

The Inter-American Foundation

# Active Grants Results Report

## Fiscal Year 2001



## TABLE OF CONTENTS

<b>EXECUTIVE SUMMARY.....</b>	<b>Page 5</b>
<b>INTRODUCTION.....</b>	<b>Page 7</b>
<b>IMPACT ON INDIVIDUALS AND FAMILIES (Tangible indicators).....</b>	<b>Page 8</b>
Education	
Health	
Housing	
Employment	
Knowledge and New Skills Acquired	
Knowledge and Skills Applied	
<b>IMPACT ON INDIVIDUALS AND FAMILIES (Tangible indicators) .....</b>	<b>Page 16</b>
Communication	
Solving Problems	
Self-esteem	
Cultural Identity	
Innovation/Adaptability	
Quality of Life	
<b>IMPACT ON GRANTEE ORGANIZATIONS.....</b>	<b>Page 20</b>
Resources Mobilized	
Resources Brokered	
Reaching the Poor by Cooperating with Others	
Partnering to Help the Poor	
Lending to the Poor	
New Approaches	
Stakeholders' Access to Information	
Participation in Decision Making	
<b>IMPACT ON SOCIETY.....</b>	<b>Page 26</b>
Legal Measures Enacted	
Application of Legal Measures	
Advocacy on Behalf of the Poor	
Disseminating Practices and Techniques	
Wider Application of Methods and Techniques	
Increased Public Concern for the Disadvantaged	
Increased Community Interaction with the Poor	
Increased Official Outreach to the Poor	
<b>CONCLUSION.....</b>	<b>Page 31</b>



## List of Charts

- Chart 1: Quality of beneficiary living conditions due to grant activities
- Chart 2: Beneficiaries by type of knowledge/skills acquired
- Chart 3: Resources mobilized
- Chart 4: Resources brokered
- Chart 5: Loans by sector
- Chart 6: Willingness of grantees to share information
- Chart 7: Number of local legal measures enacted

## List of Tables

- Table 1: Number of beneficiaries according to health-linked activities
- Table 2: Number of permanent and seasonal full- and part-time positions created
- Table 3: Number of beneficiaries reporting new knowledge and skills
- Table 4: Number of beneficiaries reporting application of new knowledge and skills
- Table 5: Improvement in living conditions since grant inception
- Table 6: Resources mobilized in cash and in kind by source
- Table 7: Resources brokered in cash and in kind by source
- Table 8: Dissemination activities by type
- Table 9: Projects replicated in Fiscal Year 2001 by other organizations

## List of Annexes

- Table A-1: Beneficiaries reporting changed living conditions due to grants
- Table A-2: Number of beneficiaries trained in basic reading and writing skills
- Table A-3: Number of individuals benefiting from health activities
- Table A-4: Number of individuals benefiting from housing improvements
- Table A-5: Number of housing units (built or improved) by country
- Table A-6: Number of full- and part-time jobs created, preserved or improved
- Table A-7: Number of beneficiaries reporting new agricultural skills by sex and country
- Table A-8: Number of beneficiaries reporting new manufacturing skills by sex and country
- Table A-9: Number of beneficiaries reporting new construction skills by sex and country
- Table A-10: Number of beneficiaries reporting new environmental skills by sex and country
- Table A-11: Number of beneficiaries reporting new administrative skills by sex and country
- Table A-12: Number of beneficiaries reporting new marketing skills by sex and country
- Table A-13: Number of beneficiaries reporting new leadership skills by sex and country
- Table A-14: Number of beneficiaries reporting new civic participation skills by sex and country
- Table A-15: Number of beneficiaries reporting improved knowledge of the legal system
- Table A-16: Number of beneficiaries reporting new finance skills by sex and country
- Table A-17: Number of beneficiaries reporting improved knowledge of the political system by sex and country
- Table A-18: Number of beneficiaries reporting new health-related skills by sex and country
- Table A-19: Number of beneficiaries trained in preventing domestic violence, sexual abuse and drug use
- Table A-20: Number of beneficiaries reporting improved communication skills
- Table A-21: Number of beneficiaries reporting better problem-solving skills
- Table A-22: Number of beneficiaries reporting increased self-esteem
- Table A-23: Number of beneficiaries reporting increased knowledge of their cultural identity
- Table A-24: Number of beneficiaries reporting better ability to innovate/adapt
- Table A-25: Number of cooperating organizations by type and country
- Table A-26: Number of partnerships by type and country
- Table A-27: Number and type of loans by country

# The Inter-American Foundation Fiscal Year 2001 Grant Results Report

## EXECUTIVE SUMMARY

In Fiscal Year 2001, funding from the Inter-American Foundation (IAF) made an impact on the lives of approximately 680,000 individuals. Among other activities, grantee organizations assisted poor people in acquiring new skills; created or helped preserve jobs; and lobbied for the enactment and implementation of legal measures affecting the environment, protecting victims' rights and encouraging greater political participation by the heretofore disenfranchised. Grantee organizations also mobilized resources, which helped them expand IAF-supported services to include a greater number of beneficiaries. Partnering with public and private entities was instrumental in these efforts and cooperation maximized the impact of scarce resources on grassroots development projects.

Noteworthy accomplishments in Fiscal Year 2001 follow:

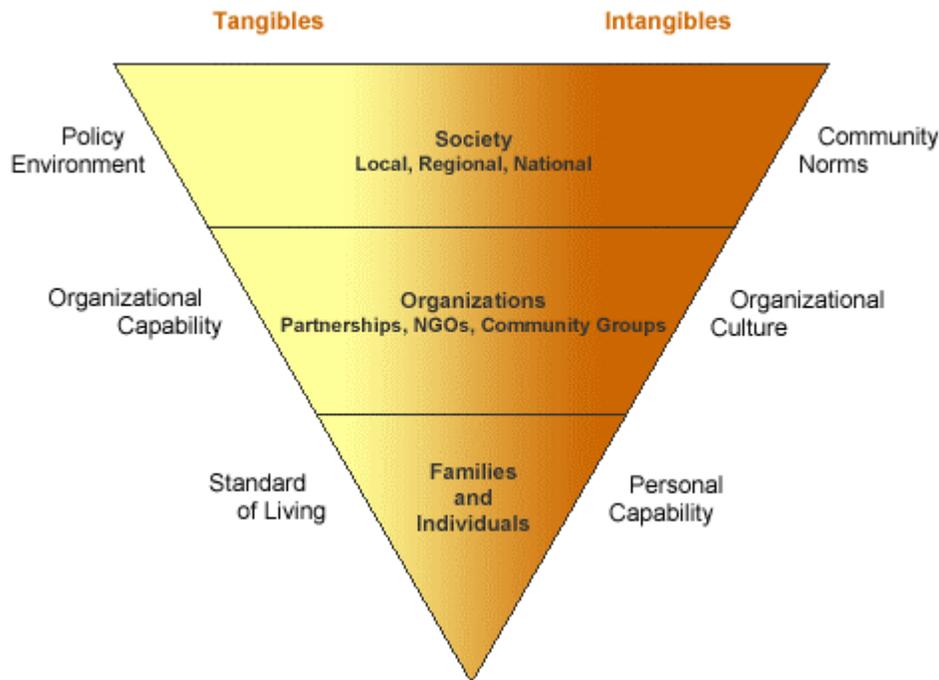
- More than 10,500 individuals learned basic reading and writing skills.
- Grantees helped build nearly 670 new houses and repair or expand 650 existing homes, benefiting more than 7,000 low-income individuals.
- Approximately 34,000 individuals received medical attention and nearly 18,000 others were vaccinated.
- Close to 5,500 permanent and 4,000 seasonal jobs were created.
- Through workshops and/or on-the-job training, approximately 170,000 individuals acquired knowledge and skills in areas ranging from agriculture to marketing to the prevention of domestic violence, drug use and sexual abuse.
- More than 2,400 organizations, mainly government agencies at the national and local level, cooperated with IAF grantees.
- More than 1,100 organizations, public and private, foreign and domestic, partnered with IAF grantees.
- Grantees mobilized nearly \$5.9 million, including \$4.4 million in cash and \$1.5 million in kind. From international sources, grantees leveraged \$2.5 million or 42 percent of all resources mobilized.
- Grantees were also instrumental in brokering \$7.5 million donated mostly from local sources and channeled directly to beneficiaries.
- Low-income individuals received 19,430 loans for agricultural production, construction, manufacturing, business expansion, education and other purposes.
- Grantees worked toward enactment of 71 legal measures at the national, regional and local level and toward the application of 57 laws and other measures already on the books.



## INTRODUCTION

This is the third report in response to the Government Performance Results Act of 1993, requiring all federal agencies to document and report results of strategic plans and performance goals for the Fiscal Year. It summarizes the results from active grants in Fiscal Year 2001. The IAF provided nearly \$13.9 million in funding spread over 15 countries in Latin America and the Caribbean, supporting 43 new grants and 27 grant supplements. Each new grant includes a partnership of community-based groups, nongovernmental organizations, and/or the public and private sector.

Fiscal Year 2001 was characterized by a marked increase in data available, with 210 grantees reporting, or 80 percent of organizations with active grants, as opposed to 144 grantees in the previous year. The results in this report follow the conceptual framework of the Grassroots Development Framework (GDF) which measures grant results at the levels of the individual and family, the organization and the society at large (see GDF below).



### 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 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?**

The Inter-American Foundation created the Grassroots Development Framework (GDF) to measure the results and impact of projects the Foundation supports. Results are of critical importance. They can inform decisions, signal challenges, confirm achievements and indicate topics for further research. The GDF was created by applying what had been learned from more than 4,000 projects financed by the Foundation.

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. The GDF is a tool to measure the impact and the results of a project. Since the pilot testing and application of the GDF in various countries in the region, 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, shelter and others), as well as insufficient opportunity for active civic participation, the GDF draws these indicators into a single tool.

A development project is a special kind of investment that should produce tangible and intangible benefits, and the GDF seeks to measure and document both. 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. Therefore, the cone shape of the GDF portrays the potential dimensions of the impact of grassroots development, progressing from individuals and families, to organizations, to the community or society at large - the three levels of the GDF.



Replica antique street lamp created by student electrician from Fundación Angostura  
Photo: Courtesy of Fundación Angostura

## IMPACT ON INDIVIDUALS and FAMILIES (Tangible indicators)

In Fiscal Year 2001, IAF helped improve the standard of living of low-income project beneficiaries in Latin American and the Caribbean with respect to education, health and housing. In addition, when beneficiaries were asked if their quality of life had improved, stayed the same or worsened as a result of grant activities, 74 percent reported that they were better off than before (see Chart 1).

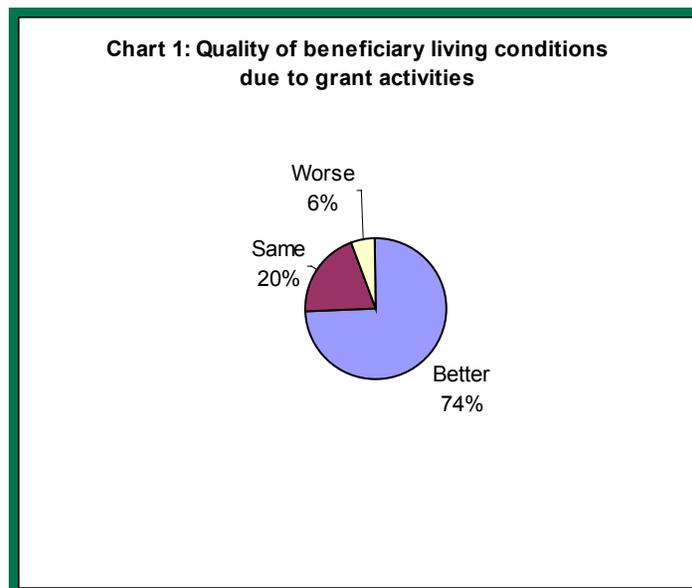
### Education

More than 10,500 beneficiaries received training in basic reading and writing skills in Fiscal Year 2001. Most of these individuals were from the Juan Minetti Foundation “Tendiendo Puentes” (AR-322) project in Argentina, Brazil’s Instituto Qualidade da Educação “Campinas pela Eudacação – Qualidade na Escola” (BR - 775) project, and El Salvador’s Fundación Campo “Corredores de Desarrollo” (ES-187) project. Program participants in Argentina ranged from young children to adults and the program itself focused on complementing the public educational system in the communities served.

### Health

Health is an important factor in any gauge of the standard of living. The GDF measures improvements in diet, increased access to medical care, including to preventive medicine such as vaccinations, access to clean water, and

hygienic disposal of human waste, through construction of latrines, lead to improved health. Table 1 shows 46,119 beneficiaries improved their diet, and hence their health, through grant activities. One project in Mexico, the Grupo Ecológico Sierra Gorda (ME-429), reported that 1,268 women had improved their diet and that of their family members (approximately, 6,340 persons) by attending courses on balanced nutrition; 67 families ate better as a result of growing a variety of fresh vegetables in their own vegetable gardens; and an additional 250 families planted prickly pears, a good carbohydrate and fiber source.



In Brazil, the Cooperativa de Comercialização de Productos Agro-industriais de Vila Valério (BR-770) through one of its organizations, ACESA, provided training in phytotherapy and other alternative health care techniques, which more than 14,000 individuals applied toward improving

their health. The Sociedad Ecológica del Cibao (DR-310) in the Dominican Republic reported 15,000 children were inoculated against measles, poliomyelitis and diphtheria.

Equally important to better health was the success of grantees in Mexico in bringing clean water to poor communities. The grantee Servicio, Desarrollo y Paz (ME-421) piped water to 13 communities in the municipality of Tanlajás, located 194 miles east of San Luis de Potosí, benefiting 8,416 residents. In Honduras, the Fundación BANHCAFE (HO-222), in

partnership with local development coordinating committees, is improving the management of 11 local watersheds, making safer water available in greater quantity to 3,300 persons. The grantee, Programas Comunitarios para El Salvador (ES-184), coordinated municipal and community efforts to introduce potable water into the El Cedro and Veracruz communities. In the former, 2,050 individuals benefited when 350 households were connected to the water system, while in Veracruz, 398 households were hooked up, benefiting 1,782 persons.

