least One SIDEM Phase**

The Project plans to continue implementing the SIDEM phases within each of the 28 RVCP producer groups with the expected result that 12 of the organizations will be classified as Type A and ten as Type B.

- **Management Positions**

Following RVCP assistance, one of the producer groups plans to hire personnel to fill management positions.

- **Up to Date Accounting**
RVCP continues to provide technical assistance and support to 24 coffee grower groups to keep their accounting records up to date.
- **Legal Personhood**
RVCP will continue to work with four groups to move forward in their respective processes to become established as co-operatives. The expected result for FY2017 is that at least one organization will complete the process.

FEDECOAG

- **Organizations Implementing at least One SIDEM Phase**
Each of the 22 RVCP horticulture groups has completed at least the first SIDEM phase (Governance) and the Project expects that four of the groups will keep their Type A classification, while five are Type B.

In a complimentary effort, the Project is working with boards and employees from the 22 producer groups to continue training on fulfilling their duties and responsibilities, as well as on legal and fiscal requirements. Technicians will also address issues such as fiscal, legal, accounting and financial concerns together with internal controls in each organization.

- **Legal Personhood**
Although each of the 22 horticulture organizations working with RVCP has legal status, technicians will tailor assistance to ensure that they comply with government requirements (INACOP, Ministry of Government and the SAT tax authority).
- **Improved Management Practices**
Technicians will continue to work closely with the 22 RVCP producer groups as they continue to implement management practices including credit policies and regulations, capitalization policies, computerized internal controls, analyzing financial statements, preparing annual reports and budgets.
- **Updated Accounting**
Technicians will push forward to work with the 22 RVCP producer organizations to keep their respective accounting records current and balanced.
- **Increased Membership**
RVCP will provided assistance so that 15 of the 22 producer groups can increase their membership by opening enrollment and having amended their rules to allow new members –both men and women.
- **Management Positions**
Two of the producer groups hired personnel to fill management positions and RVCP will provide training in both cases (both organizations will allocate their own resources to cover salaries).
- **Capital Accrual**

Of the 22 RVCP horticulture producer groups, 12 will accrue capital from annual profits and member contributions or grant funds. RVCP will work with each group to develop five-year capitalization plans.

▪ **Include Women and Youth in Decision Making**

As a means to promote increased participation of women and youth in decision-making processes within RVCP organizations, the Project plans the following actions for FY2017:

- Training events to develop leadership skills and decision-making capacity. Technicians will tailor the assistance and training to meet the needs of each organization regarding topics such as self esteem, motivation, communication skills, roles and responsibilities and human resources.
- The Project will add experience exchanges to optimize organizational structure, management and trade.
- Technicians will work with board members from horticulture organizations to set policies that will bring in younger members.
- Training modules that provide youth with learning opportunities thereby enabling them to be effective in positions within producer organizations.

ARTEXCO

▪ **Organizations Implementing at least One SIDEM Phase**

ARTEXCO plans to move forward with the SIDEM methodology to strengthen the 16 handicraft organizations working with RVCP. To that end, technicians will schedule monthly learning sessions tailored for each SIDEM phase being implemented by the organization. Expected results from implementing SIDEM include ten organizations being classified as Type A and six as Type B.

▪ **Management Practices**

ARTEXCO will provide technical assistance and support to the 16 handicraft producer groups to make comprehensive improvements to their management practices.

▪ **Up to Date Accounting**

Using tailored assistance to two leaders from each of the 16 RVCP organizations, ARTEXCO will ensure that accounting records are kept current. Given that most producers lack schooling, the technical assistance is designed accordingly.

FUNDASISTEMAS

▪ **SIDEM**

Over the final eight months of the life of the Project (October 2016 through May 2017), FUNDASISTEMAS will focus on designing and developing material that will compliment and support the work undertaken by entrepreneurial development technicians from ANACAFE, FEDECOCAGUA, FEDECOAG y ARTEXCO, as well as that by the producer organizations themselves as they implement SIDEM.

The material is designed to facilitate learning and application of content provided during the SIDEM implementation workshops, including reading material, exercises, self-evaluations, videos, case studies and others.

