

# Inter-American Foundation

*An Independent Agency of the U.S. Government*



**FISCAL YEAR 2008  
ANNUAL GRANT RESULTS REPORT**

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*Cover: A shrimp farmer in Usulután, El Salvador, is one of 500 participants in an IAF-funded project undertaken by the Asociación Salvadoreña de Desarrollo Campesino (ASDEC).  
Photo: Luis González.*

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## Executive Summary

Results data gathered in the 12-month period ending in September 2008 reveal the following:

- More than 8,700 beneficiaries improved their diet.
- More than 12,800 beneficiaries received medical attention.
- Close to 2,400 individuals benefited from access to clean water.
- IAF grantees helped improve 322 homes.
- Registration in courses, workshops and seminars in agriculture counted more than 21,900 individuals; in civic participation, approximately 16,700; in management, close to 14,000; and in topics related to manufacturing, more than 9,200.
- IAF grantees created 350 full-time and 456 part-time permanent positions and 1,280 full-time and 725 part-time seasonal positions.
- 1,660 organizations had some type of formal or informal relationship with IAF grantees.
- Of the 598 organizations working in partnership with IAF grantees, 395 became partners during FY-08, the year during which reports were submitted.
- Grantees mobilized \$4.3 million and brokered another \$1.1 million for project activities, or a total of \$5.4 million (\$4.2 million in cash and \$1.2 million in kind).
- Businesses located near IAF projects contributed more than \$565,000, mostly in cash, to the IAF grantees; local governments contributed \$670,000.
- International nonprofit organizations contributed over \$662,000 to IAF grantees.
- IAF grantees extended more than 4,800 loans that averaged \$596 each. Loans for business development represented 48 percent of the total and averaged \$530 each.
- In 17 of the 18 countries where the IAF funds projects, grantees disseminated information on approaches, practices and/or techniques. Haiti was the exception.

Highlights from RedEAmérica's Programs in Colombia and Chile.

Colombia:

- RedEAmérica members working together as the Colombian National Fund are committed to fostering grassroots development to reduce poverty in the vicinity of their operations.
- The CNF has mobilized \$230,000 from Acción Social and \$250,000 from CODESPA.
- Each corporate foundation in the CNF contributed \$67,500 to the Fund over a three-year period.
- RedEAmérica partners also provide technical assistance to subgrantees they support.

Chile:

- The Chilean corporate foundations find areas of interest, gather base groups, explain their objectives, help applicants design proposals, award subgrants and provide the technical assistance necessary for the projects to succeed.
- Of those reviewed, Fundación Pehuén has mobilized the most resources for grassroots development, followed by Corporación Sociedad Activa and Fundación Telefónica. ENDESA, a power company, and CONADI, the government agency in charge of indigenous matters, are Pehuén's major contributors.
- Fundación Pehuén and Fundación Telefónica have switched from funding charity to supporting grassroots development projects as a result of their agreements with the IAF.

## **ABOUT THE IAF**

The Inter-American Foundation (IAF) an independent foreign assistance agency of the United States government provides grants for grassroots development in Latin America and the Caribbean. Created by Congress in 1969, the IAF responds to self-help development projects proposed by grassroots groups and organizations that support them. It also encourages partnerships among community organizations, businesses and local government directed at improving the quality of life for poor people and strengthening democratic practices. To contribute to a better understanding of the development process, the IAF shares its experiences through its publications and in a variety of fora.

The Inter-American Foundation is governed by a board of directors appointed by the president of the United States and confirmed by the U.S. Senate. Six members are drawn from the private sector and three from the federal government. The board is assisted by an advisory council. A president, appointed by the board, serves as the Inter-American Foundation's chief executive officer, managing a staff of 47 employees based in Arlington, Virginia.

Congress appropriates funds annually for the Inter-American Foundation. The IAF also has access to the Social Progress Trust Fund administered by the Inter-American Development Bank and consisting of payments on U.S. government loans extended under the Alliance for Progress to various Latin American and Caribbean

governments. Since 1972, the IAF has made 4,773 grants for more than \$631 million. Together, the IAF and its grantees have improved the conditions of hundreds of thousands of poor families in communities throughout the hemisphere.

## **ABOUT THIS REPORT**

This is the IAF's 10<sup>th</sup> report in response to the Government Performance and Results Act of 1993, requiring all federal agencies to document and report results of strategic plans and performance goals for the fiscal year. It summarizes the results of grants active in fiscal year 2008. The report is based on data collected twice a year and forwarded to the IAF in compliance with the respective grant agreements. A cadre of in-country data-verifiers contracted by the IAF corroborates the data and comments on factors that facilitated or impeded achievement of the grantees' objectives.

IAF data-verifiers have been visiting grantee sites for nine years. They meet with the staff of the Evaluation Office at an annual conference to review techniques, concepts and definitions and discuss problems encountered in collecting data. On-site experience with grantees and participation in the conference help contractors develop their skills, resulting in more accurate reporting.

# METHODOLOGY

## What is grassroots development?

The Inter-American Foundation uses the term “grassroots development” to describe the process by which disadvantaged people organize themselves to improve social, cultural and economic conditions.

## What is the Grassroots Development Framework?

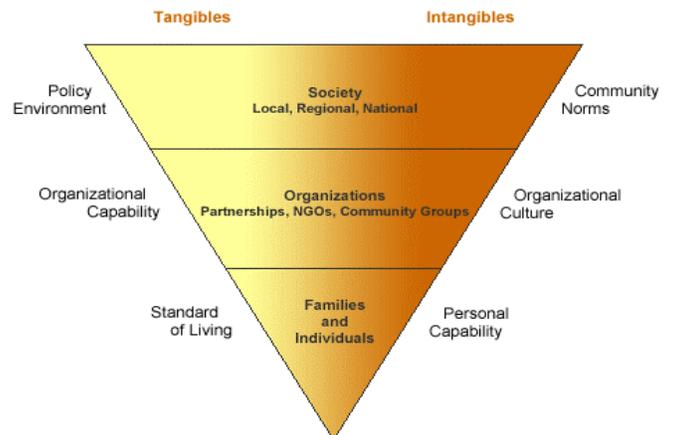
The IAF designed and developed the Grassroots Development Framework (GDF) to collect and assess results data. A practical tool consisting of a menu of 40 indicators, it measures the *tangible* results of the projects, as well as the subtler, no less vital, *intangible* effects, and their impact on the individuals, groups and communities.

## How does it work?

The premise of the GDF is that grassroots development produces results at three levels, and important tangible and intangible results should be taken into account. In business, profits are the bottom line. In grassroots development, a project must generate material improvements in the quality of life of the poor. Because poverty entails not only lack of income but also lack of access to a

range of basic services (including education, health care and housing), as well as insufficient opportunity for active civic participation, the GDF draws these indicators into a single tool.

The IAF’s experience has demonstrated that each project can plant a seed for change and that grassroots development produces results not only for individuals but also for organizations and society. The cone shape of the GDF portrays the potential impact of grassroots development, progressing from individuals and families, to organizations, to the community or society at large — the three levels of the GDF.



## MEASURING RESULTS

This report matches four of the IAF's strategic goals for fiscal 2008 to indicators relevant to the achievement of those goals.

IAF Strategic Goals and Indicators	
Strategic goal	Indicator
<b>EFFECTIVE DEVELOPMENT THAT IMPROVES THE QUALITY OF LIFE</b>	<ul style="list-style-type: none"> <li>• Housing</li> <li>• Nutrition</li> <li>• Access to water and health care</li> <li>• Training</li> <li>• Creating jobs</li> <li>• Increasing income</li> <li>• Access to credit</li> </ul>
<b>BROADER PARTICIPATION IN THE DEVELOPMENT PROCESS AND BROADER ENGAGEMENT IN DEMOCRATIC PRACTICES</b>	<ul style="list-style-type: none"> <li>• Inclusion of marginalized and excluded groups: African descendants, indigenous peoples, people with disabilities, women and young people</li> <li>• Access to information</li> <li>• Participatory decision-making</li> </ul>
<b>MORE RESOURCES FOR GRASSROOTS DEVELOPMENT</b>	<ul style="list-style-type: none"> <li>• Resources mobilized</li> <li>• Resources brokered</li> </ul>
<b>BETTER UNDERSTANDING OF GRASSROOTS DEVELOPMENT</b>	<ul style="list-style-type: none"> <li>• Dissemination of successful approaches, practices and techniques</li> </ul>

## EFFECTIVE DEVELOPMENT THAT IMPROVES THE QUALITY OF LIFE

IAF delivers development assistance to organizations of poor people in Latin America and the Caribbean. In fiscal 2008, this had a positive impact on the lives of 99,500 individuals.

### HOUSING

Asociación de Pobladores por el Desarrollo a Escala Humana en el Ámbito Local (PRODEHL) is helping raise the standard of living of low-income families in León, Nicaragua, by improving their housing. More than 250 persons, 80 percent of them women, were trained in masonry, types of construction materials and building techniques. PRODEHL created a revolving loan fund that extended more than 300 loans, averaging \$392 each, to families repairing roofs, floors and walls and connecting their homes to the water supply and sanitation system. More than 70 per cent of the borrowers were women.

### NUTRITION

IAF supported 13 projects designed to diversify food production and improve nutrition. Six Panamanian grantees reported having improved their beneficiaries' diet; four grantees in El Salvador, two in Bolivia and one in Mexico reported improving the reliability of the food supply. Examples follow:

- ❖ TUKUYPAJ is undertaking a community-managed trout-farming project to diversify food production and improve nutrition, especially among children, in the department of Cochabamba, Bolivia. Close to 1,400

Bolivians benefited in the municipality of Sacaba. In 2006, participants began breeding fingerlings in high valley lagoons filled by regular rainfall. By 2007, 277 families were regularly enjoying trout. Consumption increased as well in 2008.