**Table 1: Number of beneficiaries according to health-linked activities**

Activity	No of beneficiaries
Better diets	46,119
Medical care	33,696
Vaccinations	17,954
Installation of piped water	22,757
Installation of latrines	4,565
Trash removal	168,965

Installation of latrines also improved sanitary conditions, benefiting more than 4,000 individuals. In El Salvador, five grantees conducted these activities. For example, the Asociación de Comunidades Campesinas Angel María (ES-194) installed 150 latrines in the municipality of Santa Isabel Ishuatan, benefiting 1,125 individuals. Solid waste is collected from them twice weekly and processed into an organic fertilizer. The Consejo Interinstitucional para el Desarrollo de Constanza (DR-306) in the Dominican Republic built 233 latrines as part of its environmental sanitation activities. The installation of latrines along the Pantuflas River in the municipality of Constanza benefited 1,076 low-income individuals by removing waste and helping to reverse environmental degradation.

Health conditions were also improved through the disposal of trash. Table A-3 of the annex shows grantees of five countries reported trash removal activities. The Grupo Ecológico Sierra Gorda (ME-429) in Mexico organized trash

removal in 120 communities. Overall, trash removal from 13,352 households benefited 66,670 residents.

### *Housing*

In Fiscal Year 2001, IAF grantees helped build 672 new houses and repair or add living space to 648 others, benefiting more than 7,000 low-income individuals. Comunidades Unidas de Usulután (ES-182), a grantee in El Salvador, with additional resources mobilized from the Scottish Catholic International Aid Fund and Oxfam International, built 547 new houses benefiting 3,282 individuals in the communities of San Francisco Javier, San Agustín, Ozatlán, and Jiquilisco. Additionally, IAF grantees built 40 new units in Honduras; 33 in Mexico; 26 in Argentina; 18 in Nicaragua; six in the Dominican Republic, and two in Panama.

In the case of Nicaragua, the units built replaced those destroyed by Hurricane Mitch in 1998. Also, IAF grantee Espino Blanco (NC-230), through a loan program, helped beneficiaries affected by Hurricane Mitch renovate their dwellings in the department of León. Of the loans averaging \$385, 90 percent were given to women to fix roofs, paint exterior and interior walls, and add more living space to their units. Grupo Ecológico Sierra Gorda (ME-429) in Mexico and BANHCAFE in Honduras (HO-222) concentrated on building stoves, which improved living conditions, not to mention the health of their beneficiaries, who, before the installation of the stoves with exterior venting, were inhaling smoke every time they cooked.

IAF-supported projects, assisted by municipalities and the private sector, also provided electricity to many individuals and families. With financial support from municipalities, power companies installed poles, transformers and electrical wires while grantees acted as intermediaries on behalf of the local population. The Instituto de Desarrollo Ecológico y Capacitación Comunitaria (DR-312)

in the Dominican Republic, for example, reported that through its affirmative steps to increase local authorities' awareness, establish community priorities and engage the private sector, 1,000 street lampposts and 15 electrical transformers were installed in the impoverished community of Navarrete, benefiting more than 15,000 households. While the grantee does not claim credit for all the work required to provide the community this utility, it did play a pivotal role in getting things done and improving the quality of life for the citizens of Navarrete.

Similarly, in El Salvador, the Fundación para la Coordinación del Desarrollo de Chalatenango (ES-177) moved an electrification project forward by enlisting the participation of citizens and local authorities in four communities in the municipality of San Fernando. The end result connected 335 houses to the power source, benefiting more than 2,000 individuals.

## Employment

As a result of IAF funding, grantees created 5,190 permanent full-time jobs<sup>1</sup> and 447 permanent part-time positions (see Table 2). Through a study focusing on constraints affecting entry by small businesses into the woodworking and furniture sectors, the Fundación de la Universidad Nacional de General Sarmiento (AR-320) in Argentina paved the way for 24 small businesses to set up shop in the Malvinas Industrial Triangle, which created 2,800 jobs. It also designed an urban plan to facilitate the location of these small businesses in four municipalities of Buenos Aires province.

In Mexico, nine grantees generated new jobs through their activities. One, Acción Ciudadana para la Educación, la Democracia y el Desarrollo

<sup>1</sup> Permanent positions are defined here as those lasting six months or more; seasonal jobs are those lasting less than six months. To be considered full-time, an employee must work 40 or more hours per week; otherwise the employee is considered part-time.

**Table 2: Number of permanent and seasonal full- and part-time positions created**

Country	Permanent Jobs		Seasonal Jobs	
	Full-time	Part-time	Full-time	Part-time
Argentina	2,804	0	0	80
Bolivia	2	0	0	5
Brazil	326	0	17	4
Colombia	3	0	0	0
Dominican Republic	0	0	30	0
Ecuador	91	4	0	0
El Salvador	88	6	137	205
Guatemala	5	0	0	0
Honduras	289	0	5	157
Mexico	1,233	150	585	0
Nicaragua	192	100	1,141	820
Panama	10	187	96	116
Peru	97	0	524	0
Venezuela	50	0	14	0
<b>Total</b>	<b>5,190</b>	<b>447</b>	<b>2,549</b>	<b>1,387</b>

(ME-407), provided 1,192 loans to small entrepreneurs, which in turn created 809 new permanent full-time jobs. Loans available to small-scale entrepreneurs through the Fundación Juan Diego or FINCOMUN (ME-418), also in Mexico, resulted in the creation of 347 permanent full-time positions. Similarly, in Honduras, Asociación Solitas (HO-233) provided 235 loans, averaging \$570 each, to single-mother market vendors for upgrading their businesses, resulting in 100 new full-time jobs. In Nicaragua, the Fundación José Nieborowski (NC-224) provided 185 new loans, averaging slightly less than \$240 each to micro-enterprises, resulting in 189 permanent full-time jobs and 89 seasonal jobs (*see profile of Fundación José Nieborowski*).

In Peru, Servicios Educativos Promoción y Apoyo Rural (PU-485) helped create jobs in agribusiness and tourist-related services. In two tourist complexes, 42 individuals were employed permanently in accommodations, food services

and as tourist guides. Another 38 individuals found jobs in agro-industrial processing, 19 of which were permanent positions and 19 seasonal. In Ecuador, the Comité de Desarrollo Local de Guamote (EC-364) created 55 full-time jobs in reforestation as well as in organic fertilizer production and fish farming.

### ***Knowledge and New Skills Acquired***

In Fiscal Year 2001, more than 66,000 individuals acquired knowledge and skills in environment-related topics. One grantee in Mexico, Grupo Ecológico Sierra Gorda (ME-429), provided training to 16,000 children through environmental awareness sessions in

## **Profile 1: Micro-Credit Program Generates Much-Needed Hope in Boaco *Fundación José Nieborowski***

Compared to Nicaragua's northern departments, the department of Boaco, located in the country's Central Region, was spared much of the violence of the 1980s civil war. Consequently, it became a haven for 6,000 refugees, who flooded the job market, boosting the unemployment rate to 55 percent.

Fundación José Nieborowski (FJN) was created in 1993 to improve the living conditions of both Boaco's long-standing residents and those refugees trying to reconstruct their lives. It was named for a Catholic priest of Polish descent who developed the infrastructure of the city of Boaco and helped it become the department's administrative headquarters. In 1998, the Inter-American Foundation awarded FJN \$310,000 (NC-224) toward the improvement of Boaco's micro-enterprise sector, a source of business development and employment opportunities for the region that had been largely untapped until FJN's initial intervention in 1993.

### ***During the course of the three-year project, FJN***

- improved the lives of 1,092 people by providing 1,208 loans (641 to the commercial sector, 66 for manufacturing, 63 to the service sector, and 438 for micro-enterprise infrastructure) totaling \$1,036,351;
- grew its credit fund by 50 percent;
- trained 463 current and potential loan recipients in business administration, basic accounting, marketing, participatory leadership, handicraft production, dessert and candy making, milk product development, shoemaking, leather design and dressmaking;
- participated in community workshops and meetings; and
- helped reverse the inequitable employment terms offered women, who, for example, often receive lower wages and fewer opportunities than their male counterparts (65 percent of the micro-enterprises funded were run by women).

### ***POSITIVE PROSPECTS***

FJN's future looks bright. It has been able to mobilize new sources of credit from the Agencia Española de Cooperación Internacional (AECI), the Inter-American Development Bank (IDB) and the Banco Centroamericano de Integración Económica (BCIE), among others; local institutions have expressed interest in continuing to support its activities (FJN has worked closely with the mayor's office and the city fire department); and it has opened five new branch offices in the past year. It hopes to expand further.

Currently, FJN is one of the few conduits to financial credit markets for Boaco's entrepreneurs working in sectors other than agriculture. FJN hopes to keep lending predominantly to small, urban businesses to promote, over the long term, the region's manufacturing sector, including food processing. In that way, FJN will diversify production in Boaco as well as continue to help department residents maintain or increase their income.

***Data cited herein were compiled by Fundación José Nieborowski and verified by an independent contractor.***

their schools. In addition, 1,440 youngsters went on nature appreciation field trips. The program intends to make children value and protect the environment.

IAF grantees in Brazil also offered workshops and/or on-the-job training in environmental matters. Cooperativa de Comercialização de Produtos Agro-industriais de Vila Valério (BR-770) in Brazil, for example, trained 1,170 farmers on environmental issues such as pesticide applications as well as soil and water management/conservation. Another Brazilian grantee, Associação dos Catadores de Papel, Papelão e Material Reciclável (BR-773), trained 367 low-income individuals (210 men and 157 women) in recycling. Most of them, 354, participated in the National Conference of Recycling Material Collectors. Of this group, 279 were trash collectors and 75 were technicians and agents working for the Belo Horizonte municipal government.

Table 3 displays Fiscal Year 2001 beneficiary-trainees by sex and category. For the first time, this report contains data on training related to prevention of domestic violence, sexual abuse and drug use. In Peru, for example, IAF grantee Alimentos de Sur (PU-491) held five workshops on domestic violence, sexually transmitted diseases, gender issues and women's rights in five indigenous communities: Cambaya, Coraguaya, Toco, Chuluni, and Carumbra in the department of Tacna located approximately 500 miles south of Lima. A total of 469 persons (61 men and 408 women) participated in these workshops. Similarly, Centro de Estudios para el Desarrollo Regional (PU-481) in Arequipa trained 89 participants (42 men and 47 women) in domestic violence prevention. In Panamá, Fundación para la Promoción de la Mujer (PN-267) had a course on domestic violence for 58 men and 180 women.

Agricultural training was another topic among IAF grantees. A total of 21,035 individuals, two-

thirds of them men, received training in agriculture. In Peru, 3,173 individuals were trained. Asociación ARARIWA (PU-474) in Cusco conducted a program of 13 training sessions with 664 farmers (379 men and 285 women) in integrated pest management including methods of biological control, and 237 other farmers (136 men and 101 women) attended similar courses. Venezuela's Fundación Proyecto Paria (VZ-163) trained 95 farmers in cacao growing techniques.

**Table 3: Number of beneficiaries reporting new knowledge and skills**

Knowledge/Skills	Men	%	Women	%	Total
Agriculture	14,252	68	6,783	32	21,035
Manufacturing	891	16	4,529	84	5,420
Construction	2,077	74	745	26	2,822
Environmental Management	33,858	51	32,761	49	66,619
Marketing	8,979	49	9,249	51	18,228
Leadership	2,774	46	3,213	54	5,987
Civic participation	4,824	47	5,480	53	10,304
Legal system	4,908	43	6,561	57	11,469
Finance	1,779	56	1,400	44	3,179
Political system	2,862	43	3,810	57	6,672
Health	1,282	52	1,184	48	2,466
Family matters	3,116	25	9,559	75	12,675
	823	28	2,125	72	2,948

The data (see Chart 2) show eight areas in which women predominate: manufacturing, marketing, financing, management, leadership, civic participation, health-related issues and family matters. The first five areas are related to grants with a loan component. Often loans are offered to women micro-entrepreneurs to start or expand businesses in food production or sales. Men continue to receive training in traditional areas such as agriculture and construction.

## Knowledge and Skills Applied

The data presented in this section are cumulative and reflect the application of new knowledge and/or skills acquired through IAF-funded activities since the inception of each grant. Agriculture is one of the areas in which beneficiaries readily apply their newly acquired knowledge. For example, Fundación Campo

(ES-187) in El Salvador reported 1,373 beneficiaries applied soil conservation and crop diversification techniques during planting season. In Guatemala, beneficiaries of the Asociación para el Desarrollo Económico, Educativo y Cultural de Guatemala (GT-265) are applying planting and organic fertilizing techniques to their coffee, beans, corn and vegetable

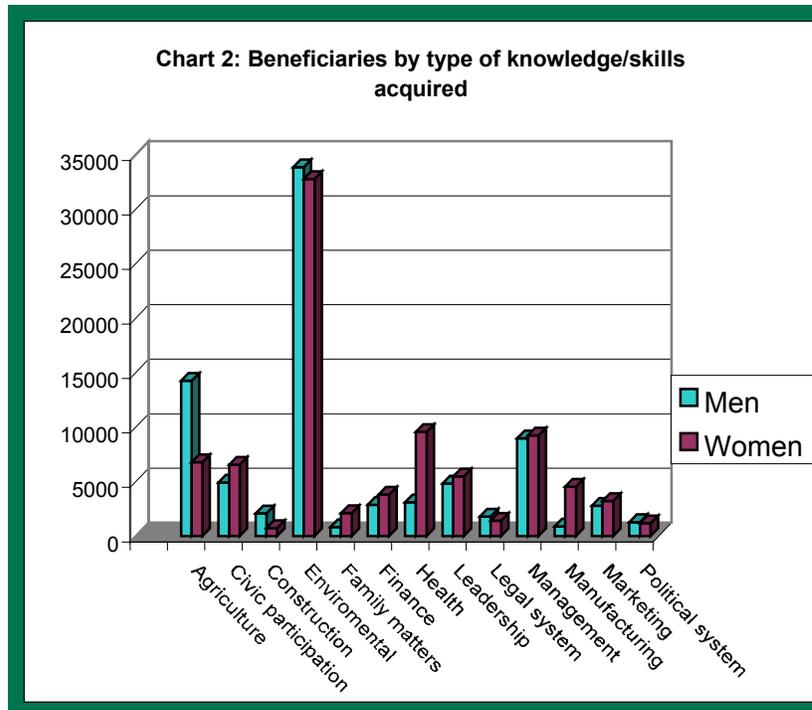
crops. In Ecuador, the Comité de Desarrollo Local de Guamote (EC-364) reported that 437 beneficiaries (301 men and 136 women) applied organic fertilization techniques to their crops. And in Peru, beneficiaries of the Centro de Estudios para el Desarrollo Regional (PU-481) applied such techniques as larvae control, fodder production and storage, and livestock management. They also applied post-harvest techniques specific to their oregano crop. Beneficiaries of Sociedad Ecológica del Cibao (DR-310) in the Dominican Republic have set-up nine community nurseries and planted 3,625 avocado trees.

