

# Inter-American Foundation



Fiscal Year 2005  
Congressional Budget Justification

## TABLE OF CONTENTS

	<b>PAGE NUMBER</b>
<b>SECTION I</b>	
Executive Summary	
Table 1.1 Summary Budget and FTE Request	3
Table 1.2 Detail of Object Classification	4
<b>SECTION II</b>	
Projected Fiscal Year 2005 Program	5
<b>SECTION III</b>	
Fiscal Year 2003 Program Activities	10
Table 3.1 Grantee/Counterpart Contributions for FY1972-2003	11
Table 3.2 Primary Program Area, Summary and Grants and Awards	32
Table 3.3 IAF Program Profile for Fiscal Year 2003	50

**EXECUTIVE SUMMARY****BUDGET SUBMISSION  
FOR APPROPRIATION FOR FY2005  
AND FY2003 PROGRAM HIGHLIGHTS**

This document highlights the ways in which the Inter-American Foundation's institutional purpose, current activities, and potential for future growth reflect and build upon U.S. policies through the IAF's Strategic Plan. It discusses progress in developing new mechanisms for raising, leveraging and husbanding funds from a variety of sources. Finally, it demonstrates how the IAF's internal management and efficient operations maximize the impact of every dollar the IAF is entrusted to spend in the public interest.

The IAF holds that development programs designed and supported by their communities are particularly worthy of U.S. taxpayer contributions. The IAF has found that it can channel funding among such groups without compromising their independence. The key has been to institute efficient, standardized techniques for accountability and performance measurement, while preserving programmatic freedom and ensuring geographic flexibility.

The IAF was early in recognizing that government funds should be a catalyst for action and mobilization of other resources. In this connection, the IAF's work with a newly formed committee of CEOs of major Latin American companies, whose charitable foundations formed an IAF-facilitated network last year, allows the U.S. government to show it is committed to reducing poverty through the IAF. The partnership will yield ongoing benefits as the CEOs demonstrate private sector commitment to poverty reduction by collaborating with the IAF.

In the area of remittances and migration, the IAF remains a key innovator, particularly by fostering transnational projects and policies that unite communities across borders and mobilize resources to realize their objectives.

The IAF's quest for additional program resources continues to yield excellent results and prospects. In Fiscal Year 2003, the corporate foundation network alone contributed approximately \$1.6 million to collaborative efforts with the IAF. This funding will be augmented by counterpart from subgrantees. With a ruling from the IRS that grant funds channeled through the IAF meet, *per se*, the expenditure responsibility requirements for U.S. foundations, the IAF can potentially mobilize funds from the U.S. foundation community in a significant public-private partnership.

The IAF carries out its work through three main instruments. The first is its grants program. For more than 30 years, IAF funding has encouraged innovative self-help and built the institutional capacity of grassroots organizations addressing the social and economic needs of their members.

These grants promote partnerships among grassroots and private organizations, local governments and businesses to work with poor communities. Grants sow the seeds of a culture of sustainable, responsible development and foster the formation of trustworthy public institutions from the bottom up. Grants to sustain grassroots development also support broader development initiatives in policy and institutional infrastructure.

The second instrument is a complex of reports and evaluations that track results and reflect on *experience* to gain insight into the development process. The IAF remains at the forefront in measuring results of grassroots development activities. The Grassroots Development Framework (GDF), the IAF's performance measurement system, was applied to 99 percent of IAF-funded projects in Fiscal Year 2003. The IAF is currently expanding the GDF to encompass indicators of intangible effects on the capacity of communities to make and sustain their own development decisions. In Fiscal Years 2004 and 2005, the IAF will further expand application of the GDF: The corporate foundation network will finalize its version, which, in turn, will serve as the pilot performance measurement tool for ACCESS, a worldwide effort to link donors and developing country organizations through unified performance and accountability standards, complementary funding mechanisms, internet technology and other state-of-the-art information-sharing techniques.

As the year progresses, the IAF will expand its evaluation methodology to include the lasting intangible impact of its funding, and apply the methodology to 10 in-depth grant evaluations. These should provide insight into the GDF as expanded and applied. Finally, the insights about the development process learned through grassroots experiences, monitoring and evaluations will be disseminated through conferences the IAF will sponsor on selected topics of interest, including the second corporate social responsibility conference for the Summit, co-sponsored with the Inter-American Development Bank, and a major conference on path-breaking work in participatory democratic practices.

The IAF's third instrument to carry out its goals is a program of training, exchanges and other activities that increase our and our grantees' ability to learn from each other and from successful grassroots organizations in the United States and other countries. The IAF has already convened dialogues with groups of migrants living in the U.S., foundations, academics and municipal authorities in New York, Boston, Los Angeles and Miami; dialogues are planned for Chicago and possibly other cities. The IAF will co-fund economic development projects in Haiti with Haitians in the U.S., support small-scale producers in Mexico exporting to Mexican immigrants in the U.S., and work with Salvadoran and Mexican organizations to study the impact of remittances on local communities. A partnership under discussion with the Multilateral Investment Fund at the Inter-American Development Bank would further enhance this effort. The impact of such networking and linkages is tangible.