- ❖ The Instituto Para el Hombre, Agricultura y Ecología (IPHAE) in Bolivia's North Amazon region, is improving the reliability of the food supply through diversified farming in secondary and degraded forest areas and by developing value-added products from peach palm, cacao and other crops. More than 2,500 Bolivians benefited from the increased production of crops that included chestnuts, citrus fruits and cupuazú, a relative of cacao. Traditional crops such as sorghum, pigeon peas and rice were also cultivated.
- ❖ Six grantees in Panama improved the local diet by including a sustainable agriculture component in their projects. Increased crop production benefited 3,610 Panamanians. One grantee, the Asociación Programa Vergüense de Desarrollo Ecológico Sostenible (PROVERDES), worked with indigenous farmers in the province of Veraguas, teaching them to diversify and to apply farming methods compatible with the responsible use of the environment. Another, Asociación de Productores Agropecuario Forestal San Francisco de Asís (APAFSA), helped farmers correct damaging practices.

Courtesy of PROVERDES



Anita Sire, a farmer in the indigenous community of Guayabalito, Panama, carries kidney beans.

- ❖ Farmers working with IAF grantee Alternare in Michoacán, Mexico, now use organic methods to plant basic grains and vegetables. Since Alternare began work in 2002, more than 1,200 Mexicans have benefited from crops yielding more food with greater nutritional value for household consumption.

#### ACCESS TO WATER AND HEALTH CARE

Nearly 20 percent of the world's population does not have ready access to drinking water and 40 percent lack sanitation facilities. The vast majority of these people are in developing countries. Clean water for drinking and sanitation is essential to well-being and development. In 2008, the IAF supported five grantees, three in Panama, working to improve access to potable water:

- ❖ Fundación para la Superación de la Pobreza (FUNSUPO) funded construction of a water system in Boo Yala, a Kuna community approximately seven miles from Panama City.
- ❖ Asociación para el Fomento del Turismo (AFOTUR) constructed two new aqueducts in the hamlets of La Bonga

del Río de Pequení and Tusipono Emberá, in the Chagres National Park, benefiting 138 indigenous Panamanians.

- ❖ Fundación Instituto Panameño de Desarrollo Humano y Municipal (FIPADEHM) is training local groups and municipal authorities in several *corregimientos* (subdistricts) to mobilize resources and design and undertake development projects. As a result, two aqueducts were built in the subdistricts of Palanque and in Cerro Casa, benefiting, respectively, 739 and 73 residents, mostly of African descent.

Alexis Pino



A young resident of El Congal in Colón enjoys clean tap water from the system installed by IAF grantee FIPADEHM.

- ❖ Equipo Técnico de Fortalecimiento Comunitario (TENTAPEGUA) refitted a water pump system, which gave 15 Guarani families in southern Chuquisaca, Bolivia, access to water for personal use and for their livestock.
- ❖ Asociación Civil "Una Casa un Sueño" (UCUS) is training residents of Villa del Chanco in Montevideo to construct permanent homes to replace shelters improvised from cardboard and tin and lacking connection to water, electricity

and sewer services. The grantee expects to build at least 25 homes on land donated by the municipality. During the reporting period, UCUS in partnership with Fundación Viven and Un Techo para Mi País built 12 temporary units with bathrooms on land donated by the Fundación Don Pedro to lodge 35 participants awaiting construction permits.

Significant gaps exist in the delivery of health care to rural Latin Americans. IAF grantees are working to close the gap by providing services in poor communities.

- ❖ IAF grantee Asociación de Salud y Desarrollo Rxiin Tnamet (RXIIN) reaches some 7,000 people, mostly indigenous women and young children, with its program of preventive measures, medical attention, education, and community organization. RXIIN uses its cadre of trained volunteers to reduce the

prevalence of diarrhea and respiratory diseases thereby reducing infant mortality. During the reporting period, more than 11,000 patients were treated in RXIIN's three clinics offering services such as contraception, prenatal care and weight control. RXIIN inoculated over 250 infants and children with the DPT vaccine and immunized 250 expectant mothers against tetanus.

- ❖ Fundación Salud Integral y Desarrollo Comunitario (SIDECO) trained 49 traditional health workers in indigenous practices using medicinal plants to address basic health concerns of approximately 7,000 residents in the municipality of Antonio Ante in Imbabura province, Ecuador. SIDECO is constructing a community health center and, in collaboration with the Ecuadorian Ministry of Public Health, began collecting medical information from approximately 900 residents (85 percent of them of indigenous descent) as part of a health assessment.

- ❖ In addition to improving access to clean water for Emberá Panamanians, which is important in preventing diseases such as typhoid and cholera, AFOTUR, *supra*, is coordinating the promotion of awareness, behavioral change and better health practices. In La Bonga del Río de Pequení, AFOTUR collaborated with the Panamanian Ministry of Health in offering 78 indigenous residents obstetric services, dental work and physicals.

- ❖ Fundación Internacional de la Comunidad (FIC) and the Ford Foundation funded a community health center where 30 Mexicans from Ejido Alfredo V. Bonfil in Baja California received medical attention.

Courtesy of Rxiin Tnamet



A nurse weighs a toddler at a clinic run by IAF grantee Rxiin Tnamet in Santiago Atitlán, Guatemala.

- ❖ UCUS, *supra*, partnered with the municipal mobile health clinic to vaccinate 68 Uruguayans against tetanus. Those vaccinated were building temporary housing for Villa del Chancho residents.

## TRAINING

Training was an important element in most IAF-funded projects in 2008. Eighty-eight percent of all IAF grantees reported offering on-the-job training, courses or workshops of one to several days. Grantees also provided technical assistance to complement or reinforce material learned. The most common topics were agriculture, civic participation, business management and manufacturing. (See Table 1.) Examples follow:

- ❖ APAFSA is offering training and technical assistance in sustainable agriculture, environmental conservation techniques and reforestation to farmers in the south-central province of Herrera. Close to 150 Panamanians, of whom 35 percent were women, participated in the various workshops.
- ❖ Asociación de Productores de Leche de Paysandú (APLP) trained 125 Uruguayan farmers in workshops on sheep husbandry, shearing and meat traceability (the ability to trace meat back to the farm or animal of origin), whose application the Uruguayan government plans to require by 2010 in an effort to help the farmers stay ahead of Argentine and Brazilian competitors.
- ❖ Pronatura Noreste (PNE) works to preserve the ecosystem of the Laguna Madre de Tamaulipas, Mexico, by reducing dependence on harmful fishing

practices and by educating children on the environment. PNE's four-month program for 265 fourth and fifth graders in Carbajal, Carboneras, Mano de León and Higuerillas used a drawing contest as motivation. The winner received a bicycle.

- ❖ Fundación para el Desarrollo de la Mujer (FUNDE MUJER) trained 144 Nicaraguan women entrepreneurs in the urban communities of Estelí and Condega, department of Estelí, in basic accounting, business administration, credit management and marketing. Many of the trainees felt confident enough to apply for loans to start new businesses or expand existing ventures.

*Delia Sevilla*



Karla Patricia Montenegro Morales, a FUNDEMUIJER beneficiary, wraps sweets to be sold in her candy store.

Far more important than the number of people trained is whether they apply what they learned (see Table 2). In 2008, more

than 70,000 graduates of IAF-funded training applied new skills to their activities, especially in agriculture:

- ❖ The 560 Bolivian alpaca herders trained by Protección del Medio Ambiente Tarija (PROMETA) expanded pastures and increased fodder production without relying on chemical fertilizers by applying their mastery of traditional indigenous techniques that had almost been lost.
- ❖ More than 600 Peruvian livestock producers participating in workshops

offered by the Asociación de Productores Agropecuarios de Chuquibamba (APROACH) in the Arequipa region applied practices related to animal nutrition and health, forage production and genetic enhancement.

- ❖ More than 1,000 Mexican farmers applied newly mastered agricultural practices. Close to 60 percent of them were served by ALTERNARE and employed organic methods to produce vegetables.

**Table 1: Beneficiaries reporting the acquisition of knowledge and/or skills**

Knowledge/Skills	Men	%	Women	%	Total
Agriculture	13,668	62%	8,255	38%	21,923
Civic participation	6,307	38%	10,399	62%	16,706
Construction	529	49%	551	51%	1,080
Domestic relations	1,111	42%	1,515	58%	2,626
Environmental	3,256	63%	1,934	37%	5,190
Finance	1,500	29%	3,604	71%	5,104
Health	674	31%	1,473	69%	2,147
Leadership	3,791	49%	4,006	51%	7,797
Legal system	3,589	42%	4,944	58%	8,533
Manufacturing	2,547	27%	6,730	73%	9,277
Marketing	2,092	39%	3,299	61%	5,391
Planning & administration	6,075	45%	7,536	55%	13,611
Political system	1,152	48%	1,233	52%	2,385

**Table 2: Beneficiaries reporting the application of new knowledge and/or skills**

Knowledge/Skills	Men	%	Women	%	Total
Agriculture	9,128	66%	4,682	34%	13,810
Civic participation	3,638	48%	3,899	52%	7,537
Construction	604	52%	548	48%	1,152
Environmental	4,318	59%	2,978	41%	7,296
Finance	2,129	44%	2,720	56%	4,849
Health	417	25%	1,219	75%	1,636
Leadership	2,730	46%	3,149	54%	5,879
Legal system	3,454	41%	4,971	59%	8,425
Manufacturing	674	21%	2,470	79%	3,144
Marketing	1,455	44%	1,851	56%	3,306
Planning & administration	5,508	51%	5,306	49%	10,814
Political system	1,016	39%	1,568	61%	2,584

## CREATING JOBS

Many IAF grants include a training component intended to prepare trainees for employment. Training offered by IAF grantees is linked to the creation of close to 800 permanent jobs and 2,000 seasonal jobs.