Training in environmental issues, which included agricultural practices, eclipsed all other categories. In Ecuador, for example, the Comité de Desarrollo Local de Guamote (EC-364) registered 53 beneficiaries who were practicing soil conservation and reforestation (see profile). Similarly, the beneficiaries of Asociación Coordinadora de Comunidades para el Desarrollo de Cacaahuatique (ES-181) in El

Salvador applied their soil and water conservation knowledge acquired in workshops and through technical assistance offered by the grantee.

Other projects dealt with trash recycling. For example, 2,399 beneficiaries of the Centro Salvadoreño

de Tecnología Apropriada (ES-178) in El Salvador separate organic and inorganic waste. The organic waste is processed into compost and sold to farmers. The Sociedad Ecológica del Cibao (DR-310) in the Dominican Republic implemented an environmental education campaign in several communities to persuade 17,730 individuals to refrain from starting waste dump sites.



## **Profile 2: Inter-Sectoral Partnering Spurs Largely Indigenous District's Economic Development and Cultural Revitalization** *Comité de Desarrollo Local de Guamote*

### ***POVERTY PERSISTS, DESPITE LAND REFORM***

Since the 1970s, 90 percent of the large haciendas in the district of Guamote—located on the Riobamba-Guayaquil railway line in the province of Chimborazo, Ecuador—have been transferred through various private and public means to the indigenous-peasant sector. Small farmers have been able, through both traditional methods (animal power, mixed crops, crop rotations and organic fertilizers) and other technology (tractors, monoculture and chemical fertilizers), to generate annual harvests from this land. However, poor soil and lack of irrigation have complicated the production process. These challenges, combined with significant downturns in the Ecuadorean economy in recent years, have strained Guamote's already precarious living conditions: 89 percent of the population lives in poverty; illiteracy has reached 44 percent; and 86 percent of children under five suffer from malnutrition. Many men and boys over the age of 13 have opted to migrate, disrupting both family and community life.

### ***A COMMUNITY PROJECT IS BORN***

Formed in 1997, the Comité de Desarrollo Local de Guamote (Comité) is an alliance between 11 federations representing 82 communities and the municipality of Guamote. The Comité functions as the technical advisory board for the Guamote district, which is administered by an indigenous parliamentary council and the municipal government. In 1997, the Comité, with an Inter-American Foundation (IAF) grant (EC-364) of \$280,000 (later increased to \$285,275), launched a five-year project to strengthen and diversify production (including through communal farming techniques) and reverse environmental degradation. The Comité hoped its efforts would help prevent Guamote's further loss of human capital by, in the short term, generating more income for its residents and, in the long term, guaranteeing the sustainability of their revenue-generating activities and creating employment opportunities for the region's youth (53 percent of Guamote's inhabitants are younger than 19). But, above all, the project aimed to foster a sense of solidarity among Guamote's overwhelmingly Quichua majority comprising 90 percent of the population.

Project activities were divided into seven sub-projects which achieved the following results over a five-year period.

- The **reforestation sub-project** yielded 824,966 native and exotic plants, which were subsequently sold or donated to be used principally as cover in wooded areas supporting agriculture.
- By participating in the **planning and evaluation sub-project's** 31 workshops, 2,207 people created a framework for grassroots participation in Guamote's development, which is still in place.
- 1,200 locals diversified their diets, buying \$1,000 worth of fish per month generated by the **fish farming sub-project**.
- Over four years, the municipality, along with others, bought \$4,863 worth of organic fertilizer (biodegradable waste from Guamote's weekly market converted through the **waste management sub-project**) and distributed it free of charge to 4,800 people.
- A dormant facility, re-opened through the **grain processing sub-project**, was used to process high quality grains, including quinoa, beans, barley and corn, which were then sold in main market areas all over the country.
- The **cultural preservation sub-project** supported the formation of a musical group dedicated to recovering and sharing music native to the region as well as several other cultural activities during Guamote's annual carnival.
- 3,129 people, including local leaders and elementary and high school students, participated in workshops organized by the **training sub-project** in grain processing, soil preparation for terracing, Andean crop cultivation, beekeeping, raising guinea pigs, growing kidney tomatoes under cover, community planning, and political systems.

Monthly, these activities generated 55 new jobs and preserved three positions that otherwise would have been eliminated.

### ***MEASURING LOCAL IMPACT***

The Comité's positive working relationships with the municipality of Guamote and the Indigenous Popular Parliament of Guamote have allowed it to influence deep reforms beyond the more quantifiable indicators mentioned above. For example, the Comité's intervention led to the promulgation of ordinances addressing deforestation, the creation of indigenous governing bodies, and the decentralization of local government, increasing awareness of these issues in the district and among government officials.

### ***CHALLENGES***

The project faced several difficulties: climatic factors damaged crops, a weak transportation infrastructure hindered planting in more remote areas, and lack of biodegradable waste prevented the waste management program from meeting increasing demand for organic fertilizer.

### ***THE FUTURE***

IAF support was crucial to mobilizing resources from other organizations. By the end of the project, the Comité had formed relationships with the Instituto Ecuatoriano de Estudios (IEE), Paz y Desarrollo, Servicio Holandés de Cooperación al Desarrollo (SNV), Escuela Radiofónica Popular del Ecuador (ERPE), Terranueva, Apoyo Popular Noruego (APN) and Movimiento Laico de América Latina (MLAL). The Comité plans to continue developing the projects already in place as well as to expand into areas such as ecological tourism.

*Data cited herein were compiled by the Comité de Desarrollo Local de Guamote and verified by an independent contractor.*

Table 4 shows other areas of application of new knowledge of and skills in administration, leadership and civic participation, all key elements in building democracy. In Colombia, 1,142 beneficiaries of Corporación SISMA-MUJER (CO-493) in five municipalities in

**Table 4: Number of beneficiaries reporting application of new knowledge and skills**

Knowledge/Skills	Men	%	Women	%	Total
Agriculture	16,671	68	7,766	32	24,437
Manufacturing	1,115	22	4,014	78	5,129
Construction	1,632	70	694	30	2,326
Environmental Management	21,034	50	20,786	50	41,820
Marketing	7,937	48	8,768	52	16,705
Leadership	3,117	47	3,474	53	6,591
Civic participation	5,314	48	5,689	52	11,003
Legal system	4,240	51	4,149	49	8,389
Finance	2,011	56	1,571	44	3,582
Political system	4,291	53	3,879	47	8,170
Health	2,242	55	1,851	45	4,093
	2,495	28	6,386	72	8,881

the department of Cundinamarca formulated educational plans for local authorities to implement. The participatory process gave individuals the opportunity to have an input into the methods and content of educational programs for children and adults in these communities. Similarly, Fundación para el Financiamiento Rural (FUNDEFIR) (VZ-180) in Venezuela reported 246 members of *bankomunales* (communal banks run by project beneficiaries) participated with the directors of these financial entities in decisions related to deposits. The *bankomunales* with FUNDEFIR's support are improving the economy of communities in the state of Nueva Esparta by providing fishermen and artisans access to credit.

Coordinadora para la Reconstrucción el Desarrollo (ES-191) in El Salvador also illustrates civic participation. Municipal employees, council members and community leaders from the municipalities of Atiquizaya, Ciudad Delgado, Guazapa, and Tacuba participated in reconstruction and emergency committees and in formulating plans for environmental sanitation and combating dengue fever.

Another grantee in Bolivia, Centro de Multiservicios Educativos (CEMSE) (BO-462), CEMSE, developed a program to improve student performance through educational materials and curriculum changes in La Paz. In addition, CEMSE held student fairs and cultural excursions and provided library, audio-visual and health services,

benefiting more than 36,000 low-income students in the capital.

### IMPACT ON INDIVIDUALS and FAMILIES (*Intangible indicators*)

A holistic view of grassroots development should include 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 data on seven intangible indicators: communication, problem-solving skills, self-esteem, cultural identity, respect, determination and innovation. Considered with tangible indicators, these widen the lens through which grant impact is viewed and provide symmetry to the IAF measurement process. Following are some examples of intangible results.

#### *Communication*

In Ecuador, 520 beneficiaries of the Corporación para el Desarrollo de los Recursos Naturales Renovables (EC-374), through its Organic Producers Association, exchanged information and experiences on conservation and organic farming practices. In the municipality of Nejapa, El Salvador, 375 beneficiaries of the Fundación Salvadoreña de Apoyo Integral (ES-174)

discussed local development issues in an open forum. In Venezuela, 249 beneficiaries of the Centro de Formación Popular Renaciendo Juntos (VZ-162) improved their ability to communicate through grantee-sponsored workshops.

### ***Solving Problems***

The following three examples illustrate how beneficiaries, as a result of IAF-funded activities, analyze a situation and plan and carry out a course of action. Mancomunidad “Heroes de la Independencia” (BO-474) in southern Bolivia in the department of Tarija, in alliance with the Instituto de Investigación y Capacitación Campesina (IICA), provided loans for production and income-generation initiatives for families and organizations. A potential problem with any loan is default. Here, IICA structured the loan program to include the community as guarantor. In cases of default, communities repay outstanding balances and accrued interest. The communities then, seek repayment directly from the debtors in default, and they have been successful. The result of the very low default rate is a sound revolving loan fund.

In Colombia, the Consorcio Centro de Cooperación para el Desarrollo por Asociación de Participación (CO-488) introduced farmers to environmentally sound production techniques and helped implement sustainable production systems in the municipality of El Pasto. Armed with new knowledge, 525 beneficiaries are deciding which areas need attention first. They tackled first the construction of a biodigestor, which converts cow manure into methane gas for cooking, eliminating the need to fell trees for fuel.

Finally, in Venezuela, 442 beneficiaries (97 men and 345 women) of the Fundación para el Financiamiento Rural – FUNDEFIR (VZ-180) participated in the design of a project presented to the British Embassy addressing training needs of *bankomunales* or communal bank members.

Beneficiaries also reached an agreement with the mayor of Arismendi in the state of Nueva Esparta to include communal banks in the management and control of local government budgets.

### ***Self-Esteem***

The Fundación Universidad Nacional de General Sarmiento (AR-320) in Argentina reported 2,675 beneficiaries, 70 percent of them women, increased their self-esteem as a result of grant activities, including cultural and personal development day-sessions and workshops on health, communication and education. More than 2,000 beneficiaries in the communities of San Miguel and José C. Paz received legal counseling from Consultorios Jurídicos, or legal aid offices, set up by the bar association to help the poor in the province of Buenos Aires.

In Ecuador, the Unión de Organizaciones Campesinas de Cotacachi (EC-368) reported 4,998 beneficiaries improved their self-esteem over the life of the project. The improvement was attributed to grant activities designed to teach beneficiaries to make their claims to property legal by recording them, to read and write, and to contribute to the formulation of local development plans. In Venezuela, the Centro de Formación Popular Renaciendo Juntos (VZ-161) reported 249 beneficiaries, 58 percent women, increased their self-esteem by the mere fact of being “active” or interested in their community.

### ***Cultural Identity***

The activities conducted by the Ayllus Originarios de Quila Quila (BO-473), in Bolivia, typified efforts to foster cultural identity among indigenous population. The grantee held workshops on the history and culture of Quila Quila as a base for creating a culturally appropriate and educational context for tourism and local development. It has also implemented

workshops on the conservation and management of archeological and paleontological sites in the indigenous territory. These activities have given 4,540 beneficiaries a better appreciation of their cultural values and traditions.

In the Dominican Republic, the Consejo Municipal de Desarrollo de Esperanza (DR-299) held a conference attempting to increase cultural awareness and identity among its beneficiaries. More than 1,400 beneficiaries have participated in community-sponsored cultural events focusing on their heritage and traditions. The grantee, with community assistance, is planning to build a cultural center.

### ***Innovation/Adaptability***

Innovation is defined as the capacity of the grantee and beneficiaries to devise imaginative solutions with what is at hand and to try, for example, new strategies or methods integrating traditional and modern know-how. In El Encano, Colombia, 300 miles southwest of Bogotá, where it rains nine months of the year beneficiaries of Consorcio Centro de Cooperación para el Desarrollo por Asociación de Participación (CO-488) are, for example, innovating by using aromatic plants and fruits to manufacture shampoos, soaps, lotions and wines. Others are using guinea pig pens to grow warm climate vegetables such as tomatoes and string beans. By growing vegetables under cover,

farmers have improved their diet and increased income. Another group of beneficiaries is using biodigestors to produce fuel, which reduces contamination of water systems near the farms. Overall, 525 grant beneficiaries have adapted methods introduced by IAF grantees.

In Peru, 60 beneficiaries of the Asociación ARARIWA (PU-474) are using biological control methods, such as live barriers of peppers, to keep undesirable insects out of their plantings, and smokers to keep their crop storage areas free of pests. And in Venezuela, the Fundación para la Capacitación Integral Angostura (VZ-162) reported that 91 of its young beneficiaries adapted their knowledge of iron work to manufacturing furniture for the Casa Modelo Artesanal and to make school desks (*see profile of Fundación Angostura*).

In Argentina, 171 beneficiaries of the Colegio Mayor Universitario (AR-325), mostly women, are applying knowledge acquired in grantee-sponsored workshops to solve problems and help others in their communities. Forty women with a newly-acquired understanding of family violence appeared before government officials to demand their individual rights and better treatment. Another 100 women used their knowledge of maternity care to assist pregnant women in other neighborhoods.

