

Inter-American
Foundation

Grants Results Report 2006





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Inter-American Foundation

Grants Results Report





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Semillas de Amor photo by Heidi Smith





Introduction

About the IAF

The Inter-American Foundation (IAF), created in 1969 as an independent foreign assistance agency of the United States government responds to innovative, participatory and sustainable self-help development projects proposed by grassroots groups and organizations that support them. It also encourages partnerships among community organizations, businesses and local governments 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 and the lessons it has learned.

The Inter-American Foundation is governed by a nine-person 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 46 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 4,578 grants for more than \$586 million. Together, the IAF and its grantees have created cost-effective models of social and economic development which have bettered the conditions of hundreds of thousands of poor families in communities throughout the hemisphere.

Summary and Highlights

Results data gathered in the 12-month period ending on March 2006 reveal the following:

- More than 14,000 beneficiaries improved their diet and hence their health.
- More than 28,000 beneficiaries received medical attention.

- Close to 6,000 individuals benefited from access to clean water.
- More than 35,000 individuals benefited from trash removal operations.
- IAF grantees in 10 countries helped their beneficiaries build 62 new houses and improve 1,377 homes.
- Registration in courses, workshops and seminars counted more than 100,000 individuals in finance, including loan management; approximately 32,000 in agriculture; close to 30,000 in management; and 17,000 in environment-related topics.
- IAF-funded activities created 4,500 full-time and 840 part-time permanent positions and 3,400 full-time and 1,600 part-time seasonal positions.
- Close to 1,900 organizations voluntarily cooperated with IAF grantees.
- Of the 624 organizations working in partnership with IAF grantees, 268 became partners during the reporting year.
- Grantees mobilized \$3.5 million and brokered another \$1.2 million for project activities, or a combined total of \$4.7 million (\$3.6 million in cash and \$1.1 million in kind).
- Central government institutions were the most generous to IAF grantees, donating \$1 million, mostly in cash; local governments contributed \$600,000.
- International nonprofit organizations contributed close to \$500,000 to IAF grantees.
- IAF grantees extended more than 284,000 loans averaging \$400 each. Construction loans averaged \$487. Loans for business development represented 77 percent of all loans and averaged \$410 each.
- Grantees disseminated information on approaches, practices and/or techniques in 18 of the 19 countries where the IAF funds activities. Haiti was the exception.

Methodology

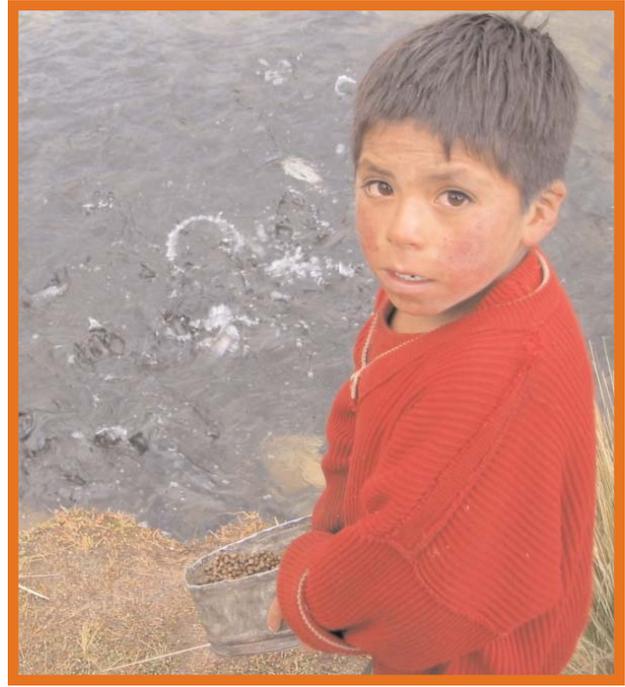
To meet the challenges that stem from the diversity of the IAF's grantees and their culture, languages and political context, the IAF designed and developed the Grassroots Development Framework (GDF), a practical tool consisting of a menu of 40 indicators used to collect and assess results data. The GDF measures

the *tangible* results of the projects, as well as the subtler, no less vital, *intangible* effects, and their impact on the individuals involved, the groups and the communities.

Tracking these indicators over time allows analysis of project results and documents the IAF's work for reporting to agencies to which the IAF is accountable. Awareness of the indicators helps the grantees stay focused on their goals; information on these indicators provides feedback to them and to IAF staff.

This report is based on data collected by the grantees 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.

The current group of IAF data verifiers has been visiting grantees and their beneficiaries for five years. Data verifiers meet with the Evaluation Office staff at an annual conference to review data collection techniques, concepts and definitions and discuss problems encountered. On-site experience with grantees and their participation in the conference help them hone their skills, resulting in more accurate reporting.



REDES photo by Miguel Cuevas

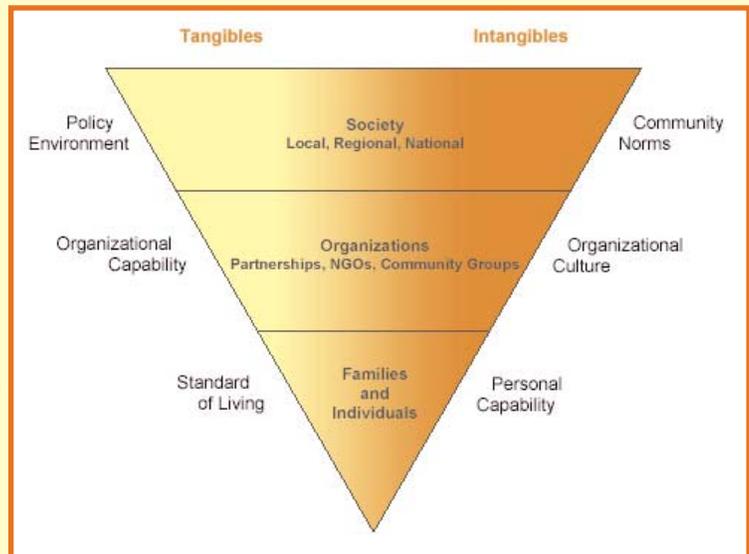
What is grassroots development?

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. The concept assumes that the key to sustainable democracies, equitable societies and prosperous economies is a people-oriented strategy stressing participation, organizational development and networking to build the social capital needed to complement human and physical assets.

What is the Grassroots Development Framework?

Applying what had been learned from more than 4,500 projects that it had funded, the Inter-American Foundation created the Grassroots Development Framework to measure the results and impact of projects the Foundation supports. Results can inform decisions, signal challenges, confirm achievements and indicate topics for further research.

The GDF is useful to both the grantee and the donor. It provides the means to establish project objectives and report achievements, strengths and deficiencies. Since the pilot testing and application of the GDF, several development assistance institutions have, in consultation with the Inter-American Foundation, adapted the GDF to their own activities.



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, healthcare and housing), as well as insufficient opportunity for active civic participation, the GDF draws these indicators into a single tool.

The Foundation’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.

PART I: Grants Results in 2006

This is the IAF's first response to the Program Assessment Rating Tool (PART), requiring all federal agencies to document and report progress toward performance goals articulated in strategic plans. It summarizes the results of grants active in the reporting year. This section of the report highlights results on the GDF indicators most frequently used by our grantees. As stated, *supra*, each grantee report was verified by an independent in-country professional.

Measuring Results at the Beneficiary Level

Data for 2006 show IAF grants improved the quality of life of the poor in Latin America and the Caribbean by supporting programs that offered access to education, improved health and housing conditions, and increased job opportunities. Asked if their quality of life had improved, stayed the same or worsened as a result of grant activities, 96 percent of the beneficiaries of IAF-supported projects reported that they were better off.

Creating Jobs

In the reporting year, 81 grantees reported the creation of close to 10,300 jobs of both a permanent and seasonal nature (See Table 1). In Nicaragua, for example, the Fondo para el Desarrollo de la Mujer (NC-244) facilitated the creation of 2,800 jobs by providing loans to street vendors to purchase merchandise for resale. In Peru, the *Consortio para el Desarrollo Regional* (CODESRE) (PU-513), helped create 770 new jobs through its program of assistance to small dairies, mills and beekeepers located in four central provinces of the department of Huancayo known as the Mantaro River Valley. And in Venezuela, *Cooperativa Alumifenix* (VZ-192) created close to 200 jobs, mostly in the state of Bolivar, where the Cooperative inaugurated a raw-material processing center.

Table 1: Permanent and seasonal full- and part-time positions created

Country	Permanent Jobs		Seasonal Jobs	
	Full-time	Part-time	Full-time	Part-time
Argentina	41	6	0	33
Bolivia	0	220	4	7
Brazil	5	30	52	124
Dominican Republic	14	14	0	0
Ecuador	1	0	15	0
El Salvador	25	36	99	47
Guatemala	6	7	0	813
Haiti	2	0	0	186
Honduras	115	233	23	169
Mexico	3	5	10	14
Nicaragua	3,547	224	2,590	11
Panama	69	34	0	0
Peru	443	2	442	129
Uruguay	13	0	18	0
Venezuela	217	28	149	71
Total	4,501	839	3,402	1,604

Training

A Chinese proverb says, "Give a man a fish and he will eat for a day. Teach him how to fish and he will eat for a lifetime." Training plays an important role in most IAF-supported grants. In 2006, 87 percent of all IAF grantees reported providing on-the-job training, courses or workshops of one to several days. Grantees also provided complementary technical assistance. The most common topics were finance, agriculture, environment-related issues, planning/administration and civic participation. (See Table 2.) Examples follow:



ALUMIFENIX photo by Miguel Cuevas

Table 2: Beneficiaries reporting acquiring new knowledge and skills

Knowledge / Skills	Men	%	Women	%	Total
Agriculture	18,781	59%	13,009	41%	31,790
Civic participation	7,589	49%	7,870	51%	15,460
Construction	2,617	47%	2,993	53%	5,610
Domestic relations	755	29%	1,824	71%	2,579
Environmental	8,126	47%	9,223	53%	17,349
Finance	13,196	13%	87,931	87%	101,127
Health	3,712	32%	7,979	68%	11,691
Leadership	4,869	44%	6,297	56%	11,166
Legal system	1,988	45%	2,429	55%	4,417
Manufacturing	5,023	48%	5,432	52%	10,455
Marketing	2,765	43%	3,682	57%	6,447
Planning & administration	15,497	51%	14,650	49%	30,147
Political system	3,064	45%	3,712	55%	6,776

In Ecuador, the *Corporación de Estudios Regionales Guayaquil* (EC-379), in its last year of a four-year grant to develop a solid-waste-management enterprise in partnership with three municipalities and local micro-enterprises, trained 8,000 residents in all aspects of waste collection and environmental conservation. In Honduras, *Agua para el Pueblo* (HO-237) trained 950 individuals in the effects of water contamination on human health and in

the management of micro-watersheds in communities surrounding Copán.

In Mexico, the *Desarrolladora de Emprendedores A.C.* (DEAC) (ME-438) accounted for 94 percent of all beneficiaries receiving financial training in Latin America and the Caribbean. As part of DEAC's loan program in the Valle Chalco, surrounding Mexico City, low-income members of communal banks learned to keep financial records for themselves as well as for the communal banks. DEAC, in conjunction with the *Centro de Apoyo al Micro-Empresario, A.C.* (CAME), trained 95,000 bank members, 89 percent of them women.

In Nicaragua, *Grupo FUNDEMOS* (NC-259) is contributing to the development of democratic governance at the municipal level by strengthening relationships between civil society organizations and the local governments in 12 municipalities. As part of this effort, FUNDEMOS trained 3,600 individuals in the process to institutionalize Municipal Development Committees as venues for citizen participation.

In Peru, the *Asociación Arariwa para la Promoción Técnico-Cultural Andina* (ARARIWA) is implementing the second phase of its Integrated Pest Management Program (IPM) by training farmers in its methodology to control diseases affecting fruit crops and tubers. The project builds on the positive results farmers obtained from the introduction of IPM practices to control the damage caused by diseases affecting potato and corn crops. More than 460 indigenous farmers in the Valle Sagrado del Cusco trained in IPM methodology.

Improving Health

Better diets and access to medical care and clean water impact the health of the community and its standard of living. Equally important is proper disposal of human waste and removal of solid waste. (See Table 3.)

Also in Peru, in August 2005 the *Asociación para el Desarrollo Local* (PU-522) trained close to 250 promoters and community organizers from three districts of Cajamarca, in new laws regarding municipalities, the participatory budget process and the role of *rondas campesinas*, a form of rural village associations. They in turn trained approximately 11,000 residents of the villages and communities participating in the project.

Table 3: Beneficiaries of health-related activities

Activity	Number of beneficiaries
Installation of latrines	2,312
Installation of piped water	6,191
Medical care	23,592
Solid waste collection	35,869
Vaccinations	2,720
Nutrition/dietary improvement	14,851

• NUTRITION

Better nutrition improved the health of approximately 14,850 beneficiaries. In Guatemala, for example, the *Asociación Consejo de Mujeres Mayas de Desarrollo Integral* (CMM) (GT-267) provided training in nutrition and diet to 3,100 beneficiaries and assisted more than 1,200 women in planting family gardens in rural communities around the town of Totonicapán in western Guatemala.

For most grantees, however, dietary improvement was an indirect benefit of increased production and/or income. More production leads to more food allocated for household consumption. Additionally, as income rises, households can afford more and better food. The *Instituto Para el Hombre, Agricultura y Ecología* (IPHAE) (BO-495) in Bolivia's North Amazon region, for example, is working to increase rural incomes by motivating farmers to diversify their crops and training them in sustainable farming techniques. As part of the crop diversification strategy, IPHAE provided farmers in the communities of Buen Futuro and Frontera, in the department of Pando, corn, sorghum and squash seeds. Part of the harvest supplements the diet in 600 homes.

• MEDICAL CARE

The number of beneficiaries receiving medical attention surpassed 23,000 in 2006. Approximately three-fourths of those receiving medical care lived

in Guatemala where four grantees ministered to 17,400 patients, most of indigenous origin. Grantees in Honduras and Mexico reported that a significant number of individuals received medical services.

Preventive measures such as vaccinations are necessary to better health. Not surprisingly, the grantees in Guatemala, *supra*, and Honduras included vaccinations in their services. The *Asociación de Salud y Desarrollo RXIIN TNAMET* (GT-274) in Guatemala inoculated 2,220 individuals, mostly health workers and residents of communities hit by Hurricane Stan. In Honduras, *Vecinos Mundiales Honduras* (VM/H) (HO-236) promoted a child well-being campaign, which resulted in the vaccination of 70 children under the age of five.

• ACCESS TO WATER

Access to clean water is vital to reducing disease. Grantees in four countries (Bolivia, Brazil, Honduras and Panama) provided piped water to 6,000 beneficiaries. In Bolivia, the *Equipo Técnico del Fortalecimiento Comunitario* (TENTAPEGUA) (BO-491) installed a sun-powered pump system to extract well water, benefiting 13 families (63 persons). The *Centro Diocesano de Apoyo ao Pequeno Produtor* (CEDAPP) (BR-815) benefited 56 families in the state of Pernambuco, in northeastern Brazil, by installing cisterns in their homes. Before that, 250 individuals had to walk several kilometers to obtain fresh water. In Honduras, *Agua para El Pueblo* (HO-237), which works to improve health conditions through increased access to potable water and basic sanitation, benefited 2,580 individuals by building and/or improving water lines, water intakes and station pumps in communities surrounding Copán. In Panama, the *Instituto Panameño de Desarrollo Humano y Municipal* (IPADEHM) (PN-273) built four water systems, one in Bisballe, in the district of La Mesa, serving 2,069 inhabitants, and the others supplying water to 1,150 individuals in the province of Veraguas.

• SANITARY CONDITIONS

Sanitary conditions were improved for more than 2,300 individuals. In coordination with the Honduran Water and Sewer Authority or SANAA (its Spanish



acronym), *Vecinos Mundiales* (VM/H) (HO-236) built 114 latrines, benefiting more than 700 individuals in the communities of Villa Nueva, Progreso and El Triundo. *Agua para el Pueblo* (HO-237), *supra*, built 254 latrines, benefiting approximately 1,330 individuals in seven communities. In Brazil, the *Centro Diocesano de Apoio ao Pequeno Produtor* (CEDAPP) (BR-815), *supra*, benefited 101 individuals by installing latrines as part of a strategy to improve conditions for 200 families in 10 rural communities in Pernambuco.



APP photo by Sean Sprague

• SOLID WASTE COLLECTION

Health conditions also improved through trash disposal, which benefited 35,800 individuals in more than 7,000 homes. Grantees in Ecuador, Honduras and Mexico accounted for 98 percent of the homes benefiting from recycling programs. In Ecuador, the *Corporación de Estudios Regionales-Guayaquil* (CER-G) (EC-379), in partnership with three municipalities in the province of Guayas (Daule, Palestina and Santa Lucía), provided trash collection to 4,500 households, thereby improving living conditions for 20,000 residents.