- ❖ Four Nicaraguan grantees helped create close to 230 new permanent jobs. By offering training, technical assistance and microloans, FUNDE MUJER assisted 38 women in starting successful businesses. Their bakeries, candy shops, beauty salons and clothing, tortilla and handicraft enterprises employ 74 workers.
- ❖ Fundación para la Tecnología y el Desarrollo Latinoamericano - Ecuatoriano (FTDE) is assisting 600 Afro-Ecuadorian and mestizo families from approximately 30 rural communities in organizing to start and operate collective microbusinesses. Working together in defined groups, 18 communities received loans of \$1,800 each from FTDE, which they used to build and equip a collection and processing center in the community of Abdón Calderón, a cacao-producing area southwest of Cuenca, Ecuador's third largest city. FTDE created the loan fund with \$145,000 from the IAF. The construction resulted in 46 temporary jobs and 55 new producers are currently supplying the center. FTDE also assisted 20 shellfish traders with training and loans toward starting businesses that buy, shuck and resell fresh shrimp.

- ❖ Cacao production was also the principal activity for Peruvian farmers living along the border with Ecuador. For many, cacao provides the only reliable income earned by remaining in the area, so development of this sector reduces the tendency to migrate. In this area of northern Peru, Programa Integral para el Desarrollo del Café (PIDECÁFE) is coordinating training, technical assistance, post-harvest processing and marketing services for approximately 760 farmers as part of a regional program to export organic cacao and granulated brown sugar. Of the 40 seasonal jobs the grantee created, 37 were related to cacao and three to sugar production. The cacao-processing facility rehires the seasonal workers for every harvest.
- ❖ Haitian Partners for Christian Development (HPCD) created a business incubator in Port-au-Prince to support the development of start-up enterprises with technical assistance, mentoring and group training as well as workspaces, electricity, security, communications, and secretarial and bookkeeping services. In fiscal 2008, Best Quality Production, a participant in the project landed contracts to make bags and lunch boxes for the International Red Cross and Digicel, a mobile phone company. As a result, Best Quality hired an accountant, a secretary and 29 workers to help fill the orders.

Two IAF grantees in Central America are working to prepare, respectively, young people and people with disabilities for the labor market.

**Table 3: Jobs Created**

Country	Permanent Jobs		Seasonal Jobs	
	Full time	Part time	Full time	Part time
Argentina	6	0	0	14
Bolivia	7	0	1,173	19
Brazil	2	0	0	0
Ecuador	79	92	57	178
El Salvador	13	66	2	304
Haiti	31	8	34	0
Honduras	49	0	0	1
Jamaica	5	8	0	0
México	15	0	0	0
Nicaragua	139	90	0	0
Panama	0	0	0	55
Peru	0	178	0	154
Venezuela	4	14	14	0
<b>Total</b>	<b>350</b>	<b>456</b>	<b>1,280</b>	<b>725</b>

- ❖ Centro de Educación Vocacional Grupo Juvenil Dion (GJD) is improving vocational training for young Hondurans from Tegucigalpa and their prospects for employment. In fiscal 2008, 39 young men and women trained by GJD found permanent jobs as electricians, cabinetmakers, hair stylists and computer programmers.
- ❖ Fundación para la Rehabilitación Walking Unidos (FURWUS) is assisting Nicaraguans with disabilities in the cities of León and Quezalguaque in finding productive employment by addressing social attitudes that lead to their exclusion from economic life and by supporting individuals and businesses willing to hire them. FURWUS provided credit and technical assistance so some could start their own businesses. The loans resulted in 35 new jobs, many for disabled veterans.

**INCREASING INCOME**

Improvement is difficult to measure accurately because of the reluctance to share information on income. Starting in fiscal 2009, the IAF will apply a new collection technique to improve the reliability of income-related data reported. Below are examples of income reported for 2008.

- ❖ Women served by Fundación Proteger (PROTEGER) along the Paraná River in Argentina, reported average incomes of \$400 per month from the sale of fish. Proteger trained the women to add value to fish via a series of workshops on processing techniques and quality control. Some women found jobs at the fish-processing center in Santa Fe; others applied their new skills to adding value to their catch.
- ❖ Peruvians producing granulated brown sugar for PIDECAFE, *supra*, reported an 83 percent increase in household income, which rose from \$498 in 2007 to \$910. For cacao producers, the average income per harvest rose from \$117 to \$238 as a result of an increase in the price of the cacao from \$2,200 to \$4,500 per metric ton.
- ❖ Asociación Especializada para el Desarrollo Sostenible (AEDES) provided credit, technical assistance and training for farmers growing and processing organic grains such as quinoa, wheat, barley and oats in the highlands of Arequipa and Puno, Peru. With AEDES' assistance, farmers transitioned from traditional to organic production and sold their harvest for more. The average income per producer per harvest rose from \$1,044 in 2006, to \$1,276 in 2007, to \$2,534 by the end of the project in 2008.

- ❖ Agencia de Desarrollo Económico Local de Sonsonate (ADEL) is helping Salvadoran women increase their income and improve their business skills through training in product quality, management and marketing. From 2007 to 2008, the average income rose by approximately 9 percent, from \$170 to \$185. Many of the 155 women whose income increased, sold produce such as passion fruit. Monthly revenues of between \$200 and \$250 netted a profit of 40 percent.

### ACCESS TO CREDIT

For almost 40 years, the IAF has supported programs that extend credit to the poor without requiring conventional collateral. In fiscal 2008, 47 grantees in 14 countries made 4,790 small loans totaling \$2.8 million and averaging \$596 each. Almost 44 percent were extended to businesses for development or expansion. Examples follow:

- ❖ Fundación Mujer y Familia Andina (FUNDAMYF) disbursed more than \$300,000 in loans to Ecuadorian borrowers starting or expanding businesses. Loans used for manufacturing enterprises averaged \$348 for retailers and \$307 for service-providers (the bulk of the loans). Farmers used loans averaging \$288 for inputs such as small animals or feed. The program allowed many borrowers to change ventures. Malena Franco of Esmeraldas found selling cosmetics too competitive to be profitable and invested her loan in selling prepared food and in raising poultry. She now has more than 700 full-grown chickens.
- ❖ Asociación Cooperativa de Ahorro, Crédito y Agrícola Comunal de Paraíso de Osorio (COPADEO) assisted the

recovery of Salvadoran businesses after the 2001 earthquake. During the reporting period, COPADEO's clients received 238 loans worth approximately \$300,000. Two-thirds of the borrowers were retailers of apparel, prepared food, fresh produce, poultry and seafood, among other products. Their average loan was \$1,248. Agricultural loans averaged \$1,229 and most were used for poultry-related activities.

Luis González



Tomasa Cosme sells *alboroto*, a popular Salvadoran snack made of corn and honey. She borrowed \$3,450 from COPADEO to purchase ingredients.

- ❖ In Peru, Strategies for International Development (SID) used \$24,000 to set up a loan fund administered by Caja Rural de Créditos y Ahorros los Andes, a financial institution. The fund can be accessed by farmers who complete a series of workshops in agricultural and management. During the first half of fiscal 2008, 108 livestock producers were extended loans for feed averaging \$456 each. During the second half of the fiscal year, another 111 borrowed an average of \$521 each for feed and genetic improvements.

Loans also finance education and other pursuits:

❖ Fundación Internacional para la Promoción del Desarrollo Sostenible “Futuro Latinoamericano” (FFLA) awarded 23 loans averaging \$1,087 each to members of an association of Ecuadorian fishermen in the Galapagos Islands working to concentrate their daily catch in a central collection site so that it can be sold in volume. Six loans

financed the education of fishermen’s children on the mainland and 17 others were used to purchase computers for school.

❖ Fundación Pro Vivienda Social (FPVS) awarded 108 loans averaging \$497 each to connect homes in the Greater Buenos Aires area to the gas grid.

**Table 4: Average loan in US\$**

Country	Agriculture		Construction		Manufacturing		Business development		Education		Other	
	Loans	Avg.	Loans	Avg.	Loans	Avg.	Loans	Avg.	Loans	Avg.	Loans	Avg.
Argentina	55	2,090	274	501	50	920	9	1,600	0	0	231	342
Bolivia	55	2,036	59	2,277	17	1,908	134	2,334	0	0	0	0
Colombia	13	1,130	10	2,151	0	0	0	0	0	0	0	0
Dominican R.	8	2,003	0	0	0	0	0	0	0	0	0	0
Ecuador	52	675	0	0	146	561	925	326	23	1,087	0	0
El Salvador	198	786	0	0	50	1,056	274	870	0	0	0	0
Guatemala	36	230	0	0	95	206	3	160	0	0	0	0
Haiti	58	300	0	0	0	0	0	0	0	0	0	0
Honduras	11	73	0	0	2	197	9	269	0	0	2	2,632
Mexico	14	5,506	0	0	2	709	22	660	0	0	0	0
Nicaragua	233	538	333	416	125	391	640	307	0	0	0	0
Panama	19	445	1	100	0	0	40	583	0	0	2	350
Peru	238	515	3	333	245	304	48	402	0	0	24	807
Uruguay	2	1,470	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>992</b>	<b>818</b>	<b>680</b>	<b>637</b>	<b>732</b>	<b>489</b>	<b>2,104</b>	<b>534</b>	<b>23</b>	<b>1,087</b>	<b>259</b>	<b>403</b>

## BROADER PARTICIPATION IN THE DEVELOPMENT PROCESS AND BROADER ENGAGEMENT IN DEMOCRATIC PRACTICES

IAF is charged with working toward the inclusion of the marginalized and disenfranchised in their countries' economy and civic life. The IAF has created opportunities for African descendants, indigenous peoples, people with disabilities, women and young people to participate meaningfully in the development process.

### TOWARD FULL INCLUSION

#### *African descendants*

African descendants are among the poorest people in the hemisphere. As such, they have always been well represented among the beneficiaries of IAF grantees. More recently, the IAF has reached out to groups of African descendants organizing to improve conditions.