### **Profile 3: Youth Builds a Future on City's Vibrant Past *Fundación para la Capacitación Integral Angostura***

Over 370 miles southeast of bustling Caracas, and a world apart, Ciudad Bolívar evokes its exceptional past. As the country's interim capital, the site of the first Venezuelan congress, and the operational base for Simón Bolívar's independence movement, the city played a central role in Venezuelan history. Today, pastel colonial structures flanking the shady central plaza and scattered along other streets are reminders of this rich heritage.

Unfortunately, since its designation as a national historic monument in 1976, Ciudad Bolívar has lost some of its aesthetic appeal. Buildings distinguished by their unique Caribbean-influenced colonial architecture have begun to crumble. Moreover, residents of Ciudad Bolívar have had to confront serious social problems in recent years, including chronic unemployment, underemployment and alarming school drop-out rates among the city's youth (30 percent of those between 15 and 24 were neither working nor studying in 1996). Like the rest of the country, with half the population under 20 years old, Ciudad Bolívar is disproportionately youthful. Investment in job training and education is essential to developing this human capital.

## ***BUILDING A BRIGHTER FUTURE BY RESTORING ARCHITECTURAL TREASURES***

In 1998, the Inter-American Foundation (IAF) and Deltaven, an affiliate of Venezuela's national petroleum company *Petróleos de Venezuela* (PDVSA), signed an agreement to donate \$147,000 and \$145,000, respectively, over three years, to the *Fundación para la Capacitación Integral Angostura* (Fundación Angostura), a nongovernmental organization that provides training, technical assistance and employment opportunities to low-income youth in Ciudad Bolívar and surrounding areas. Fundación Angostura contributed \$44,000 of its own funds to the project and leveraged an additional \$159,000 from the state of Bolívar and the municipality of Heres, under whose jurisdiction Ciudad Bolívar falls, to launch its project *La Escuela Taller para Jóvenes Desocupados del Municipio Heres* [Workshop for Unemployed Youth from the Municipality of Heres] (VZ-162).

The objectives were twofold: to address the occupational and educational disadvantages plaguing Ciudad Bolívar's adolescents as well as to reverse the degradation of the city's cultural patrimony by training program participants in architectural restoration and preservation, among other skills. Fundación Angostura hoped that arming young people with the necessary tools to compete successfully for the limited local jobs available would also generate an intangible benefit for them: the sense that they could control their own future.

### ***TRAINING APPLIED***

During the course of the 40-month project

- 18 young women successfully completed 500 training hours in tourism and hospitality;
- 104 young adults studied masonry, blacksmithing, carpentry and electrical systems;
- 18 students simultaneously pursued college degrees at night; and
- all students participated in discussions on health and personal development.

Of the 104 young adults learning trades,

- all took an additional specialized course in traditional construction techniques (such as use of cane and mud walls, straw and earth adobe, and lime and cement adobe) and applied them to building a model low-cost house over a six-month period;
- the 21 carpentry students built furniture for the model house and, along with student blacksmiths, sold other hand-made furniture at several markets and events;
- 64 student masons partially restored two historic buildings by applying traditional construction techniques, installing modern amenities such as bathrooms and electrical wiring, and repairing roofs and interior walls;
- 14 student electricians connected to the main power line the student blacksmiths' replica of an antique street lamp Fundación Angostura had donated to the city for its 237<sup>th</sup> anniversary, lighting a street that had been dark for 25 years;
- student electricians and masons participated in professional internships arranged by Fundación Angostura; and
- 33 metalworking and carpentry students worked on the renovation of the city's main cathedral.

Currently

- 85 percent of program graduates are employed (73 percent are self-employed, and 12 percent are working with the private and public sectors).

### ***LESSONS LEARNED***

- Fundación Angostura developed mechanisms for retaining a high percentage of its students during the mandatory three years of program participation. These strategies included
  - thoroughly screening potential participants and their families to determine candidates' weaknesses and strengths as well as to evaluate psychological maturity, socio-economic situation and particular interests;
  - involving families in the project;
  - recognizing accomplishments;
  - offering students insurance, food, transportation, uniforms, educational and recreational outings, special lectures, materials and the use of tools for day labor, and, in some cases, pay;
  - shortening courses when appropriate and making them as practical as possible.

### ***A COMMITMENT TO THE FUTURE***

Fundación Angostura will bring workshop graduates together periodically to discuss their experiences in the labor market and how their training has affected them. In addition, a new three-month training course—a scaled-down replica of the project funded by IAF and Deltaven—has attracted more than 300 participants. While the local job market remains highly competitive and there is no assurance of new funding for programs addressing the issue, Fundación Angostura's efforts represent positive steps toward preserving Ciudad Bolívar's heritage and salvaging a future for its youth.

*Data cited herein were compiled by Fundación Angostura and verified by an independent contractor.*

## Quality of Life

Beneficiaries of IAF-supported projects reported grant activities had a positive impact on their quality of life. Table 5 indicates 107,212 beneficiaries (or 74 percent) reported improved

	Men	Women	Total	%
Better	54,667	52,545	107,212	74
Same	15,305	13,854	29,159	20
Worse	3,300	4,779	8,079	6
<b>Total</b>	<b>73,272</b>	<b>71,178</b>	<b>144,450</b>	<b>100</b>

living conditions and 29,159 (or 20 percent) experienced no change. For 8,079 (or 6 percent) living conditions worsened due to several factors. In El Salvador, a severe earthquake on January 13, 2001 affected 7,397 beneficiaries of Fundación Campo (ES-187). Yet the same grantee reported 2,934 individuals had improved their living conditions as a result of water projects in the communities of El Jícaro, Palomilla de Gualcho and Cerro El Coyal. In addition, 54 families benefited from the installation of electric power in the community of Santa Mónica and 247 families from the installation of latrines in the Cerro El Coyal.

The earthquake in southern Peru on June 23, 2001, affected 665 beneficiaries of the Centro de Estudios para el Desarrollo Regional (PU-481). Beneficiaries also reported that a drop in oregano prices, their main cash crop, impacted negatively on their living conditions.

## IMPACT ON GRANTEE ORGANIZATIONS

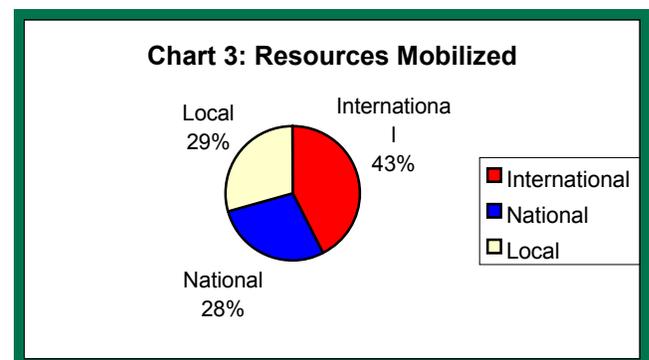
This section looks into the resourcefulness of grantees in leveraging resources to expand the scope of their work beyond the number of beneficiaries originally envisioned in the IAF's grant agreement and to sustain their activities once IAF funding ends. It also examines their

efforts to forge new relations that would help provide the level and quality of goods and services their beneficiaries need.

## Resources Mobilized

Resource mobilization includes funds raised by the grantee to cover operating expenses and development efforts beyond the IAF grant. Leveraged resources, from international, national, or local sources, both private and public, are defined as financial, material or human. In Fiscal Year 2001 grantees mobilized the equivalent of \$5.9 million, including \$4.4 million in cash and \$1.5 in kind. From international sources, grantees leveraged \$2.5 million or 42 percent of all resources mobilized. Of the resources from international contributors, excluding the IAF, 87 percent were cash donations (see Table 6).

Resources mobilized from national and local sources amounted to \$3.4 million, of which \$2.2 million was in cash and the balance in kind. Public sector entities, including local government agencies, contributed almost \$1.5 million, or 46 percent of national and local resources mobilized, and communities contributed over \$700,000. Domestic donors represented 58 percent of all donors in Fiscal Year 2001 compared to 46 percent the previous year.



Foreign businesses contributed just \$31,095 in cash during Fiscal Year 2001, most of which was donated to one grantee in Brazil, the Instituto

Qualidade da Educação (BR-775), by FMC Agroquímica (\$2,600), Dow Corning (\$11,400) and Bosch Freios (\$2,600). International nonprofit organizations donated approximately \$1.5 million in cash, including the following gifts:

- \$1,200 from the Audubon Society to Grupo Ecológico Sierra Gorda (ME-429) in Mexico;
- \$2,500 from America Youth Service and \$124,330 from the Kellogg Foundation to Centro Boliviano de Filantropía in Bolivia;
- \$19,900 from Framtidsjordens (Future Earth), a Swedish NGO, to Centro Ecológico (BR-761) in Brazil;
- \$14,500 from Ford Motor Company to Asociación Campesina El Limón en Lucha (DR-305) in the Dominican Republic;
- \$60,000 from Heifer Project International to Unión de Cooperativas Campesinas de Cotacachi (EC-368) in Ecuador;
- \$14,000 from Misereor of Germany to Centro Mayor Universitario (AR-325) in Argentina;
- \$17,600 from Pan Para el Mundo de Alemania to Fundación para el Desarrollo y Fortalecimiento de las Organizaciones de Base (GT-253) in Guatemala;
- \$11,665 from Womankind Worldwide, a UK-based charity, to Asociación Civil para el Desarrollo Social Andino y la Investigación Interdisciplinaria (PU-484) in Peru.

During Fiscal Year 2001, IAF grantees received more than \$600,000 from national and local corporations, which included the following contributions:

- \$7,800 from Mongiano Alimentos to Instituto Qualidade da Educação (BR-775) in Brazil;
- \$1,700 from Construcciones Marfil e Ingeniería de Proyectos to Asociación para la

Vivienda Popular de Barranquilla (CO-487) in Colombia;

- \$4,400 from Falconbridge Dominicana and \$3,400 from Grupo E. León Jiménez to Alianza de Organizaciones no Gubernamentales (DR-300) in the Dominican Republic;
- \$900 from Climate Systems Mexicana,
- \$2,200 from Cervecería Modelo de Querétaro) and \$1,400 from Ecofibras Ponderosa to Grupo Ecológico Sierra Gorda (ME-429) in Mexico.

**Table 6: Resources mobilized in cash and in kind by source**

	Cash	In-kind	Total
International businesses	\$31,095	\$11,461	\$42,556
International public sector	\$327,452	\$46,071	\$373,523
International private organizations	\$1,574,695	\$199,146	\$1,773,841
Other international organizations	\$252,669	\$56,458	\$309,127
National businesses	\$425,081	\$136,068	\$561,149
National public sector	\$833,841	\$110,568	\$944,409
Other national organizations	\$126,995	\$26,113	\$153,107
Local businesses	\$62,135	\$117,729	\$179,864
Local public sector	\$505,693	\$110,552	\$616,245
Community contributions	\$124,321	\$585,551	\$709,871
Other locals	\$141,265	\$91,077	\$232,342
<b>Total</b>	<b>\$4,405,241</b>	<b>\$1,490,793</b>	<b>\$5,896,034</b>

The most generously endowed by private sources of any IAF grantee in Fiscal Year 2001 was the Centro Mexicano para la Filantropía (ME-422) which received \$117,947 (\$1,120,500 Mexican pesos) from a group of 33 businesses in Mexico that included the following:

Arthur Andersen	Grupo Financiero BBVA/Bancomer
Aerolíneas Ejecutivas Alfa Corporativo	Grupo Financiero Bital Grupo Gráfico y Comercio Internacional
Banco de Boston	Janssen Cilag
Cementos Apasco	JP Morgan
Ceras Johnson	Lafón y Asociados
Citibank de México	Marke
Coca Cola Export	Nestlé México
Cummins	Parque Reforma Promotora Inmobiliaria Sabritas
Desarrolladora Metropolitana	
Elek Moreno Valle y Asociados	San Luis Corporación
Grupo Ángeles	Segundamano
Grupo Bimbo	Shell México
Grupo Concord	Supermercados Internacionales HEB
Grupo Editorial Expansión	Tubos y Aceros de México
Grupo Empresarial Olmeca	Wal Mart de México Zimat Consultores

Other donors contributed time or materials to IAF-supported projects. In El Salvador, Spain Action Aid provided 2,250 food aid packages, valued at \$128,565, to Comunidades Unidas de Usulután (COMUS) (ES-182) for distribution among its beneficiaries. COMUS also received from Mellefolkeligt Samvirke (MS) (Danish Association for International Co-operation), a Danish NGO, and from Oxfam America, a total of 1,000 food aid packages valued at \$20 each, all channeled to victims of the January and February earthquakes. From the World Food Programme the Comité de Integración y Reconstrucción para El Salvador (ES-189) received \$10,958 in food for lactating mothers and children between the ages of six months and five years.

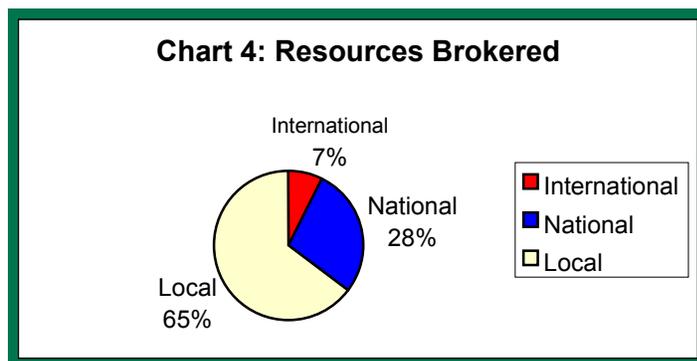
In Honduras, MS paid for the directors of the Instituto Nacional de Ambiente y Desarrollo (HO-222) to travel to Nicaragua to observe the electoral process and to attend the annual meeting

of CINDI (Coordinadora Interinstitucional de Desarrollo Integral).

### **Resources Brokered**

This indicator refers to financial, material, or human resources leveraged from domestic and foreign sources by the grantee organizations and channeled to support IAF grant activities. Brokered resources are not part of the grantee's budget or accounting system, nor are they distributed by the grantee. Instead, they are given directly by the donors to beneficiaries.