FUNDASISTEMAS plans to directly validate the material in the field with two producer groups growing potatoes in Tejutla and one in San Marcos. FUNDASISTEMAS plans to use the SIDEM methodology with these groups to support developing entrepreneurial capacity among their members: Asociacion de Desarrollo Integral Comunitario Tejutla (ADICTA); Asociacion de Vida de Padres y Amigos de Personas Discapacitadas de Tejutla (ASOVIPADIT), and Asociacion de Desarrollo Integral Los Cerezos (ADILC).

- **SIDEM Implementation**

- a. a. **Transfer Methodology to Entrepreneurial Development Technicians within ANACAFE, FEDECOCAGUA, FEDECOAG and ARTEXCO:** To this end, FUNDASISTEMAS will facilitate three or four workshops that are two days each to train 27 technicians in the use and content developed as part of the process to follow up and strengthen SIDEM. The workshops will also cover content on financial issues and governance, together with techniques on facilitating processes and providing traceability.

- b. **Support and Feedback from Implementing Learning Sessions:** After each of the workshops to transfer learning, technicians from ANACAFE, FEDECOCAGUA, FEDECOAG and ARTEXCO shall plan and schedule learning sessions in turn to apply SIDEM within their respective organizations. The planning will be based on results from the entrepreneurial diagnostic conducted on each producer groups and with field support from FUNDASISTEMAS technicians. Said support will validate the significance and effect of the processes implemented during the learning sessions.

During FY2017, FUNDASISTEMAS expects to complete the process of transferring and validating the activities for all five SIDEM phases within each of the RVCP Consortium organizations. FUNDASISTEMAS will provide this support to each of the Consortium organizations if they are willing, have an assistance plan in place approved by their respective boards and a signed commitment agreement.

As a systemic process and prior to scheduling workshops, FUNDASISTEMAS technicians will work with the entrepreneurial development technicians from Consortium organizations and will organize meetings on feedback and reinforcement. The purpose of the meetings is to discuss and agree on methods for continuous improvement in implementing SIDEM.

FUNDASISTEMAS will validate the significance and effect of the processes implemented during the sessions to apply SIDEM with producer organizations. The validation requires field visits together with technicians from each RVCP Consortium organization when conducting sessions to apply SIDEM methodology.

- **Trade Strategy**

The RVCP agreement cites, *“Over the life of the Project, FUNDASISTEMAS will seek to systemically and gradually develop financial independence, leveraging and creditworthiness*

as attributes to build ownership for producers and companies to generate capital. To this end, consortium organizations will provide technical assistance to build capacity for self-financing and leveraging of external funding.”

In reaching this objective, FUNDASISTEMAS plans activities in FY2017 as follows:

- Continue the consultancy with Servicios Financieros para la Agricultura Sostenible (SEFAS) that will support, assist and strengthen six producer groups working with ANACAFE and promote their access to financing.
- Work from October through December 2016 to implement strengthening plans developed in FY2016 following a diagnostic assessment and pre-screening.
- Evaluate and submit requests to micro-credit institutions and follow up on negotiations and loan applications, preparation and delivery of final reports.

▪ **Traceability**

FUNDASISTEMAS plans to work in FY2017 on traceability as follows:

- a. Train technicians to use and apply the complimentary tools from SIDEM on traceability;
- b. Identify, run diagnostics and select two producer groups for a pilot project (one working with FEDECOCAGUA and another with ANACAFE) to validate the traceability component;
- c. Design, prepare and facilitate two training workshops for technical specialists on traceability;
- d. Design and facilitate workshops to strengthen capacity within the two pilot organizations and schedule meetings to reinforce skill sets;
- e. Follow up on implementing and using the Cropster traceability program at one of the organizations selected by the RVCP UIP, and
- f. Schedule field visits to the two pilot organizations to confirm that implementing their respective Internal Management System (SIG in Spanish) for coffee meets certification requirements.

d. Financial Services

- The RVCP/ANACAFE technical team in San Marcos will work with 525 coffee growers in Sibinal and Tajumulco to obtain funding for a total of GTQ2,050,000 in post-harvest expenses. The loans will be granted by Manos Campesinas as a company that brokers organic coffee from the area.
- RVCP/FEDECOCAGUA will provide technical assistance to management staff from 28 coffee organizations to ensure their efficient use of financing from FEDECOCAGUA as crop advances. Financing amounts to GTQ29,327,400 distributed among 2,186 small-scale growers.
- FEDECOAG:
 - Will continue to coordinate efforts with agricultural export companies buying produce (cruciferous vegetables, peas and lima beans) from RVCP organizations to seek financing as crop advances;
 - Will continue to encourage RVCP producer co-ops and associations to provide their members with access to credit to grow produce for local markets, and
 - Will work with grower organizations to file grant requests that in turn benefit RVCP producers by providing soft loans for horticulture production.