❖ In 2008, the *Human Rights Leadership Training School* of Organización de Desarrollo Étnico Comunitario (ODECO), founded and run by Afro-Hondurans, trained 53 African descendants in leadership skills and 41 in the African-descendent presence in the Americas. In six communities, 250 Afro-Hondurans learned about the Garifuna tradition in dances, attire and food. ODECO also worked to develop Afro-Honduran ecotourism businesses through training and subgrants, including one awarded to a Garifuna handicraft shop in the municipality of Corozal, Atlántida that employs seven artisans who craft souvenirs from coconut husks and wood.

Norman Sagastume



Luis Fernández and the machine for polishing and buffing handicrafts for sale in his shop bought with a loan from a subgrantee funded by ODECO.

❖ Fundación de Agroecología y Agroturismo (AGRECO) is improving the food security of African-descendants and mestizos from communities throughout the Abujón Valley in northern Ecuador by introducing them to organic farming practices. During 2008, 164 Ecuadorians participated in AGRECO's workshops on the production of compost and learned to

express their concerns as a step toward identifying and resolving common problems.

- ❖ Unión de Cooperativas de la Red de Humedales de la Costa de Oaxaca (UCRHO), a network of eight community-based organizations of Mexicans of indigenous and African descent on the Oaxaca coast, is committed to improving the quality and profitability of its members' ecotourism services. A total of 58 members participated in UCRHO's workshops on community tourism, environmental education, evaluation and planning.
- ❖ Federación Nacional de Organizaciones No Gubernamentales para el Desarrollo de las Comunidades Afrocolombianas (FEDEAFRO) is using Colombian census data to assess the disparate impact of municipal support for social services and the implications for reducing inequality and poverty among Colombians of African and indigenous descent.

More than 500 individuals participated in conferences held at various Colombian universities to discuss inequality, racial discrimination, affirmative action and the current status of the Afro-Colombian population. FEDEAFRO trained 33 Afro-Colombian university students in demographic and statistical analysis. The students will collect data and draft monographs for used by representative grassroots organizations in negotiating for more public services in poor neighborhoods.

- ❖ FIPADEHM is working with Afro-Panamanian communities in the province of Colón to identify their most serious needs and draft local development plans. More than 1,300

Afro-Panamanians participated in seminars on community service, labor organization and leadership. Grassroots involvement has led to the construction of a walkway benefiting approximately 500 Panamanians and the renovation of a school mess hall benefiting 125 children, mostly of African descent.

### *Indigenous peoples*

IAF has a long history of funding the initiatives of indigenous groups and the organizations that support them in their struggle with exclusion, inequality and poverty. Two examples follow:

- ❖ Asociación de Mujeres Aymaras Lecheras de Irpa Chico (AMALIC), a grassroots group of indigenous Bolivian women, is helping milk producers in the municipality of Viacha, La Paz department, expand and modernize their dairy businesses. During the second half of fiscal 2008, AMALIC bought more than 80,000 liters of milk from 83 members. AMALIC's milk processing center, Centro Emilia Pocoaca, manufactures yogurt and cheese and grosses more than \$4,500 a month.
- ❖ AFOTUR's activities in ecotourism, *supra*, are improving the standard of living of 615 indigenous Embera Panamanians, many of whom took advantage of an IAF-funded credit program to start or expand related businesses such as handicraft shops or food stands.

- ❖ Comunidad Indígena Asháninka “Marankiari Bajo” (CIAMB), a grassroots group whose indigenous Asháninka members represent one of the 42 linguistic groups in Peru’s Amazon jungle, worked to expand agricultural production through diversification and irrigation and assisted with post-harvest activities.

The grantee had initially targeted planting 50 hectares with fruit trees, but planted 77 hectares which are maintained by applying responsible methods. The community has benefited from the introduction of such practices and the mature trees will become a source of income.

*Miguel Cuevas*



Edgar Arce Yumanga of CIAMB and an avocado sapling in the community nursery.

*Alexis Pino*



An Embera woman displays her handicrafts to passengers from cruise ships visiting her community in the Chagres National Park in Panama.

## *People with disabilities*

IAF continues to support the efforts of people with disabilities to participate in all aspects of civic and economic life.

Examples follow:

*Rony Corvera*



Alejandra Pacotaype Allcca, a beneficiary of DEIMUS from the Chuschi district in Ayacucho, received eight guinea pigs to start her microenterprise after completing her training in small animal management.

- ❖ On land donated by the municipality in the districts of Tambo and Chuschi in Ayacucho, Desarrollo Integral de la Mujer en la Sociedad Andina del Perú (DEIMUS) built two small centers to train people with physical disabilities in raising and marketing guinea pigs (*cuyes*). Seventy-four individuals learned in DEIMUS' workshops to manage the

animals and to produce forage for use with other crops to feed guinea pigs. Close to 200 people with disabilities are eligible for DEIMUS' program of training, technical assistance and credit. Upon completion of their training, 42 participants received eight guinea pigs (one male and seven females) to start their enterprises. Trainees can also apply, individually or as a group, for a loan to purchase materials and *cuyes* to start an enterprise.

- ❖ Centro de Atención Infantil "Piña Palmera" promotes independent living for Mexicans with disabilities. Among its activities are workshops directed at teachers, local authorities and the community to raise awareness around people with disabilities; workshops to inform family members about domestic violence, self-esteem, gender equity and types of disabilities; special events to promote participation in games and sports for people with disabilities; and vocational training to prepare young people with disabilities for the labor market.

The sports event brought people with and without disabilities together to compete in swim meets, basketball games and track and field events. Workshops on gender equality and communication were also well received; especially by the young people in the leadership group. In all, 155 individuals benefited from the workshops.

## *Women*

The IAF is committed to funding assistance that improves the lives of women. A key consideration in all IAF awards is evidence of women's participation. The IAF funds

women organizations as well. Some examples follow.

- ❖ Fundación Taigüey assisted Dominican women who had organized in La Ciénaga, Barahona in formalizing Cooperativa para el Desarrollo de La Ciénaga (COODECI), which offers employment to its members processing local produce. The cooperative's application for status as a legally constituted entity is now pending. The jams and jellies it sells to niche markets will earn income for 100 individuals and another 250 will benefit indirectly.

*Sandra Lafontaine*



Two COODECI members, Adria María Féliz and Josefa Gómez, wash bananas for their cooperative's shimmering homemade marmalade.

- ❖ The Nicaragua organization FUNDE MUJER, *supra*, has participated in several conferences on women issues sponsored by local universities, in an international microfinance forum in Guatemala and in regional events that include a forum for female micro-entrepreneurs and an ecological fair. FUNDE MUJER is supporting the development of a strategic plan by the Association of Female Micro-

Entrepreneurs of Estelí (AMME) and training for its members.

- ❖ Sagrada Tierra is working to improve the income level of indigenous Guatemalan women and their families in the community of Boloncó. The women, all members of the Asociación Mujer Maya (ASMUMA), are being trained in baking, dressmaking, business organization and management, and marketing. Approximately 80 participated in the workshops and 60 are applying their skills in baking and dressmaking in their jobs. Demand in Boloncó and two adjacent towns, Raxaja and Tuila, is soaring as residents take advantage of the opportunity to buy fresh bread still hot from the oven.

### *Young people*

The IAF encourages the notion that all people be afforded the opportunity to develop their potential by providing them the means to obtain life skills and capacities which would ultimately increase their employability, self-confidence, leadership, and sense of belonging to the community. Enabling young people to become full and active partners in the development process is what the IAF has been striving for over the past decade.

- ❖ Fundación ph15 para las Artes (ph15) is training young Argentines from “Ciudad Oculta,” an impoverished neighborhood on the outskirts of Buenos Aires, in photography as a means to develop skills and improve their employment prospects and, subsequently, social inclusion. About 150 teenagers, two-thirds of them women, have participated in weekly beginning and advanced courses using film and digital cameras.

Courtesy of ph15



An instructor from ph15 helps a young photographer from Ciudad Oculta set up his equipment.

- ❖ Fundación Defensores del Chaco (DCH) and its partners used neighborhood sports leagues and cultural activities to promote civic participation. Approximately 2500 Argentines learned about civic participation and pressure-group tactics through “neighborhood assemblies” or *caravana cultural de los barrios*, which emerged in the wake of the 2001 economic crisis as a way to develop grassroots solutions to problems faced by the poor. An additional 485 members of soccer leagues learned about their rights as citizens through their secondary schools and community centers; 735 young soccer players were trained in conflict resolution, mediation, rights and leadership skills. The concept of organized soccer as an instrument for social change and community development originated in Germany.
- ❖ Corporación Ser Paz (SER PAZ) is working with five street gangs in Guayaquil, Ecuador, to reduce juvenile delinquency and improve safety. In collaboration with the Servicio Ecuatoriano de Capacitación Profesional (SECAP), SER PAZ trained 520 members of street gangs in first-aid, computer maintenance, graphic design, locksmithery and other business-related topics as well as leadership and self-esteem. SER PAZ offers financial assistance for microenterprises to those committed to renouncing criminal activity and to working with rival gang members.
- ❖ The Leadership School for a New Millennium (LSNM) developed by Movimiento Mi Cometa (Mi Cometa) offers young adults the opportunity to learn about civic responsibility and democratic leadership and to undertake small development projects. More than 200 young people trained in fiscal 2008 assumed leadership positions in cultural, religious, social and sports organizations. All trainees participated in drafting the “youth manifesto” delivered to the Constituent Assembly rewriting the Ecuadorian constitution. The AVINA Foundation awarded Mi Cometa \$25,000 to allow its young beneficiaries to draft an agenda clarifying the rights of young people for the Ecuadorian government to adopt with the new constitution.

## **BROADER ENGAGEMENT IN DEMOCRATIC PRACTICES**

### **ACCESS TO INFORMATION**

To participate more fully in the decisions that affect their lives, people need good, reliable information.

The IAF encourages grantees to provide clear information on policies, programs and finances. More than three-quarters of those reporting on indicators related to “access to information” were rated high, and the rest were rated medium with one exception. Three examples follow.