As Table 7 above demonstrates, most of the resources brokered by grantees came from local government which invested \$4,628,190, or 61 percent of total resources brokered, in projects that benefited IAF grant beneficiaries. In Mexico, for example, the municipality of Xilitla contributed \$6,000 for latrine construction, installed a grinder in a coffee project and repaired tires of two trucks, which helped beneficiaries of the Coordinadora de Organizaciones Campesinas e Indígenas de la Huasteca Potosina (ME-434). In El Salvador, the



Comité de Integración y Reconstrucción para El Salvador (ES-189) brokered \$13,000 from the municipalities of Sesori, San Gerardo and Nueva Edén de San Juan for road improvements, and \$55,000 from the Nueva Edén de San Juan to install electric power in the district of Zuncuya. In Ecuador, the Asociación de Parroquias Rurales y Barrios Sub Urbanos del Cantón Cuenca (EC-377) brokered from the municipality of Cuenca \$1.2

million cash for projects designed by the grantee. In addition, the municipality spent close to \$81,000 on, *inter alia*, computer equipment for 21 rural parish councils. This was the most any grantee brokered from a municipality.

Domestic businesses also channeled \$1.15 million in resources to IAF-supported projects in their respective countries. Direct contributions to community and grassroots groups by businesses totaled one and one-half times those channeled through grantee organizations. It is advantageous for businesses, in terms of publicity, to create goodwill by distributing resources directly to beneficiaries. In Brazil, for example, the Fundação Abrinq pelos Direitos da Criança (BR-774) brokered \$340,281 in cash from the cosmetic giant Natura for the “Believe to See” program benefiting 57 grassroots groups. ABRINQ also brokered \$12,000 in computer and printer equipment from Hewlett Packard (Brazil) for 20 institutions participating in the “Our Kids” program.

**Reaching the Poor by Cooperating with Others**

Without any written agreements specifying an obligation to do so, 2,410 organizations, mainly government agencies at the national and local level, cooperated with IAF grantees in Fiscal Year 2001. In El Salvador, 215 organizations, including three ministries and 26 municipalities, cooperated

with the Corporación Departamental para el Desarrollo Integral de Morazán (ES-176). One government agency, FONAES (El Salvador Environmental Fund), contributed \$11,791 to reforest 31.14 acres in the municipality of Gualococti. In Mexico, 427 agencies cooperated with IAF grantee organizations. Two of these cooperating agencies were the Indigenous National Institute (INI) and the National Institute of History and Anthropology (INAH), which worked with the grantee, Sociedad Cooperativa de Consumo Regional Chac Lol (ME-423).

Community organizations also worked with IAF grantees. Many Salvadoran communities supported IAF grantees in their mission of helping the poor. The Coordinadora para la Reconstrucción y el Desarrollo (ES-191) reported that 45 community-based organizations helped in the emergency measures taken during the 2001 earthquakes and the dengue epidemic.

**Partnering to Help the Poor**

Partnering involves participating in the decision-making process and pooling resources to carry out activities that benefit the project’s target group. IAF grantees recognize the benefits of cooperation toward maximizing the impact of scarce resources

**Table 7: Resources brokered in cash and in kind by source**

	Cash	In-kind	Total
International businesses	\$1,775	\$13,315	\$15,090
International public sector	\$33,459	\$12,142	\$45,601
International private organizations	\$79,905	\$67,403	\$147,308
Other international organizations	\$275,279	\$82,436	\$357,715
National businesses	\$1,114,597	\$20,367	\$1,134,964
National public sector	\$669,812	\$265,529	\$935,341
Other national organizations	\$1,000	\$38,211	\$39,211
Local businesses	\$5,360	\$13,428	\$18,788
Local public sector	\$4,152,250	\$475,940	\$4,628,190
Community contributions	\$9,723	\$161,950	\$171,673
Other locals	\$12,077	\$73,301	\$85,378
<b>Total</b>	<b>\$6,355,237</b>	<b>\$1,224,023</b>	<b>\$7,579,260</b>

on grassroots development projects and that by partnering a greater range of skills becomes available.

During Fiscal Year 2001, IAF grantees reported partnering with 1,132 organizations, public and private, foreign and domestic. Grantees in El Salvador worked with 281 partners. In Mexico, only one U.S.-based company, a travel agency, partnered with an IAF grantee, Fundación Cultural Yucatán (ME-425). Overall, foreign businesses accounted for 2 percent of the partnerships.

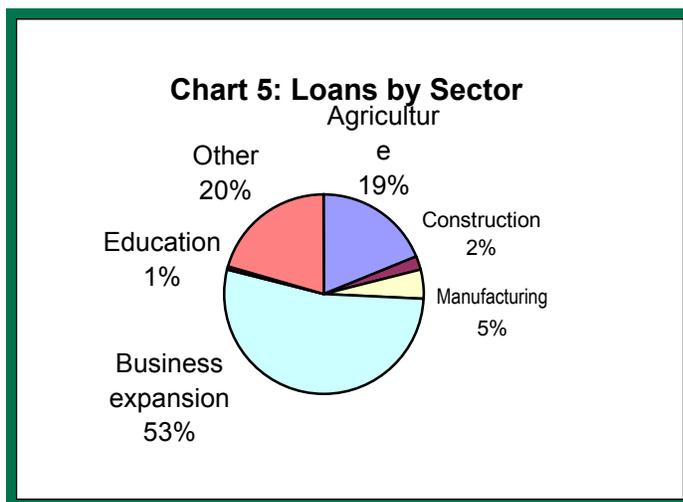
Foreign nongovernmental organizations partnered with IAF grantees. In El Salvador, for example, the Comunidades Unidas de Usulután (ES-182) partnered with the Scottish Catholic International Aid Fund (SCIAF) of Scotland, Action Aid of Spain, Centro Regionale di Intervento per la Cooperazione (CRIC) of Italy, Mellemfølkeligt Samvirke (MS) of Denmark, and OXFAM America and the Cooperative League of the USA (CLUSA) to implement project activities.

Domestic businesses also cooperate with IAF grantees. Brazilian grantees have partnered with corporations such as M7 Produções e Finalizações and M51 Comunicação e Arte, which are assisting the Instituto Qualidade da Educação (BR-775) in designing a publicity campaign for a third company, Empresas Pioneiras de TV, to implement project activities. Brazil's Centro de Agricultura Alternativa do Norte de Minas (BR-781) partnered with Grande Sertão Produtos Alimentícios.

Community organizations accounted for one-fourth of all partnerships, the most with IAF grantees enjoyed with any single sector. The IAF looks for strong grassroots and/or community group links before awarding a grant.

### ***Lending to the Poor***

This report presents data on credit for the first time. In Fiscal Year 2001, low-income individuals received 19,430 loans for agricultural production, construction, manufacturing, business expansion, education and other purposes. The Grupo de Desarrollo Rural Nacional (CA-095) in the Dominican Republic, with beneficiaries on both sides of the Dominican-Haitian border, provided 855 loans averaging \$129. In Guatemala, the Asociación Campesina Indispensable para el Desarrollo Social y Económico (GT-263) granted loans averaging \$260 to 65 farmers. In addition, the grantee provided two similar loans to micro-enterprises. And in Ecuador, the Unión de Cooperativas Campesinas de Cotacachi (EC-368) loaned amounts averaging \$2,000 for forming or strengthening micro-enterprises of four persons each: 13 for raising guinea pigs and poultry; seven for artisan production such as leather jackets, wool



coats and hammocks; and one for livestock management.

In Mexico, the Fundación Juan Diego (ME-418) reported making 10,780 loans for a total of \$9.8 million in Iztapalapa. Out of the total, 82 percent were for micro-enterprise improvements. Small business recipients included butcher shops, cosmetic counters, shoe shops, grocery stores, pharmacies, fruit and vegetables stands,

bookstores, confectioner's shops, locksmiths, jewelry stores, paint stores, and poultry shops. The term of the loans averaged 16 weeks. Loans averaged \$821 to first-time applicants' and \$1,243 to repeat clients, indicating the beneficiaries were good credit risks.

### ***Planning and Evaluation Activities***

Many grantees planned and evaluated project activities. Among those who reported a "high" rating for planning and evaluation, the Centro Boliviano de Filantropía (BO-468), or CEBOFIL, developed a two-year work plan that was approved by the board and project team, demonstrating a capacity to plan ahead. On a monthly basis, CEBOFIL schedules activities to be implemented, and the project team submits weekly progress reports to the executive office. The team also meets on a weekly basis to discuss progress and to plan activities requiring input from within the organization.

A "medium" rating reflects activities are not closely coordinated. For example, communication and information sharing among the four working groups — resource management, communication, systematization and education — of Coordinadora Comunitaria Miravalle (ME-424) in Mexico was less than desirable, and the level of performance of the systematization group was lackluster, according to the grantee.

### ***New Approaches***

In Fiscal Year 2001, 58 grantee organizations had a "high" capacity to identify and apply more effective strategies, methods or approaches to achieve grant objectives; 15 were classified as "medium" and three as "low." One of the grantees with high capacity was Fundación de la Universidad Nacional de General Sarmiento (AR-320) in Argentina. During the Fiscal Year, the grantee applied innovative approaches, such as using cultural and artistic displays (theatrical

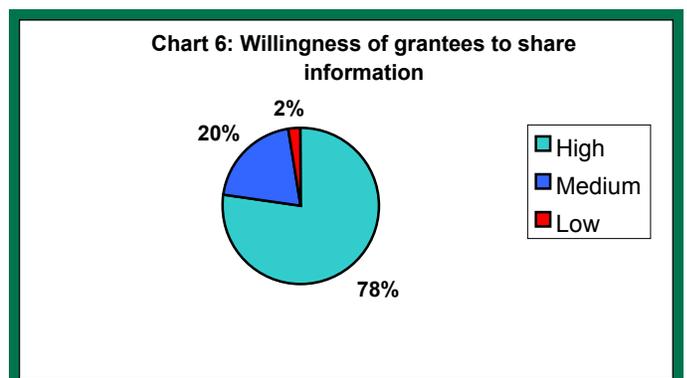
plays, paintings and ceramics), to demonstrate preventive health measures to the community.

Among grantees with a "medium" capacity is the Asociación para la Investigación y el Desarrollo Integral (PU-499) in Peru. Before receiving the IAF award, the grantee provided monetary incentives to beneficiaries participating in its forestry activities. Since receiving the IAF award, the grantee has been able to motivate people to donate their time to demonstration pilot centers and to animal breeding projects. However, as a result of this volunteerism, forestry activities have fallen behind schedule.

### ***Stakeholders' Access to Information***

Openness and transparency in a grantee's operations are measured by the organization's demonstrated willingness to disseminate information about policies and programs. During Fiscal Year 2001, 77 percent of grantees reported sharing information with their staff and beneficiaries; 20 percent were rated as "medium" in their efforts; and a 2 percent had a low score (see Chart 6).

For example, through monthly meetings the Protección del Medio Ambiente Tarija (PROMETA) (BO-475) in the department of Tarija in southern Bolivia keeps its Sama Biological Reserve staff informed on all aspects of IAF-funded activities including their progress and budget. PROMETA also exchanges information on project activities and shares its experience with staff of other biological reserves. Further,



PROMETA keeps in touch with its beneficiaries through regular gatherings aimed at eliciting feedback, both positive and negative.

In contrast, the Centro de Investigaciones de Energía y Población (BO-466), also in Bolivia, admitted sharing information on grant activities with those directly involved in project implementation, but it does not share information on availability of resources with beneficiaries.

Finally, a grantee that received a low rating in information sharing was Fundación Q'IPÍ (BO-455). Neither beneficiaries nor authorities such as the mayor, the curaca (regional authority) and the jilakata (local authority) understood the project due to a failure of communication.

### ***Participation in Decision Making***

Allowing beneficiaries and other stakeholders to participate in decision making is an important part of the open democratic process the IAF encourages. Participatory decision making refers to the grantee organization's practices of consulting its staff, membership and/or beneficiaries on decisions that affect goals and operations of the organization. Of 78 grantees reporting on this indicator, 73 percent had effective participatory decision-making processes; 24 percent had an average rating, and 3 percent had a low scoring.

Three grantees in Ecuador illustrate participatory practices:  
The Fundación Mujer y Familia Andina (EC-373) had an effective process because of its flexibility in allowing beneficiaries (loan recipients) to

determine loan repayment schedules. Decisions to expel an individual from the group are carried out jointly with the membership. Moreover, the grantee, in close consultation with the Women Democratic Front, decides which type of project to undertake based on its beneficiaries' abilities. All project activities have been carried out with active beneficiary participation as planned at the formulation of the project.



Pictured Fundación José Nieborowski's headquarters and Jenny Reyes, Director. Photo: Courtesy of Fundación José Nieborowski (FJN)

The Universidad Politécnica Salesiana (EC-358), a project to establish a training program in local development methodologies, was not efficient in soliciting input from its beneficiaries, who include leaders of grassroots groups and nongovernmental organizations, local government functionaries, and elected officials. The university, however, coordinates course offerings and scheduling with its teaching staff.

Finally, Fundación Sinchi Sacha (EC-371), which keeps its decision-making process exclusive within the grantee organization, was considered ineffective in this regard.

### **IMPACT ON SOCIETY**

The following results illustrate the impact of grantee organizations on society through changes in policies and laws conducive to socioeconomic development, the elimination of stereotypes of minorities and handicapped persons, and changes in attitudes or perceptions.

### ***Legal Measures Enacted***

In Fiscal Year 2001, IAF grantees worked toward enactment of several legal measures at the national, regional and local level:

In Colombia, the Corporación SISMA–MUJER (CO-493) successfully lobbied for the inclusion of the municipalities’ educational proposal in the Municipal Development Plan.

In the Dominican Republic, the Alianza de Organizaciones no Gubernamentales (DR-300) worked toward enactment of three presidential decrees respectively creating a council to monitor nongovernmental organizations, setting up an office to design and implement the government’s social policies, and establishing an advisory council charged with addressing corruption.