e. Communications

- Implement RVCP Communications Strategy:
 RVCP will continue to implement its *Communications Strategy to Develop a Social Marketing Approach*. As such, efforts will focus on coordinating communication activities by every RVCP Consortium organization. To that end, the UIP will continue to draft and distribute information on relevant RVCP activities, including website updates and posts on social media. Further to the effort, the UIP will organize a public event to share results from the five years of Project implementation and invite representatives from organizations implementing projects under the USAID Western Highlands Integrated Program (WHIP), together with government officials, authorities working in the region and the media.
- RVCP/ANACAFE Technical Meeting
 As a means to promote sustainability and provide a venue for ANACAFE technicians to communicate (report) on RVCP success stories in their respective ANACAFE Regions --I (San Marcos and Quetzaltenango) and V (Huehuetenango and El Quiche)— the UIP plans a meeting in October 2016 that will encourage replication. The meeting is a joint effort with the ANACAFE Office for National Technical Coordination and Organizational Strengthening to be held in Huehuetenango in conjunction with a technical meeting on SIDEM and timely operations on strategies for economic, social and environmental sustainability of coffee production in Guatemala (*SIDEM y la operativización oportuna de estrategias para la sostenibilidad económica, social y ambiental de la caficultura guatemalteca*).

The event includes field trips to observe RVCP experience, as well as conferences and working groups to analyze and strengthen the following: a) the technical assistance model developed by RVCP and institutionalized by ANACAFE to support small-scale coffee producers in implementing good productive practices, post-harvest techniques, environmental mitigation measures, entrepreneurial development using SIDEM and gender equality; b) technical tools for production, organizational strengthening, post-harvest, etc.; c) methodologies, lessons learned and good practices derived from RVCP implementation experience, and d) associative trade under SIDEM so that technical teams provide assistance and support to producer groups to market high-quality coffee that meets market demand, etc.

- FUNCAFE Annual Congress
 FUNCAFE organizes an annual event to promote social programs that benefit coffee producers in Guatemala and share results from working at the community level. The event is open to all sectors and institutions, primarily to those organizations working in rural Guatemala to improve health, education, food security and nutrition for families living in poverty and extreme poverty. As such, FUNCAFE will have RVCP support early in FY2017 to organize the annual meeting and focus specifically on promoting activities under the RVCP SAN Component while sharing lessons learned and best practices from four years of implementation activities. The event will include participation by national and international experts to enrich the experience exchange on successes from working on food security and nutrition. RVCP plans a presentation on success stories, lessons learned and results over the life of the Project.
- Social Networks
 FUNCAFE plans six monthly posts on Facebook describing activities for food security and nutrition under the RVCP SAN Component in Huehuetenango and San Marcos. The posts reach approximately 30,000 followers.

- Reporting Bulletins
FUNCAFE will draft two monthly bulletins on newsworthy items under the RVCP SAN Component to distribute among FUNCAFE members, on social media and on the www.funcafe.org website with a monthly readership of approximately 30,000 individuals.
- News Media Reports
FUNCAFE plans two press releases for print media in the western region of Guatemala, primarily in Huehuetenango and San Marcos --15,000 copies each—to report on the causes of chronic child malnutrition and practices to curb it. The articles will also describe the fundamentals to improve nutrition at home and at school based on experience produced from the RVCP SAN Component. The first report will be out in November 2016.
- Working Groups
FUNCAFE is an active participant in the working groups under the communication strategy for USAID WHIP promoting social and behavioral change in rural areas of western Guatemala. Participation extends beyond working groups and communication to the extent that FUNCAFE has organized two pilot communities in San Marcos in a joint effort with the USAID HC3 Project to research good communication practices San Juan Bullaj, Tajumulco, and San Jose Santa Rita, Sibinal.
- Specialty Coffee Association (SCA)
The tradeshow organized in the U.S. by the Specialty Coffee Association (SCAA) dates back to 1982 when a small group of coffee buyers set up a venue to share issues and quality standards for the specialty market. SCA is now the largest coffee trade association in the world with almost 2,500 members.