In Honduras, *Vecinos Mundiales Honduras* (VMH) (HO-236) and *Agua para el Pueblo* (APP) (HO-237), participated in separate trash collection campaigns. More than 2,000 persons benefited from VMH's trash collection campaign conducted in collaboration with the local health center. VMH also cooperated with SANAA, *supra*, in opening 42

dump sites in the communities of Progreso and El Triunfo, benefiting close to 300 individuals. APP and the Honduran Health Ministry promoted and conducted a clean-up campaign in 23 communities in the department of Copán to prevent the spread of dengue and dengue hemorrhagic fever carried by the aedes mosquito, a day-biting mosquito that prefers humans. Close to 6,300 individuals benefited. APP cooperated with the Red Cross and the *Mancomunidad de Municipios de Copán Ruinas y Santa Rita* (MANCORSARIC) in "Healthy Villages," a program to remove trash from six communities that benefited more than 2,200 residents. In Mexico, *Niños y Crías* (NyC) (ME-449) provided trash removal in three communities (San Felipe, Río Lagartos and Las Coloradas) on the Yucatán Peninsula as part of efforts to improve the quality of life of residents through better sanitation and waste management practices. Community groups of mainly women and children conducted the trash removal that benefited more than 4,500 individuals.

Home Construction

IAF grantees had a direct and positive impact on the standard of living of the poor in eight countries through assistance with home construction, additions and renovations. (See Table 4.)

In Nicaragua, five grantees assisted beneficiaries with the renovations. The *Asociación de Consultores para el Desarrollo de la Pequeña, Mediana y Microempresa* (ACODEP) (NC-243), for example, helped 728 families in Managua, Ciudad Sandino and Tipitapa improve their homes by providing construction loans, training and technical assistance. Among the most common improvements were floor and roof replacements, kitchen renovations and room additions. Construction loans averaged \$463 and a total of 729 loans were extended. More than two-thirds of the loans were to women heads-of-household.

Another Nicaraguan grantee, the *Urbanizadora y Edificadora Popular* (URBE) (NC-255) is fostering greater collaboration among the private sector, local governments and communities toward addressing the current housing crisis by building and renovating. As part of the project, the grantee

Table 4: New and renovated housing units

Country	New	Renovations
Argentina	0	71
Brazil	18	18
Ecuador	7	4
Honduras	2	11
Mexico	32	137
Nicaragua	1	1,078
Panama	2	3
Peru	0	55
Total	62	1,377

provided 167 construction loans, averaging \$535, to residents of the municipalities of Ciudad Sandino, Mateare, Los Anexos and Los Brasiles.

In Brazil, the *Fundação Centro de Defesa dos Direitos Humanos Bento Rubião* (BR-788) helped residents of Ipiíba, a poor neighborhood of Rio de Janeiro, build 18 new houses. Its self-help method requires beneficiaries to participate in the architectural design and planning of the homes and to assume responsibility for construction and maintenance. Many of those who used to live in squalor and pay 50 percent of their income in rent, now own clean homes with modern plumbing.

In Mexico, the *Comité de Promoción Social del Valle del Yaqui* (PROVAY) (ME-441) is improving living conditions for low-income indigenous families by building homes from locally available materials. Approximately 90 individuals benefited from 25 houses built in Sonora. The *Fundación Habitat y Vivienda* (FUNHAVI) (ME-455) set up a loan fund for home improvements and connections to municipal water and sewage systems for low-income families in Ciudad Juárez in the state of Chihuahua. The grantee extended 121 loans averaging \$1,660 each.

Measuring Results at the Organization Level

This section looks at resources that grantees obtained to expand the scope of their work beyond the beneficiaries originally envisioned in the agreement with the IAF and to sustain the grantees'

efforts once IAF funding ends. It also examines efforts to forge new relationships toward providing the level and quality of goods and services required.

Mobilizing/brokering resources

Resource mobilization refers to financial, material or human resources marshaled by the grantee organization from international, national or local sources, private and public.

Resources brokered refers to monetary, material or human resources that grantees obtained from individuals or national or international public or private entities and that they channeled directly to grassroots organizations or groups to support the project funded by the IAF. Resources brokered bypass the grantees and flow directly to organizations, grassroots groups or beneficiaries.

In 2006 grantees mobilized close to \$3.5 million, \$2.8 million in cash and \$700,000 in kind. Resources brokered totaled just under \$1.2 million. This means that IAF grantees raised a total of \$4.7 million or \$0.37 for every dollar invested by the IAF.

Among international donors, nonprofit organizations were among the most generous contributors:

- The Ford Foundation contributed \$126,000 to strengthen and expand the *Asociación de Organizaciones de Microfinanzas* (ASOMI) (ES-208), an eight-member network of nongovernmental organizations providing loans to low-income Salvadorans for small and medium enterprises.
- The World Wildlife Fund contributed \$52,500 to the *Fundación Vida Silvestre Argentina* (FVSA) (AR-336) in support of development planning activities in Colonia Andresito, an environmentally fragile buffer zone located between two national parks in the province of Misiones and populated by low-income landowners.
- Spain's *Manos Unidas* contributed \$41,200 to *Servicios Educativos, Promoción y Desarrollo Rural* (SEPAR) (PU-513) in Peru to contract

Table 5: Resources mobilized in cash and in kind by source

Source	Cash	In-kind	Total
International businesses	\$ -	\$ 388	\$ 388
International public sector	\$ 129,097	\$ 48,222	\$ 177,319
International private organizations	\$ 437,801	\$ 7,386	\$ 445,187
Other international organizations	\$ 249,543	\$ 22,132	\$ 271,675
National businesses	\$ 391,318	\$ 87,579	\$ 478,897
National public sector	\$ 321,080	\$ 130,458	\$ 451,538
Other national organizations	\$ 194,585	\$ 92,348	\$ 286,933
Local businesses	\$ 426,301	\$ 31,431	\$ 457,732
Local public sector	\$ 256,296	\$ 84,201	\$ 340,497
Community contributions	\$ 102,071	\$ 147,211	\$ 249,282
Other local sources	\$ 333,703	\$ 61,074	\$ 394,777
Total	\$ 2,841,795	\$ 712,430	\$3,554,225

- The U.S.-based Resource Foundation, through brokering efforts with partners such as UNawe Family and the Georgian Court University, raised \$19,000 for *Agua para El Pueblo* (APP) (HO-237), *supra*. APP also received from the Spanish Sustainable Development Foundation (FUNDESO) \$20,000 to build latrines in the communities of El Chilcal.

- Spain's *Paz con Dignidad* awarded a \$23,500 grant to *Casa de la Juventud* (Casa) (PY-190) of Paraguay for youth participation in crafting local public policy.

- The FEMAP Foundation, committed to improving living conditions on both sides of the U.S.-Mexico border, contributed \$17,450 to the *Fundación Comunitaria de la Frontera Norte* (FCFNAC) (ME-452) for planning and supporting local development projects among low-income organizations and neighborhoods of Ciudad Juárez, located one-half mile from El Paso, Texas.

Grantees also mobilized or brokered \$1 million from central governments and \$600,000 from local governments. Two grantees, one from Argentina and the other from Venezuela received the most significant government contributions:

- The Argentine government's National Institute of Indian Affairs contributed \$124,000 to the *Asociación de Mujeres Warmi Sayajsunqo* (AR-329) located on the high plateau of Jujuy province. WARMI's community loan fund program is providing technical assistance, marketing services and credit to nontraditional micro-enterprises.

Table 6: Resources brokered in cash and in kind by source

Source	Cash	In-kind	Total
International businesses	\$ -	\$ -	\$ -
International public sector	\$ 14,000	\$ -	\$ 14,000
International private organizations	\$ 24,759	\$ 1,350	\$ 26,109
Other international organizations	\$ 86,174	\$ 3,866	\$ 90,040
National businesses	\$ 5,385	\$ 2,100	\$ 7,485
National public sector	\$ 337,495	\$ 224,772	\$ 562,267
Other national organizations	\$ 58,033	\$ 25,326	\$ 83,359
Local businesses	\$ -	\$ 9,690	\$ 9,690
Local public sector	\$ 209,128	\$ 54,692	\$ 263,820
Community contributions	\$ 8,334	\$ 63,559	\$ 71,893
Other local sources	\$ 600	\$ 55,639	\$ 56,239
Total	\$ 743,908	\$ 440,994	\$ 1,184,902

three experts on micro- and small businesses in the fields of tourism and agricultural processing.

- Misereor International from Germany donated \$25,000 to the *Centro de Investigación y Servicio Popular* (CISEP) (BO-472) for training activities and administrative matters in the multi-purpose center for community development in Oruro, Bolivia, and \$22,600 to the *Fundação Centro de Defesa dos Direitos Humanos Bento Rubião* (FBR) (BR-788) in Brazil for technical assistance and staff salaries.

- The *Fundación para la Defensa de la Naturaleza* (FUDENA)(VZ-190) brokered the Venezuelan Ministry of Science and Technology’s contribution of \$121,800 to the Tucacas Oystermen Association. FUDENA is analyzing the shellfish market to identify income opportunities and promote women’s role in the marketing process.

The business sector supported IAF grantees with approximately \$800,000. In Peru, the *Asociación para el Desarrollo Local* (ASODEL) (PU-522), for example, received a \$50,000 contribution from the Yanacocha Mining Company for project activities in villages and communities adjacent to the company’s facilities in Cajamarca. ASODEL is training residents who live near the mining complex in the design, management and evaluation of basic local development instruments to guide municipal programs and investments as required under Peru’s decentralization law.

In Argentina, *Fundación Leer* (AR-330) received discounts on the purchase of children’s books from more than a dozen bookstores, thereby saving \$38,700 on book purchases. *Fundación Leer* conducted a literacy and leadership skills program in southern Argentina, that provided children and adolescents access to reading materials and training and introduced a life-skills curriculum.

Individuals made a real difference with IAF grantees, particularly those in Mexico, through their contributions, most significantly to the *Fundación del Empresariado Sonorense* (FESAC) (ME-453), a foundation funded by businesses in the state of Sonora on the U.S.-Mexico border. FESAC’s goal is to mobilize more than \$630,000 from private sources to support improvement projects managed by community groups and NGOs for the benefit of low-income people in the cities of Hermosillo and Nogales. Contributions from generous individuals totaled more than \$170,000, while local businesses contributed more than \$27,000.

Partnering

Grantees can achieve outcomes not otherwise possible by partnering, but partnerships present challenges because of differences in interests, objec-

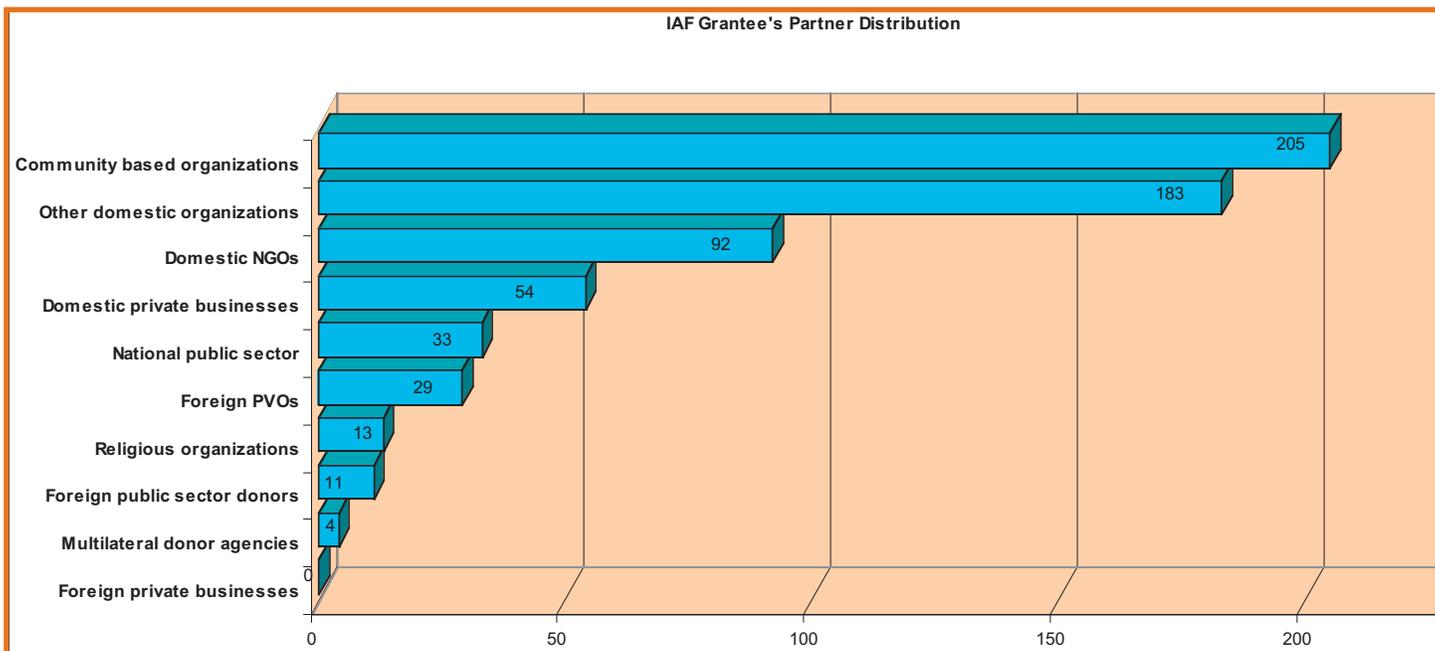
tives, goals, resources, and human and financial capital. Partnering involves shared decisions and pooled resources to benefit the target group. IAF grantees, who recognize the advantages to maximizing the impact of their investment and accessing a greater range of skills, reported partnering with 624 organizations, public and private, foreign and domestic. Of these, two out of five developed in 2006. (See Table 7.)

Table 7: Partnerships

Country	New partnerships	Ongoing partnerships
Argentina	38	29
Bolivia	86	218
Brazil	7	76
Caribe	1	0
Colombia	4	8
Dominican Republic	3	14
Ecuador	5	9
El Salvador	9	5
Guatemala	3	26
Honduras	3	10
Latin America	14	32
Mexico	11	45
Nicaragua	26	15
Panama	12	40
Paraguay	9	8
Peru	28	76
Uruguay	0	4
Venezuela	9	9
Total	268	624

Community-based organizations, such as the *Consejo Nacional de Ayllus y Markas del Qullasuyu* (ONAMAQ), the *Consejo de Ayllus Originarios de Potosí* (CAOP) in Bolivia (BO-473) and the *Asociación de Pescadores Artesanales de Utira* in Panama (PN-276), developed significant partnerships with IAF grantees (see Figure). Other major partners were drawn from the business sector, universities and religious organizations:

- Fluminense de Refrigerantes (Coca-Cola), REDUC/Petrobrás, Colchões Itaperunenses and Petroflex are among the Brazilian companies partnering with the *Federação das Industrias do Estado do Rio de Janeiro* (FIRJAN) (BR-802)



through matching funds to support innovative social and economic development projects in Rio de Janeiro.

- Joanneum University of Applied Sciences (Austria), Williams College and American University partnered with *Movimiento Mi Cometa* (EC-383) in Ecuador to improve the economic and social well-being of families in the neighborhood of Guasmo Sur in Guayaquil through a student internship program. The program benefits both interns and host families; students gain experience and earn credit while responding to needs in the host communities, and host families receive compensation for lodging students. In Peru, the Universidad Nacional San Antonio Abad del Cusco and the Instituto Superior La Salle de Urubamba provided technical assistance and training to the best farmers participating in the ARARIWA project (PU-525).

- Connecticut's Branford Congregational Church partnered with *Movimiento Mi Cometa* (EC-383) in building houses for low-income families along the banks of the Rio Guayas. The Congregation contributed \$39,800 as well as volunteer construction in 2006 and \$70,000 in 2005.

Microcredit

In 2006, 67 grantees in 15 countries provided credit to entrepreneurs who had no other access to cap-

ital. Their loan funds furthered initiatives in agriculture, construction, manufacturing, business development, education and other areas. (See Table 8.)

Mexican grantees accounted for 97 percent of the credit extended. Two Mexican grantees, the *Desarrolladora de Emprendedores* (ME-438) and *FinComún, Servicios Financieros Comunitarios* (ME-451), extended 234,531 and 39,782 loans, respectively, for business start-up or expansion or for inventory purchases. In addition to micro-enterprise loans, grantees awarded close to \$1.8 million in loans for housing construction and home improvements, mostly in Mexico and Nicaragua.

In Argentina, as part of its microcredit program, the *Asociación de Mujeres Warmi Sayajsunqo* (AR-329) extended 213 loans totaling \$71,485 for live-

Table 8: Loans by category, number and average amount

Loan Category	Number of Loans	Average Amount in US Dollars
Agriculture	4,403	\$430.90
Construction	3,659	\$487.39
Manufacturing	18,695	\$350.44
Business development	219,588	\$410.29
Education	2,083	\$307.96
Other	35,651	\$345.50
Total	284,079	\$398.78

stock activities (37 loans, averaging \$420 each), home improvements (69 loans, averaging \$548 each), handicraft production (41 loans, averaging \$227) and other purposes that included as funeral arrangements and medical emergencies (66 loans, averaging \$76 each).