- ❖ Servicios Ambientales de Oaxaca (SAO) is working with indigenous communities to improve their management of natural resources in Mexico. SAO keeps beneficiaries and local officials informed through a series of events that address ecosystems, environmental services, internal control systems and other topics.
- ❖ Cooperativa de Servicios Múltiples Desarrollo Integral de Gualaca (COOP) is training young people and other community residents to offer ecotourism services to Panamanian and international tourists visiting the Gualaca district in Chiriqui. COOP staff provides monthly updates on its project to beneficiaries, associates and others involved and meet frequently with staff from the Instituto Panameño Autónomo Cooperativo (IPACOO), which provides the grantee guidance in managing the organization and its finances.
- ❖ People’s Action for Community Transformation (PACT) in collaboration with Local Initiative Facility for the Urban Environment (LIFE) is providing microcredit to individuals and groups for business ventures. PACT/LIFE meets with beneficiaries to keep them informed on its programs, policies and progress with its project. It held three board meetings in addition to staff meetings on operations, achievements and challenges. PACT/LIFE informed donors such as the Environmental

Foundation of Jamaica and the GEF Small Grants Programme, and community groups on its community development approach and success with resource mobilization.

## **PARTICIPATORY DECISION-MAKING**

The IAF encourages its grantees to include their beneficiaries in their decision-making. During fiscal 2008, slightly more than half of the grantees reporting on the indicator on “participatory decision-making” were rated high. These included the following:

- ❖ The APLP in Uruguay encourages participation in "mesas zonales" (akin to neighborhood boards) that plan and negotiate solutions to community concerns.
- ❖ During the construction of a new water system that included a storage tank, a pump and distribution pipes, in the Boo Yala community, Panamanian grantee FUNSUPO maintained an open dialogue with residents, the community’s board of directors, the staff of the Panamanian Instituto de Acueductos y Alcantarillados Nacionales staff and the general contractor.
- ❖ Centro de Investigaciones Familia Negra (CIFANE) gauges the acceptance of its activities before initiating them. CIFANE is helping a group of Afro-Ecuadorian farmers in an area with limited water improve their earnings by diversifying their crops. Production goals, the quantities for sale and prices are negotiated among CIFANE technicians, farmers and buyers’ representatives. All farmers participate in the negotiations.



José Chala, CIFANE's director, harvests insects that live on cacti and are the primary source of the crimson dye, carmine, used in food coloring and cosmetics.

## MORE RESOURCES FOR GRASSROOTS DEVELOPMENT

In addition to requiring grantees to contribute resources in kind and in cash to their projects, the IAF encourages them to obtain additional support. Grantees do this by mobilizing and brokering resources through partnerships with local government and businesses. *Resources mobilized* are financial, material or human resources marshaled by the grantee from international, national or local sources, private and public to support the organization and/or its projects. *Resources brokered* are secured by the grantee for its beneficiaries and are channeled directly to them, bypassing the grantee. In fiscal 2008, grantees mobilized close to \$4.3 million, \$3.6 million in cash and \$668,000 in kind. Resources brokered totaled just over \$1.1 million. Thus IAF grantees raised a total of \$5.4 million or \$0.34 for every dollar that the IAF invested during fiscal 2008.

### RESOURCES MOBILIZED

Individual donors contributed most generously to IAF grantees. Mexican grantees, Fundación Comunitaria de la Frontera Norte (FCFNAC) and Fundación del Empresariado Sonorense (FESAC), received nearly \$1 million in cash donations from individuals.

International organizations contributed more than \$600,000 to IAF grantees. Fundación Defensores del Chaco in Argentina received \$119,000 from the W.K. Kellogg Foundation; \$30,000 from the Football for Hope alliance led by FIFA, the governing body for soccer worldwide; and \$20,000 from the AVINA Foundation.

The Ford Foundation donated \$150,000 in cash to FCFNAC, *supra*, for projects undertaken by grassroots groups and NGOs

to benefit residents of Ciudad Juarez, Mexico.

Businesses, of which 96 percent were domestic, contributed close to \$820,000 to IAF grantees. Fundación ProVivienda Social in Argentina received \$16,500 from FERRUM, S.A., a manufacturer of porcelain bathroom fixtures. Mexican grantees FCFNAC, FESAC and ALTERNARE received more than \$500,000 in cash from contributors that included Nissauto Sonora, Compañía Maderera de Chihuahua, the law firm of Baker & McKenzie and Cooper Gay, one of the world's largest insurance companies.

Foreign government agencies also provided funds. The U.S. Fish and Wildlife Services awarded \$45,000 to ALTERNARE for its training in water management, soil conservation, reforestation, organic production and the construction of energy-efficient stoves in communities in Mexico's Monarch Butterfly Biosphere Reserve, approximately 100 miles west of Mexico City. Instituto Galego de Xestión para o Tercer Sector (IGAXES 3) of Spain awarded Fundación para la Capacitación y Mejoramiento Social del Joven Torrense (FUNCAMET) of Venezuela \$36,000 for its proposal submitted to the IGAXES 3 competition. FUNCAMET used the award to purchase construction materials for the swimming pool, spa and restaurant in the hospitality center under construction as part of its aloe garden complex.

### RESOURCES BROKERED

IAF grantees brokered resources from government agencies. Terra Peninsular (TERRA), which works to help Mexicans of indigenous descent in northern Baja

California earn income from crafts and ecotourism, negotiated \$178,000 from the Comisión para el Desarrollo de los Pueblos Indígenas for construction of an amphitheater and restrooms for its ecotourism project in San Antonio Necua.

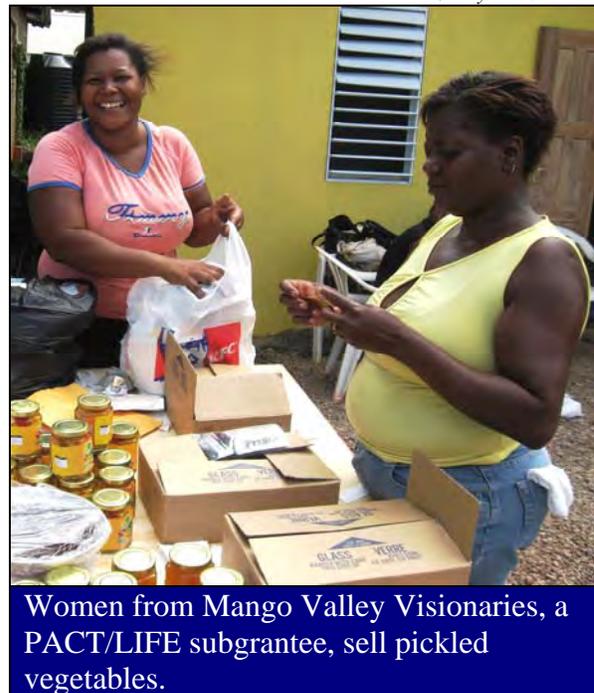
Migración y Desarrollo (MIDE) helped its beekeepers obtain \$32,600 from Mexico's 3 X 1 Program for Migrants through which municipal, state, and federal administrations match 3 to 1 dollars channeled by migrant organizations abroad to productive projects.

PIDECAGE acquired from local, regional and national Peruvian government entities the services of 13 sugar-cane and cacao technicians for a period of six months, and another 11 for a period of three months. The value of their assistance was calculated at \$40,000. Fondo de Cooperación para el Desarrollo Social (FONCODES), a program of the Peruvian Ministry of Women and Social Development, provided 10 experts in granulated brown sugar for one month at an estimated cost of \$5,800.

APLP brokered \$38,525 from the Uruguayan Ministry of Livestock, Agriculture and Fishery (MGAP) as part of a program to mitigate drought and conserve natural resources.

PACT/LIFE assisted eight Jamaican community groups in procuring close to \$375,000 for projects. These included the Jeffrey Town Farmers Association which received \$30,000 from the GEF Small Grants Programme for application of soil conservation techniques including terracing and check dams (small dams designed to reduce water flow velocity and control soil erosion).

Jenny Petrow



The European-funded Banana Support Project contributed \$126,400 to PACT/LIFE toward training and economic initiatives and completion of the multi-purpose community building co-funded by the IAF. The Hills United Development Organization, a PACT/LIFE subgrantee, received \$44,600 from the Environmental Foundation of Jamaica (EFJ) to install a wastewater treatment system and toward developing a nature trail with lights powered by solar energy. EFJ also funded the greenhouse project of One Love and Faithful Farmers Groups and awarded discretionary grants of \$2,800 to the Mango Valley Visionaries and Dallas Castle Producers for the purchase of quality control equipment for their processing facilities.

**Table 3: Resources leveraged in cash and in kind by country**

<b>Country</b>	<b>Cash</b>	<b>In kind</b>	<b>Total</b>
Argentina	\$648,848	\$132,915	\$781,763
Bolivia	\$205,748	\$16,472	\$222,220
Brazil	\$36,594	\$0	\$36,594
Colombia	\$2,980	\$3,673	\$6,653
Dominican Republic	\$0	\$857	\$857
Ecuador	\$28,235	\$40,948	\$69,183
El Salvador	\$57,834	\$70,295	\$128,129
Guatemala	\$1,200	\$2,320	\$3,520
Haiti	\$17,420	\$0	\$17,420
Honduras	\$533	\$36,615	\$37,148
Jamaica	\$408,765	\$21,211	\$429,976
Mexico	\$2,350,610	\$389,646	\$2,740,256
Nicaragua	\$4,500	\$7,336	\$11,836
Panama	\$157,147	\$208,976	\$366,123
Paraguay	\$0	\$10,287	\$10,287
Peru	\$180,364	\$230,055	\$410,419
Uruguay	\$38,525	\$33,599	\$72,124
Venezuela	\$61,115	\$2,559	\$63,674
<b>Total</b>	<b>\$4,200,418</b>	<b>\$1,207,764</b>	<b>\$5,408,182</b>

**Table 4: Resources mobilized and brokered by source**

<b>Source</b>	<b>Cash</b>	<b>In kind</b>	<b>Total</b>
<b>Resources mobilized</b>	<b>\$3,597,741</b>	<b>\$668,314</b>	<b>\$4,266,055</b>
International	\$1,109,777	\$101,484	\$1,211,261
Domestic	\$2,487,964	\$566,830	\$3,054,794
<b>Resources brokered</b>	<b>\$602,676</b>	<b>\$539,450</b>	<b>\$1,142,126</b>
International	\$243,544	\$31,885	\$275,429
Domestic	\$359,132	\$507,565	\$866,697
<b>Total</b>	<b>\$4,200,417</b>	<b>\$1,207,764</b>	<b>\$5,408,181</b>
International	\$1,353,321	\$133,369	\$1,486,690
Domestic	\$2,847,096	\$1,074,395	\$3,921,491

### *Partnering*

The challenges IAF grantees face are complex and interdependent, and the resources and legitimacy for tackling them too dispersed between different objectives for any one group or organization to have all the solutions. That is why IAF grantees are conscious of the importance of forging new alliances as a way to leverage resources, skills, competencies and technology. Partnering allows IAF grantees to access a greater range of resources and achieve outcomes not otherwise possible.