As such, RVCP participation at the event scheduled for April 2017 provides an excellent opportunity to promote the coffee produced by the Project grower groups and network with potential buyers. The Project to be represented by the RVCP Director and the Specialist on Coffee Markets to both seek contacts with buyers, as well as strengthen capacity in support of RVCP assistance to grower groups to expand into new markets.

To that end, FUNCAFE plans to set up a stand to showcase the RVCP cross-cutting themes, particularly activities on food security, nutrition and education. This is an effective way to communicate lessons learned during RVCP to visitors from all over the world and forge strategic partnerships and/or leverage funding to sustain Project results.

- Educational Videos and Systematized Experience
The RVCP UIP will contract a consultant to produce one educational video to communicate experience by the Rural Centers for Coffee Training (CERCAFE in Spanish) on good productive practices promoted by RVCP. ANACAFE will then use the video to promote expanding the CERCAFES into other coffee-producing regions of Guatemala.

In producing audiovisuals to disseminate valuable RVCP experience for training and informational purposes, FEDECOAG will contract a professional to produce an educational video on the RVCP producers and the potato value chain.

FUNCAFE also plans to contract a consultant to record and systematize noteworthy experience from the RVCP SAN Component to provide the following deliverables:

1. Report systematizing three experiences;
2. Documentary video to systematize good SAN practices (5-7 minutes in length);
3. Photo gallery on said good practices, and
4. Public presentation on RVCP field results.

f. Coordination with Local and National Governments (Political Dialogue) and Community Development Councils (COCODEs in Spanish)

- RVCP/ANACAFE technicians in Nuevo Progreso, San Marcos will provide 12 COCODEs with technical assistance to draft their regulations and bylaws, and benefit the RVCP producer groups in the region.
- RVCP/FEDECOCAGUA will move forward to engage with municipal governments and COCODEs to promote the activities undertaken by 28 RVCP coffee groups on environmental conservation, safe handling of chemicals and waste management. By engaging with authorities, the Project expects to increase coordination among governments, COCODEs and producer groups.

In that effort, the Project expects that board representatives and co-op members (Pena Roja, Agua Dulce, Hoja Blanca and Nuestro Futuro) will continue to actively participate in their respective COCODEs. RVCP will redouble efforts to have other coffee groups become more active participants in their communities to advocate and select projects for solid waste management, natural resource conservation, chemical container disposal and water conservation.

- FEDECOAG technicians will assist and train leaders from RVCP horticulture groups that are already active participants in their respective COCODEs to better perform their duties, and extend that to work with leaders to implement improvement projects in their communities.
- To further strengthen ties with national and municipal governments, FUNCAFE plans activities for FY2017 as follows:
 - Continue to support activities undertaken by the Municipal Commission on Food Security and Nutrition (COMUSANs in Spanish) within those municipalities in the RVCP SAN target area;
 - New officials took office on January 16, 2016 and FUNCAFE worked intensely to engage with them and share results from RVCP SAN activities to obtain their support. The Project continues to move forward with those efforts in FY2017 to ensure sustainability of results;
 - The Project plans to continue working through the Nutrition Alliance and the Working Group on Political Advocacy to improve basic health services at the primary level;
 - The Project will continue to participate on the National Health Council with significant contributions from the RVCP SAN Component, and
 - The Project will continue to participate through the Deputy Commission for SAN Governance to review and support strategic actions to prevent chronic malnutrition under the 2016-2020 National Action Plan.

6. Obstacles to Implementation and Mitigation Measures

- Electricity is sparse in some communities and hampers RVCP activities, particularly regarding post-harvest activities. To avoid hampering training activities, technicians will replace audiovisual aids with print material and redouble efforts to schedule hands-on training activities.
- Fluctuating international market prices for coffee pose a threat to the livelihood of producers and their ability to feed their families. Reduced income might force producers to migrate; the Project therefore seeks to diversify from coffee or find other markets to reduce the impact of lower prices.

RVCP will work to mitigate the obstacle by planning actions for coffee organizations to seek out alternative markets, including: a) coffee tasting workshops using beans produced by RVCP grower groups for representatives from local coffee export companies; b) field visits to production sites for the same target group of exporters; c) training workshops for RVCP producers to increase their knowledge about coffee markets and how to access them, and d) business roundtables between producer groups and coffee export companies.