In Fiscal Year 2003, the IAF's new Office of Operations consolidated and integrated both outsourced and in-house program support and evaluation services. The new office culminates the IAF's three-year overhaul of its operations. The success of that effort is reflected in a perfect

audit for Fiscal Year 2003 conducted by the USAID Inspector General. The IAF is confident that in most respects it can now operate on par with its private sector partners.

The IAF’s staff was reduced from 64 at the end of Fiscal Year 1999 to 47 at the start of Fiscal Year 2003. The reduced level will be adequate to handle the additional non-appropriated resources the IAF hopes to raise in Fiscal Years 2004 and 2005. As the IAF successfully increases external resources beyond that level, however, it will require additional FTEs.

**Table 1.1 Summary Budget and FTE Request (\$000s)**

	<u>FY 2003</u>	<u>FY2004</u>	<u>FY2005</u>
	<u>Actual</u>		<u>Request</u>
OMB Planning Level	16,095	16,238	15,185
Program:			
Appropriated	9,688	9,365	8,219
SPTF	8,824	8,762	9,815
Gift Account (Levi Strauss)	<u>124</u>	<u>0</u>	<u>0</u>
Sub-total	18,636	18,127	18,034
Program Management and Operations	6,094	6,873	6,966
Overhead Percentage	25%	27%	27%
Total Obligation Authority	24,730	25,000	25,000
FTEs	46	47	47

Table 1.2 Detail of Object Classification

Object Class	Category	FY 2003 Actual	FY 2004	FY 2005 Request
<b>PROGRAM SUPPORT</b>				
<b><u>Staff Salaries &amp; Related Expenses</u></b>				
11.1	Permanent Positions	3,205,269	3,438,674	3,526,360
11.7	Other Personnel Compensation	55,124	55,000	55,000
11.9	Total Personnel Compensation	3,260,393	3,493,674	3,581,360
12.1	Civilian Personnel Benefits	801,390	905,217	924,131
<b><u>Travel and Transportation</u></b>				
21.0	Travel and transportation of persons	433,325	509,250	512,000
22.0	Transportation of things	16	6,400	2,000
<b><u>Support Services</u></b>				
23.2	Rental Payments to others	410,805	537,277	576,158
23.5	Communications, Utilities., Misc.	59,263	76,000	79,000
23.8	Postage	32,067	35,000	50,000
24.0	Printing and Reproduction	36,339	22,000	20,000
25.2	Other Services	153,632	349,800	331,400
25.2	Staff Training	49,067	54,800	54,800
25.3	Services from Other Government Agencies	662,290	684,535	705,800
25.7	Maintenance-Equipment	138,602	57,130	61,550
26.0	Supplies and Materials	27,791	33,550	31,021
31.0	Equipment	28,698	107,955	37,130
<b>PROGRAM ACTIVITIES</b>				
<b><u>Learning &amp; Dissemination</u></b>				
22.1	Contract Mail Service	15,000	10,300	10,300
23.8	Postage		36,000	40,000
24.0	Printing and Reproduction	138,767	274,200	210,600
25.1	Studies & Evaluations	553,113	1,386,000	842,000
25.1	Translations *	82,000	110,000	120,000
<b><u>Technical Assistance to Grantees</u></b>				
25.1	Local Advisory Service (LAS) *	800,000	800,000	800,000
25.1	Data Verifiers (DV)	560,000	600,000	600,000
25.1	Program Conference Support	256,485	540,000	620,000
<b><u>Grants</u></b>				
41.0	Grants	16,231,210	14,370,912	14,790,750
<b>Total IAF Budget</b>		<b>24,730,253</b>	<b>25,000,000</b>	<b>25,000,000</b>
Full-Time Equivalent Usage		46	47	47

\* In FY03, Translations and Local Advisory Service line items were charged to BOC 2524

**PROJECTED FISCAL YEAR 2005 PROGRAM PLAN****A. Introduction**

In keeping with the guidelines of the Office and Management and Budget, the Inter-American Foundation (IAF) is planning for Fiscal Year 2005 an operating budget of \$25 million composed of \$15.185 million in appropriated funds and \$9.815 million in SPTF resources. At this level, the IAF requires 47 full-time employees (FTEs), the majority of whom will be involved in program activities.

**B. Overview of Goals and Objectives of the Fiscal Year 2005 Program**

During Fiscal Year 2005 the IAF plans to award approximately 90 grants for grassroots and local development in Latin America and the Caribbean, advance a new investment initiative, be at the forefront in the evolving area of remittances and development, and join forces with as many as 100 corporate foundations in both funding and results reporting.