IAF grantees reported partnering with 598 organizations, public and private, foreign and domestic. Of these, 395 or two out of three developed in 2008.

**Table 5: Partnerships**

<b>Country</b>	<b>New partnerships</b>	<b>Ongoing partnerships</b>
Argentina	44	154
Bolivia	86	235
Brazil	15	15
Colombia	0	6
Dominican R.	3	3
Ecuador	9	12
El Salvador	3	1
Guatemala	0	3
Haiti	6	6
Honduras	55	56
Jamaica	0	0
Mexico	6	22
Nicaragua	21	22
Panama	4	4
Paraguay	0	0
Peru	31	57
Uruguay	110	0
Venezuela	2	2
<b>Total</b>	<b>395</b>	<b>598</b>

## **BETTER UNDERSTANDING OF GRASSROOTS DEVELOPMENT**

### **DISSEMINATION OF EXPERIENCES AND PRACTICES**

The dissemination of knowledge and experience allows organizations to benefit from the success of others and avoid their errors. IAF grantees share information through presentations, radio and television interviews, pamphlets and brochures, newspaper and magazine articles, press releases, books, videos and movies, and CD-ROMs. In fiscal 2008, 56 percent of IAF grantees undertook some sort of dissemination in 17 of the 18 countries with IAF-funded projects. Together they produced and distributed more than 360 press releases; produced 225 pamphlets and brochures and distributed more than 97,000 copies; and were the subject of 400 television and radio interviews. Examples follow:

- ❖ Representatives of Mexican grantee Desarrollo Binacional Integral Indígena, A.C. (DBIIAC) went on a fund-raising tour across the U.S. that included five presentations on the organization and its IAF-funded project. In Mexico, DBIIAC discussed the project with a group of 29 visiting students and professors from two universities. DBIIAC produced two brochures, one with background information and the other on its program with traditional Oaxacan foods. DBIIAC is assisting indigenous women in the Mixtec region of Oaxaca with horticulture and poultry production and alliances with migrant organizations in the U.S. and their affiliates in Mexico.

- ❖ IMAGEN is assisting women-led agro-businesses in Peru's Cusco region and is disseminating, via radio, practices for managing waste, applying organic fertilizer and obtaining organic certification, among others.
- ❖ PROTEGER'S Web site receives 240,000 hits a month and provides information on soil conservation, climate change and protection of biodiversity as well as social issues relevant to Argentina and to Latin America. The site featured 24 radio interviews and 27 news releases within a 12-month period. Receiving ample coverage was the slash-and-burn technique for clearing pastureland in the delta of the Parana River, a huge forested marshland about 20 miles northwest of Buenos Aires.
- ❖ Asociación de Desarrollo Económico y Social Santa Marta (ADESSM) broadcasts daily on a community radio station a one-hour program on best farming practices based on ADESSM's experience with soil conservation, poultry management, crop production under cover and organic agriculture, among other topics. The program uses interviews with ADESSM staff and farmers.

### **REPLICATION OF METHODS AND TECHNIQUES**

Approaches to development, techniques, or practices have sometimes been replicated or adapted by other organizations. The

techniques or practices may be new or traditional ones that have been revived and put into use by the grantee organization. Examples follow.

- ❖ Fundación Nación de Paz "Padre Maezo" is adopting for use with gang members in Esmeraldas, Ecuador, the conflict resolution methodology developed by IAF grantee SER PAZ in Guayaquil. SER PAZ trained staff from the Codesarrollo Cañar project (funded by the Agencia Española de Cooperación Internacional), who are applying the SER PAZ methodology.
- ❖ Empresa Cooperativa del Sur del Cauca (COSURCA) trains Colombian farmer-organizers to help families in the transition to fully certified cultivation of organic coffee and fruits. Its strategy is being adopted by an indigenous cooperative in the Cauca and seven organizations of farmers. Fondo Paez, another indigenous cooperative in the Cordillera Central, whose primary goal is recovering indigenous culture, including traditional agricultural methods is adopting some of COSURCA's techniques for producing organic coffee.
- ❖ Funded by IAF, FEDEAFRO used census data from 2005 to assess the conditions of Colombians of African and indigenous descent in selected areas of the department of Nariño. The findings

were used by the Consultiva Departamental de Comunidades Negras in its presentations and by the municipal government of Cali for a city development plan. The Universidad Santiago de Cali is planning to use the database in connection with its outreach and training programs. Cali's African descendent communities are using the findings to draft proposals for social investment to submit to municipal authorities. They expect to negotiate a better allocation of resources to benefit low-income households in their respective localities.

*Manuel Guillermo González*



María Alexandra Ordoñez, a COSURCA technician, inspects organic coffee grown by Luis Ijaji

## **RAPID ASSESSMENTS OF SELECTED REDEAMÉRICA PROJECTS**

RedEAmérica, the Inter-American Network of Corporate Foundations and Actions for Grassroots Development, an IAF initiative launched in 2002, is a business-sector alliance committed to supporting grassroots development in the Americas. Some of its members have entered into cooperative funding agreements with the IAF. Parties to such agreements must match IAF funding at least two-to-one. Funds are disbursed through subgrants to community organizations undertaking self-help projects.

To assess the results of its investment in RedEAmérica, the IAF launched a new version of the GDF in 2008. The first statistics should appear in the report on results for fiscal 2009. The IAF conducted a rapid assessment of the RedEAmérica program in Colombia and in Chile in 2008 and scheduled an assessment of the program in Ecuador for the beginning of fiscal 2009.

### **FINDINGS FROM COLOMBIA**

The focus was the eight Colombian members of RedEAmérica working together as the Colombian National Fund [Fondo Nacional Colombiano] (FNC): Fundación Corona, Fundación Smurfit-Cartón de Colombia, Fundación EPSA, Fundación Social de Holcim, Fundación Empresarios por la Educación, Fundación Social, Fundación Antonio Restrepo Barco and Asociación de Fundaciones Petroleras. The study concentrated on their approach to grassroots development, their subgrantees' performance and resource mobilization.

- ❖ As of June 2008, the FNC had awarded 32 subgrants valued at \$465,000. The average award was for \$15,400. Each subgrantee contributed labor or the use of land or infrastructure (e.g., fish tanks, grinding mills, office space). The largest investment of resources by a subgrantee visited was valued at \$27,000, the smallest, at \$2,300.
- ❖ Over a three-year period, FNC raised \$67,500 for grassroots development from each member. Acción Social of the Presidencia de la República de Colombia contributed \$230,000 and CODESPA, a Spanish NGO, contributed \$250,000. In 2008, the Multilateral Investment Fund of the Inter-American Development Bank awarded a grant of \$4.7 million to RedEAmérica partners in seven countries, including Colombia, to fund an \$8 million project to which RedEAmérica members were to contribute \$.3.3 million over five years.
- ❖ The study revealed that the FNC is now focused on developing social capital, participatory practices and the skills to manage the projects funded. This emphasis represents a shift away from assistance that creates dependency to one that helps project beneficiaries become self-sufficient. Before joining RedEAmérica, corporate foundations provided material goods and limited technical assistance; now the assistance is technical and nontechnical.
- ❖ Subgrants have yielded quantifiable results. In Ciudad Bolívar, on the

outskirts of Bogotá, Junta de Acción Comunal, in conjunction with the Colombian government's Casa de Justicia, has held several workshops in conflict resolution, leadership and environmental practices for primary and secondary school students. In Cartagena, eight associations of merchants and farmers benefited from COOPFUTURO's legal formation as a cooperative. The cooperative facilitated direct dealings between farmers and retail merchants, eliminating the middleman, which led to more income for farmers and less expensive goods for retailers.

### FINDINGS FROM CHILE

Four Chilean corporate foundations that are currently parties to cooperative agreements with the IAF were studied: Fundación Telefónica de Chile, Corporación Sociedad Activa (CSA), Fundación Pehuén and Fundación Microfinanzas y Desarrollo (FMD). Except for FMD, each RedEAmérica member in Chile has funded projects that have yielded concrete results.

- ❖ Telefónica supports projects in education, the arts and culture benefiting Chileans with special needs. Subgrants awarded range in value between \$13,000 and \$20,000; the average award is \$18,275. A subgrant awarded to Unión Nacional de Instituciones de Ciegos de Chile (UNCICH), an organization for the visually impaired, funded a cast-iron die for use in manufacturing slates and stylus tools for writing Braille, which UNCICH sells at an 80 percent markup. Proceeds cover expenses and efforts on behalf of more than 600,000 visually-impaired Chileans to educate the public as to their condition and potential.

- ❖ CSA provides seed capital to new micro-entrepreneurs. It has awarded 13 subgrants totaling \$147,000; the awards range between \$3,700 and \$28,000; some subgrantees receive multiple awards. Centro de Estética Belleza Urbana, a beauty salon operated by 10 women, used its \$18,700 for equipment, rent, and licenses and permits.