In Mexico, the Grupo Ecológico Sierra Gorda (ME-429) assisted UNESCO with its designation of the Sierra Gorda Biosphere Reserve as part of the “Natural World Heritage.” The grantee is also lobbying for inclusion of two additional ecological reserves: one in Xilitla, San Luis de Potosí and another in the municipalities of Atarjea, Xichú and Victoria in Guanajuato.

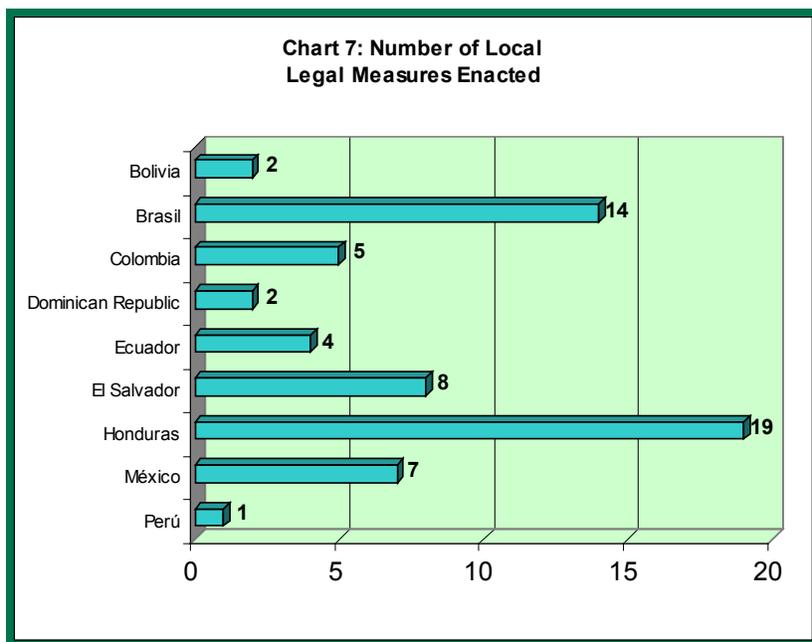
At the local level, grantees helped enact 62 legal measures in nine countries (see Chart 7). In Ecuador, for example, the Asociación de Parroquias Rurales y Barrios Sub Urbanos Cantón Cuenca (EC-377) was active in the passage of

three ordinances: one for establishing procedures to transfer management of community equipment to parish boards; another dealing with regulations for planning and investing municipal resources in rural parishes; and the third focusing on community maintenance of roads and public land.

### ***Application of Legal Measures***

Grantees assisted in assuring the application of laws and other measures already on the books. In the Dominican Republic, the Fundación Institucionalidad y Justicia (DR-304) educated its beneficiaries on rights provided by four statutes neither known to nor applied by residents or authorities in poor neighborhoods: the right of detainees to make a phone call; the right to protection for victims of sexual assault or domestic abuse; the rights of children and young adults; and the right of habeas corpus. In Colombia, the Consorcio Centro de Cooperación para el Desarrollo por Asociación de Participación (CO-488) helped obtain a land tax exemption for the Red de Reservas Naturales “José Gabriel” de La Cocha. In Bolivia, CER-DET (BO-471)

contributed to the implementation of an agrarian reform law by working in tandem with indigenous representatives overseeing the return of the Itika Guasu’s community lands to the indigenous inhabitants. And in El Salvador, the Programas Comunitarios para El Salvador (PROCOSAL) (ES-184) was



responsible for the implementation of the Water Administration Associations (ACASA) statutes through its dissemination efforts.

**Advocacy on Behalf of the Poor**

In Fiscal Year 2001, 33 IAF grantees called attention at public meetings, over the airwaves or in publications, to the plight of the poor, the disenfranchised and the disadvantaged. Following are some examples:

- Fundación Q’IPI (BO-455) gave two presentations on a recent case involving the recovery of cultural property (antique weaving) at the Center for Artisan Research and Development in Santa Cruz and another at the School of Fine Arts at the Universidad Mayor de San Andres, and broadcast a radio program.
- Taller de Historia Oral Andina (BO-457) in Bolivia published two brochures targeting the indigenous Andean population and community leaders, and distributed 1,600 copies. The grantee organized two conferences, one on racism, xenophobia, exclusion and intolerance in La Paz in July and another on indigenous issues in the southern cone of the Bolivian Andes in Santa Cruz in September.
- To promote several causes affecting women and children, Fundación Mujer y Familia Andina (EC-373) in Ecuador held public meetings on commemorative dates. On Women’s International Day, the grantee’s representative spoke of the need for equal opportunity; on Mothers’ Day the Fundación’s representative headed a panel on the significance of maternity from a woman’s perspective; and on Children’s Day, it organized a women’s group to discuss children’s rights.

- Coordinadora para la Reconstrucción y el Desarrollo (ES-191) in El Salvador held several forums in the municipalities of Tacuba and Ahuachapán on the need to develop a system for disaster prevention and mitigation. The grantee also held a forum on the role of local governments in international relief efforts and civil society’s involvement in the distribution of relief aid.

**Disseminating Practices and Techniques**

Through brochures, articles in magazines and newspapers, press releases, books, videos, and television and radio programs, IAF grantees disseminated methods and practices beyond their targeted beneficiaries (see Table 8). Some

Speeches/presentations	1187
Television/radio interviews	559
Brochures/pamphlets	933
Magazine/newspaper articles	174
Press releases	290
Books	23
Videos/films	46
CD ROMS	18

examples follow:

- Fundação Acesita para o Desenvolvimento Social (BR-772) published a manual titled Programa Vale Cidadania dealing with issues to strengthen the third sector<sup>2</sup>. The publication was well received by the business community, local authorities, and civil associations and nongovernmental organizations because it deals with local social investment. It received awards from the Fundação Banco do Brasil and UNESCO.

<sup>2</sup> The third sector is composed of nonprofit organizations through which citizens have sought to address community needs and give expression to public concerns.

- Fundación para el Desarrollo y Fortalecimiento de las Organizaciones de Base (GT-253) in Guatemala published and distributed four brochures: *Land Parcel Modernization Feasibility Studies, Basic Principles for Livestock Production, Nutrition, First Aid and Preventive Medicine, and Training and Process in Sustainable Agriculture.*
- Fundación para el Desarrollo Solidario (FUNDADES) (PU-471) in Peru published three brochures and three posters with a distribution of 3,000 and 50 respectively. The objective was to publicize, at different events in Lima, the courses in business administration offered by FUNDADES.

### ***Wider Application of Methods and Techniques***

The following table demonstrates the number of organizations at the national, regional and local level that replicated IAF grantees' successful techniques and methods.

Three cases illustrate replicated projects:

- In Brazil, 583 paper recycling organizations in 16 municipalities have been implementing a model based on the experience of the Associação dos Catadores de Papel, Papelão e Material Reciclável (BR-773).
- Trash collection methods pioneered by IAF grantee Associação de Reciclagem Ecológica Rubem Berta (BR-780) have been replicated by seven associations in five municipalities (Alvorada, Viamão, Gravataí, Cachoeirinha and Triunfo) in the Delta do Jacuí. Other trash collectors in the neighboring states of Santa Catarina and Paraná have also expressed interest in replicating the grantee's experience.
- In El Salvador, the Proyecto de Desarrollo Rural del NorOriente de El Salvador

(PRODERNOR) has adopted the agricultural techniques used by the Sociedad Cooperativa de Empresas Agropecuarias de los Municipios de Jocoro, Corinto, Divisadero y Sociedad (JOCODIS) (ES-190). The Comité de Desarrollo Sostenible de Jocoro (CDS) is applying JOCODIS' methods to its passion fruit nursery.

### ***Increased Public Concern for the Disadvantaged***

In Fiscal Year 2001, 33 grantees in nine countries of Central and South America made a concentrated effort to sensitize the public about the disadvantaged population. Fundación Esquel Ecuador (EC-367) in Ecuador held seminars, conferences and workshops on the topic of social responsibility and economic development. It also provided seed money to organizations investing in social welfare projects. In El Salvador, the Fundación Nacional para el Desarrollo (ES-175) participated in the drafting of one chapter of the National Report on Human Development, dealing with the state of development in the country and the need to overcome land disputes.

**Table 9: Projects replicated in Fiscal Year 2001 by other organizations**

	National	Regional	Local	Total
Argentina	4	27	13	44
Bolivia	2	11	.	13
Brazil	.	26	633	659
Colombia	2	9	25	36
Dominican R.	.	.	13	13
Ecuador	3	3	18	24
El Salvador	36	16	10	62
Guatemala	.	6	.	6
Honduras	.	3	68	71
Mexico	41	17	27	85
Peru	.	.	6	6
Venezuela	1	6	14	21
<b>Total</b>	<b>89</b>	<b>124</b>	<b>828</b>	<b>1041</b>

### ***Increased Community Interaction with the Poor***

As a result of IAF-funded activities, 17 grantees reported the public is providing better treatment to their beneficiaries. Several examples illustrate this involvement:

#### ***Bolivia***

The Centro de Multiservicios Educativos (BO-462) reported that as a result of its work with school boards, parents are more involved in the education of their children, the ultimate beneficiaries of the grant.

The Centro Boliviano de Filantropía (BO-468) promoted and coordinated philanthropic initiatives to reduce poverty and improve social service institutions and the quality of life in poor communities in Santa Cruz. During World Volunteer Day, the Youth Volunteer Network was formed with participation from the Villa Primero de Mayo, a low-income district of Santa Cruz.

The Departmental Council of Volunteer Services also was constituted. Its mandate is to facilitate the work of local volunteer organizations. Through the Bolivian Alliance (Alianza Boliviana), to which the grantee belongs, a workshop on children and youth was held in preparation for the United Nations' special session on children sponsored by UNICEF.

#### ***Ecuador***

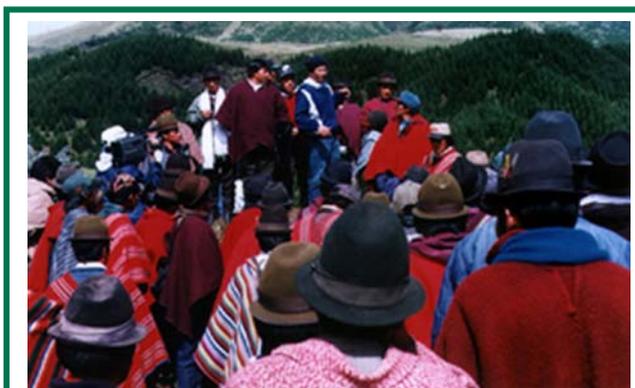
Fundación Esquel Ecuador (EC-367) won support from many businesses for its Social Responsibility Program, bringing companies such as Norlop Thompson, Grupo Supermaxi and the Centros Comerciales Iñaquito into the equation.

Fundación Mujer y Familia Andina (EC-373) strengthened and enhanced the entrepreneurial capabilities of the Women's Democratic Fund (WDF) through its support. Local and national entities such as the municipality, the Chamber of Commerce, and the health and housing ministries value the WDF's opinion and seek its cooperation. The municipal government of Huaquillas has established a close relationship with the women's group, and local leaders and authorities' respect for and treatment of the group has improved.

#### ***El Salvador***

Corporación Departamental para el Desarrollo Integral de Morazán (ES-176) has persuaded community leaders to consider contracting low-income individuals for many projects.

Coordinadora para la Reconstrucción y el Desarrollo (ES-191) has influenced the Local



Participants in the reforestation sub-project strategize about goals and methodology. Photo: Courtesy of the Comité de Desarrollo Local de Guamote

Development Committees (CODEL), the emergency committees and the reconstruction committees, composed of government agencies and nongovernmental organizations, to plan assistance to needy groups. CODEL, for example, is implementing a plan to give wider coverage to the population of Ciudad Delgado in the areas of

health, environmental sanitation, and social training and organization.

### ***Increased Official Outreach to the Poor***

IAF grantees also sought more favorable treatment for the disadvantaged from government institutions. In Fiscal Year 2001, 29 grantees reported on activities that prompted government action favoring the poor. Some examples follow:

## *Colombia*

The Centro de Educación e Investigación para el Desarrollo Comunitario Urbano (CO-494) presented new projects to the mayor's office and collaborated with the municipality of Yumbo on activities regarding social policies, which aroused official interest in helping the disadvantaged population, specifically through an agricultural program.

## *Dominican Republic*

The Centro de Estudios Sociales Padre Juan Montalvo (DR-297) reported motivating the community of Cienaga to buy and furnish a meeting place for the grantee's beneficiaries. In addition, the community has commissioned a census of senior citizens and the handicapped to determine the number of individuals that could benefit from the president's social plan.

## *Honduras*

Fundación BANHCAFE (HO-222) reported municipalities are working with rural communities in the management of natural resources as a result of IAF-funded activities. The municipalities have also undertaken several initiatives to help the communities in the areas of health, education, housing and agricultural production.

## **CONCLUSION**

The results presented in this report reflect the IAF's mission of supporting grassroots initiatives directed at improving the quality of life of the poor. Documenting grant results, however, is not easy. Measurable outcomes of grassroots projects occur over time and often become evident well after the grant period has expired. Additional challenges stem from the diversity of grantees, grant amount and duration, type of beneficiaries, and the broad array of project goals, activities and locations. Heterogeneity of cultures, languages

and political contexts add complexity to any attempt to standardize, and subsequently generalize, findings across Latin America and the Caribbean.

Nonetheless, the results compiled indicate the number of grantees reporting rose to 210, from 144 the previous year, an increase of almost 46 percent. This is remarkable given that Haiti did not have a data verifier and Guatemala and Honduras did not have data verifiers until the last month of the Fiscal Year. IAF's eventual goal is complete coverage of all its grantees, which appears within its grasp. As grantees become more familiar with the GDF, the IAF data collection instrument, and establish rapport with the data verifiers, the reliability and timeliness of the data reported are expected to improve.

In Fiscal Year 2001, the IAF made a positive impact on the lives of well over 100,000 poor people in Latin America and the Caribbean. As a result of IAF grant activities, these individuals are better off today than they were before the grants were awarded. Grantee organizations clearly demonstrated their eagerness and ability to continue their efforts to help grassroots groups and poor people by working hard to motivate the private and public sectors, foreign as well as domestic, to donate cash, materials and human resources.