In Bolivia, the *Asociación Nacional Ecuánica de Desarrollo* (ANED) (BO-487) provided 280 loans, averaging \$1,188 per loan, to farmers and micro-entrepreneurs in the municipality of Rurrenabaque in the department of Beni. As part of their loan program, ANED offers technical assistance to strengthen the borrowers' enterprises and other income generating activities.

In Haiti, the *Organizasyon Defans dwa Peyizan Sen Michel* (ODDEPS) (HA-197) extended 250 loans, averaging \$80 per loan, to farmers in Saint Michel for land preparation and purchases of sugarcane shoots.

Sharing Information

Grantee organizations provide their members, officials and beneficiaries access to clear information on policies, programs and finances. Almost three-quarters of those reporting on the "access to information" indicator were rated high, and the rest were rated medium with one exception.

- *Fundación Mujer y Familia Andina* (FUNDAMYF) (EC-390) was rated high for sharing information and responsibilities with women's organizations from various neighborhoods in Esmeraldas, Ecuador. As part of the project, FUNDAMYF is administering a micro-enterprise loan fund, and it reviews the rules and regulations governing the operation with representatives from the women's organizations. Every borrower-associate must demonstrate an understanding of fund policies and procedures as well as market trends and articulate how her abilities and knowledge are matched to her business plan. Neighborhood groups decide which project receives financing.

- The People's Action for Community Transformation (PACT) (JA-109), which works in Jamaica in collaboration with the Local Initiative Facility for the Urban Environment

(LIFE), was rated high for sharing information with representatives from some 20 stakeholder organizations. The grantee also holds weekly informational meetings with the LIFE staff. LIFE's brochures and other information sheets were distributed during the Jeffrey Town Breadfruit Festival.

- The *Fundación para la Defensa de la Naturaleza* (FUDENA) (VZ-190) in Venezuela received a high rating. It distributed to its beneficiaries and partners a newsletter detailing project activities on the eastern coast of the state of Falcón where it promotes the protection of shellfish species and works for better earnings for residents who derive their primary income from fishing. FUDENA also makes its audit reports available upon request. Its policy, programs and project results are described on its Web page.

Disseminating Methodology, Techniques and Results

The dissemination of knowledge and experience allows development projects 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 2006, 56 percent of IAF grantees undertook some sort of dissemination activity in 19 of the 20 countries with IAF-funded projects. Together they produced 375 pamphlets and brochures and distributed more than 500,000 copies. Examples of activities follow:

- The People's Action for Community Transformation (PACT) (JA-109) is strengthening the networking ability and access to information of grassroots organizations in low-income communities throughout Jamaica. Materials produced and distributed included a compact disc for presentations to community promoters in Falmouth, St. Andrew and St. Mary; pamphlets on LIFE activities and breadfruit use distributed at the Jeffrey Town Breadfruit Festival, *supra*; and training materials on the environment and health issues as well as participatory techniques for

community promoters in Trelawny and St. Andrew. In addition, PACT presented the objectives and achievements of the project at the UNDP Global LIFE meeting in New York.

- The *Centro para el Desarrollo Sostenible* (CEDESOS) (PU-521) is strengthening eco-tourism in five communities in Capachica, a peninsula extending from the Peruvian side of Lake Titicaca. To promote Capachica as a tourist destination, CEDESOS is actively organizing or participating in fairs, distributing its literature to tourists and tour agency staff, and placing scenic posters in bus terminals. CEDESOS has also developed a Web page with historical, cultural and geographical information.

- *Mundo Afro* (LA-161), headquartered in Montevideo, Uruguay, is developing a regional network of communities of African descent in the Southern Cone. Its staff has given presentations on racism and discrimination at international gatherings of civil society organizations in Ecuador and Brazil. In 2006, its staff gave more than 450 presentations on the role of women of African descent in politics and culture. They also promoted on radio and television programs and in the print media, the Kizomba Forum, a dialogue between civil society and government officials on the situation and perspective of communities of African descent in Uruguay and bordering countries.



CEDESOS photo by Patrick Breslin

- The *Instituto para o Desenvolvimento do Investimento Social* (IDIS) (BR-801) in Brazil published two book directed at fostering private-sector interest in community philanthropy: *A Empresa na Comunidade: Um Passo-A-Passo para Estimular sua Participação Social* and *Comunidade: Foco da Filantropia e do Investimento Social Privado*. IDIS was featured in magazine articles and newspapers, among them *Jornal O Estado de São Paulo*, *Jornal O POVO* and the *Gazeta Mercantil*.

Measuring Intangible Results: Beneficiary Level

Grassroots development includes intangible gains that can be observed, inferred and reliably verified, if not directly measured. At the individual or family level, the IAF, through its data verifiers, collects, *inter alia*, data on communication, problem-solving skills, self-esteem, cultural identity and innovation. This widens the lens through which grant impact is viewed and provides symmetry to the IAF’s measurement. The data presented in this section reflect grantee organizations and beneficiaries’ perception of cultural values, a sense of belonging, personal recognition of self-worth and human dignity, and the sense of the potential to live a better life and contribute to society. The data are cumulative and show results since the inception of each grant.

Table 9: Beneficiaries improving their ability to communicate

Country	Men	%	Women	%	Total
Argentina	37,648	51%	36,845	49%	74,493
Bolivia	412	53%	366	47%	778
Brazil	53	40%	79	60%	132
Colombia	327	45%	404	55%	731
Ecuador	780	38%	1,297	62%	2,077
El Salvador	156	60%	103	40%	259
Guatemala	84	18%	371	82%	455
Honduras	2,835	56%	2,216	44%	5,051
Mexico	2	10%	19	90%	21
Panama	245	45%	305	55%	550
Paraguay	181	45%	219	55%	400
Peru	77	32%	161	68%	238
Venezuela	801	54%	691	46%	1,492
Total	43,601	50%	43,076	50%	86,677

Communication

In the reporting period, close to 87,000 IAF grant beneficiaries feel they have improved their ability to express their ideas and views clearly. Most individuals who reported improving their communications skills were Argentine children in two *Fundación Leer* (AR-330) programs: Open Book and Life Skills. Over the life of the grant 70,000 children reported improvement. Their teachers and school principals agreed that reading has helped children with their vocabulary and grades.

- In Ecuador, the *Fundación Cooperación y Acción Comunitaria* (CACMU) (EC-380) reported an improvement in the communication skills of 890 beneficiaries, 70 percent of them women from poor neighborhoods in the municipalities of Ibarra and Otavalo. CACMU staff noted the beneficiaries' active participation in quarterly and annual assemblies and in community-wide workshops covering, inter-alia, multi-cultural interpersonal dynamics, leadership and business management.

- In Bolivia, the *Centro de Capacitación y Formación para Mujeres* (CCIMCA) (BO-490) is enabling low-income, self-employed women and men to become aware of the opportunities and obligations open to them via municipal reform under the Law of Popular Participation. CCIMCA aims to develop greater civic awareness and the skills necessary to revitalizing grassroots democracy through citizen involvement in community and state institutions in the department of Oruro. Results were evidenced by beneficiaries' participation at the Citizen Forum. Close to 270 individuals reported that they improved their ability to express themselves before a large audience, in newspapers and over the airwaves. Their collective voice is being heard by local authorities and is influencing policy decisions.

- In Guatemala, the *Asociación de Servicios Comunitarios de Salud* (ASECSA) (GT-276) reported 305 beneficiaries, most of them women, demonstrated their communication

skills by actively participating in meetings and training sessions related to domestic violence. Many said that domestic violence should be openly discussed, not kept private. ASECSA is training community health leaders in local gender relationships and women's health problems, and is working to strengthen the position of women in community organizations and projects in the department of Baja Verapaz.

Problem-solving

In 2006, 43 grantees reported on the problem-solving indicator. The examples below are drawn from Panama:

- Last year, beneficiaries of the *Asociación para el Fomento del Turismo* (AFOTUR) (PN-274) in the community of Puru de Pequeni faced the problem of insufficient land for the agro-forestry and reforestation activities envisioned in the grantee's project. They decided to pool their resources and buy 20 hectares, which allowed them to continue mixing forest species for future use with food crops for short-term consumption. This year, AFOTUR's beneficiaries resolved another problem; the placement of latrines in their community, given its proximity to fluent waters and the Chagres National Park. Emberá Puru villagers negotiated with environmental

Table 10: Beneficiaries improving their ability to resolve problems

Country	Men	%	Women	%	Total
Argentina	29	57%	22	43%	51
Bolivia	94	38%	153	62%	247
Brazil	16	55%	13	45%	29
Colombia	472	52%	433	48%	905
Dominican Republic	52	32%	112	68%	164
Ecuador	405	29%	1,013	71%	1,418
El Salvador	309	54%	263	46%	572
Honduras	2,129	58%	1,548	42%	3,677
Panama	4,731	59%	3,285	41%	8,016
Peru	11	69%	5	31%	16
Regional*	1,000	44%	1,250	56%	2,250
Uruguay	15	45%	18	55%	33
Venezuela	129	63%	77	37%	206
Total	9,392	53%	8,192	47%	17,584

*Includes Uruguay, Paraguay and southern Brazil

authorities and health officials and arrived at a mutually advantageous solution. A total of 218 beneficiaries benefited from the accord.

- The *Instituto Panameño de Desarrollo Humano y Municipal* (IPADEHM) (PN-273) is strengthening local groups by holding participatory planning exercises to identify and prioritize problems and design and implement local development projects in the Calobre district of Veraguas province. A problem identified separately by community members and local authorities was safety. To address the situation, the municipality had plans to build a police station but was short of funds. Coincidentally, concerned Calobre residents approached IPADEHM with their desire to build a police station in their community, but they also lacked sufficient funds. The problem was solved when community members and local authorities joined forces and negotiated with the Ministry of Justice to obtain the funding necessary, moving forward with their construction.

- The *Asociación para el Desarrollo del Micro y Pequeño Productor* (ADEMIPP) (PN-277) is promoting sustainable production of basic foods and is supporting community reforestation. Its beneficiaries faced shortages of water for irrigating their pepper fields during the dry season (January through March). Working with ADEMIPP staff and Ministry of Agricultural Development technicians, 130 beneficiaries installed on their land drip irrigation, a method that applies water slowly to the roots of plants through a network of pipes, thus minimizing water usage.

Self-esteem

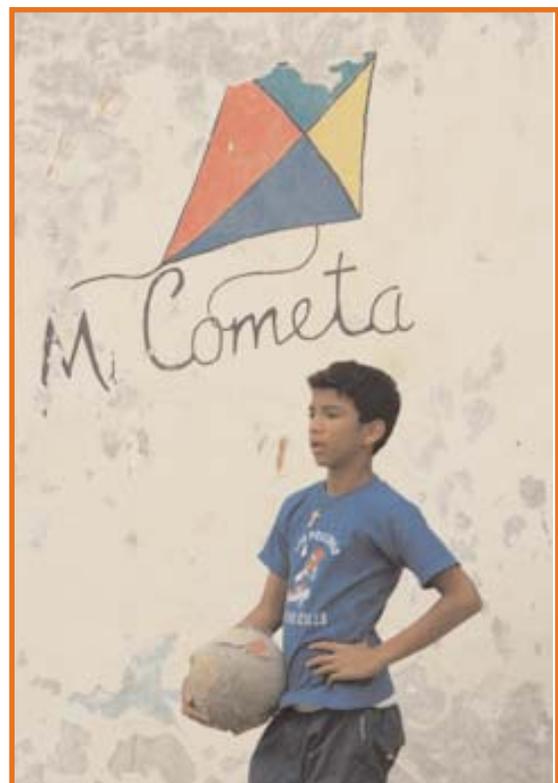
Personal recognition of self-worth and human dignity and a sense of potential are attributes of self-esteem, which plays a key role in development. Most IAF-supported activities affect the self-esteem of the beneficiaries targeted. The examples below were taken from the 56 grantees reporting their observations:

- In Argentina, *El Ceibal Asociación Civil* (El Ceibal) (AR-339), which works in the provinces of Santiago del Estero and Tucumán, offers its

artisan members workshops in creative design that introduce ideas, techniques and tools. Its 90 beneficiaries reported a sense of pride when people outside their communities began to recognize their weavings. Invitations to display their ancestral techniques and designs at cultural events also contributed to their self-esteem.

- In Bolivia, 242 members of CCIMCA (see Communication above) reported increased their self-esteem due to the grantee's more than 30 half-day workshops on women's issues, including causes and consequences of family violence, education as a means of prevention, assistance for battered women, and discrimination in the work place and at home. Beneficiaries also received training in women's political, social and reproductive rights.

- In Ecuador, 194 beneficiaries of *Mi Cometa* (EC-383) improved their self-esteem when American volunteers from the Bradford Congregational Church in Connecticut selected their houses for renovation and worked with them in a community-wide clean-up campaign. These beneficiaries participated in several of Mi Cometa's workshops on crafts, leadership skills, construction techniques and even music, taught



Mi Cometa photo by Heidi Smith

Table 11: Beneficiaries with greater appreciation of their cultural heritage

Country	Men	%	Women	%	Total
Argentina	246	41%	349	59%	595
Bolivia	2,300	48%	2,494	52%	4,794
Brazil	40	26%	113	74%	153
Ecuador	2,211	39%	3,522	61%	5,733
Guatemala	198	58%	144	42%	342
Honduras	2,892	58%	2,077	42%	4,969
Mexico	60	21%	232	79%	292
Panama	3,923	48%	4,302	52%	8,225
Peru	40	80%	10	20%	50
Regional*	3,800	57%	2,900	43%	6,700
Venezuela	94	52%	87	48%	181
Total	15,804	49%	16,230	51%	32,034

*Includes Uruguay, Paraguay and southern Brazil

by Magdalena Abrams, a German volunteer.

- In Mexico, 25 beneficiaries (24 women and one man) of the *Comité de Promoción Social del Valle del Yaqui* (PROVAY) (ME-441) became homeowners due to project activities aimed at training low-income families, primarily women heads-of-households, in adobe construction and in the installation of wiring and plumbing in order to build safe, healthy, cost-effective and durable homes that meet their families' basic needs. Becoming homeowners and, in particular, participating in the construction of their own homes has improved the self worth of these beneficiaries. They feel more confident and self-assured knowing that they have a safe and healthy environment in which to raise their children.

Cultural Identity

Especially for African-descendent and indigenous communities, a strong sense of cultural identity can spur an appreciation of rights, economic possibilities and the value of ancestral traditions. Below are examples of efforts to help beneficiaries appreciate and/or preserve their heritage.

- *Mundo Afro* (LA-161), an organization serving African descendants in Argentina, southern Brazil, Paraguay and Uruguay, is promoting social programs among these communities through a series of pilot projects focused on program development,

education, micro-enterprises, and cultural affirmation and preservation. During the reporting period, *Mundo Afro* signed an agreement with the municipality of Artigas in Uruguay to open a regional center. Additionally, the fourth regional Kizomba Forum was held in Riviera, Uruguay. Both events have helped catapult *Mundo Afro* to the forefront of organizations promoting the culture of African descendants in the Southern Cone.

- In Panama, the *Asociación Programa Vergüense de Desarrollo Ecológico Sostenible* (PROVERDES) (PN-278) an organization emphasizing communication among different ethnic groups, is providing training and technical assistance in sustainable agriculture, environmental conservation techniques and sanitation as well as community-organizing skills to participating communities in the indigenous territory and non-indigenous portion of Veraguas. The grantee reported approximately 1,800 beneficiaries acquired a greater appreciation of their cultural heritage through the application of sustainable agricultural and natural resource conservation techniques in accordance with the customs and traditions of the Comarca Ngöbe-Buglé.

- In Mexico, *Terra Peninsular* (Terra) (ME-470) is undertaking a three-year transnational project that provides marginalized Mexicans of indigenous Yuma descent the opportunity to generate income from crafts and eco-tourism, and to promote the environmental sustainability of areas in northern Baja California. Terra reported that through its traditional basketry program, workshops, binational encounters and the Traditional Art Festival, more than 240 indigenous artisans have reinforced their appreciation for their native culture and strengthen the ties with their relatives living north of the U.S.-Mexican border.

- In Guatemala, *Asociación de Museo Comunitario Rabinal Achi* (GT-277) is using the museum and its cultural organization to foster leadership and cultural identity among indigenous youths. For the past two years, 342 youths have participated in workshops on traditions of the Maya-Achi people and ethno-science. When the program first started, young beneficiaries tended to shy away from speaking their native tongue,



Achi, because of perceived discrimination by the Spanish-speaking population, but as the program increased their appreciation of their heritage, they began to use their language more often. In addition, they produced a video on their traditional dances and sacred sites for dissemination to tourists.

Innovation and/or Adaptability

As defined by the IAF, innovation is the capacity to develop creative solutions with the materials and resources available and to apply new strategies or methods that integrate traditional and modern knowledge and practices. Beneficiaries of innovation, according to the IAF, includes all individuals “benefiting” from such solutions and the application of such strategies or methods as a result of grant activities. The indicator also includes the adoption of more effective and/or efficient strategies, methods or approaches to achieve grant objectives. Examples follow:

- The *Fundación Vida Silvestre Argentina* (FVSA) (AR-336) is conducting a pilot on organic cultivation of yerba mate, a local tea widely consumed in the Southern Cone of South America, and palmitos, or hearts of palm, in Misiones in northern Argentina. The grantee reported that 20 farmers have begun to use organic methods for the cultivation of their crop and at least one is experimenting growing mate under cover, which is innovative per se.