The IAF's Fiscal Year 2003 inquiry into non-grant financing mechanisms revealed that while micro-enterprise institutions have flourished, social enterprises and other organizations that provide credit only as one of a range of program tools remain without access to capital. In Fiscal Year 2005, the IAF will initiate new mechanisms to channel loan capital to such organizations. Possible co-funders include the International Guarantee Fund and the Inter-American Development Bank's Multilateral Investment Fund.

Similarly, the IAF's involvement with remittances has evolved from co-funder of projects supported by these transfers to transnational liaison among immigrants, their home countries, and other donors, institutions and businesses. These relationships can transform donations into genuine co-development initiatives between immigrant communities in the United States and their communities of origin.

A centerpiece of the IAF vision is the replication of the IAFs responsive approach throughout the Americas. This work started in Fiscal Year 2002 when the IAF began to link corporate foundations and programs from Mexico to Argentina into an Inter-American Network of Corporate Foundations and Actions for Grassroots Development (RedEAmerica). By the beginning of Fiscal Year 2004, the network had grown to over 40 member institutions. During Fiscal Year 2005 it will aim for a complement of more than 100 members supporting community organizations in 20 countries. The IAF, as a promoter of the Network, will continue to help new members with their own grassroots assistance programs. The IAF will also work with the Hemispheric CEO Committee of RedEAmerica to mobilize other private and public sector funding for grassroots development.

The IAF will disseminate findings of a major study on the significance of corporate social responsibility in selected countries of Latin America and the Caribbean. This work, to be

undertaken in Fiscal Year 2004 by Lester Salamon, a renowned scholar, author and professor at the Johns Hopkins University, builds on more than a decade of IAF experience in encouraging partnerships among grassroots organizations and nongovernmental organizations (NGOs), municipal governments, and the private sector. Dr. Salomon will examine the evolution of these collaborative efforts to target poverty reduction through economic and social development.

Finally, the IAF will continue to lead the way for the development community by communicating with practitioners, donors and policy-makers through its Web site, publications, conferences and other fora.

### **C. Goals and Objectives of the Fiscal Year 2005 Program**

The IAF neither designs nor implements projects. Rather, it responds with attentiveness to, and analysis of, the best development proposals. The IAF vision for Fiscal Year 2005 is expanding development efforts at the grassroots level and greater participation by the peoples of Latin America and the Caribbean in social, economic and political life. Toward that end, the IAF will stay responsive to the best ideas emerging from the region. Its staff will continue to maintain direct, on-the-ground contact with projects and proponents in urban barrios and rural areas.

The IAF has set the following general goals and objectives for Fiscal Year 2005:



**Fiscal Year 2005 Performance Goals**

***Strategic Plan Goal I: Support the most promising and innovative means to foster sustainable grassroots and local development and economic independence.***

**Performance Goal:** Fully implement a broader, more competitive, policy-oriented and transparent selection process which takes full advantage of internal sectoral expertise.

**Performance Measure:** Broader, more diverse grant funding to organizations that have not previously received IAF funding and that display leadership and innovation in their respective sectors.

**Performance Goal:** In partnership with at least one other donor, initiate a funding vehicle for credit activities of non-credit development organizations and social enterprises.

**Performance Measure:** An IAF-initiated funding vehicle will provide credit resources to at least one non-credit development organization or social enterprise in Fiscal Year 2005.

**Performance Goal:** Continue to promote development among African descendants—who comprise half the population living below the poverty line in Latin America and the Caribbean—and in indigenous communities.

**Performance Measure:** Inclusion of grassroots indigenous and African descendent organizations on the agenda of discussions related to international development goals (such as the Millennium Development Goals) in conjunction with the bilateral development program of the United Kingdom, the Inter-American Development Bank and the World Bank.

**Performance Measure:** Training and capacity building activities in the region supported by grant funding and strategic partnerships with multilateral and donor agencies.

**Performance Measure:** Increased funding for socio-economic projects presented by grassroots organizations representing African descendants, indigenous communities and disabled peoples.

***Strategic Plan Goal II: Communication and learning.***

**Performance Goal:** Work with RedEAmérica toward standardizing information collection and analysis.

**Performance Measure:** Facilitation of the work toward a standardized results reporting system, allowing aggregation of data from members in 20 countries under one electronic data base, and adoption by all RedEAmérica members including the IAF.

**Performance Goal:** Continue maximizing information-sharing with the IAF's automated grant evaluation and management system, and developing greater internal capacity to analyze data and conduct more in-depth inquiries.

**Performance Measure:** Expansion of the IAF grant evaluation methodology and application to at least 10 in-depth grant evaluations per year.

**Performance Measure:** Through discussion with all IAF staff, integrate findings of the evaluations into the grant-making process.

**Performance Goal:** Present to the broad development assistance community cutting-edge development analysis that encourages additional resources to flow to Latin America and the Caribbean.

**Performance Measure:** Dissemination in selected countries of the findings of a major study on the significance of corporate social responsibility, undertaken in Fiscal Year 2004 by scholar and author Lester Salamon of the Johns Hopkins University.