These resources, totaling approximately \$13.5 million, helped expand the breadth and depth of IAF funded activities. Remarkably, 77 percent of the resources leveraged came from domestic sources.

Finally, grantees' accomplishments in Fiscal Year 2001 went beyond the clientele directly served. The methods and techniques applied by 48 grantees were replicated by 1,041 organizations, a multiplier effect that transcended the initial target many times over.

**Table A1: Beneficiaries Reporting Changed Living Conditions Due to Grants**

Country	Better	Same	Worst
Argentina	342	0	0
Bolivia	14,115	0	0
Brazil	10,915	1,899	0
Colombia	1,275	0	0
Dominican Republic	6,634	123	0
Ecuador	9,450	174	0
El Salvador	22,590	11,198	7,414
Guatemala	126	150	0
Honduras	15,764	8,551	0
Mexico	16,132	307	0
Nicaragua	5,219	4,394	0
Panama	1,211	140	0
Peru	1,458	2,223	665
Venezuela	1,981	0	0
<b>Total</b>	<b>107,212</b>	<b>29,159</b>	<b>8,079</b>

**By country/sex**

<b>Better</b>	Men	Women	Total
Argentina	240	102	342
Bolivia	7272	6843	14115
Brazil	5477	5438	10915
Colombia	600	675	1275
Dominican Republic	3064	3570	6634
Ecuador	4931	4519	9450
El Salvador	10518	12072	22590
Guatemala	59	67	126
Honduras	8633	7131	15764
Mexico	9597	6535	16132
Nicaragua	2142	3077	5219
Panama	799	412	1211
Peru	798	660	1458
Venezuela	537	1444	1981
<b>Total</b>	<b>54,667</b>	<b>52,545</b>	<b>107,212</b>

<b>Same</b>	Men	Women	Total
Argentina	0	0	0
Bolivia	0	0	0
Brazil	1094	805	1899
Colombia	0	0	0
Dominican Republic	49	74	123
Ecuador	85	89	174
El Salvador	5687	5511	11198
Guatemala	0	150	150
Honduras	4859	3692	8551
Mexico	142	165	307
Nicaragua	2193	2201	4394
Panama	80	60	140
Peru	1116	1107	2223
Venezuela	0	0	0

---

<b>Total</b>	15,305	13,854	29,159
--------------	--------	--------	--------

---

<b>Worse</b>	Men	Women	Total
Argentina	0	0	0
Bolivia	0	0	0
Brazil	0	0	0
Colombia	0	0	0
Dominican Republic	0	0	0
Ecuador	0	0	0
El Salvador	2965	4449	7414
Guatemala	0	0	0
Honduras	0	0	0
Mexico	0	0	0
Nicaragua	0	0	0
Panama	0	0	0
Peru	335	330	665
Venezuela	0	0	0

---

<b>Total</b>	3,300	4,779	8,079
--------------	-------	-------	-------

---

**Table A-2: Number of beneficiaries trained in basic reading and writing skills**

<b>Country</b>	<b>Men</b>	<b>Women</b>	<b>Total</b>
Argentina	2,411	2,724	5,135
Bolivia	33	215	248
Brazil	1,653	1,817	3,470
Colombia	12	83	95
Dominican Republic	0	0	0
Ecuador	204	344	548
El Salvador	511	621	1,132
Guatemala	0	22	22
Honduras	0	0	0
Mexico	57	109	166
Nicaragua	0	0	0
Panama	30	37	67
Peru	0	0	0
Venezuela	0	0	0
<b>Total</b>	<b>4,911</b>	<b>5,972</b>	<b>10,883</b>

**Table A-3: Number of individuals benefiting from health activities**

<b>Country</b>	<b>Better diets</b>	<b>Medical care</b>	<b>Vaccinations</b>	<b>Piped water</b>	<b>Latrines</b>	<b>Trash removal</b>
Argentina	564	772	368	130	130	0
Bolivia	450	2,661	0	600	50	0
Brazil	5,636	14,082	0	0	0	0
Colombia	260	0	0	0	0	0
Dominican Republic	2,202	0	15,299	1,733	1,426	79,385
Ecuador	1,037	0	0	0	0	0
El Salvador	6,605	7,294	1,147	5,380	2,267	3,919
Guatemala	267	45	0	1	21	45
Honduras	3,572	0	1,140	6,330	355	6,192
Mexico	12,880	7,847	0	8,526	271	79,424
Nicaragua	9,944	671	0	0	0	
Panama	1,838	125	0	57	45	0
Peru	718	199	0	0	0	0
Venezuela	146	0	0	0	0	0
<b>Total</b>	<b>46,119</b>	<b>33,696</b>	<b>17,954</b>	<b>22,757</b>	<b>4,565</b>	<b>168,965</b>

**Table A-4: Number of individuals benefiting from housing improvements**

<b>Country</b>	<b>New houses</b>	<b>Additions</b>	<b>Electric power installation</b>	<b>Sewer line connection</b>
Argentina	130	0	130	0
Bolivia	0	0	0	1,461
Brazil	0	0	0	0
Colombia	0	0	0	0
Dominican Republic	23	565	75,000	40,295
Ecuador	0	0	0	0
El Salvador	3,282	350	2,311	756
Guatemala	0	2	0	0
Honduras	236	521	50	0
Mexico	236	517	0	0
Nicaragua	50	276	0	10
Panama	10	32	105	0
Peru	0	0	0	0
Venezuela	0	900	0	0
<b>Total</b>	<b>3,967</b>	<b>3,163</b>	<b>77,596</b>	<b>42,522</b>

**Table A-5: Number of housing units (built or improved) by country**

<b>Country</b>	<b>New housing units</b>	<b>Remodelled units</b>
Argentina	26	0
Bolivia	0	0
Brazil	0	0
Colombia	0	0
Dominican Republic	6	107
Ecuador	0	0
El Salvador	547	50
Guatemala	0	2
Honduras	40	92
Mexico	33	105
Nicaragua	18	106
Panama	2	6
Peru	0	0
Venezuela	0	180
<b>Total</b>	<b>672</b>	<b>648</b>

**Table A-6: Number of full- and part-time jobs created, preserved or improved**

Country	Permanent		Seasonal		Jobs preserved		Jobs improved	
	Full-time	Part-time	Full-time	Part-time	Full-time	Part-time	Full-time	Part-time
Argentina	2,804	0	0	80	0	20	0	73
Bolivia	2	0	0	5	6	65	11	123
Brazil	326	0	17	4	2,666	0	1,456	0
Colombia	3	0	0	0	37	0	110	0
Dominican Republic	0	0	30	0	60	0	0	0
Ecuador	91	4	0	0	354	10	854	50
El Salvador	88	6	137	205	873	595	793	389
Guatemala	5	0	0	0	232	0	4	0
Honduras	289	0	5	157	2,316	157	1,474	0
Mexico	1,233	150	585	0	350	0	1,965	0
Nicaragua	192	100	1,141	820	1,684	322	757	0
Panama	10	187	96	116	36	160	14	46
Peru	97	0	524	0	344	16	386	86
Venezuela	50	0	14	0	186	0	72	0
<b>Total</b>	<b>5,190</b>	<b>447</b>	<b>2,549</b>	<b>1,387</b>	<b>9,144</b>	<b>1,345</b>	<b>7,896</b>	<b>767</b>

**Table A-7: Number of beneficiaries reporting new agricultural skills by sex and country**

<b>Country</b>	<b>Men</b>	<b>(%)</b>	<b>Women</b>	<b>(%)</b>	<b>Total</b>
Argentina	120	50%	120	50%	240
Bolivia	382	60%	253	40%	635
Brazil	2,338	68%	1,107	32%	3,445
Caribe	210	70%	90	30%	300
Colombia	142	40%	213	60%	355
Dominican Republic	2,191	77%	659	23%	2,850
Ecuador	406	55%	332	45%	738
El Salvador	1,196	81%	277	19%	1,473
Guatemala	446	75%	147	25%	593
Honduras	1,801	65%	986	35%	2,787
Mexico	740	91%	69	9%	809
Nicaragua	1,502	55%	1,252	45%	2,754
Panama	507	68%	238	32%	745
Peru	2,168	68%	1,005	32%	3,173
Venezuela	103	75%	35	25%	138
<b>Total</b>	<b>14,252</b>	<b>68%</b>	<b>6,783</b>	<b>32%</b>	<b>21,035</b>

**Table A-8: Number of beneficiaries reporting new manufacturing skills by sex and country**

<b>Country</b>	<b>Men</b>	<b>%</b>	<b>Women</b>	<b>%</b>	<b>Total</b>
Argentina	0	0%	128	100%	128
Bolivia	27	13%	179	87%	206
Brazil	209	19%	879	81%	1,088
Caribe	0	0%	0	0%	0
Colombia	0	0%	0	0%	0
Dominican Republic	0	0%	0	0%	0
Ecuador	23	20%	91	80%	114
El Salvador	51	28%	134	72%	185
Guatemala	0	0%	366	100%	366
Honduras	38	7%	481	93%	519
Mexico	51	5%	1,008	95%	1,059
Nicaragua	8	21%	30	79%	38
Panama	36	11%	292	89%	328
Peru	308	30%	719	70%	1,027
Venezuela	140	39%	222	61%	362
<b>Total</b>	<b>891</b>	<b>16%</b>	<b>4,529</b>	<b>84%</b>	<b>5,420</b>

**Table A-9: Number of beneficiaries reporting new construction skills by sex and country**

Country	Men	%	Women	%	Total
Argentina	30	100%	0	0%	30
Bolivia	0	0%	0	0%	0
Brazil	0	0%	0	0%	0
Caribe	0	0%	0	0%	0
Colombia	0	0%	0	0%	0
Dominican Republic	47	81%	11	19%	58
Ecuador	0	0%	0	0%	0
El Salvador	98	92%	9	8%	107
Guatemala	0	0%	0	0%	0
Honduras	29	25%	86	75%	115
Mexico	119	45%	144	55%	263
Nicaragua	0	0%	0	0%	0
Panama	1246	74%	435	26%	1,681
Peru	417	89%	52	11%	469
Venezuela	91	92%	8	8%	99
<b>Total</b>	<b>2,077</b>	<b>74%</b>	<b>745</b>	<b>26%</b>	<b>2,822</b>

**Table A-10: Number of beneficiaries reporting new environmental skills by sex and country**

Country	Men	%	Women	%	Total
Argentina	151	50%	150	50%	301
Bolivia	73	62%	45	38%	118
Brazil	2,531	62%	1,549	38%	4,080
Caribe	80	63%	46	37%	126
Colombia	236	43%	308	57%	544
Dominican Republic	5,825	46%	6,728	54%	12,553
Ecuador	148	59%	103	41%	251
El Salvador	2,002	53%	1,757	47%	3,759
Guatemala	284	70%	123	30%	407
Honduras	1,206	55%	993	45%	2,199
Mexico	19,601	49%	20,024	51%	39,625
Nicaragua	1,122	62%	674	38%	1,796
Panama	368	70%	154	30%	522
Peru	54	75%	18	25%	72
Venezuela	177	67%	89	33%	266
<b>Total</b>	<b>33,858</b>	<b>51%</b>	<b>32,761</b>	<b>49%</b>	<b>66,619</b>

**Table A-11: Number of beneficiaries reporting new administrative skills by sex and country**

Country	Men	%	Women	%	Total
Argentina	111	45%	133	55%	244
Bolivia	455	63%	262	37%	717
Brazil	1569	53%	1405	47%	2,974
Caribe	80	63%	46	37%	126
Colombia	398	27%	1086	73%	1,484
Dominican Republic	237	45%	287	55%	524
Ecuador	1530	63%	917	37%	2,447
El Salvador	809	55%	657	45%	1,466
Guatemala	168	71%	69	29%	237
Honduras	660	32%	1376	68%	2,036
Mexico	885	34%	1754	66%	2,639
Nicaragua	135	40%	204	60%	339
Panama	1657	70%	696	30%	2,353
Peru	151	49%	159	51%	310
Venezuela	134	40%	198	60%	332
<b>Total</b>	<b>8,979</b>	<b>49%</b>	<b>9,249</b>	<b>51%</b>	<b>18,228</b>

**Table A-12: Number of beneficiaries reporting new marketing skills by sex and country**

Country	Men	%	Women	%	Total
Argentina	138	44%	173	56%	311
Bolivia	0	0%	60	100%	60
Brazil	1443	78%	414	22%	1,857
Caribe	0	0%	0	0%	0
Colombia	22	47%	25	53%	47
Dominican Republic	225	47%	258	53%	483
Ecuador	16	20%	65	80%	81
El Salvador	309	49%	318	51%	627
Guatemala	1	11%	8	89%	9
Honduras	185	13%	1213	87%	1,398
Mexico	106	34%	206	66%	312
Nicaragua	56	50%	56	50%	112
Panama	72	27%	198	73%	270
Peru	127	53%	112	47%	239
Venezuela	74	41%	107	59%	181
<b>Total</b>	<b>2,774</b>	<b>46%</b>	<b>3,213</b>	<b>54%</b>	<b>5,987</b>

**Table A-13: Number of beneficiaries reporting new leadership skills by sex and country**

Country	Men	%	Women	%	Total
Argentina	50	63%	30	38%	80
Bolivia	205	66%	105	34%	310
Brazil	393	55%	320	45%	713
Caribe	0	0%	0	0%	0
Colombia	441	29%	1098	71%	1,539
Dominican Republic	1115	51%	1054	49%	2,169
Ecuador	28	22%	100	78%	128
El Salvador	559	55%	454	45%	1,013
Guatemala	0	0%	0	0%	0
Honduras	480	38%	775	62%	1,255
Mexico	199	45%	240	55%	439
Nicaragua	278	48%	299	52%	577
Panama	734	61%	476	39%	1,210
Peru	70	61%	45	39%	115
Venezuela	272	36%	484	64%	756
<b>Total</b>	<b>4,824</b>	<b>47%</b>	<b>5,480</b>	<b>53%</b>	<b>10,304</b>