- In Bolivia, the *Asociación Boliviana para el Desarrollo Rural* (PRO-RURAL) (BO-492) is carrying out a three-year project focused on the organic cultivation of amaranth and other crops that will improve the productive capacities of Andean communities. What is innovative here is that the vast majority of the 320 farmers participating in the project cultivate their land using conventional agricultural practices, including chemical fertilizers. But they are gradually switching to organic methods taught by PRO-RURAL technicians. Many of them are growing amaranth for the first time.

- In Brazil, the *Associação dos Pequenos e Médios Produtores Rurais de Cristalândia e Região das Capoeiras* (ASPRUCC) (BR-789) reported that 586 beneficiaries are adapting new strategies to improve their quality of life and income. For example, 324 producers have adopted aquaculture, while others are experimenting with garden plots or raising small animals, mostly goats. At an experimental community garden plot affiliated with the local school, ASPRUCC is training young people in farming techniques. Working the plot and incorporating hands-on farming in the school curriculum provides incentives for these young people to remain in the community.

- In Colombia, the *Empresa Cooperativa del Sur del Cauca* (COSURCA) (CO-503) is introducing farmer-members to organic coffee production methods and post-harvest processing techniques in order to increase the volume of organic coffee marketed to Fair Trade outlets. Heretofore, farmers were using chemicals to treat their coffee trees, which made them ineligible to participate in the growing global organic coffee market. But with assistance from COSURCA’s technicians, farmers are turning to organic methods. In the reporting period, 177 farmers (140 men and 37 women) adopted organic coffee production methods.

PART II: Thematic Highlights

African Descendants

Latin America has long been thought of in terms of its Spanish and indigenous roots, which ignores a significant African heritage. The 150 million African descendants in Latin America and the Caribbean make up a third of the region's population but comprise more than half of its poor. For many, the cycle of poverty has been complicated by isolation, marginalization and discrimination. Officially, the contributions of Latin Americans of African descent have been denied and their appalling conditions have been ignored.

(650 participants) and other topics. The workshops took place in 65 communities of African descendants in Argentina, Brazil, Paraguay and Uruguay.

Over the past year, Mundo Afro has mobilized \$14,500 from private and public sources for this project and \$145,000 for other activities, including a Kellogg Foundation grant of \$70,000 for a socioeconomic study of Afro-Brazilian and Afro-Uruguayan youths and women. Mundo Afro has granted more than 480 television and radio interviews and has been the subject of 170 newspaper and magazine articles about the project, racism and the rights of African descendants in Latin America.

These activities have increased Mundo Afro's profile and enhanced its contributions to the process leading to the Organization of American States' Inter-American Convention to End All Forms of Discrimination and Racism. The OAS established a working group in June 2005 to accept recommendations from scholars and civil society. Mundo Afro continues to strengthen organizations of African descendants, bringing their needs to national and regional agendas and ensuring recognition that has for so long been denied.

Community-Based Enterprises

In many places, farmers producing small quantities or lacking the means to transport their products are forced to sell to intermediaries who notoriously operate at their own convenience, paying the lowest possible prices on terms that unreasonably delay payment. This skewed system of business practices was the reality for milk farmers in the Salvadoran municipalities of El Paisanal, Guazapa, Aguilares and San Pablo Tecachico.

A 2002 grant to *Asociación Fundación para la Cooperación y el Desarrollo Comunal de El Salvador* (CORDES) (ES-203) allowed the farmers to break with their dependency on intermediaries by developing their own community milk enterprise. CORDES provided the technical assistance and training to increase production, and accompanied the farmers through the painstaking process of organizing their cooperative.

Mi Cometa photo by Heidi Smith



As an organized movement, the struggle for black civil rights and for a more equitable share in economic development is a comparatively recent phenomenon in Latin America. A 2003 grant awarded to *Organizaciones Mundo Afro* (Mundo Afro) (LA-161) helps strengthen African descendent civil society organizations in the Southern Cone. Mundo Afro, a nongovernmental organization established in 1995 and headquartered in Montevideo, Uruguay, is conducting workshops and developing pilot programs on education, health, micro-enterprise and cultural affirmation in 60 communities. During this reporting period, Mundo Afro carried out 170 workshops in leadership (2,300 participants), marketing (695 participants), drugs and violence prevention (650 participants), legal rights

Initially the potential participants were skeptical. Past attempts to organize had failed; the start of activities coincided with a political campaign which made some wary of CORDES's intentions. Moreover, the intermediaries took every opportunity to discredit the enterprise. Nonetheless, CORDES persisted, bringing the farmers into in all aspects of decision-making for the project and a sense of trust and unity of purpose developed.

During this reporting period, the La Vega Cooperative's 203 farmers produced 7,000 bottles of milk daily. In the 21 months since its inauguration, the cooperative recorded sales of more than 2.7 million liters of milk, grossing more than \$950,000. The Cooperative offers farmers better prices, or 75 percent over those paid last year (from \$0.18 to a maximum of \$0.32). While intermediaries tend to pay higher prices to those who produce more milk, CORDES treats all farmers equally, a practice arrived at in consultation with the farmers. While this benefits smaller producers, it has not become a divisive issue.

Participating farmers indicate they have made changes to the way of handling, feeding and caring for their cattle after their training with CORDES's technicians. Farmers also mention as reasons for their continued participation payment every Friday and the convenience, dependability and professional management of pick-up routes.

Perhaps the greatest impact of the project is that the La Vega Cooperative has become the regional point of reference for milk prices. Even farmers who do not sell their milk to the Cooperative have benefited, because intermediaries are forced to match the price the Cooperative sets.

La Vega Cooperative's farmers have been able to break free from the grip of the intermediaries through collective entrepreneurship. Their community-based business has contributed to the development of their region, improving the quality of life beyond the Cooperative's members. Although the Cooperative continues to receive support from CORDES, plans

have already been drawn up to gradually turn complete control of the administration and assets over to the farmers by 2012.

Disaster Relief

In October 2005 Hurricane Stan struck Central America and Southern Mexico with torrential rains and mudslides that resulted in some 2,000 deaths and hundreds of thousands of homeless. The IAF is not a disaster relief agency, nor are IAF's resources equal to the destruction natural disasters can wreak. When these disasters strike, poor people suffer disproportionately, causing several IAF grantees to assume the daunting task of providing help in their communities before, during and after the storm. The IAF supported these grantees and allowed them to immediately reallocate resources from ongoing projects and to request supplemental funding to get those projects running again. Approximately \$750,000 was channeled to 17 grantees in Guatemala, El Salvador, Honduras and Mexico.

Asociación Salud y Desarrollo Rxiin Tnamet (Rxiin) (GT-274) assisted injured survivors at its clinic in Santiago de Atitlán, Guatemala, after mud had turned the local hospital into a swamp. Rxiin had received an IAF grant in 2003 to provide health services and education through its network of volunteers. After the storm, Rxiin conducted an assessment of the damage in nearby communities where 4,000 people were affected; 150 homes were com-



Rxiin photo by Patrick Breslin

pletely buried, and many more damaged, displacing over 600 families. The organization arranged training for 120 volunteers to help counsel victims. Five Rxiin volunteers had themselves perished.

In southeastern El Salvador, catastrophic flooding along the Bajo Lempa wiped out corn crops just before harvest and forced evacuation of many communities served by the *Asociación Local Mangle para la Mitigación de Desastres y el Desarrollo en el Bajo Lempa – Bahía de Jiquilisco* (Asociación Mangle) (ES-214). The grantee's community radio service, managed by young residents, was key to a successful evacuation; many families found refuge in Asociación Mangle's training center until the waters subsided. A Mangle innovation, the installation of a second floor above the tiny farmhouses, worked as designed to limit property damage. And Mangle staff was able to pour resources into emergency responses for their neighbors as well. Asociación Mangle altered plans for its agricultural production project, begun only weeks before the storm, to include short-term crops to ensure food security in the area.

When Hurricane Mitch hit Honduras, *Proyecto Aldea Global* (PAG) (HO-235) immediately swung into action. PAG coordinated communications via the regional radio station and sent word detailing the condition of roads, bridges and water systems as well as the need for emergency shelter, health services and food. Within a day, PAG began to reopen stretches of road. Behind the heavy equipment came trucks with rolls of plastic sheeting for temporary shelter, basic food such as rice and beans, and supplies to get families back on their feet. Within a week, plastic pipe and accessories had been delivered along with chlorine to get water systems back on line. But most importantly, PAG encouraged families to replant washed away corn and bean crops. More than a thousand families responded and within days trucks loaded with fertilizers, seeds and tools come up mountain roads that had reopened just hours before. Most farmers were concerned that their efforts would be wasted because the planting season had already ended two months ago, but everyone replanted and later harvested a very good crop.

Domestic Violence Prevention

Violence is a reality for many women in Latin America and the Caribbean. In some countries, over half of all hospitalizations of women are due to abuse by a partner or husband. Lagging legal reform allows rapists, murderers and abusers to go unpunished. Laws of several countries allow rapists to make a marriage offer to victims to avoid incarceration and condone crimes of passion or retribution against allegedly unfaithful women. Laws punishing such atrocities are often not enforced.

Recurring headlines in major newspapers confirm that domestic violence is a pervasive problem in the Dominican Republic. In 2001, a year before the IAF awarded a grant to *Centro de Servicios Legales para la Mujer* (CENSEL) (DR-325), intra-family murders took the lives of 131 women. This translated to one such death every 60 hours, often at the hands of someone with a record of abuse. Some of these homicides might have been prevented, but police chose instead to ignore disputes they considered strictly between a husband and wife. These statistics are only one feature of a wide pattern of psychological, physical and sexual abuse in domestic settings.

IAF's grant would strengthen CENSEL and its programs to provide legal and psychological services to victims of domestic violence in the province of Santo Domingo. CENSEL also provides training in violence prevention to victims, community leaders and government employees, including law enforcement and judicial personnel.

During this reporting period, CENSEL held approximately 20 events reaching 472 participants (23 percent of them men). The events dealt with domestic violence, child welfare and protection laws, and illicit human trafficking. In neighborhoods around Santo Domingo, 164 promoters (27 percent men) were trained by CENSEL help identify cases of abuse and provide counseling. Forty of these promoters are youths between the ages of 16 and 19.

CENSEL's activities have received national press coverage in the Dominican Republic's largest daily,

El Listín. Its office has provided legal counsel in more than 200 cases of rape, divorce, support arreage, child abuse, illicit trafficking, labor disputes, and other matters. A sterling reputation has won CENSEL a place in the Supreme Court of Justice's Office of the National Public Defender. Meanwhile, CENSEL continues making a difference in the lives of its clients, breaking the cycle of violence for them and their children.

Organic Production

Coffee, the second most heavily traded commodity after petroleum, generates global revenues of \$70 billion annually. Its production employs more than 25 million people. In developed nations, it accounts for approximately one-third of all tap water consumption.

Prices for coffee were stable throughout the 1970s and 1980s at well above \$1 per pound. But with the 1989 collapse of the International Coffee Agreement and Vietnam's entry into the market in 1994, the price began to plummet. In 2001, it bottomed out at \$0.41 cents per pound.

Latin America, with five of the world top 10 coffee-producing countries, has long been identified with this crop. As prices tumbled, the livelihoods of millions of farmers were imperiled and the IAF received an influx of proposals to diversify production and tap into ethical consumerism networks.

In Piura, in the Peruvian highlands, farmers regularly supplement their income by planting a few hectares of sugar cane from which to produce alcohol and hardened molasses for sale. A 2002 grant to *Programa Integral para el Desarrollo del Café* (PIDECAFE) (PU-509) enabled 20 farmer associations to produce and market organic granulated brown sugar as an alternative. Although coffee remains the main cash crop, organic sugar allows farmers to cope with falling prices, by tapping into the consumer demand for alternative sweeteners and agricultural products grown in environmentally sustainable manner. The unrefined sugar's caloric content and high food value, and the planting of nutritious short-term crops between the rows of cane, help improve the diet of the farmers.

To improve cane harvests, PIDECAFE taught the farmers organic techniques. The grantee constructed processing centers and invested in equipment such as special adobe ovens for converting wet molasses into granulated sugar. Although PIDECAFE provided the training, technical assistance and expertise, all the activities were conducted by the participating cooperatives through their umbrella organization, CEPICAFE.

During this reporting period, more than 365 farmers applied the new techniques and 289 farmers participated in the processing of granulated sugar. Sugar production rose from negligible in 2002 to 55 metric tons by 2005. CEPICAFE also managed to build 14 sugar-processing centers, exceeding its initial goal of 10 thanks to \$18,000 that the organization mobilized from the local government. The local authorities also made road improvements, valued at \$10,000, to facilitate marketing conditions. Despite these impressive results, the beneficiaries' production of granulated brown sugar, which commands \$466 a ton on the world market, cannot meet the demand in Europe which currently exceeds 80 metric tons per year.

The farmers' enthusiasm for the project is palpable. One farmer, Mr. Pite, lives on a mountain top facing the nearest sugar-processing center atop another mountain. Instead of carrying his crop down one slope and up the next, a trip that takes a full day, the inventive Mr. Pite took 400 meters of rope and improvised a pulley system from one mountaintop to the other, which allows him to transport his entire harvest in minutes. For a modest fee, he offers the service to neighboring farmers.

PIDECAFE and the participating cooperatives managed to anticipate a market niche and are using this opportunity to improve farmers' lives. The organization has received visitors from the neighboring Cajamarca and Tarapoto regions who want to replicate the project. CEPICAFE hopes that bringing additional farmers into the program will help meet the demand of their European clients.

Part III: Project Profiles Completed in 2006

Bolivia

Grantee: Ayllus de Quila Quila (BO-473)

Sustainable Local Development for the Ayllus of Quila Quila

Grant amount: \$244,515

Background

The ayllu is a political subdivision whose territory is communally owned. It predates the arrival of the Spanish and survives to this day in Bolivia. As new administrative structures were superimposed on indigenous ones by the Spaniards and then the Bolivian government, the ayllu lay beneath the surface in certain regions as an unofficial institution. Today, in Quila Quila, indigenous people breathe new life into it.

Bolivia's decentralization laws enacted in 1994 grant "indigenous districts" rights over their territories. However, businesses wishing to exploit natural resources often assert competing claims. Recovery of the eight *Ayllus of Quila Quila*, located in the department of Chuquisaca and centered on a town called Quila Quila Marka, was begun in the mid-1990s, but it soon ran up against a plan to reorganize the territories to accommodate the commercial interests of a cement company that enjoyed considerable clout with the Bolivian power structure. To counter the opposition of the indigenous communities, the company began a campaign of harassment and intimidation. This catalyzed the organization of the 5,000 indigenous residents into a coherent structure to fend off the cement company. More recently they have mobilized to take their case to the International Labor Organization under its Convention (No. 169) Concerning Indigenous and Tribal Peoples in Independent Countries.

Objectives and Results

Successfully reconstituted, Ayllus de Quila Quila, now numbering six subdivisions with plans to recover the remaining two, submitted an application to the IAF in 1999. With its grant, the organization sought to protect the cultural, historical and biological heritage of its territory, to develop community enterprises focused on ecological and cultural tourism in areas currently under government protection, and to bring other sites of significance under the protection of Bolivian law.

Project activities took place within the context of a community governing structure and competed with other demands on the ayllu leadership, causing some delays. Participation in the wider national indigenous movement, through national and regional institutions, was necessary to cultural survival, as were alliances, which also diverted attention from the project.

Nonetheless, the Ayllus de Quila Quila developed geological, historical and archeological maps of their region in coordination with Bolivia's National Museum of Natural History and the Directory of Archeology and Anthropology. Representatives from the Ayllus' 28 communities received training in the indigenous perspective on development and in the laws applicable to indigenous territories and the protection of sites of cultural significance. A community museum was established as a repository for local paleontological and archeological discoveries as well as textiles.

Although no community enterprises developed, several businesses were launched that are managed at the Ayllu level. Forty-four individuals were trained as guides to ruins and other sites. More than 170 individuals were trained in traditional crafts, including weaving.

Conservation activities included the recovery of 19 hectares of traditional Andean terraces. More than 25 hectares were reforested with 35,000 saplings. Two nurseries were developed. More than 120 residents of the Ayllus de Quila Quila trained in raising vegetable and fruits and three hectares were planted with fruit trees. More than 850 individuals learned to maintain the terraces and nurseries.

Lessons Learned

Development, often seen in terms of progress and advancement, can be about the choice to preserve culture and identity.

Brazil

Grantee: Viva Rio (BR-798)

Citizenship Capacity Building for the 21st Century

Grant amount: \$182,000

Background

VIVA RIO is a leader in promoting innovative partnerships between the municipality, private sector, and community-level base groups. Established in 1993 as a nongovernmental organization, today Viva Rio is active in 350 low-income communities in metropolitan Rio de Janeiro, promoting human rights, public safety, community development, education, sportsmanship and environmental sustainability.