***Strategic Plan Goal III: Make the most of available resources (efficiency, counterpart)***

**Performance Goal:** Collaborate with a broader range of donors in a broader array of arrangements.

**Performance Measure:** Dissemination of an IRS ruling that grants made by U.S. foundations to overseas organizations through the IAF meet expenditure responsibility requirements so as to encourage use of the IAF as a conduit for grants by other U.S. donors.

**Performance Goal:** Increase the number of RedEAmérica grants made to community organizations by 20 percent.

**Performance Measure:** Admission of new members to RedEAmérica, expanded capability of all members to fund more community organizations, and mobilization of financial resources not only from members but from other private and public sector sources.

**Performance Goal:** Identify and support evolving relationships between immigrants to the U.S. who work transnationally and their home communities and connect this effort with other interested parties.

**Performance Measure:** Continued collaboration with immigrant groups in the U.S. to support development projects in their communities of origin and identify new sources of financial resources through seminars with these groups, foundations, academics and municipal authorities in U.S. cities with major immigrant communities.

**Performance Measure:** Continued dissemination of the results of IAF's involvement in transnational linkages at the grassroots level and of its assistance in transforming the linkages into genuine co-development initiatives by immigrant communities in the United States and their countries of origin.

**Performance Measure:** Connection to efforts in Canada and other countries to better understand and use their own transnational linkages as a development resource.

**Performance Measure:** Expanded community foundation activities on the U.S.-Mexico border, including monetary and nonmonetary transfers (such as technical assistance), to promote challenge grants and other forms of cross-border philanthropy.

***Strategic Plan Goal IV: Remain the preeminent organization in the areas of grassroots development and participatory democracy in Latin America and the Caribbean.***

**Performance Goal:** Continue improving the Grassroots Development Framework to reflect further work on "intangible" results in the areas of civic capacity, democracy, grassroots policy transformation and participation.

**Performance Measure:** A pilot test of intangible indicators and the integration of new and revised indicators into the Grassroots Development Framework for application to analyzing results data.

**Performance Measure:** A positive review of the revised framework by experts, practitioners and academics.

**Performance Goal:** Maintain IAF's print and electronic publications in the vanguard of reporting on and analysis of grassroots development to influence the broader development community toward a deeper understanding of Latin American and Caribbean development problems and potential.

**Performance Measure:** Dissemination of quality material on the trends in self-help development in Latin America and the Caribbean and on the lessons learned from the IAF's three decades of experience in funding innovative grassroots initiatives.

**FISCAL YEAR 2003 PROGRAM ACTIVITIES****Overview**

For the Fiscal Year 2003 grant program, the IAF

- reviewed about 1,020 grant proposals submitted by grassroots organizations and corporate foundations, from which 115 were selected and analyzed in field visits;
- approved 64 new grants in the amount of \$14 million and amended 35 ongoing projects with \$1.9 million, for an investment of \$15.972 million which represents 100 percent of all program grant funds for Fiscal Year 2003.

The grant programs are expected to reach some 556,000 beneficiaries. Grantee contributions, either in-kind or cash, matched about dollar-for-dollar the IAF's contributions in Fiscal Year 2003. Since 1971, the IAF has made 4,464 grants valued at more than \$557 million, with counterpart contributions totaling about \$818 million. Fiscal Year 2003 grants averaged \$161,000 for a two-year period, compared to \$180,000 in Fiscal Year 2002, \$198,000 in Fiscal Year 2001, and \$183,700 in Fiscal Year 2000.

**Table 3.1 GRANTEE/COUNTERPART CONTRIBUTIONS for FY 1972-2003**  
(\$000s)

Fiscal Year	IAF Funds*	Counterpart Contributions	Total IAF and Counterpart Funds	Counterpart Funds as % of Total	Counterpart Funds as % of IAF Total
1972	\$ 2,794	\$ 2,504	\$ 5,298	47%	90%
1973	2,944	4,263	7,207	59%	145%
1974	11,884	13,248	25,132	53%	111%
1975	12,634	18,787	31,421	60%	149%
1976	12,190	15,100	27,290	55%	124%
1977	14,967	18,458	33,425	55%	123%
1978	11,726	10,596	22,322	47%	90%
1979	16,866	14,431	31,297	46%	86%
1980	22,399	25,360	47,759	53%	113%
1981	21,811	27,949	49,760	56%	128%
1982	21,206	28,869	50,075	58%	136%
1983	17,662	21,826	39,488	55%	124%
1984	17,683	24,750	42,433	58%	140%
1985	22,659	35,256	57,915	61%	156%
1986	18,817	16,664	35,481	47%	89%
1987	19,552	37,400	56,952	66%	191%
1988	20,267	25,564	45,831	56%	126%
1989	22,026	26,883	48,909	55%	122%
1990	19,414	12,050	31,464	38%	62%
1991	26,934	37,125	64,059	58%	138%
1992	21,917	32,639	54,556	60%	149%
1993	24,429	37,163	61,592	60%	152%
1994	24,739	38,135	62,874	61%	154%
1995	22,926	37,550	60,476	62%	164%
1996	15,276	49,938	65,214	77%	327%
1997	14,494	38,915	53,409	73%	268%
1998	17,973	37,381	55,354	68%	208%
1999	22,671	36,218	58,889	62%	160%
2000	11,393	24,027	35,420	68%	211%
2001	13,874	29,849	43,723	68%	215%
2002	13,378	23,227	36,605	63%	174%
2003	15,930	15,394	31,324	49%	97%
<b>Total</b>	<b>\$555,435</b>	<b>\$ 817,519</b>	<b>\$ 1,372,954</b>	<b>60%</b>	<b>147%</b>