**Table A-14: Number of beneficiaries reporting new civic participation skills by sex and country**

Country	Men	%	Women	%	Total
Argentina	122	48%	131	52%	253
Bolivia	13	36%	23	64%	36
Brazil	529	25%	1,567	75%	2,096
Caribe	0	0%	0	0%	0
Colombia	372	28%	978	72%	1,350
Dominican Republic	843	45%	1,023	55%	1,866
Ecuador	269	51%	261	49%	530
El Salvador	346	62%	210	38%	556
Guatemala	0	0%	0	0%	0
Honduras	326	58%	239	42%	565
Mexico	943	49%	983	51%	1,926
Nicaragua	338	43%	454	57%	792
Panama	757	58%	541	42%	1,298
Peru	38	35%	71	65%	109
Venezuela	12	13%	80	87%	92
<b>Total</b>	<b>4,908</b>	<b>43%</b>	<b>6,561</b>	<b>57%</b>	<b>11,469</b>

**Table A-15: Number of beneficiaries reporting improved knowledge of the legal system**

Country	Men	%	Women	%	Total
Argentina	0	0%	34	100%	34
Bolivia	85	73%	32	27%	117
Brazil	0	0%	0	0%	0
Caribe	0	0%	0	0%	0
Colombia	84	50%	83	50%	167
Dominican Republic	37	46%	44	54%	81
Ecuador	823	51%	790	49%	1,613
El Salvador	0	0%	0	0%	0
Guatemala	16	0%	0	0%	16
Honduras	472	79%	129	21%	601
Mexico	98	51%	95	49%	193
Nicaragua	19	63%	11	37%	30
Panama	58	24%	180	76%	238
Peru	15	88%	2	12%	17
Venezuela	72	100%	0	0%	72
<b>Total</b>	<b>1,779</b>	<b>56%</b>	<b>1,400</b>	<b>44%</b>	<b>3,179</b>

**Table A-16: Number of beneficiaries reporting new finance skills by sex and country**

Country	Men	%	Women	%	Total
Argentina	0	0%	0	0%	0
Bolivia	186	65%	101	35%	287
Brazil	23	52%	21	48%	44
Caribe	80	0%	46	0%	126
Colombia	0	0%	0	0%	0
Dominican Republic	58	27%	153	73%	211
Ecuador	978	49%	1,004	51%	1,982
El Salvador	191	27%	508	73%	699
Guatemala	92	0%	38	0%	130
Honduras	600	35%	1,096	65%	1,696
Mexico	72	45%	89	55%	161
Nicaragua	112	43%	146	57%	258
Panama	123	36%	216	64%	339
Peru	34	67%	17	33%	51
Venezuela	313	45%	375	55%	688
<b>Total</b>	<b>2,862</b>	<b>43%</b>	<b>3,810</b>	<b>57%</b>	<b>6,672</b>

**Table A-17: Number of beneficiaries reporting improved knowledge of the political system by sex and country**

Country	Men	%	Women	%	Total
Argentina	15	0%	4	0%	19
Bolivia	100	71%	41	29%	141
Brazil	298	49%	313	51%	611
Caribe	0	0%	0	0%	0
Colombia	91	0%	61	0%	152
Dominican Republic	87	46%	101	54%	188
Ecuador	117	46%	138	54%	255
El Salvador	6	86%	1	14%	7
Guatemala	0	0%	0	0%	0
Honduras	255	63%	153	38%	408
Mexico	4	10%	37	90%	41
Nicaragua	0	0%	0	0%	0
Panama	214	45%	260	55%	474
Peru	95	56%	75	44%	170
Venezuela	0	0%	0	0%	0
<b>Total</b>	<b>1,282</b>	<b>52%</b>	<b>1,184</b>	<b>48%</b>	<b>2,466</b>

**Table A-18: Number of beneficiaries reporting new health-related skills by sex and country**

Country	Men	%	Women	%	Total
Argentina	0	0%	0	0%	0
Bolivia	42	60%	28	40%	70
Brazil	1511	25%	4606	75%	6,117
Caribe	0	0%	0	0%	0
Colombia	0	0%	0	0%	0
Dominican Republic	0	0%	0	0%	0
Ecuador	0	0%	10	100%	10
El Salvador	751	40%	1113	60%	1,864
Guatemala	34	0%	84	0%	118
Honduras	402	57%	298	43%	700
Mexico	285	9%	2988	91%	3,273
Nicaragua	68	16%	364	84%	432
Panama	20	40%	30	60%	50
Peru	0	0%	0	0%	0
Venezuela	3	7%	38	93%	41
<b>Total</b>	<b>3,116</b>	<b>25%</b>	<b>9,559</b>	<b>75%</b>	<b>12,675</b>

**Table A-19: Number of beneficiaries trained in preventing domestic violence, sexual abuse and drug us**

Country	Men	%	Women	%	Total
Argentina	0	0%	0	0%	0
Bolivia	13	36%	23	64%	36
Brazil	0	0%	0	0%	0
Caribe	0	0%	0	0%	0
Colombia	0	0%	0	0%	0
Dominican Republic	143	0%	132	0%	275
Ecuador	0	0%	100	100%	100
El Salvador	35	12%	263	88%	298
Guatemala	0	0%	0	0%	0
Honduras	194	20%	781	80%	975
Mexico	247	51%	238	49%	485
Nicaragua	0	0%	0	0%	0
Panama	58	24%	180	76%	238
Peru	61	0%	408	0%	469
Venezuela	72	100%	0	0%	72
<b>Total</b>	<b>823</b>	<b>28%</b>	<b>2,125</b>	<b>72%</b>	<b>2,948</b>

**Table A-20: Number of beneficiaries reporting improved communication skills  
(Cumulative results since projects inception)**

	Men	%	Women	%	Total
Argentina	515	61%	335	39%	851
Bolivia	8,262	48%	9,029	52%	17,291
Brazil	11	50%	11	50%	23
Caribe	478	86%	75	14%	554
Colombia	856	43%	1,158	57%	2,014
Dominican Republic	1,275	51%	1,203	49%	2,479
Ecuador	5,878	53%	5,238	47%	11,117
El Salvador	4,186	63%	2,452	37%	6,639
Guatemala	178	70%	77	30%	256
Honduras	5,594	56%	4,380	44%	9,975
Mexico	7	100%	0	0%	8
Nicaragua	0	0%	0	0%	0
Panama	186	62%	112	38%	299
Peru	84	38%	138	62%	222
Venezuela	332	44%	427	56%	759
<b>Total</b>	<b>27,842</b>	<b>53%</b>	<b>24,635</b>	<b>47%</b>	<b>52,485</b>

**Table A-21: Number of beneficiaries reporting better problem-solving skills  
(Cumulative results since projects inception)**

Country	Men	%	Women	%	Total
Argentina	8	50%	8	50%	16
Bolivia	10,102	45%	12,172	55%	22,274
Brazil	11	26%	31	74%	42
Colombia	665	42%	917	58%	1,582
Dominican Republic	1,083	58%	787	42%	1,870
Ecuador	3,016	55%	2,424	45%	5,440
El Salvador	2,342	62%	1,459	38%	3,801
Guatemala	25	78%	7	22%	32
Honduras	1,974	55%	1,610	45%	3,584
Mexico	794	66%	414	34%	1,208
Nicaragua	719	57%	551	43%	1,270
Panama	559	55%	466	45%	1,025
Peru	110	45%	134	55%	244
Venezuela	291	37%	491	63%	782
<b>Total</b>	<b>21,699</b>	<b>50%</b>	<b>21,471</b>	<b>50%</b>	<b>43,170</b>

**Table A-22: Number of beneficiaries reporting increased self-esteem  
(Cumulative results since projects inception)**

Country	Men	%	Women	%	Total
Argentina	854	29%	2,044	71%	2,898
Bolivia	10,565	47%	11,842	53%	22,407
Brazil	591	34%	1,137	66%	1,728
Colombia	820	40%	1,205	60%	2,025
Dominican Republic	2,435	51%	2,330	49%	4,765
Ecuador	2,971	53%	2,636	47%	5,607
El Salvador	7,744	55%	6,233	45%	13,977
Guatemala	195	70%	83	30%	278
Honduras	5,910	55%	4,768	45%	10,678
Mexico	1,163	36%	2,050	64%	3,213
Panama	653	46%	775	54%	1,428
Peru	194	45%	233	55%	427
Venezuela	266	65%	146	35%	412
<b>Total</b>	<b>34,361</b>	<b>49%</b>	<b>35,482</b>	<b>51%</b>	<b>69,843</b>

**Table A-23: Number of beneficiaries reporting increased knowledge of their cultural identity (Cumulative results since projects inception)**

Country	Men	%	Women	%	Total
Argentina	405	40%	617	60%	1,022
Bolivia	8,579	45%	10,285	55%	18,864
Brazil	64	21%	242	79%	306
Colombia	588	41%	863	59%	1,451
Dominican Republic	1,348	54%	1,151	46%	2,499
Ecuador	2,641	51%	2,577	49%	5,218
El Salvador	2,718	47%	3,079	53%	5,797
Guatemala	108	59%	76	41%	184
Honduras	3,867	55%	3,147	45%	7,014
Mexico	131	77%	39	23%	170
Nicaragua	71	68%	33	32%	104
Panama	740	53%	654	47%	1,394
Peru	272	55%	226	45%	498
<b>Total</b>	<b>21,532</b>	<b>48%</b>	<b>22,989</b>	<b>52%</b>	<b>44,521</b>

**Table A-24: Number of beneficiaries reporting better ability to innovate/adapt  
(Cumulative results since projects inception)**

Country	Men	%	Women	%	Total
Argentina	23	13%	148	87%	171
Bolivia	1,064	60%	710	40%	1,774
Brazil	5,879	33%	11,863	67%	17,742
Colombia	533	31%	1,162	69%	1,695
Dominican Republic	979	56%	777	44%	1,756
Ecuador	1,090	57%	808	43%	1,898
El Salvador	3,510	76%	1,100	24%	4,610
Guatemala	2	67%	1	33%	3
Honduras	3,940	55%	3,216	45%	7,156
Mexico	308	51%	295	49%	603
Panama	435	71%	182	29%	617
Peru	62	98%	1	2%	63
Venezuela	151	65%	80	35%	231
<b>Total</b>	<b>17,976</b>	<b>47%</b>	<b>20,343</b>	<b>53%</b>	<b>38,319</b>

Table A-25: Number of cooperating organizations by type and country

Country	Foreign businesses	Foreign government institutions	Foreign NGOs	Other international organizations	Religious organizations	Local businesses	Domestic government institutions	Domestic NGOs (excluding religious)	Community organizations	Others	Total
Argentina	5	0	0	1	10	17	39	45	46	27	190
Bolivia	0	3	10	3	4	2	18	6	77	1	124
Brazil	3	1	5	1	14	5	24	12	1	7	73
Colombia	3	0	0	0	2	2	53	41	22	0	123
Dominican Republic	12	6	10	6	226	11	40	18	82	2	413
Ecuador	2	6	12	6	1	0	13	39	5	7	91
El Salvador	2	11	35	10	17	31	168	76	158	11	519
Guatemala	4	2	8	0	0	13	8	1	1	4	41
Honduras	3	0	30	0	7	1	20	5	18	1	85
Mexico	5	5	11	3	7	49	140	94	83	30	427
Nicaragua	0	2	0	0	1	2	10	3	2	3	23
Panama	0	2	0	6	8	27	17	3	5	46	114
Peru	9	2	0	0	2	9	23	9	3	7	64
Venezuela	0	2	0	0	3	8	20	15	64	11	123
<b>Total</b>	<b>48</b>	<b>42</b>	<b>121</b>	<b>36</b>	<b>302</b>	<b>177</b>	<b>593</b>	<b>367</b>	<b>567</b>	<b>157</b>	<b>2,410</b>

Table A-26: Number of partnerships by type and country

Country	Foreign businesses	Foreign government institutions	Foreign NGOs	Other international organizations	Religious organizations	Local businesses	Domestic government institutions	Domestic NGOs (excluding religious)	Community organizations	Others	Total
Argentina	0	0	0	1	2	4	18	17	9	5	56
Bolivia	0	1	2	0	2	1	11	3	15	1	36
Brazil	5	1	0	0	10	29	45	52	56	5	203
Colombia	0	3	0	4	0	4	12	9	79	2	113
Dominican Republic	2	1	0	1	2	5	27	12	10	2	62
Ecuador	0	0	16	4	1	7	15	13	4	2	62
El Salvador	9	11	13	6	1	63	76	25	77	0	281
Guatemala	0	1	1	1	0	1	2	1	3	1	11
Honduras	0	2	12	2	4	0	14	4	18	3	59
Mexico	1	0	4	0	0	59	5	57	5	7	138
Nicaragua	0	0	1	0	0	3	2	0	1	2	9
Panama	0	1	1	1	0	0	2	4	1	0	10
Peru	0	1	3	1	0	2	19	7	19	13	65
Venezuela	3	0	1	0	0	5	8	8	1	1	27
<b>Total</b>	20	22	54	21	22	183	256	212	298	44	1,132

**Table A-27: Number and type of loans by country**

	Agricultural	Construction	Manufacturing	Business expansion	Education	Other	Total
Argentina	0	0	0	0	0	0	0
Bolivia	287	0	2	7	0	0	296
Brazil	9	0	0	0	0	0	9
Caribe	855	0	0	0	0	0	855
Colombia	245	0	3	1	0	10	259
Dominican Republic	43	122	0	79	0	64	308
Ecuador	95	0	40	5	0	9	149
El Salvador	254	0	12	42	1	750	1,059
Guatemala	65	0	0	2	0	0	67
Honduras	115	24	0	0	0	470	609
Mexico	942	108	494	9,376	98	2,649	13,667
Nicaragua	648	217	341	744	0	17	1,967
Panama	31	0	0	18	0	0	49
Peru	58	6	14	42	0	2	122
Venezuela	4	0	0	0	0	10	14
<b>Total</b>	<b>3,651</b>	<b>477</b>	<b>906</b>	<b>10,316</b>	<b>99</b>	<b>3,981</b>	<b>19,430</b>



**For information contact:**

**Office of Evaluation and Dissemination  
Inter-American Foundation  
901 N. Stuart Street, 10th Floor  
Arlington, VA 22203**