*Miguel Cuevas*



Owners of Centro de Estética Belleza Urbana, a new beauty salon funded by a grant from the IAF.

Another, Guardería Arcoiris, a childcare center received three awards totaling \$28,900 to cover rent and equipment (desks, tables, mattresses and educational materials). The nursery provides a safe place where low-income women can leave their children. Without it, they could not work.

- ❖ Fundación Pehuén supports 600 indigenous Pehuenche families through a program that offers training in cultural identity and livestock production and management. Pehuén's subgrants range from \$2,700 to \$81,000; the average grant is for \$22,200. Pehuenches are enthusiastic about a scholarship fund that allows indigenous children access to secondary and higher education that their parents cannot otherwise afford. No

secondary schools or universities are located in their communities and the scholarship pays for room and board away from home as well as all other expenses.

Pehuén's workshops on managing and marketing livestock taught 12 farmers new techniques for animal care and reproduction and how to sell their animals. With IAF support, Pehuén also

funded the construction of El Avellano, a campground on the banks of the Upper Bío Bío River in southern Chile. The area offers a range of outdoor activities, such as hiking, mountain climbing, white-water rafting, biking and swimming. The campground includes a restaurant, handicraft shop, swimming pool, whirlpool and bathrooms. Approximately \$50,000 has been spent building the various facilities.

*Miguel Cuevas*



With the construction of cabins, a swimming pool, a whirlpool and other amenities financed by the IAF and Fundación Pehuén, indigenous Pehuenches plan to attract tourists to their camping ground on the Upper Bío Bío River in southern Chile.

## ORGANIZATIONS REFERENCED IN THIS REPORT

Acronym	Entity	IAF Grant Number*
ADEL	Agencia de Desarrollo Económico Local de Sonsonate	(ES-221)
ADESSM	Asociación de Desarrollo Económico y Social Santa Marta	(ES-216)
AEDES	Asociación Especializada para el Desarrollo Sostenible	(PU-532)
AFOTUR	Asociación para el Fomento del Turismo	(PN-274)
AGRECO	Fundación de Agroecología y Agroturismo	(EC-401)
ALTERNARE	Alternare, A.C.	(ME-457)
AMALIC	Asociación de Mujeres Aymaras Lecheras de Irpa Chico	(BO-508)
APAFSA	Asociación de Productores Agropecuario Forestal San Francisco de Asís	(PN-281)
APLP	Asociación de Productores de Leche de Paysandú	(UR-180)
APROACH	Asociación de Productores Agropecuarios de Chuquibamba	(PU-533)
ASMUMA	Asociación Mujer Maya	
CIAMB	Comunidad Indígena Asháninka "Marankiari Bajo"	(PU-510)
CIFANE	Centro de Investigaciones Familia Negra	(EC-396)
COODECI	Cooperativa para el Desarrollo de La Ciénaga	
COOP	Cooperativa de Servicios Múltiples Desarrollo Integral de Gualaca	(PN-280)
COPAEDO	Asociación Cooperativa de Ahorro, Crédito y Agrícola Comunal de Paraíso de Osorio	(ES-204)
COSURCA	Empresa Cooperativa del Sur del Cauca	(CO-503)
CSA	Corporación Sociedad Activa	(CH-514)
DBIIAC	Desarrollo Binacional Integral Indígena, A.C.	(ME-472)
DCH	Fundación Defensores del Chaco	(AR-340)
DEIMUS	Desarrollo Integral de la Mujer en la Sociedad Andina del Perú	(PU-543)
EFJ	Environmental Foundation of Jamaica	
FCFNAC	Fundación Comunitaria de la Frontera Norte	(ME-452)
FEDEAFRO	Federación Nacional de ONGes para el Desarrollo de las Comunidades Afrocolombianas	(CO-508)
FESAC	Fundación del Empresariado Sonorense	(ME-453)
FFLA	Fundación Internacional para la Promoción del Desarrollo Sostenible "Futuro Latinoamericano"	(EC-402)
FIC	Fundación Internacional de la Comunidad	(ME-460)
FIPADEHM	Fundación Instituto Panameño de Desarrollo Humano y Municipal	(PN-282)
FMD	Fundación Microfinanzas y Desarrollo	(CH-516)
FNC	Fondo Nacional Colombiano	
FONCODES	Fondo de Cooperación para el Desarrollo Social	
FPVS	Fundación Pro Vivienda Social	(AR-341)
FTDE	Fundación para la Tecnología y el Desarrollo Latinoamericano - Ecuatoriano	(EC-406)
FUNCAMET	Fundación para la Capacitación y Mejoramiento Social del Joven Torrense	(VZ-198)
FUNDAMYF	Fundación Mujer y Familia Andina	(EC-390)
FUNDE MUJER	Fundación para el Desarrollo de la Mujer	(NC-267)
FUNSUPO	Fundación para la Superación de la Pobreza	(PN-283)
FURWUS	Fundación para la Rehabilitación Walking Unidos	(NC-256)
GJD	Centro de Educación Vocacional Grupo Juvenil Dion	(HO-244)

\* Entities without a grant number are not IAF grantees.

Acronym	Entity	IAF Grant Number*
HPCD	Haitian Partners for Christian Development	(HA-199)
IAF	Inter-American Foundation	
IGAXES 3	Instituto Galego de Xestión para o Tercer Sector	
IMAGEN	IMAGEN	(PU-544)
IPHAE	Instituto Para el Hombre, Agricultura y Ecología	(BO-495)
MGAP	Uruguay's Ministry of Livestock, Agriculture and Fishery	
MI COMETA	Movimiento Mi Cometa	(EC-395)
MIDE	Migración y Desarrollo	(ME-473)
ODECO	Organización de Desarrollo Étnico Comunitario	(HO-243)
PACT/LIFE	People's Action for Community Transformation/Local Initiative Facility for the Urban Environment	(JA-109)
ph15	Fundación ph15 para las Artes	(AR-344)
PIDECAFE	Programa Integral para el Desarrollo del Café	(PU-536)
Piña Palmera	Centro de Atención Infantil "Piña Palmera"	(ME-485)
PNE	Pronatura Noreste	(ME-469)
PRODEHL	Asociación de Pobladores por el Desarrollo a Escala Humana en el Ámbito Local	(NC-260)
PROMETA	Protección del Medio Ambiente Tarija	(BO-507)
PROTEGER	Fundación Proteger	(AR-345)
PROVERDES	Asociación Programa Vergüense de Desarrollo Ecológico Sostenible	(PN-278)
RXIIN	Asociación de Salud y Desarrollo Rxiin Tnamet	(GT-274)
Sagrada Tierra	Sagrada Tierra	(GT-282)
SAO	Servicios Ambientales de Oaxaca	(ME-481)
SER PAZ	Corporación Ser Paz	(EC-397)
SID	Strategies for International Development	(PU-523)
SIDECO	Fundación Salud Integral y Desarrollo Comunitario	(EC-404)
Taigüey	Fundación Taigüey	(DR-336)
TENTAPEGUA	Equipo Técnico de Fortalecimiento Comunitario	(BO-491)
TERRA	Terra Peninsular	(ME-470)
TUKUYPAJ	TUKUYPAJ	(BO-494)
UCRHO	Unión de Cooperativas de la Red de Humedales de la Costa de Oaxaca	(ME-482)
UCUS	Asociación Civil "Una Casa un Sueño"	(UR-179)
UNCICH	Unión Nacional de Instituciones de Ciegos de Chile	

\* Entities without a grant number are not IAF grantees.

## Selected Additional Tables

**Table A1: Beneficiaries reporting better living conditions**

Country	Men	%	Women	%	Total
Argentina	396	40%	590	60%	<b>986</b>
Bolivia	3,695	54%	3,095	46%	<b>6,790</b>
Ecuador	280	84%	55	16%	<b>335</b>
El Salvador	538	48%	594	52%	<b>1,132</b>
Guatemala	27,215	46%	32,114	54%	<b>59,329</b>
Haiti	20	59%	14	41%	<b>34</b>
Honduras	1,043	50%	1,048	50%	<b>2,091</b>
Mexico	579	42%	789	58%	<b>1,368</b>
Nicaragua	251	20%	981	80%	<b>1,232</b>
Panama	12,868	49%	13,243	51%	<b>26,111</b>
Venezuela	29	35%	54	65%	<b>83</b>
<b>Total</b>	<b>46,914</b>	<b>47%</b>	<b>52,577</b>	<b>53%</b>	<b>99,491</b>

**Table A2: Beneficiaries trained in agriculture**

Country	Men	%	Women	%	Total
Argentina	287	72%	110	28%	397
Bolivia	5,646	60%	3,740	40%	9,386
Brazil	43	51%	42	49%	85
Colombia	135	94%	8	6%	143
Dominican Republic	69	73%	25	27%	94
Ecuador	503	78%	141	22%	644
El Salvador	772	58%	563	42%	1,335
Guatemala	188	58%	135	42%	323
Haiti	11	79%	3	21%	14
Honduras	345	49%	365	51%	710
Jamaica	42	60%	28	40%	70
Mexico	119	56%	94	44%	213
Nicaragua	404	72%	156	28%	560
Panama	373	59%	255	41%	628
Peru	4,541	65%	2,397	35%	6,938
Uruguay	139	53%	124	47%	263
Venezuela	51	43%	69	58%	120
<b>Total</b>	<b>13,668</b>	<b>62%</b>	<b>8,255</b>	<b>38%</b>	<b>21,923</b>