**Accomplishment of Goals and Objectives of the Fiscal Year 2003 Program*****Introduction***

In Fiscal Year 2003, the Inter-American Foundation (IAF) received a \$16.1 million appropriated budget for program grant and program support activities using 47 full-time employees. An additional \$9 million from the Social Progress Trust Fund brought the IAF's total operating budget to \$25.1 million. The IAF approved 64 new grants and 35 supplemental funding grants in 18 countries in Latin America and the Caribbean.

Through our funding, the IAF sought to strengthen the role of citizens at the grassroots in sowing the seeds of a culture of sustainable, responsible development that fosters and buttresses the formation of trustworthy public institutions from the bottom up. The economic and civic practices that sustain grassroots development also support broader development initiatives in policy and institutional infrastructure. Ultimately, therefore, all development rests on the grassroots.

In Fiscal Year 2003, the IAF encouraged the active participation of local governmental, nongovernmental and business entities in joint efforts to solve shared problems. By promoting the value of this kind of collaboration to address local development needs, the IAF encouraged the establishment of sustainable democratic structures conducive to the participation of economically disadvantaged citizens in the public decision-making processes that affect their lives. Responding to proposals from grassroots groups and NGOs, the IAF helped such local partnerships to implement community projects, mobilize counterpart resources and improve the quality of life of low-income people.

The IAF neither designs nor manages the implementation of projects carried out by its grantees. Rather it supports projects designed and managed by prospective beneficiaries and organizations in Latin America and the Caribbean. The performance goals established by the IAF are always subject to external factors including unforeseen changes in social, economic or political conditions and how our beneficiary populations react to them. Nevertheless, we present what we consider a noteworthy record of accomplishment, referenced to the four goals we set out at the beginning of Fiscal Year 2003.

***Goals and Objectives Reached in the Fiscal Year 2003 Program***

**Goal One:** Strengthen the bonds of friendship and understanding among the peoples of this hemisphere.

**Objective 1:** The IAF will identify and support creative social and economic development ideas generated by Latin American and Caribbean grassroots organizations and leaders.

The IAF is rigorously committed to supporting responsive development. It holds the conviction that people who must live under adverse circumstances are the best judges of the actions that they can take to address them. This, of course, does not rule out advocacy on their behalf or the need for expert advice. However, it assigns to the beneficiaries the first right to define their problems and to set the order of priorities for addressing them. This requires a more intensive and laborious civic participation process than most development assistance programs are willing to recognize, and this sets the IAF apart. We make prior participation by beneficiaries a requirement of our funding. We believe that, ultimately, the solutions designed by people have sufficient ownership to be sustainable, even if they may not be designed by experts. All of our development proposals, therefore, were generated by our potential grantees in consultation with their grassroots constituents.

**Mexico-Border Philanthropy Partnership**

As one of the founders of the U.S.-Mexico Border Philanthropy Partnership, the IAF played a leadership role during Fiscal Year 2003. The Partnership consists of nine donor institutions, seven Mexican border community foundations and 14 U.S. border community foundations. This international donor coalition committed \$10 million to building and strengthening the organizational leadership, grantmaking programs, and institutional resources of the community foundations, which the community foundations matched with \$10 million. Additionally, the IAF's Fiscal Year 2003 program included grants to two other Mexican border organizations to support their grassroots programs as well as strengthen their cross-border supportive relationships with U.S. development organizations:

- *Fundación Internacional de la Comunidad A.C.*, received a grant for \$400,000 over three years to strengthen its partnership with business, NGO, and philanthropic leaders; mobilize \$400,000 from other sources to match IAF contributions; bolster the organizational capacity of more than 200 NGOs and micro-businesses; support more than 60 small development projects managed by these local organizations; and benefit 1,800 people in low-income communities in urban and rural areas of the Mexican border state of Baja California.
- *Fundación UABC A.C.* was awarded \$425,550 over three years to foster alliances among universities, businesses, community organizations and governments in Mexicali (Baja California); support micro-enterprise development in rural areas

with loan and grant funds for micro-enterprises, directly benefiting low-income women and their families; bolster the organizational capacity of more than 90 community groups and NGOs; and promote development in Mexicali through stronger relationships with the Imperial Valley in California.