In 2001, Viva Rio presented a proposal to the IAF to help link low-income business owners with markets and promote Fair Trade.

Objectives and Results

The project would set up three business centers with computer and Internet technology to link 5,500 micro-entrepreneurs with regional, national and international markets. The grantee had already reached out to that many individuals through its \$5 million loan program, Viva Cred, which extended credit in amounts averaging \$800 per borrower. Viva Rio would help participating businesses organize into 13 working groups, including six women-led grassroots cooperatives, to improve their production, marketing, human resource management, administration and knowledge of resources. Courses in computer literacy would also be offered.

Viva Rio provided training to 10,750 (210 percent more than anticipated) individuals. The computer courses proved extremely popular, attracting a

whopping enrollment of 9,049 participants. The small fees charged for courses, computer use and other services have made the three business centers self-supporting.

The project generated 246 permanent jobs through the work groups. Another 561 individuals who took the computer courses secured employment in the private sector and 179 artisans sell their crafts through Viva Rio's Internet store and Fair Trade market outlets. Management of the business centers also created 36 positions.

Viva Rio's project has received broad media coverage as the subject of more than 60 interviews, articles and press notes. It was showcased in the Rio Fashion, one of Brazil's most important events for this industry. Some of the production groups also appeared in the popular reality show Big Brother Brazil, which has a 72-percent audience share. The participants' shirts with the logo "Faz Paz" (make peace) represented the items manufactured by the project's entrepreneurs. The exposure helped disseminate Fair Trade concepts, attract the attention of market outlets and obtain brand recognition.

Viva Rio developed a monitoring and evaluation plan which requires the grantee to gather statistical information on the entrepreneurs and project objectives, documenting progress and helping to adapt strategies. The methodology was introduced to the IAF's data verification team during a meeting in Rio de Janeiro.

Future plans for Viva Rio include a program with the Ministry of Justice to provide vocational and business training to 30 women inmates and help their reinsertion into society. Under an agreement with the Ministry of Sports, Viva Rio would offer after-school athletic programs to 50,000 students. Some sporting goods and uniforms used in these courses would be manufactured by the project's working groups. A partnership with Cisco Systems will allow the business centers to offer more

advanced technology courses. Cisco will donate the necessary equipment and the Federal University will provide the training.

Lessons Learned

The concepts of Fair Trade and solidarity commerce are not well disseminated among consumers in Latin America. Wide media exposure allowed Viva Rio to bring its entrepreneurs from the fringes of Rio de Janeiro's economy into mainstream commerce.

Ecuador

Grantee: Movimiento Mi Cometa (EC-383)

Project Sprout

Grant amount: \$325,580

Background

In 1990 a group of young men and women in the community El Guasmo Sur in Guayaquil came together to plan activities to keep other youths out of trouble. Initially they gathered informally to assemble and fly kites with the neighborhood children. *Movimiento Mi Cometa* (Mi Cometa) is named after this simple origin, a metaphor for the hope it gives to its community and for its soaring successes.

The story of El Guasmo Sur is a familiar one in Latin American, a community south of Guayaquil established by squatters who had abandoned the countryside and poorer provinces in search of opportunities in Ecuador's economic capital.

As in other squatter communities in the region, basic infrastructure for sanitation, health, education, employment and recreation is lacking. These bleak environments are breeding grounds for poverty, unemployment, violence, crime, disintegration of the family unit, domestic disputes, disease and other social ills. However, there are reasons for optimism in El Guasmo Sur.

In 2002 an IAF grant provided support to strengthen Mi Cometa and help the grantee carry out a variety of programs to improve the neighborhood: family vegetable gardens, poultry-raising, a community radio, a human rights campaigns, social tourism, crime prevention, the introduction of information technologies, access to business loans and community activism.

Objectives and Results

Mi Cometa's community development project had several successes and its share of failures. A credit fund established to support small businesses encountered many difficulties. Lack of proper business plans undermined many of the enterprises. Loan amounts were often too low. Many beneficiaries defaulted because they perceived the loans as gifts since the funds came from an international donor.

The family gardens and chicken raising activities also floundered. After a strong start, participants quickly lost interest. Although the gardens and chickens translated into savings and dietary improvement, only a few households kept them up through the project. Most Guasmo Sur residents abandoned the gardens and chicken production in favor of any employment, albeit marginal, that they could find. Other activities that were not completed during the three years of the grant included the establishment of a youth owned enterprise, a sewing business, a fruit-processing business, and a community supermarket. Smaller markets were set up through the credit fund, but the other activities were not carried out beyond their planning phase. Nor did a community park, a health center and murals in the main streets materialize.

But Mi Cometa did have its successes. A connection with the Congregational Church of Bradford Connecticut attracted yearly visits by American missionaries who volunteer time, money and skills to improve the community. They usually rent guest rooms in the neighborhood, providing an additional income to the families. The missionaries have also formed part of mingas (communal labor) that built seven new homes for Guasmo Sur residents. Housing for several hundred other neighbors has also improved and a community center with an office for Mi Cometa was built.

An initiative led by Mi Cometa improved neighborhood safety. A minga provided the labor for a new police station building. Accompanied by police officers, Guasmo Sur residents take turns patrolling their streets. This has resulted in a sense of trust on both sides. A system of community alarms was also set up. The alarm boxes, located in strategic areas, can be activated by any neighbor witnessing criminal or suspicious activity so that police and neighbors within an earshot immediately make their way to the scene, responding to an alarm. The police have also given their time to mentor community youths to keep them from joining gangs and engaging in criminal activities.

Training and workshops were conducted in the areas of human and civil rights. Guasmo Sur residents often mobilize to protest any action they consider violates their rights. When, shortly before the ouster of former president Lucio Guitierrez, their community radio station, Radio Utopia, was seized by the central government, allegedly for operating illegally, residents quickly rallied against what they called a politically motivated attempt to control independent media. Their peaceful protests received wide coverage from established newspapers and television stations and resulted in the return of Radio Utopia to the residents of Guasmo Sur. Demonstrations have also been organized to demand proper sewage disposal and sanitary conditions from the local government and a municipal community development plan.

Other successes included the training of 100 youths in information technologies and the launch of a cyber-café. The continued success of the early childhood education program that is the backbone of Mi Cometa is also worthy of note. It provides early stimulation for more than 600 children and is

supported by the Ministry of Social Welfare. Activities are usually led by teenagers, many of whom are graduates of the program. Many young people have grown up to serve in other Mi Cometa projects and its management. Additionally this program motivates participation in other activities.

Lessons Learned

Despite the activities not completed, Mi Cometa manages to continuously mobilize large number of volunteers to engage in civic participation. The citizen participation model has received wide coverage in the local and national press. The peaceful protests, usually accompanied by music, drums, street theater and other artistic components, never seem to cease to attract the attention of Guayaquileños. As stated, graduates of the childhood and youth program provide Mi Cometa with an energetic base of supporters who have played a pivotal role in its successes.

Some failures can be traced to the inability of the leaders to focus on the veritable hodgepodge of activities. It is fair to note that the development plan for Mi Cometa was a long-term one and that some of the activities that were not carried out are still envisioned. However the central goals of community organizing and civic activism alone make this a successful project. It is the social energy and capital generated from these activities which will empower the community to pursue those goals they failed to meet during this three-year period. Additionally the original founders of Mi Cometa have a strong role in the leadership and decision-making. However, near the end of the grant, several of the youths involved in the organization were demanding a wider role in the leadership and the decision-making of the organization. Perhaps these changes will lead to a new era for Mi Cometa and Guasmo Sur.

El Salvador

Grantee: Fundación Salvadoreña para la Reconstrucción y el Desarrollo (ES-198)

Market on Wheels in the Municipality of Mejicanos

Grant amount: \$345,987

Background

The hustle and bustle of street vendors and markets is a common sight in developing nations. In both rural and urban areas, Latin America's informal merchants provide low-cost products to millions who can not afford to shop in stores and they employ thousands of individuals.

Urban vendors are not only in direct competition with each other. They often face harassment by public officials and police. Attempts to recapture public areas, sidewalks and even traffic lanes where these informal shops do business can result in forced removals. Several of Latin America's largest cities have experienced riots and violence in their efforts to curb vendors without giving them an alternative means of making a living.

The third largest municipality of San Salvador, Mejicanos, suffers from many of these problems. Unchecked urban development has created a chaotic environment in the historic downtown area. At one point, street vendors obstructed traffic, competed unfairly with established businesses and indirectly promoted an environment conducive to petty crimes and unsanitary conditions. An IAF grant in 2001 to *Fundación Salvadoreña para la Reconstrucción y el Desarrollo* (REDES), a grassroots support organizations that focuses on technical assistance in business and marketing, supported the organization in addressing the situation.

Objectives and Results

REDES developed the concept of the Mercado Sobre Ruedas de Mejicanos, a mobile market

whose carefully scheduled rotation through several neighborhoods in San Salvador provided approximately 70 vendors with steady business and reduced congestion in the city. This project was meant to contribute to the municipality's development plan, which included addressing the traffic, sanitation, city image and safety issues associated with street vendors.

REDES provided technical assistance and training to the participating vendors as well as small-business loans. To create the mobile market, REDES purchased 77 kiosks that can easily be pulled apart, transported, reassembled and stored. A successful advertising campaign informed the public about the market and its itinerary. Participants' total sales increased three-fold, from approximately \$40,000, during the course of the four-year project. More than 120 loans were awarded of which 90 percent were repaid by the borrowers. The loans helped the vendors set up and expand their businesses at the market. Some participants also obtained loans to set up a second home business. REDES also helped the vendors to set up a cooperative enterprise, which could negotiate agreements and organize bulk purchases for the market. At the conclusion of the grant, the enterprise was in the process of filing for legal incorporation.

By providing quality products and good service, the grantee and its beneficiaries developed good relationships with the communities through which the market rotated and with the municipality. The municipality provided free storage for the kiosks and neighbors near market facilities offered to the use of their restrooms, which spared the beneficiaries the significant expense of renting portable units.

Lessons Learned

Constant follow-up by the grantee resulted in continuous improvements conducive to good relationships between the vendors and the markets' many neighbors. REDES and the vendors were careful not to recreate in the locations of the Market on

Wheels a smaller version of the chaos of the old central market. Market vendors, through feedback from their potential clients, managed to keep noise, trash and other nuisances to a minimum. Testimonials from participants indicate that the constant presence of the grantee's staff every single market day contributed to building trust between them and the technical team.

The municipality assisted in the market study that determined the best neighborhoods for the market; it also provided trash removal and security. This support was invaluable to the success of the project. A new mayor elected in 2003 relaxed the municipality's stance on its development plan, allowing vendors back into the areas from which they had been removed, reversing some of the gains to Mejicanos.

Bringing together neighbors, vendors, local government and an experienced NGO, the Market on Wheels provided its vendors with a dignified way of earning a living while offering patrons quality goods and services and improving their city's image.

Guatemala

Grantee: Asociación Primero de Septiembre (GT-269)

Credit for Senior Citizens

Grant amount: \$180,000

Background

Longevity, through medical advances, improved sanitation and economic development, along with decreasing fertility rates, has resulted in a worldwide explosion of senior citizens. The proportion of people over 60 years old is expected to increase from 8 percent in the 1950's to more than 20 percent by 2050. This population is not only vulnerable to the frailty that comes with age, but also to discrimination, poverty and neglect.

In most nations, the elderly survive on less than a half to a third of the average income. Their families and the state often relegate them to second class citizenship as unproductive burdens. This situation is exacerbated in developing nations due to the insufficiency of social safety nets for this sector. Of the approximately 400 million elderly persons living in developing nations, 80 percent have no regular income. According to the Guatemalan government, 65 percent of its citizens over the age of 60 are below the poverty line and 36 percent below the absolute poverty line.

In 2001 the IAF made a grant to *Asociación Primero de Septiembre* (APS), a civil society organization dedicated to improving the lives of the elderly in the department of Retalhuleu through workshops and business development. APS would provide loans to support existing businesses and start new enterprises that provide income for senior citizens.

Results and Objectives

APS provided training and workshops for more than 1,000 mostly elderly persons in marketing,

business administration, loan management, agricultural production and other financial matters.

Additionally, workshops focused on building the self-esteem of participating seniors and on age-appropriate topics such as the role of senior citizens, adult education, domestic violence and abuse and health matters. Participants ranged in age from 45 to 84.

The original objective of providing 450 loans was exceeded; 820 loans benefited more than 600 clients. The loan fund achieved more than three full rotations with a low default rate of 4 percent. Approximately 130 full-time jobs were created or preserved through loans funding purchases of machinery, tools and equipment for plumbing, baking, carpentry, farming, sewing and other pursuits. APS also developed a collective loan insurance program to cover the balance owed by any client who passes away, alleviating fears that families would bear the burden. An agreement was also reached with the Guatemalan Ministry of Economy to manage and guarantee the loan fund once IAF's support ends.

Other APS achievements included building a community house for its members; housing was constructed for 67 members, who did not have a proper home; funeral services were provided for 10 members, recreational tours and sporting activities for seniors were organized; meals were also provided for a dozen members; and geriatric vitamins and clothing were made available for about 180 individuals.

Lessons Learned

Providing support for productive activities that benefit the elderly benefits the entire community. For example, increased income of project beneficiaries allowed several of them to contribute to their families with their additional income, paying for the education of children and grandchildren.

Senior citizens, who are often denied credit by banking institutions, have proven to be excellent at loan repayment. APS indicates that seniors have a strong work ethic and believe in the value of giving their word to repay a loan.

The support that the beneficiaries received through APS allowed them to maintain or regain the dignity that is often lost with age and to lead fuller lives in their final years.

Mexico

Grantee: Comité de Promoción Social del Valle del Yaqui A.C. (ME-441)

Ecological Housing

Grant amount: \$386,400

Background

More than 2 billion people live in slums and shantytowns around the world. Favelas, colonias, pueblos juvenes, villas de miseria, ranchos or barriadas are fixtures throughout Latin America, where they are breeding grounds for disease, crime, danger and despair.

The Mexican government estimates that more than 1 million families live in substandard housing, a figure that doubles when it includes families who rent rooms or crowd into a relative's home. In the Yaqui Valley of the border state of Sonora, thousands of families dwell in makeshift cardboard and zinc housing, scorching in the summer and frigid in winter.

The *Comité de Promoción Social del Valle del Yaqui A.C. (PROVAY)* is a nonprofit association that promotes community development in the city of Obregón, Sonora, and the surrounding areas. In 2001, it presented a proposal to the IAF to enable 150 families to build adequate housing based on a model developed by the University of Arizona and shared through its Farmer-to-Farmer Program. PROVAY would specifically target women as the project's main beneficiaries.

Objectives and Results

PROVAY formed a partnership with Obregón's municipal government; the *Fundación del Empresariado Sonorense (FESAC)*, a statewide community foundation supported by business people, and the *Fundación de Apoyo Infantil (FAI)*, a nonprofit organization with a microcredit program.

FAI works with low-income women and through their solidarity groups, members set up small-business ventures and start savings accounts that would make them eligible for PROVAY home construction loans. Participants would receive basic training in construction, electrical installation, plumbing, painting with natural dyes and building adobe furniture. Training also would cover health, nutrition, domestic abuse, legal rights and self-esteem.

The project started out in seven communities, but grew to include 11, two of them indigenous. Eligibility for housing loans required participation in a self-help group, legal title to the land where the house would be built, a source of income and a \$400 down payment, saved over at least four months, the equivalent of two months salary at the minimum wage. The women were also required to make 2,500 adobe bricks using straw left after the wheat harvest, which is usually burned, causing respiratory ailments for people in the area. The use of more than 3,000 tons of straw in PROVAY's construction project would reduce the burning and contribute to a healthier environment.

PROVAY encountered several difficulties at the start of the project. The most immediate was the noncompliance of the municipal government with its initial agreement to support the project, leaving the other partners to cover expenses. The architect's original housing design proved inappropriate. The redesign, along with inflation, increased the cost of materials and construction from \$2,500 to \$6,500. PROVAY also had problems linking its small-business credit program to the housing fund. The burden of two loans on the borrowers was a tremendous burden and PROVAY began forgiving some of the loans, creating a dangerous precedent.

PROVAY provided training for 160 individuals and helped build 100 new houses, fewer than anticipated due to the difficulties. However, by the end of the project, the grantee had secured the resources to build 50 more houses and another 70 families were on the waiting list.

Despite the municipality's lack of commitment, PROVAY invited a municipal representative to all new home dedications. After a change in the administration and due to the innovative nature of the project, the municipality brokered a deal for federal funding to subsidize home loan repayments. FESAC raised more than \$163,000 in cash to support the program. A representative from Nogales office of Habitat for Humanity who visited the grantee intends to replicate the housing model in the state of Hidalgo.

Lessons Learned

Burdening low-income women with two loans and PROVAY's loan forgiveness made it difficult for FAI to secure a high repayment rate on the micro-credit loans.

The alliance between PROVAY, FESAC and FAI was not always easy but their ability to partner on this project was instrumental in fundraising and strengthening their reputations.