- Technicians note problems in the coffee value chain whereby producers are facing significant losses from coffee rust disease (*Hemileia vastatrix*). Given the fact that coffee is the primary cash crop, growers put all their time and resources into fighting the disease and have reduced their participation in education activities under the SAN component. To mitigate the problem, FUNCAFE reorganized technical efforts to encourage increased participation of members in SAN activities.
- Some of the municipalities within the SAN coverage area receive intense and prolonged precipitation during the rainy season then hampering participation at meetings or in field activities. Technicians also note greater prevalence of crop disease in family or school gardens. The heavy rains cause more soil erosion and wash away seeds.

In response, FUNCAFE recommends implementing measures as follows:

1. soil conservation to reduce erosion;
2. use plastic sheeting to soften the blow of raindrops on new plantings, and
3. use organic insect repellants and natural pest traps.

- On the other hand, prolonged drought is plaguing some areas of RVCP coverage (San Miguel Ixtahuacan, San Marcos and La Libertad, Huehuetenango). Any activity on family gardens is severely hampered by the drought since water for irrigation is curtailed to meet the needs of human consumption.

FUNCAFE worked in 2016 to set up five pilot sites in the municipalities described above using handmade sand filters to recycle wastewater (FAO recommendations). Following lab analyses, technicians found that the filtered water is suitable for irrigation. As such, the pilot practice can be replicated and producers benefit from using filtered water for irrigation that does not compete with water required for human consumption.

- To build upon the successful experience, FUNCAFE will work in FY2017 to continue promoting the filters by scheduling tours and exchange visits among growers and share the practice within more communities (presentations and workshops).

7. Coordination, Cooperation and Exchange Mechanisms with other USAID Projects within the WHIP Program

- RVCP will continue to participate in meetings of the Central Coordination Committee and of the Departmental Coordination Committees for Huehuetenango and San Marcos. The meetings are the result of USAID endeavors to promote greater cooperation and information exchange under the Western Highlands Integrated Program (WHIP).
- RVCP will continue to join efforts with the NCBA CLUSA/USAID Cooperative Development Program to work with grower groups in Tajumulco, San Pablo, Nuevo Progreso and San Miguel Ixtahuacan in San Marcos through a coordinated approach for SAN as stipulated in the Memorandum of Understanding signed on December 9, 2015.
- RVCP will continue to coordinate efforts and communicate with the USAID Masfrijol Project as stipulated in the Memorandum of Understanding signed by both parties on January 28, 2015 for MasFrijol to supply RVCP coffee producer families in with improved seeds. The amount of seeds available from MasFrijol to distribute is based on availability at the onset of the planting season.
- RVCP will continue to coordinate efforts with The Nature Conservancy's Program on Climate, Nature and Communities in Guatemala for USAID in compliance with the agreements stipulated in the Memorandum of Understanding signed on November 29, 2013 by both parties. As such, RVCP will move forward in implementing measures for climate change adaptation on the demo plots established with coffee producers from Cooperativa La Igualdad in San Pablo, San Marcos.
- RVCP/ANACAFE will push forward to continue work in San Marcos to coordinate efforts with Catholic Relief Services (CRS) and the Food Security Program for the First Thousand Days (SEGAMIL in Spanish). The coordinated efforts cover a total of 223 families in vulnerable circumstances working with SEGAMIL that were identified by RVCP/ANACAFE technicians as organizations that could be established as eight GATs in Tajumulco and Nuevo Progreso. RVCP/ANACAFE technicians will continue to work in FY2017 to provide technical assistance to said producers.

In addition to the above, FUNCAFE forged a strategic partnership with CRS/SEGAMIL to fund scholarships (tuition, room and board) for six students enrolled in the High School Studies Program for Coffee Production at the San Marcos Volcanic School in San Rafael Pie de la Cuesta, San Marcos.

- RVCP will work in Huehuetenango to coordinate efforts with PCI/PAISANO to design technical activities in Todos Santos Cuchumatan and San Antonio Huista to benefit 150 families in both locations.

- RVCP/FEDECOAG will continue coordinating efforts with Agropecuaria Popoyan to evaluate the use of phytopathogenic fungi in horticulture crops to curb diseases caused by *Fusarium* fungi and *Bemisia tabaci*. FEDECOAG will run the tests at their Experimental Station for Horticulture Production in Chiantla, Huehuetenango.