### **Transnational Initiatives**

An IAF task force focused on working with immigrant groups in the U.S. to support development projects in their communities of origin in Latin America and the Caribbean. The IAF convened dialogues with these groups, U.S. foundations, academics and municipal authorities in New York, Boston, Miami, Los Angeles, and Washington, D.C.; dialogues are planned for Chicago and possibly other cities. The IAF has made grants to co-fund economic development projects in Haiti with Haitians in the U.S., to support small-scale producers in Mexico exporting to Mexican immigrants in the U.S., and to support community development projects by Salvadoran and Mexican organizations in collaboration with migrant organizations in the U.S.

The \$400,000 grant to the *Asociación Mexicana de Uniones de Crédito del Sector Social A.C.* in Mexico is an example of how the IAF teams up with local partners. The three-year project aimed to improve financial services and lower remittance transfer costs for low-income rural communities in areas with high rates of migration. Strengthening community micro-banks, including through cooperation between U.S.-based migrants, should benefit approximately 11,500 micro-bank members.

Similarly, the *Fundación para la Productividad en el Campo* received \$507,545 for its collaboration with 33 private and public organizations, foreign and domestic, including the North American Integration and Development Center (NAID) of the University of California at Los Angeles, to link Mexican migrants in the U.S. with economic development projects in their hometowns.

Finally, CARECEN International in El Salvador received \$300,000 for a three-year project to enable 20 communities, their respective municipal governments and their corresponding Home Town Associations (HTAs) in the United States, to work on grassroots development. Another IAF grantee, *Fundación Nacional para el Desarrollo* (FUNDE, ES-210), will also be a partner.

### **African Descendants and Indigenous Peoples**

In an effort to reach out to disadvantaged communities and indigenous peoples often overlooked, the IAF has awarded grants to a diverse group of African descendent organizations working on innovative economic and social development projects. Two of the four Brazilian African descendent organizations awarded grants in Fiscal Year 2003 are creative learning projects: *COLYMAR* received \$25,000 for community-driven studies of



black entrepreneurship, and *CAD* received \$22,100 for community-based group development and training. A women-led African descendent organization, *Mãe Andresa*, located in the Brazilian Northeast, received \$285,600 to further economic opportunities for domestic workers through leadership and capacity-building training in partnership with other local institutions. *Mundo Afro*, which received \$200,750, is conducting the first comprehensive African descendent cross-border local development project in the region and will link grassroots communities with municipalities in Uruguay, Paraguay, and Brazil.

In support of its goal to assure the inclusion of African descendent communities in development projects leading to better conditions, the IAF published and distributed *Economic Development in Latin American Communities of African Descent*, compiling papers highlighting the accomplishments of current and former grantees. These came from the IAF-sponsored panel at the XXIII International Congress of the Latin American Studies Association, chaired by IAF representative Judith Morrison. The 40-page English version, which first appeared in September 2002, was reprinted twice in Fiscal Year 2003 and posted on the World Bank's Web site. Spanish and Portuguese versions were added in Fiscal Year 2003. The Inter-American Development Bank plans to reprint the publication. The IAF continues to be an active member of the Inter-Agency Consultation on Race and is one of the lead organizations in this consortium, sponsoring brown bag lunches and participating in presentations in the United States and throughout Latin America on issues of relevance to African descendents.

The IAF's continuing support for indigenous peoples is confirmed by two recent grants in Panama. An award to AFOTUR enables the NGO to coordinate with a private eco-tourism company in providing services that allow indigenous Embera communities to share the economic benefits of the expanding tourist economy by tapping their rich cultural expressions. The IAF also awarded a grant to the Kuna indigenous people for three community museums on separate islands which will create additional tourist attractions as well as strengthen the Kunas' cultural identity and local control for development.

Lessons learned from the IAF's long history of funding indigenous projects in the hemisphere were shared in several venues. The IAF-sponsored panel on grassroots development at the Fair Trade Symposium in Cancún, Mexico, presented examples of successful indigenous-managed enterprises which benefited poor communities in Bolivia. The IAF was represented in meetings with a new organization of Native Americans, First Nations Development Institute, in Tucson, Arizona.

The 2003 issue of the IAF journal *Grassroots Development* included two significant features on IAF projects benefiting indigenous peoples: "Mobilizing Community Museum Networks in Mexico — and Beyond" by Foundation Representative Kevin Healy and "Development and Gender in Guatemala" by IAF in-country support person Rosa Maria Cruz. "Indigenous Awakening," a four-page section of editor Paula Durbin's broader focus on Argentina, describes a project benefiting native Argentines. Another article by Healy, dedicated to the

memory of Elizabeth Meyer, profiled an IAF-financed reader for Peruvian schoolchildren printed in Spanish and several indigenous languages. Former IAF Representative Charles Kley Meyer's *Padre Sol, Madre Luna*, a book of stories based on IAF projects benefiting indigenous and Afro-Ecuadorians, was reviewed and excerpted in the journal.