The period of four months of savings was deemed too short. PROVAY anticipates extending the required period to one year.

Nicaragua

Grantee: Cooperativa de Servicios Múltiples San Isidro R.L. (NC-250)

Value Added Coffee Processing

Grant amount: \$173,096

Background

Traditional coffee drying methods require 12 cubic meters of firewood per 100 pounds of coffee, which means consuming nearly 6,000 acres of forest land in Central America every year. This loss is roughly equal to three square centimeters of wood for every cup we enjoy.

After labor, energy costs are the second most expensive item in a producer's overhead. Recently developed renewable energy dryers can save producers across the region thousands of dollars per year and improve environmental conditions. However, modernizing this infrastructure requires a hefty investment that few producers can afford, especially considering current depressed coffee prices.

The *Cooperativa de Servicios Múltiples San Isidro R.L.* (COOPECAFE) is a coffee farmers' cooperative that not only helps its member with marketing, but also collectively owns a processing plant. In 2002, an IAF grant to COOPECAFE allowed the grantee to improve production using sustainable methods and to market coffee internationally, improving the incomes of its 200 members and their families.

Objectives and Results

COOPECAFE would purchase solar dryers and other equipment using renewable energy resources to process coffee. The grantee would secure training for its members to install, operate, maintain and repair the equipment. Training would also be provided to improve coffee quality. Solar drying equip-

ment is reputed to help produce excellent coffee, as it maintains a constant temperature level that does not harm the beans' natural oils. Other methods that do not use firewood or electricity, such as cement or plastic patios, take several days, during which bacteria and fungus can spread.

Finally, COOPECAFE would develop a marketing strategy, promoting the environmental and other benefits of solar drying to attract purchasers from conscientious consumer networks.

The project provided training for the cooperative's 200 members in agricultural practices, farm management, administration, accounting, and gender issues (20 percent of the members are women). COOPECAFE established formal alliances with the Cooperative League of the USA (CLUSA) and *Programa para la Agricultura Sostenible en Laderas de América Central* (PASOLAC) to provide training for its members. About 144 farmers indicate that they are applying the new production techniques, noting the improvements in coffee quality and volume and their newly acquired organic certification. Farmers were extended more than 264 loans (averaging \$150) through the cooperative's loan fund .

COOPECAFE's successes were achieved in spite of problems with one partner. The Meso American Institute (MDI), a U.S.-based organization that was supposed to provide PIDECAFE with the set-up, training and technical assistance for the dyers, left the grantee to fend for itself. Nonetheless, after struggling with the new equipment, COOPECAFE obtained the services of a local engineer to set up the solar dyers and continued to work on improving its production and marketing. But because MDI had opted out, the grantee could not develop a regular training program for the maintenance and repair of the machines, beyond the original set up.

Lessons Learned

MDI had helped COOPECAFE prepare and submit its proposal to the IAF. The grantee's problems with MDI can be attributed to various causes, including poor communication and the U.S. partner's top-down approach.

As the partnership problem emerged, the IAF allowed the grantee to modify its project, eliminating parts inserted by MDI and making the project fully COOPECAFE's.

Panama

Grantee: Asociación de Profesionales Agropecuarios Ngöbe-Buglé (PN-272)

Improvement of Organic Coffee Production

Grant Amount: \$167,538.00

Background

Indigenous people make up approximately 11 percent of Panama's population. More than 95 percent of them live below the poverty line and more than 86 percent live in extreme poverty. The Ngöbe-Buglés are the largest of these groups and one of the poorest. Ngöbe-Buglé farmers till hillside plots with wretched soil, and middlemen take advantage of their isolation to impose low prices for coffee.

Asociación de Profesionales Agropecuarios Ngöbe-Buglé (APANB) is a nongovernmental organization formed by ethnic Ngöbe-Buglé agricultural professionals who returned to their communities after completing their studies. It is a member of the General Congress of the Ngöbe-Buglé, the ruling assembly for this indigenous people and the administrative body for their territories. APANB's mission is to promote the ecological sustainable development of the Ngöbe-Buglé territories through appropriate agricultural practices. APANB has been charged by the General Congress with heading the reservation's Commission of Production and Marketing.

In the past, the Ngöbe-Buglé had been reluctant to invest in their communities because of the uncertainty about their lands. A 1997 law that created the Ngöbe Buglé Reservation, a semi-autonomous territory, granted formal recognition of the Ngöbe-Buglé territorial rights, which inspired the Ngöbe-Buglé to begin and follow-up on a process of economic development. APANB applied to the IAF, and in 2001 it received a grant to improve living conditions on the reservation.

Objectives and Results

APANB undertook a project to protect natural resources and increase the incomes of 60 farmers through organic coffee production. Originally the grantee's goals included improving 120 hectares of land; training the farmers to increase coffee yields and quality; supporting them with basic processing to add value to their product, including de-pulping and drying; and offering craftsmanship courses to about 90 women in the community to improve the quality of their handmade goods.

The grantee exceeded all the goals it set. The plots of 101 producers were converted to organic production and 186 producers (210 percent more than anticipated) applied techniques learned in APANB's workshops to managing their plots, including planting trees, which resulted in the improvement of 237 hectares (97 percent more than anticipated). As for the artisans, APANB sought out the help of *Fundación para la Promoción de la Mujer* (FUNDAMUJER) (PN-267). FUNDAMUJER had received an IAF grant to provide vocational training to low-income women in the same region. The two projects complemented each other, and 210 artisans (133 percent more than anticipated) received training.

As the grant period came to a close, APANB was marketing more than 15,600 pounds of coffee to Fair Trade networks in Germany at \$1.20 per pound — versus the going rate in Panama of \$0.70. The artisans were selling their products at local fairs and hotels, also increasing their incomes.

Lessons Learned

APANB used the social energy the new Ngöbe-Buglé reservation generated to stimulate economic growth.

Appendix A - Cooperative Agreements: RedEAmérica

IAF works with the Inter-American Network of Corporate Foundations and Actions for Grassroots Development (RedEAmérica), a network of corporate foundations and corporations dedicated to people-centered grassroots development as the keystone for poverty-reduction in the Americas. In the reporting period, through four new bilateral three-year cooperative agreements and five amendments to existing agreements, the IAF supported the creation of four new grassroots development programs, three grassroots development funds and guidelines for best practices and standardization, as well as funding for multiple community-membership organizations (CMOs).

New Grassroots Development Programs

In Brazil, Instituto Holcim, founded in 2002, re-oriented its work in the town of Barroso, in the state of Minas Gerais, toward the *Ortopolis Barroso Association* (Association), a community foundation. Holcim and the Association initiated a participatory process to identify community needs and solutions and began funding projects by CMOs. These include a project undertaken by *Associação Comunitaria Unidos da Cohab* (ACUC) to generate income through the production and marketing of traditional foods, and a project to strengthen and offer technical assistance in the production of local crafts undertaken by the *Cooperativa de Artesaos de Barroso* (COOPERARTE).

In Chile, the *Corporación Sociedad Activa* (CSA), a corporate foundation supported by Coca-Cola of Chile, 3M, IBM, and XEROX, among others, began its grassroots development activities in La Villa, a poor neighborhood in Santiago. In partnership with Impulsa, a nongovernmental organization with expertise in participatory processes, CSA conducted a diagnosis of La Villa and then decided to emphasize the creation of CMOs to access funding for community projects.

Fundación Telefónica, working with the National Fund for Disabilities (Fondo Nacional de

Discapacidad) and Chile's Communal Councils for Disabilities (Consejos Comunales de Discapacidad), focused on empowering and strengthening CMOs representing individuals with special needs. Through the Councils, grassroots development projects were identified. The first funded was an income-generating project using hydroponic vegetable production in the province of San Felipe.

Finally, in Chile the *Fundación Acción Responsabilidad Social Empresarial* (Acción RSE), a corporate foundation that promotes social corporate responsibility, began its grassroots development activities through the creation of a fund in alliance with Gerdau Aza, a steel producer. The fund is supporting CMOs working with scrap metal in greater Santiago.

National and Decentralized Funds

Expansion of grassroots development requires improved organizational and management capability and greater resources. Through three amendments to grant agreements with RedEAmérica members in Argentina, Colombia and Ecuador, the IAF contributed to the creation of one national fund and two decentralized (localized) funds. Under the terms of these amendments, members matched every IAF dollar with two dollars and covered all administrative costs. All new resources were channeled directly to CMOs through grants, training or technical assistance for grassroots projects in accordance with RedEAmérica performance standards.

All eight RedEAmérica members in Colombia joined forces to create a national fund to support CMO income-generating and education projects. In Argentina, *Fundación Arcor* mobilized funds from RedEAmérica members Acindar, Navarro Viola and Grupo Arcor to support education projects around Córdoba and Greater Buenos Aires. *Fundación Lann-Nobis*, in Ecuador, and Brazilian RedEAmérica member Odebrecht created a fund to

emphasize support for projects benefiting Afro-Latino communities.

Guidelines for Best Practices and Standardization

Through an amendment to the grant agreement with *Fundación Esquel*, a Web-based Hemispheric Information System was created for RedEAmérica members applying the same principles and practices to grassroots development. This allows donors to reach CMOs in ways that fulfill their individual objectives and to monitor the impact of their investment.

The Web-based Information Systems' purpose is to facilitate communication between members; document and monitor projects identified and supported by the members and other partners; and facilitate major financial support from international donors for the work of RedEAmérica and its members.

Fundación Arcor took the lead, through an amendment to its grant agreement, in developing a series of alternative strategies and best practices for businesses and corporate foundations to follow in engaging with CMOs.

Sub-Grants during the period April 2005 - March 2006 (by population type benefited)

Country/ Pop. Type	ARGENTINA				CHILE			
	# Projects	# Benef	Funding	% Funding	# Projects	# Benef	Funding	% Funding
Youths	10	4395	23,529	20	0	0	0	0
Children	15	3123	27,563	24	0	0	0	0
Women	5	1399	7,575	7	0	0	0	0
Indigenous	0	0	0	0	10	986	67,167	100
Seniors	2	445	2,581	2	0	0	0	0
African descendants	0	0	0	0	0	0	0	0
Special needs	1	10	4,901	4	0	0	0	0
Displaced	8	1176	19,167	18	0	0	0	0
General Pop. ¹	8	883	28,501	25	0	0	0	0
Total	49	11431	113,817	100%	10	986	67,167	100

Country/ Pop. Type	COLOMBIA				ECUADOR			
	# Projects	# Benef	Funding	% Funding	# Projects	# Benef	Funding	% Funding
Youths	0	0	0	0	2	141	35,000	10
Children	2	120	8,261	16	0	0	0	0
Women	2	136	7,217	14	5	602	304,000	85
Indigenous	0	0	0	0	1	10	20,000	5
Seniors	0	0	0	0	0	0	0	0
African descendants	0	0	0	0	0	0	0	0
Special needs	0	0	0	0	0	0	0	0
Displaced	0	0	0	0	0	0	0	0
General Pop.	7	760	36,649	70	0	0	0	0
Total	11	1016	52,127	100%	8	753	359,000	100%

Country/ Pop. Type	MEXICO				URUGUAY			
	# Projects	# Benef	Funding	% Funding	# Projects	# Benef	Funding	% Funding
Youths	4	1345	93,137	26	5	753	24,218	71
Children	2	594	180,380	49	2	303	4,452	13
Women	0	0	0	0	1	20	3,097	10
Indigenous	3	557	56,145	15	0	0	0	0
Seniors	0	0	0	0	0	0	0	0
African descendants	0	0	0	0	0	0	0	0
Special needs	1	200	38,949	10	0	0	0	0
Displaced	0	0	0	0	0	0	0	0
General Pop.	0	0	0	0	1	3680	2,176	6
Total	10	2696	368,611	100%	9	4756	33,943	100%

¹ General population refers to projects that benefit multiple sectors.

Appendix B - Selected Additional Tables

Table B1 - Beneficiaries reporting better living conditions (by sex and country)

Country	Men	%	Women	%	Total
Argentina	259	42%	360	58%	619
Bolivia	12,386	49%	12,802	51%	25,188
Brazil	1,067	45%	1,309	55%	2,376
Ecuador	209	22%	754	78%	963
El Salvador	1,277	52%	1,190	48%	2,467
Guatemala	25,774	44%	32,729	56%	58,503
Honduras	6,093	50%	6,058	50%	12,151
Mexico	415	45%	515	55%	930
Nicaragua	3,498	45%	4,286	55%	7,784
Panama	12,069	54%	10,178	46%	22,247
Peru	273	94%	16	6%	289
Regional*	2,400	47%	2,700	53%	5,100
Venezuela	876	49%	906	51%	1,782
Total	66,596	47%	73,803	53%	140,399

* Includes Uruguay, Paraguay and southern Brazil

Table B2 - Beneficiaries reporting dietary improvements (by sex and country)

Country	Men	%	Women	%	Total
Argentina	272	48%	300	52%	572
Bolivia	600	50%	600	50%	1,200
Brazil	293	33%	587	67%	880
El Salvador	8	47%	9	53%	17
Guatemala	1,295	32%	2,745	68%	4,040
Honduras	924	50%	906	50%	1,830
Mexico	277	28%	709	72%	986
Nicaragua	313	67%	156	33%	469
Panama	2,205	50%	2,230	50%	4,435
Peru	107	89%	13	11%	120
Uruguay	7	88%	1	13%	8
Venezuela	172	59%	122	41%	294
Total	6,473	44%	8,378	56%	14,851

Table B3 - Beneficiaries who received medical attention (by sex and country)

Country	Men	%	Women	%	Total
Argentina	2,193	43%	2,910	57%	5,103
Brazil	63	46%	73	54%	136
Guatemala	7,276	42%	10,146	58%	17,422
Honduras	13	72%	5	28%	18
Mexico	3,003	50%	3,013	50%	6,016
Total	12,548	44%	16,147	56%	28,695

Table B4a - Beneficiaries who acquired agricultural skills (by sex and country)

Country	Men	%	Women	%	Total
Argentina	36	54%	31	46%	67
Bolivia	3,554	58%	2,606	42%	6,160
Brazil	103	27%	275	73%	378
Caribbean*	73	94%	5	6%	78
Colombia	707	84%	139	16%	846
Dominican Republic	282	84%	55	16%	337
Ecuador	247	53%	221	47%	468
El Salvador	587	57%	450	43%	1,037
Guatemala	1,439	66%	750	34%	2,189
Honduras	567	59%	392	41%	959
Jamaica	58	66%	30	34%	88
Mexico	3,204	57%	2,385	43%	5,589
Nicaragua	1,302	66%	664	34%	1,966
Panama	548	56%	434	44%	982
Trinidad & Tobago	16	44%	20	56%	36
Venezuela	153	85%	26	15%	179
Total	18,781	59%	13,009	41%	31,790

*Includes the English-speaking islands of the Eastern Caribbean

Table B4b - Beneficiaries applying agricultural skills (by sex and country)

Country	Men	%	Women	%	Total
Argentina	64	57%	49	43%	113
Bolivia	1,789	61%	1,146	39%	2,935
Brazil	362	52%	339	48%	701
Colombia	670	83%	139	17%	809
Dominican Republic	134	76%	42	24%	176
Ecuador	495	56%	392	44%	887
El Salvador	723	65%	386	35%	1,109
Guatemala	1,054	55%	863	45%	1,917
Haiti	250	100%	0	0%	250
Honduras	1,170	58%	855	42%	2,025
Jamaica	50	67%	25	33%	75
Mexico	4,032	60%	2,706	40%	6,738
Nicaragua	1,453	65%	770	35%	2,223
Panama	804	65%	439	35%	1,243
Trinidad & Tobago	0	0%	2	100%	2
Venezuela	619	74%	217	26%	836
Total	15,658	64%	8,895	36%	24,553

Table B5a - Beneficiaries acquiring manufacturing skills (by sex and country)

Country	Men	%	Women	%	Total
Argentina	30	15%	164	85%	194
Bolivia	220	12%	1,546	88%	1,766
Brazil	44	17%	213	83%	257
Ecuador	110	48%	120	52%	230
Guatemala	0	0%	436	100%	436
Haiti	0	0%	21	100%	21
Honduras	0	0%	44	100%	44
Jamaica	26	23%	89	77%	115
Mexico	73	13%	478	87%	551
Nicaragua	94	19%	412	81%	506
Panama	14	17%	70	83%	84
Peru	702	49%	743	51%	1,445
Regional*	3,650	78%	1,050	22%	4,700
Venezuela	60	57%	46	43%	106
Total	5,023	48%	5,432	52%	10,455

*Includes Uruguay, Paraguay and southern Brazil

Table B5b - Beneficiaries applying manufacturing skills (by sex and country)

Country	Men	%	Women	%	Total
Argentina	84	30%	195	70%	279
Bolivia	166	35%	307	65%	473
Brazil	76	13%	500	87%	576
Ecuador	16	6%	262	94%	278
Guatemala	3	2%	185	98%	188
Haiti	0	0%	10	100%	10
Honduras	127	45%	156	55%	283
Jamaica	25	24%	79	76%	104
Regional*	280	42%	380	58%	660
Mexico	77	6%	1,134	94%	1,211
Nicaragua	10	7%	140	93%	150
Panama	149	13%	967	87%	1,116
Peru	394	59%	273	41%	667
Venezuela	166	52%	156	48%	322
Total	1,573	25%	4,744	75%	6,317