**Table A3: Beneficiaries trained in manufacturing**

Country	Men	%	Women	%	Total
Argentina	99	39%	157	61%	256
Bolivia	1,005	18%	4,503	82%	5,508
Brazil	12	18%	55	82%	67
Ecuador	91	38%	147	62%	238
El Salvador	4	6%	66	94%	70
Guatemala	0	0%	214	100%	214
Haiti	4	13%	27	87%	31
Honduras	20	13%	134	87%	154
Jamaica	4	8%	46	92%	50
Mexico	100	42%	140	58%	240
Nicaragua	19	95%	1	5%	20
Panama	19	12%	138	88%	157
Peru	1,155	52%	1,087	48%	2,242
Venezuela	15	50%	15	50%	30
<b>Total</b>	<b>2,547</b>	<b>27%</b>	<b>6,730</b>	<b>73%</b>	<b>9,277</b>

**Table A4: Beneficiaries trained in construction**

Country	Men	%	Women	%	Total
Bolivia	49	96%	2	4%	<b>51</b>
Brazil	11	73%	4	27%	<b>15</b>
Colombia	161	89%	20	11%	<b>181</b>
El Salvador	8	100%	0	0%	<b>8</b>
Jamaica	18	100%	0	0%	<b>18</b>
Mexico	20	29%	50	71%	<b>70</b>
Nicaragua	64	18%	293	82%	<b>357</b>
Panama	64	97%	2	3%	<b>66</b>
Peru	105	41%	152	59%	<b>257</b>
Uruguay	29	51%	28	49%	<b>57</b>
<b>Total</b>	<b>529</b>	<b>49%</b>	<b>551</b>	<b>51%</b>	<b>1,080</b>

**Table A5: Beneficiaries trained in environmental conservation**

Country	Men	%	Women	%	Total
Argentina	370	63%	222	38%	592
Bolivia	128	68%	61	32%	189
Colombia	38	95%	2	5%	40
Dominican Republic	33	72%	13	28%	46
Ecuador	463	62%	279	38%	742
El Salvador	8	50%	8	50%	16
Guatemala	842	87%	124	13%	966
Honduras	346	60%	230	40%	576
Mexico	221	43%	293	57%	514
Nicaragua	405	52%	372	48%	777
Panama	157	59%	110	41%	267
Peru	212	55%	172	45%	384
Uruguay	17	43%	23	58%	40
Venezuela	16	39%	25	61%	41
<b>Total</b>	<b>3,256</b>	<b>63%</b>	<b>1,934</b>	<b>37%</b>	<b>5,190</b>

**Table A6: Beneficiaries trained in planning and administration**

Country	Men	%	Women	%	Total
Argentina	415	46%	497	54%	912
Bolivia	148	23%	482	77%	630
Brazil	4	36%	7	64%	11
Colombia	256	69%	116	31%	372
Dominican Republic	14	16%	74	84%	88
Ecuador	329	50%	334	50%	663
El Salvador	584	41%	847	59%	1,431
Guatemala	431	25%	1,293	75%	1,724
Haiti	0	0%	2	100%	2
Honduras	136	50%	135	50%	271
Jamaica	24	28%	63	72%	87
Mexico	436	56%	336	44%	772
Nicaragua	365	43%	490	57%	855
Panama	1,012	54%	871	46%	1,883
Paraguay	65	37%	111	63%	176
Peru	1,767	50%	1,776	50%	3,543
Uruguay	66	46%	76	54%	142
Venezuela	23	47%	26	53%	49
<b>Total</b>	<b>6,075</b>	<b>45%</b>	<b>7,536</b>	<b>55%</b>	<b>13,611</b>

**Table A7: Beneficiaries trained in marketing**

Country	Men	%	Women	%	Total
Argentina	249	45%	302	55%	551
Bolivia	264	25%	779	75%	1,043
Colombia	28	70%	12	30%	40
Dominican Republic	29	69%	13	31%	42
Ecuador	219	55%	178	45%	397
El Salvador	282	39%	436	61%	718
Guatemala	24	20%	96	80%	120
Honduras	86	53%	75	47%	161
Mexico	191	63%	113	37%	304
Nicaragua	136	19%	591	81%	727
Panama	142	46%	164	54%	306
Peru	380	45%	456	55%	836
Uruguay	20	44%	25	56%	45
Venezuela	42	42%	59	58%	101
<b>Total</b>	<b>2,092</b>	<b>39%</b>	<b>3,299</b>	<b>61%</b>	<b>5,391</b>

**Table A8: Beneficiaries trained in leadership skills**

Country	Men	%	Women	%	Total
Argentina	1,359	64%	751	36%	2,110
Bolivia	420	71%	173	29%	593
Brazil	47	25%	144	75%	191
Colombia	181	87%	27	13%	208
Ecuador	287	49%	304	51%	591
El Salvador	5	14%	31	86%	36
Guatemala	23	21%	87	79%	110
Honduras	44	44%	55	56%	99
Jamaica	9	38%	15	63%	24
Mexico	9	60%	6	40%	15
Nicaragua	28	5%	497	95%	525
Panama	1,019	50%	1,028	50%	2,047
Paraguay	144	23%	481	77%	625
Peru	135	36%	241	64%	376
Uruguay	8	50%	8	50%	16
Venezuela	73	32%	158	68%	231
<b>Total</b>	<b>3,791</b>	<b>49%</b>	<b>4,006</b>	<b>51%</b>	<b>7,797</b>

**Table A9: Beneficiaries trained in civic participation**

Country	Men	%	Women	%	Total
Argentina	2,318	28%	5,933	72%	8,251
Bolivia	602	46%	702	54%	1,304
Brazil	139	19%	580	81%	719
Colombia	154	60%	101	40%	255
Ecuador	89	46%	106	54%	195
Guatemala	738	79%	191	21%	929
Honduras	106	52%	96	48%	202
Jamaica	0	0%	2	100%	2
Mexico	29	19%	126	81%	155
Nicaragua	269	38%	448	62%	717
Panama	705	52%	653	48%	1,358
Paraguay	144	23%	481	77%	625
Peru	602	63%	353	37%	955
Uruguay	359	42%	493	58%	852
Venezuela	53	28%	134	72%	187
<b>Total</b>	<b>6,307</b>	<b>38%</b>	<b>10,399</b>	<b>62%</b>	<b>16,706</b>

**Table A10: Beneficiaries trained in the legal system**

Country	Men	%	Women	%	Total
Argentina	2,654	40%	3,903	60%	6,557
Bolivia	154	96%	6	4%	160
Colombia	62	81%	15	19%	77
Ecuador	150	70%	63	30%	213
Guatemala	74	74%	26	26%	100
Honduras	101	56%	80	44%	181
Nicaragua	164	50%	165	50%	329
Panama	51	38%	84	62%	135
Paraguay	86	19%	372	81%	458
Peru	35	30%	80	70%	115
Uruguay	5	24%	16	76%	21
Venezuela	53	28%	134	72%	187
<b>Total</b>	<b>3,589</b>	<b>42%</b>	<b>4,944</b>	<b>58%</b>	<b>8,533</b>

**Table A11: Beneficiaries trained in finance**

Country	Men	%	Women	%	Total
Argentina	721	39%	1,110	61%	1,831
Colombia	16	80%	4	20%	20
Dominican Republic	54	28%	142	72%	196
Ecuador	48	71%	20	29%	68
El Salvador	228	48%	248	52%	476
Guatemala	1	5%	18	95%	19
Honduras	10	26%	29	74%	39
Mexico	25	15%	141	85%	166
Nicaragua	203	10%	1,744	90%	1,947
Panama	19	54%	16	46%	35
Peru	164	57%	123	43%	287
Venezuela	11	55%	9	45%	20
<b>Total</b>	<b>1,500</b>	<b>29%</b>	<b>3,604</b>	<b>71%</b>	<b>5,104</b>

**Table A12: Beneficiaries trained in the role of government**

Country	Men	%	Women	%	Total
Argentina	41	39%	63	61%	104
Brazil	139	19%	580	81%	719
Colombia	478	78%	137	22%	615
Dominican Republic	0	0%	132	100%	132
El Salvador	44	79%	12	21%	56
Guatemala	270	87%	41	13%	311
Honduras	96	45%	119	55%	215
Nicaragua	27	77%	8	23%	35
Peru	11	41%	16	59%	27
Venezuela	46	27%	125	73%	171
<b>Total</b>	<b>1,152</b>	<b>48%</b>	<b>1,233</b>	<b>52%</b>	<b>2,385</b>

**Table A13: Beneficiaries trained in health practices**

Country	Men	%	Women	%	Total
Argentina	152	59%	107	41%	259
Bolivia	4	36%	7	64%	11
Brazil	59	24%	183	76%	242
Colombia	12	67%	6	33%	18
Ecuador	49	18%	227	82%	276
El Salvador	8	53%	7	47%	15
Guatemala	2	1%	259	99%	261
Honduras	92	50%	93	50%	185
Jamaica	0	0%	7	100%	7
Mexico	11	10%	103	90%	114
Nicaragua	112	28%	286	72%	398
Panama	100	93%	8	7%	108
Paraguay	26	22%	91	78%	117
Peru	18	45%	22	55%	40
Uruguay	9	21%	33	79%	42
Venezuela	20	37%	34	63%	54
<b>Total</b>	<b>674</b>	<b>31%</b>	<b>1,473</b>	<b>69%</b>	<b>2,147</b>

**Table A14: Beneficiaries trained in ways to address domestic violence, sexual abuse and drug use**

Country	Men	%	Women	%	Total
Argentina	23	29%	56	71%	79
Brazil	53	25%	162	75%	215
Dominican Republic	281	42%	388	58%	669
El Salvador	4	11%	31	89%	35
Guatemala	233	34%	455	66%	688
Honduras	25	38%	41	62%	66
Panama	109	76%	34	24%	143
Paraguay	276	66%	141	34%	417
Uruguay	34	41%	49	59%	83
Venezuela	73	32%	158	68%	231
<b>Total</b>	<b>1,111</b>	<b>42%</b>	<b>1,515</b>	<b>58%</b>	<b>2,626</b>

## CONTACT INFORMATION

Comments: We welcome your comments about how we can improve IAF's Annual Grant Results Report.

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