**Objective 2:** The IAF will test, evaluate and validate development ideas it has supported.

The IAF studied the sustainability of 27 closed-out grants to organizations in Brazil, Mexico and Costa Rica. Twenty-three of the beneficiary organizations were still in operation, the majority with very strong financial and human capital that assures their future. The study underscored the importance of effective management, diversification of revenues and community engagement in project implementation. Final conclusions were presented at the IAF, and the complete report is now available for distribution. A summary appears in the 2003 issue of *Grassroots Development*.

IAF's Office of Evaluation periodically selects certain innovative self-help initiatives for an in-depth assessment of lessons of special interest to the IAF, its grantee network and the development community. Completed during the fiscal year was an 18-month study co-sponsored with the Council on Public Policy Education, the Inter-American Democracy Network, the Kettering Foundation and Partners of the Americas. The study analyzed the connection between deliberation and citizen participation and sustainable local development using 10 case studies from seven countries: Brazil, Paraguay, Ecuador, Peru, Costa Rica, Nicaragua and Mexico. Findings presented in September to the Kettering Foundation in Dayton, Ohio had been published in *Deliberación Pública y Participación Ciudadana: diez experiencias de toma de decisión comunitaria en América Latina*. The English version is expected in Fiscal Year 2004.

With a six-month 2003 grant to study successful examples of local development in Uruguay and Chile, two nongovernmental organizations, CLEAH (Centro Latino Americano de Economía Humana) and SUR (Corporación de Estudios Sociales y Educación), published their findings in *Territorio Local y Desarrollo: Experiencias en Chile y Uruguay*, a book presented at the First Latin American Summit on Local/Regional Development and Decentralization in Arequipa, Peru, in June. In Fiscal Year 2003, the Center for Environmental and Social Studies on Sustainable Development, a nongovernmental organization based in Washington, D.C. and in El Salvador was commissioned to examine three eco-agricultural projects in Guatemala for worthwhile practices. The conclusions will be published in the IAF's journal, *Grassroots Development*.

The IAF established during this fiscal year criteria for an annual evaluation of 10 projects randomly selected from the IAF's portfolio. The evaluation will focus on the changes, expected and unexpected, that the projects generated on various levels; the processes and development strategies that achieved the observed changes; and the projects' responsiveness

to community needs. Fundación Gertulio Vargas of Brazil will conduct the first year evaluations.

### **Digital Divide: Internet, Communications and Technology**

The IAF continues to address the digital divide by incorporating into its grants support for Internet access by grantees in remote, rural regions and the communities they serve. In Brazil, two grantee programs provided Internet access to low-income communities in urban *favelas* and the rural Northeast: *Rede de Informações para o Terceiro Setor*, funded with \$227,635 in Fiscal Year 2002, has successfully launched the first stage of its two-year project offering computers and computer skills to 40 NGOs and base groups; and *Viva Rio* which developed three technology-based business centers provides technical assistance and support to 12 women-led cooperative business ventures in greater Rio de Janeiro (double the number anticipated).

### **Micro-Finance**

The IAF entered into a partnership with the Inter-American Development Bank's Sustainable Development Group, Micro-enterprise Development Division, to refer IAF grantees into the bank's grant and loan processes. Through its Social Entrepreneurship Program, the IDB provides soft loans to private organizations and public local development institutions.

After systematically reviewed its current portfolio for grants with a microfinance component, the IAF is analyzing its financial and nonfinancial support services for grantees as well as best practices in micro-finance to determine the most appropriate niche for IAF funding.

The IAF Central America team analyzed and compared 26 projects with a significant micro-enterprise component. A chart comparing characteristics of the projects (e.g. productive activities, interest rates, loan fund and training activities as a percentage of total IAF budget, and loan conditions) may become a template for comparing micro-enterprise projects by country.

The 2003 issue of *Grassroots Development* included an article detailing grantee Asociación Warmi Sayajsunqo's successful micro-credit program for the indigenous community in and around Abra Pampa in rural Jujuy, Argentina. Work has already begun on three articles for future issues on various aspects of micro-finance in development: IAF-supported projects along the U.S.-Mexican border, FINCA's success in Peru, which IAF assisted, and FINCA's and the IAF's perspective on micro-finance as a development tool. *IAF Connections* for December 2002 included an item on microcredit.

*Asociación de Organizaciones de Microfinanzas (ASOMI)* received \$323,990 for a three-year project to strengthen and expand its eight-member network of nongovernmental organizations extending loans to small and medium enterprises in El Salvador. The program

will provide education, training and technical assistance to improve administrative and programmatic activities, identify best practices and disseminate current technology for managing credit funds.