*Includes Uruguay, Paraguay and southern Brazil

Table B6a - Beneficiaries acquiring construction skills (by sex and country)

Country	Men	%	Women	%	Total
Bolivia	223	55%	184	45%	407
Brazil	15	54%	13	46%	28
Ecuador	4	44%	5	56%	9
Honduras	871	64%	490	36%	1,361
Mexico	246	66%	128	34%	374
Nicaragua	1,040	33%	2,100	67%	3,140
Panama	38	75%	13	25%	51
Regional*	145	71%	60	29%	205
Venezuela	35	100%	0	0%	35
Total	2,617	47%	2,993	53%	5,610

*Includes Uruguay, Paraguay and southern Brazil

Table B6b - Beneficiaries applying construction skills (by sex and country)

Country	Men	%	Women	%	Total
Bolivia	1,003	72%	387	28%	1,390
Brazil	152	52%	138	48%	290
Ecuador	21	33%	42	67%	63
Honduras	1,301	73%	486	27%	1,787
Mexico	519	55%	425	45%	944
Nicaragua	23	28%	59	72%	82
Panama	174	46%	201	54%	375
Peru	26	70%	11	30%	37
Regional*	60	80%	15	20%	75
Venezuela	213	84%	42	16%	255
Total	3,492	66%	1,806	34%	5,298

*Includes Uruguay, Paraguay and southern Brazil

Table B7a - Beneficiaries acquiring environmental knowledge and/or skills (by sex and country)

Country	Men	%	Women	%	Total
Argentina	289	35%	534	65%	823
Bolivia	344	54%	298	46%	642
Brazil	477	58%	340	42%	817
Colombia	632	82%	141	18%	773
Ecuador	3,500	43%	4,609	57%	8,109
El Salvador	149	62%	90	38%	239
Guatemala	26	29%	63	71%	89
Honduras	1,283	70%	556	30%	1,839
Jamaica	42	34%	82	66%	124
Mexico	213	16%	1,159	84%	1,372
Nicaragua	238	35%	442	65%	680
Panama	465	56%	363	44%	828
Peru	57	61%	37	39%	94
Uruguay	10	40%	15	60%	25
Total	8,126	47%	9,223	53%	17,349

Table B7b - Beneficiaries applying environmental knowledge and/or skills (by sex and country)

Country	Men	%	Women	%	Total
Argentina	914	58%	656	42%	1,570
Bolivia	429	67%	213	33%	642
Brazil	357	55%	293	45%	650
Colombia	632	82%	141	18%	773
Dominican Republic	18	64%	10	36%	28
Ecuador	3,654	39%	5,768	61%	9,422
El Salvador	620	75%	209	25%	829
Guatemala	304	69%	136	31%	440
Honduras	1,757	56%	1,397	44%	3,154
Jamaica	38	35%	71	65%	109
Mexico	1,690	42%	2,325	58%	4,015
Nicaragua	171	36%	310	64%	481
Panama	559	62%	338	38%	897
Peru	132	73%	50	27%	182
Venezuela	544	55%	441	45%	985
Total	11,822	49%	12,361	51%	24,183

Table B8b - Beneficiaries applying planning & administration skills (by sex and country)

Country	Men	%	Women	%	Total
Argentina	2,268	43%	3,022	57%	5,290
Bolivia	1,196	62%	731	38%	1,927
Brazil	386	30%	882	70%	1,268
Colombia	307	39%	480	61%	787
Dominican Republic	47	73%	17	27%	64
Ecuador	76	18%	336	82%	412
El Salvador	556	50%	553	50%	1,109
Guatemala	83	61%	54	39%	137
Honduras	589	66%	303	34%	892
Jamaica	17	57%	13	43%	30
Mexico	1,444	47%	1,601	53%	3,045
Nicaragua	237	41%	340	59%	577
Panama	1,458	58%	1,059	42%	2,517
Peru	690	71%	277	29%	967
Regional*	370	41%	540	59%	910
Uruguay	369	54%	320	46%	689
Venezuela	104	59%	72	41%	176
Total	10,247	49%	10,630	51%	20,877

*Includes Uruguay, Paraguay and southern Brazil

Table B8a - Beneficiaries acquiring planning & administration skills (by sex and country)

Country	Men	%	Women	%	Total
Argentina	1,883	44%	2,416	56%	4,299
Bolivia	1,072	54%	914	46%	1,986
Brazil	546	51%	530	49%	1,076
Colombia	164	41%	240	59%	404
Dominican Republic	87	55%	72	45%	159
Ecuador	112	30%	260	70%	372
El Salvador	650	48%	704	52%	1,354
Guatemala	288	71%	117	29%	405
Haiti	155	64%	88	36%	243
Honduras	201	51%	196	49%	397
Jamaica	17	57%	13	43%	30
Mexico	627	39%	963	61%	1,590
Nicaragua	327	31%	735	69%	1,062
Paraguay	125	63%	73	37%	198
Peru	8,064	57%	6,145	43%	14,209
Regional*	300	34%	580	66%	880
Uruguay	465	58%	335	42%	800
Venezuela	33	63%	19	37%	52
Total	15,497	51%	14,650	49%	30,147

*Includes Uruguay, Paraguay and southern Brazil

Table B9a - Beneficiaries acquiring marketing skills (by sex and country)

Country	Men	%	Women	%	Total
Argentina	23	31%	51	69%	74
Bolivia	329	58%	241	42%	570
Brazil	183	32%	392	68%	575
Colombia	19	61%	12	39%	31
Dominican Republic	129	79%	35	21%	164
El Salvador	201	43%	265	57%	466
Guatemala	21	44%	27	56%	48
Haiti	6	86%	1	14%	7
Honduras	116	57%	87	43%	203
Jamaica	5	17%	25	83%	30
Mexico	59	24%	190	76%	249
Nicaragua	102	25%	305	75%	407
Panama	164	49%	169	51%	333
Regional*	145	21%	550	79%	695
Uruguay	215	50%	219	50%	434
Venezuela	117	42%	164	58%	281
Total	2,765	43%	3,682	57%	6,447

*Includes Uruguay, Paraguay and southern Brazil

Table B9b - Beneficiaries applying marketing knowledge and/or skills (by sex and country)

Country	Men	%	Women	%	Total
Argentina	863	74%	299	26%	1,162
Bolivia	353	60%	231	40%	584
Brazil	122	16%	632	84%	754
Colombia	41	25%	122	75%	163
Dominican Republic	81	95%	4	5%	85
Ecuador	45	20%	183	80%	228
El Salvador	319	54%	267	46%	586
Guatemala	39	37%	67	63%	106
Honduras	571	54%	486	46%	1,057
Jamaica	1	17%	5	83%	6
Mexico	111	21%	412	79%	523
Nicaragua	410	41%	583	59%	993
Panama	291	32%	624	68%	915
Regional*	150	29%	365	71%	515
Uruguay	162	50%	162	50%	324
Venezuela	157	60%	105	40%	262
Total	4,015	46%	4,692	54%	8,707

*Includes Uruguay, Paraguay and southern Brazil

**Table B10a - Beneficiaries acquiring leadership skills
(by sex and country)**

Country	Men	%	Women	%	Total
Argentina	867	35%	1,611	65%	2,478
Bolivia	191	43%	250	57%	441
Brazil	665	52%	609	48%	1,274
Ecuador	360	61%	228	39%	588
El Salvador	135	45%	168	55%	303
Guatemala	15	5%	263	95%	278
Honduras	15	33%	31	67%	46
Jamaica	27	35%	51	65%	78
Mexico	48	37%	81	63%	129
Nicaragua	187	32%	395	68%	582
Panama	759	59%	528	41%	1,287
Paraguay	190	58%	135	42%	325
Peru	264	38%	432	62%	696
Regional*	950	41%	1,350	59%	2,300
Venezuela	194	54%	163	46%	357
Total	4,869	44%	6,297	56%	11,166

*Includes Uruguay, Paraguay and southern Brazil

**Table B10b - Beneficiaries applying leadership skills (by sex
and country)**

Country	Men	%	Women	%	Total
Argentina	2,208	32%	4,591	68%	6,799
Bolivia	222	74%	79	26%	301
Brazil	156	48%	171	52%	327
Colombia	25	54%	21	46%	46
Ecuador	532	52%	491	48%	1,023
El Salvador	173	58%	124	42%	297
Guatemala	28	11%	237	89%	265
Honduras	221	34%	427	66%	648
Jamaica	27	35%	51	65%	78
Mexico	98	35%	180	65%	278
Nicaragua	80	23%	270	77%	350
Panama	1,368	57%	1,028	43%	2,396
Paraguay	50	56%	40	44%	90
Regional*	320	46%	380	54%	700
Uruguay	1	50%	1	50%	2
Venezuela	243	57%	185	43%	428
Total	5,956	42%	8,372	58%	14,328

*Includes Uruguay, Paraguay and southern Brazil

Table B11a - Beneficiaries acquiring civic participation knowledge and/or skills (by sex and country)

Country	Men	%	Women	%	Total
Argentina	610	39%	952	61%	1,562
Bolivia	585	21%	2,168	79%	2,753
Brazil	166	47%	188	53%	354
Colombia	0	0%	16	100%	16
Ecuador	1,958	55%	1,581	45%	3,539
Honduras	63	45%	76	55%	139
Jamaica	13	52%	12	48%	25
Mexico	1	11%	8	89%	9
Nicaragua	2,318	64%	1,317	36%	3,635
Panama	989	57%	746	43%	1,736
Paraguay	283	43%	382	57%	665
Peru	380	69%	167	31%	547
Regional*	13	48%	14	52%	27
Uruguay	10	40%	15	60%	25
Total	7,589	49%	7,870	51%	15,460

*Includes Uruguay, Paraguay and southern Brazil

Table B11b - Beneficiaries applying civic participation knowledge and/or skills (by sex and country)

Country	Men	%	Women	%	Total
Argentina	482	45%	580	55%	1,062
Bolivia	456	51%	433	49%	889
Brazil	136	47%	153	53%	289
Colombia	14	19%	58	81%	72
Ecuador	1,645	42%	2,256	58%	3,901
El Salvador	127	65%	69	35%	196
Honduras	213	44%	266	56%	479
Jamaica	11	19%	47	81%	58
Mexico	111	40%	164	60%	275
Nicaragua	205	53%	184	47%	389
Panama	1,704	54%	1,467	46%	3,171
Paraguay	50	21%	190	79%	240
Peru	155	37%	269	63%	424
Regional*	13	48%	14	52%	27
Venezuela	405	56%	319	44%	724
Total	5,731	47%	6,472	53%	12,203

*Includes Uruguay, Paraguay and southern Brazil

Table B12a - Beneficiaries acquiring knowledge of the legal system (by sex and country)

Country	Men	%	Women	%	Total
Argentina	594	44%	749	56%	1,343
Bolivia	302	58%	219	42%	521
Brazil	32	15%	183	85%	215
Honduras	93	63%	55	37%	148
Jamaica	32	40%	48	60%	80
Mexico	28	50%	28	50%	56
Nicaragua	242	35%	440	65%	682
Panama	65	63%	39	38%	104
Peru	283	60%	185	40%	468
Regional*	270	42%	380	58%	650
Uruguay	27	37%	46	63%	73
Venezuela	20	26%	57	74%	77
Total	1,988	45%	2,429	55%	4,417

*Includes Uruguay, Paraguay and southern Brazil

Table B12b - Beneficiaries applying knowledge of the legal system (by sex and country)

Country	Men	%	Women	%	Total
Argentina	379	49%	395	51%	774
Bolivia	134	77%	41	23%	175
Brazil	92	19%	382	81%	474
Ecuador	25	37%	42	63%	67
El Salvador	141	60%	95	40%	236
Honduras	133	32%	289	68%	422
Jamaica	12	40%	18	60%	30
Mexico	106	61%	69	39%	175
Panama	421	55%	341	45%	762
Peru	53	88%	7	12%	60
Regional*	120	57%	90	43%	210
Uruguay	26	43%	34	57%	60
Venezuela	28	31%	62	69%	90
Total	1,670	47%	1,865	53%	3,535

*Includes Uruguay, Paraguay and southern Brazil

Table B13a - Beneficiaries acquiring finance knowledge and/or skills (by sex and country)

Country	Men	%	Women	%	Total
Argentina	319	55%	258	45%	577
Bolivia	148	51%	142	49%	290
Brazil	122	51%	118	49%	240
Colombia	16	44%	20	56%	36
Dominican Republic	0	0%	28	100%	28
Ecuador	11	22%	38	78%	49
El Salvador	285	46%	339	54%	624
Guatemala	226	47%	253	53%	479
Honduras	353	52%	326	48%	679
Jamaica	22	31%	48	69%	70
Mexico	10,741	11%	84,903	89%	95,644
Nicaragua	568	37%	952	63%	1,520
Panama	68	60%	45	40%	113
Regional*	140	30%	330	70%	470
Venezuela	54	40%	81	60%	135
Total	13,196	13%	87,931	87%	101,127

*Includes Uruguay, Paraguay and southern Brazil

Table B13b - Beneficiaries applying finance knowledge and/or skills (by sex and country)

Country	Men	%	Women	%	Total
Argentina	1,595	63%	925	37%	2,520
Bolivia	46	82%	10	18%	56
Brazil	101	50%	100	50%	201
Colombia	3	13%	21	88%	24
Dominican Republic	0	0%	114	100%	114
Ecuador	76	27%	206	73%	282
El Salvador	499	53%	435	47%	934
Guatemala	255	45%	306	55%	561
Honduras	384	54%	329	46%	713
Jamaica	12	40%	18	60%	30
Mexico	24,870	12%	188,411	88%	213,281
Nicaragua	196	30%	450	70%	646
Panama	108	39%	166	61%	274
Regional*	30	24%	95	76%	125
Uruguay	11	61%	7	39%	18
Venezuela	52	39%	83	61%	135
Total	28,389	13%	191,870	87%	220,259

*Includes Uruguay, Paraguay and southern Brazil

Table B14a - Beneficiaries acquiring knowledge of the political system (by sex and country)

Country	Men	%	Women	%	Total
Argentina	963	45%	1,158	55%	2,121
Bolivia	297	18%	1,340	82%	1,637
Brazil	0	0%	69	100%	69
El Salvador	7	78%	2	22%	9
Guatemala	3	43%	4	57%	7
Honduras	23	53%	20	47%	43
Mexico	1	100%	0	0%	1
Peru	1,305	71%	540	29%	1,845
Regional*	450	46%	530	54%	980
Uruguay	2	50%	2	50%	4
Venezuela	13	22%	47	78%	60
Total	3,064	45%	3,712	55%	6,776

*Includes Uruguay, Paraguay and southern Brazil

Table B14b - Beneficiaries applying knowledge of the political system (by sex and country)

Country	Men	%	Women	%	Total
Argentina	709	45%	863	55%	1,572
Bolivia	152	57%	113	43%	265
Brazil	2	3%	59	97%	61
El Salvador	7	88%	1	13%	8
Guatemala	6	43%	8	57%	14
Honduras	63	61%	40	39%	103
Mexico	15	28%	39	72%	54
Panama	310	49%	322	51%	632
Peru	0	0%	31	100%	31
Regional*	85	41%	120	59%	205
Uruguay	1	50%	1	50%	2
Venezuela	19	29%	47	71%	66
Total	1,369	45%	1,644	55%	3,013

*Includes Uruguay, Paraguay and southern Brazil

Table B15a - Beneficiaries acquiring knowledge of good health practices (by sex and country)

Country	Men	%	Women	%	Total
Argentina	591	29%	1,459	71%	2,050
Bolivia	276	50%	280	50%	556
Brazil	67	37%	114	63%	181
Dominican Republic	5	29%	12	71%	17
Ecuador	9	14%	54	86%	63
Guatemala	95	7%	1,348	93%	1,443
Honduras	23	24%	73	76%	96
Jamaica	4	24%	13	76%	17
Mexico	2,256	36%	3,955	64%	6,211
Nicaragua	0	0%	37	100%	37
Panama	45	48%	49	52%	94
Peru	115	37%	200	63%	315
Regional	220	37%	380	63%	600
Venezuela	6	55%	5	45%	11
Total	3,712	32%	7,979	68%	11,691

*Includes Uruguay, Paraguay and southern Brazil

Table B15b - Beneficiaries applying good health practices (by sex and country)

Country	Men	%	Women	%	Total
Argentina	113	25%	345	75%	458
Bolivia	13	45%	16	55%	29
Brazil	42	33%	87	67%	129
Dominican Republic	45	27%	119	73%	164
Ecuador	5	9%	50	91%	55
El Salvador	13	23%	44	77%	57
Guatemala	70	11%	561	89%	631
Honduras	191	40%	284	60%	475
Mexico	2,119	32%	4,489	68%	6,608
Panama	16	42%	22	58%	38
Peru	48	29%	118	71%	166
Regional*	20	33%	40	67%	60
Venezuela	8	23%	27	77%	35
Total	2,703	30%	6,202	70%	8,905

*Includes Uruguay, Paraguay and southern Brazil

Table B16 - Beneficiaries acquiring knowledge of ways to address domestic violence, sexual abuse and drug use (by sex and country)

Country	Men	%	Women	%	Total
Argentina	73	44%	93	56%	166
Bolivia	81	13%	525	87%	606
Brazil	23	85%	4	15%	27
Colombia	0	0%	13	100%	13
Dominican Republic	111	24%	361	76%	472
Guatemala	53	17%	260	83%	313
Panama	45	48%	49	52%	94
Peru	88	47%	98	53%	186
Regional*	250	38%	400	62%	650
Venezuela	31	60%	21	40%	52
Total	755	29%	1,824	71%	2,579

*Includes Uruguay, Paraguay and southern Brazil

Table B17a - Resources mobilized from international sources

Country	International									
	Businesses		Public sector		Private organizations		Other types of institutions		Total	
	Cash	In-kind	Cash	In-kind	Cash	In-kind	Cash	In-kind	Cash	In-kind
Argentina	\$ -	\$ -	\$ -	\$ -	\$ 54,100	\$ -	\$ -	\$ -	\$ 54,100	\$ -
Bolivia	\$ -	\$ -	\$ -	\$ 1,500	\$ 27,908	\$ -	\$ 955	\$ -	\$ 28,863	\$ 1,500
Brazil	\$ -	\$ -	\$ -	\$ -	\$ 39,461	\$ -	\$ -	\$ -	\$ 39,461	\$ -
Colombia	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 506	\$ -	\$ -	\$ -	\$ 506
Dominican Republic	\$ -	\$ -	\$ 3,570	\$ -	\$ -	\$ -	\$ -	\$ 15,282	\$ 3,570	\$ 15,282
Ecuador	\$ -	\$ -	\$ 20,500	\$ 7,000	\$ -	\$ -	\$ 39,800	\$ -	\$ 60,300	\$ 7,000
El Salvador	\$ -	\$ -	\$ 6,900	\$ -	\$ 135,000	\$ -	\$ 56,000	\$ -	\$ 197,900	\$ -
Guatemala	\$ -	\$ -	\$ -	\$ -	\$ 4,378	\$ -	\$ -	\$ -	\$ 4,378	\$ -
Honduras	\$ -	\$ 318	\$ 20,000	\$ -	\$ 45,271	\$ -	\$ -	\$ -	\$ 65,271	\$ 318
Mexico	\$ -	\$ -	\$ 53,242	\$ 2,722	\$ 60,871	\$ 800	\$ 138,277	\$ -	\$ 252,390	\$ 3,522
Nicaragua	\$ -	\$ 70	\$ 200	\$ -	\$ 4,075	\$ 6,080	\$ -	\$ 300	\$ 4,275	\$ 6,450
Panama	\$ -	\$ -	\$ 685	\$ 9,600	\$ 12	\$ -	\$ -	\$ 500	\$ 697	\$ 10,100
Paraguay	\$ -	\$ -	\$ -	\$ -	\$ 23,500	\$ -	\$ 10,000	\$ -	\$ 33,500	\$ -
Peru	\$ -	\$ -	\$ -	\$ -	\$ 41,226	\$ -	\$ 1,511	\$ 6,050	\$ 42,737	\$ 6,050
Regional*	\$ -	\$ -	\$ 1,000	\$ -	\$ 2,000	\$ -	\$ 3,000	\$ -	\$ 6,000	\$ -
Venezuela	\$ -	\$ -	\$ 23,000	\$ 27,400	\$ -	\$ -	\$ -	\$ -	\$ 23,000	\$ 27,400
Total	\$ -	\$ 388	\$129,097	\$48,222	\$437,802	\$ 7,386	\$249,543	\$ 22,132	\$ 816,442	\$ 78,128

*Includes Uruguay, Paraguay and southern Brazil

Table B17b - Resources brokered from international sources

Country	International										
	Businesses		Public sector		Private non-profit organizations		Other types of institutions		Total		
	Cash	In-kind	Cash	In-kind	Cash	In-kind	Cash	In-kind	Cash	In-kind	
Argentina	\$ -	\$ -	\$ 4,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,000	\$ -
Bolivia	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Brazil	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Caribbean*	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Colombia	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Dominican Republic	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Ecuador	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
El Salvador	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Guatemala	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,314	\$ 3,866	\$ 2,314	\$ 3,866	\$ -
Haiti	\$ -	\$ -	\$ -	\$ -	\$ 22,759	\$ -	\$ -	\$ -	\$ 22,759	\$ -	\$ -
Honduras	\$ -	\$ -	\$ 9,000	\$ -	\$ -	\$ -	\$ 18,000	\$ -	\$ 27,000	\$ -	\$ -
Jamaica	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 14,860	\$ -	\$ 14,860	\$ -	\$ -
Mexico	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Nicaragua	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,350	\$ -	\$ -	\$ -	\$ 1,350	\$ -
Panama	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 20,000	\$ -	\$ 20,000	\$ -	\$ -
Paraguay	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Peru	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 28,000	\$ -	\$ 28,000	\$ -	\$ -
Trinidad & Tobago	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Uruguay	\$ -	\$ -	\$ 1,000	\$ -	\$ 2,000	\$ -	\$ 3,000	\$ -	\$ 6,000	\$ -	\$ -
Venezuela	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total	\$ -	\$ -	\$ 14,000	\$ -	\$ 24,759	\$ 1,350	\$ 86,174	\$ 3,866	\$ 124,933	\$ 5,216	\$ -

*Includes the English-speaking islands of the Eastern Caribbean

Table B18a - Resources mobilized from domestic sources other than local

Country	Domestic							
	Businesses		Public sector		Other types of institutions		Total	
	Cash	In-kind	Cash	In-kind	Cash	In-kind	Cash	In-kind
Argentina	\$ 43,035	\$ 30,450	\$ 62,633	\$ 29,356	\$ 1,000	\$ 102	\$ 106,668	\$ 59,908
Bolivia	\$ -	\$ 816	\$ 550	\$ 400	\$ 44,380	\$ 1,332	\$ 44,930	\$ 2,548
Brazil	\$ -	\$ -	\$ 41,813	\$ 37,142	\$ -	\$ -	\$ 41,813	\$ 37,142
Colombia	\$ -	\$ -	\$ -	\$ -	\$ 2,603	\$ -	\$ 2,603	\$ -
Dominican Republic	\$ -	\$ -	\$ 1,964	\$ 132	\$ -	\$ 64	\$ 1,964	\$ 196
Ecuador	\$ -	\$ 50,000	\$ 81,964	\$ 20,000	\$ -	\$ 6,000	\$ 81,964	\$ 76,000
Guatemala	\$ -	\$ -	\$ -	\$ 800	\$ 17,831	\$ 4,000	\$ 17,831	\$ 4,800
Honduras	\$ -	\$ 414	\$ -	\$ 48	\$ -	\$ -	\$ -	\$ 462
Jamaica	\$ -	\$ -	\$ -	\$ -	\$ 35,866	\$ -	\$ 35,866	\$ -
Mexico	\$ 259,593	\$ 5,150	\$ 128,951	\$ 200	\$ 66,824	\$ -	\$ 455,368	\$ 5,350
Nicaragua	\$ -	\$ -	\$ -	\$ 1,225	\$ -	\$ -	\$ -	\$ 1,225
Panama	\$ 37,856	\$ 750	\$ 3,205	\$ 40,270	\$ 17,875	\$ 500	\$ 58,936	\$ 41,520
Paraguay	\$ -	\$ -	\$ -	\$ -	\$ 5,000	\$ -	\$ 5,000	\$ -
Peru	\$ 50,000	\$ -	\$ -	\$ -	\$ 3,206	\$ 200	\$ 53,206	\$ 200
Uruguay	\$ -	\$ -	\$ -	\$ 885	\$ -	\$ 80,000	\$ -	\$ 80,885
Venezuela	\$ 833	\$ -	\$ -	\$ -	\$ -	\$ 150	\$ 833	\$ 150
Total	\$391,318	\$87,579	\$ 321,081	\$ 130,458	\$ 194,585	\$ 92,348	\$906,983	\$310,385

Table B18b - Resources brokered from domestic sources other than local

Country	National							
	Businesses		Public sector		Other types of institutions		Total	
	Cash	In-kind	Cash	In-kind	Cash	In-kind	Cash	In-kind
Argentina	\$ -	\$ -	\$ 124,138	\$ 600	\$ -	\$ -	\$ 124,138	\$ 600
Bolivia	\$ -	\$ -	\$ -	\$ 78,723	\$ 8,814	\$ 18,949	\$ 8,814	\$ 97,672
Brazil	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Caribbean*	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Colombia	\$ -	\$ -	\$ -	\$ 470	\$ -	\$ -	\$ -	\$ 470
Dominican Republic	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Ecuador	\$ -	\$ -	\$ 63,000	\$ -	\$ -	\$ -	\$ 63,000	\$ -
El Salvador	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Guatemala	\$ -	\$ -	\$ -	\$ 2,022	\$ -	\$ 450	\$ -	\$ 2,472
Haiti	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Honduras	\$ -	\$ 2,100	\$ -	\$ 113,192	\$ -	\$ -	\$ -	\$115,292
Jamaica	\$ 5,385	\$ -	\$ -	\$ 1,500	\$ 48,869	\$ -	\$ 54,254	\$ 1,500
Mexico	\$ -	\$ -	\$ 23,584	\$ 7,500	\$ -	\$ -	\$ 23,584	\$ 7,500
Nicaragua	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Panama	\$ -	\$ -	\$ 4,913	\$ 16,895	\$ -	\$ -	\$ 4,913	\$ 16,895
Paraguay	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Peru	\$ -	\$ -	\$ -	\$ 3,870	\$ 350	\$ 5,926	\$ 350	\$ 9,796
Trinidad & Tobago	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Uruguay	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Venezuela	\$ -	\$ -	\$ 121,860	\$ -	\$ -	\$ -	\$ 121,860	\$ -
Total	\$ 5,385	\$ 2,100	\$ 337,495	\$ 224,772	\$ 58,033	\$ 25,326	\$ 400,913	\$252,197

*Includes the English-speaking islands of the Eastern Caribbean

Table B19a - Resources mobilized from local sources

Country	Local									
	Businesses		Public sector		Communities		Other types of institutions		Total	
	Cash	In-kind	Cash	In-kind	Cash	In-kind	Cash	In-kind	Cash	In-kind
Argentina	\$ 96,552	\$ -	\$ 12,204	\$ 4,580	\$ -	\$ 56,064	\$ -	\$ 2,756	\$ 108,756	\$ 63,399
Bolivia	\$ -	\$ -	\$ 20	\$ 5,997	\$ 385	\$ 540	\$ -	\$ 326	\$ 405	\$ 6,863
Brazil	\$ -	\$22,229	\$ -	\$ 4,265	\$ 19,540	\$ 10,439	\$ -	\$ 14,629	\$ 19,540	\$ 51,562
Caribbean*	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 20,185	\$ -	\$ 20,185	\$ -
Colombia	\$ -	\$ -	\$ -	\$ 166	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 166
Dominican Republic	\$ -	\$ 1,140	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,140
Ecuador	\$ -	\$ -	\$100,000	\$ 36,000	\$ -	\$ -	\$ -	\$ -	\$ 100,000	\$ 36,000
Guatemala	\$ -	\$ -	\$ -	\$ 1,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,000
Honduras	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 11,710	\$ -	\$ 2,120	\$ -	\$ 13,830
Mexico	\$324,478	\$ 898	\$121,285	\$ -	\$ 82,146	\$ -	\$291,281	\$ 5,150	\$ 819,189	\$ 6,048
Nicaragua	\$ 235	\$ 1,304	\$ -	\$ 1,242	\$ -	\$ 50	\$ -	\$ 20	\$ 235	\$ 2,616
Panama	\$ 3,640	\$ -	\$ -	\$ 11,140	\$ -	\$ 56,860	\$ 21,149	\$ 31,085	\$ 24,789	\$ 99,085
Paraguay	\$ -	\$ -	\$ 1,200	\$ 2,500	\$ -	\$ 1,500	\$ -	\$ -	\$ 1,200	\$ 4,000
Peru	\$ -	\$ -	\$ 18,099	\$ 6,350	\$ -	\$ -	\$ 1,088	\$ 1,635	\$ 19,187	\$ 7,985
Regional**	\$ -	\$ 5,500	\$ -	\$ 7,000	\$ -	\$ 2,000	\$ -	\$ -	\$ -	\$ 14,500
Uruguay	\$ -	\$ -	\$ -	\$ 2,316	\$ -	\$ 4,522	\$ -	\$ -	\$ -	\$ 6,838
Venezuela	\$ 1,396	\$ 1,500	\$ 3,488	\$ 1,645	\$ -	\$ 3,527	\$ -	\$ 2,213	\$ 4,884	\$ 8,885
Total	\$ 426,301	\$ 32,571	\$ 256,296	\$ 84,201	\$ 102,071	\$ 147,211	\$ 333,703	\$ 59,934	\$1,118,370	\$ 323,918

*Includes the English-speaking islands of the Eastern Caribbean

**Includes Uruguay, Paraguay and southern Brazil

Table B19b - Resources brokered from local sources

Country	Local									
	Businesses		Public sector		Communities		Other types of institutions		Total	
	Cash	In-kind	Cash	In-kind	Cash	In-kind	Cash	In-kind	Cash	In-kind
Argentina	\$ -	\$ 1,000	\$ 16,600	\$ 200	\$ -	\$ -	\$ -	\$ 500	\$ 16,600	\$ 1,700
Bolivia	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Brazil	\$ -	\$ -	\$ -	\$ -	\$ 1,730	\$ 6,723	\$ -	\$ -	\$ 1,730	\$ 6,723
Caribbean*	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Colombia	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Dominican Republic	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Ecuador	\$ -	\$ -	\$ 166,314	\$ -	\$ 3,110	\$ -	\$ -	\$ 45,000	\$ 169,424	\$ 45,000
El Salvador	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Guatemala	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 285	\$ -	\$ 285
Haiti	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Honduras	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 15,706	\$ -	\$ -	\$ -	\$ 15,706
Jamaica	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Mexico	\$ -	\$ 7,945	\$ 26,214	\$ 37,909	\$ 3,494	\$ 31,381	\$ -	\$ 8,492	\$ 29,708	\$ 85,726
Nicaragua	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Panama	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 9,540	\$ -	\$ -	\$ -	\$ 9,540
Paraguay	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Peru	\$ -	\$ 746	\$ -	\$ 16,583	\$ -	\$ 209	\$ 600	\$ 1,362	\$ 600	\$ 18,900
Trinidad & Tobago	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Uruguay	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Venezuela	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total	\$ -	\$ 9,691	\$ 209,128	\$ 54,692	\$ 8,334	\$ 63,559	\$ 600	\$ 55,639	\$ 218,062	\$ 183,580

*Includes the English-speaking islands of the Eastern Caribbean

Table B20 - Dissemination activities by type and country

Country	Dissemination practices and techniques used by grantees											
	Speeches and/or presentations	Radio and television interviews	Pamphlets and brochures		Magazine or newspaper articles	Press releases	Books		Videos/movies		CD Roms	
			Produced	Distributed			Written	Distributed	Made	Distributed	Made	Distributed
Argentina	77	60	15	21,740	56	28	0	0	6	41	4	230
Bolivia	0	88	17	24,604	8	36	0	0	0	0	0	0
Brazil	143	58	18	42,000	29	133	3	1,238	2	21	1	20
Caribbean*	0	1	0	0	0	0	0	0	0	0	0	0
Colombia	23	1	1	1,200	2	0	0	0	0	0	0	0
Dominican Republic	4	16	8	2,980	9	11	0	0	0	0	0	0
Ecuador	13	27	16	14,550	8	6	0	0	3	0	0	0
El Salvador	16	25	14	18,443	0	2	0	0	0	0	0	0
Guatemala	19	16	0	0	3	1	0	0	9	276	1	120
Haiti	0	0	0	0	0	0	0	0	0	0	0	0
Honduras	1	43	2	600	0	0	0	0	10	2	0	0
Jamaica	8	0	7	39	0	0	0	0	2	24	2	2
Mexico	535	94	62	286,235	19	101	4	16	11	32	24	2,327
Nicaragua	17	4	6	1,698	7	1	0	0	0	0	0	0
Panama	9	25	6	2,200	4	0	1	150	2	103	1	3
Paraguay	5	14	10	6,400	4	13	0	0	0	0	0	0
Peru	33	48	24	18,920	7	34	0	0	5	0	5	10
Trinidad & Tobago	2	1	5	266	3	0	0	0	0	0	0	0
Uruguay	21	96	54	4,548	78	44	0	0	6	61	4	288
Venezuela	33	16	10	2,730	19	15	0	0	2	0	4	0
Total	1,709	1,113	275	509,153	426	575	9	1,504	58	560	49	3,000

*Includes the English-speaking islands of the Eastern Caribbean



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