### **Micro-entrepreneurship: Recycling**

The 2002 issue of *Grassroots Development*, which appeared in English in September 2002 and in Spanish and Portuguese in March 2003, featured ASMARE's massive IAF-supported recycling operation in Belo Horizonte, Brazil, and a photo essay on a successful recycling enterprise in Bogotá, Colombia, supported by IAF grantee *Fundación Corona*. The ASMARE article highlights best practices in a municipal-civil society partnership and how these partnerships have improved the living conditions of the poor. ASMARE was further documented in Fiscal Year 2003 for an upcoming book of photographs expected in Fiscal Year 2004. Photos of the Brazilian and Colombian projects were exhibited at an international recyclers' convention hosted by ASMARE in October, 2003, in Belo Horizonte. Attending were representatives of recycling organizations from throughout the region.

In Fiscal Year 2003, the IAF strengthened its commitment to communities of recyclers by supporting *Nova Pesquisa e Assessoria em Educação*, one of the first organized groups of recyclers and researchers in Rio de Janeiro, Brazil. The grantee is undertaking, with \$218,800, a three-year project to increase the income and sustainability of recycling cooperatives throughout the state of Rio de Janeiro. The program includes technical assistance support, training workshops, publications and an equipment fund.

*Fundación Papyrus*, with \$100,000 over three years, works with local school children in 120 schools in Venezuela to establish paper recycling programs that will directly benefit the students with income for books, equipment, facility maintenance and special educational programs. *Papyrus* will reach some 96,000 students between the ages of 12 and 18 as well as 360 teachers who will be instructed in recruiting students and training them in basic recycling techniques. *Papyrus* will help develop a heightened awareness of the importance of recycling in the targeted schools. The students, working closely with the teachers, will establish and operate the paper recycling centers on the school premises.

**Objective 3:** The IAF will conduct research efforts in cooperation with Latin American and Caribbean grassroots organizations and leaders to gain deeper insight into significant development problems.

A grant to *Fundación Esquel Ecuador* brought the NGO, the Kettering Foundation's Inter-American Democracy Network (IADN), Partners of the Americas and the IAF into a study of IAF and IADN projects that were instrumental in helping communities diagnose their problems, agree on appropriate solutions and outline an action plan.

The IAF awarded a six-month grant to the *Centro Latino Americano de Economía Humana (CLAEH)* and *Corporación de Estudios Sociales y Educación (SUR)* to study successful cases in local development in Uruguay and Chile and publish the findings in *Territorio Local y Desarrollo: Experiencias en Chile y Uruguay*, which was presented at the international forum in Arequipa, Peru, in June 2003 and, later, to the IAF staff.

The IAF and the Brazilian *Fundação O Boticário* will continue to test environmental indicators developed in Fiscal Years 2001-2002 for the GDF. This partnership will enable the IAF and *Fundação O Boticário* to disseminate evaluation information and methodologies for promoting eco-development grant funds to interested development practitioners. *Fundação O Boticário*'s on-site training session in its Curitiba offices on methodology and planning grant funds have been broadly disseminated throughout GIFE, a Brazilian foundation network. The IAF's conference held in October 2003 in Rio de Janeiro highlighted successes and challenges of this eco-development methodology and its related indicators for data verifiers and IAF staff.

The Argentina focus in *Grassroots Development* 2003 included a section on the vibrant IAF-supported network of schools in rural Buenos Aires province which prepares young people for productive careers in agriculture and related fields. A goal of the program is to give new generations the option of remaining in rural areas rather than joining the ranks of the urban unemployed.

**Objective 4:** The IAF will influence the broader development community toward a deeper understanding of Latin American and Caribbean development problems and potential by disseminating the results of its project funding and of its research efforts to development practitioners, donors and policy-makers through publications, conferences, public appearances, working groups and international fora.

After a three-year hiatus, *Grassroots Development* for 2002 appeared in late September 2002 in English and in March 2003 in Spanish and Portuguese. *Grassroots Development* for 2003 was out in English in July 2003 and in Spanish in November. At 80 and 76 pages, respectively, these issues represent significantly enhanced journals. The 3,800 print run for the Spanish and English versions of each issue was nearly exhausted within two months of appearance. Both versions and the Portuguese layout also appear on the IAF's Web site where they are accessed by an online readership. In addition to *Grassroots Development*, the IAF printed and distributed the following publications in 2003:

- *2002 in Review* in English, Spanish, and Portuguese, summarizing the awards in 2002;
- *Economic Development in Latin American Communities of African Descent*, which was reprinted twice in English after the initial run was exhausted, and appeared in Spanish and Portuguese as detailed under Performance Goal One, Objective 1;

- *Alianzas*, the Spanish version of Beryl Levinger's book on how governments, corporations, and NGOs partner to support sustainable development in Latin America.

The newsletter *IAF Connections*, enhanced with a professionally designed template, was distributed electronically in its *html* version to 2,000 subscribers in December 2002 and in March, June, and September 2003. It also appears on the IAF's Web site in text and *html* format in English, Spanish, and Portuguese. A Creole version is available to the Haitian readership in print and PDF format.

The IAF's Web site is constantly updated to keep grantees, the donor community and other readers informed. Grantee awards, upcoming events and changes to the IAF's application procedures or listing of the staff, board of directors or advisory council, are posted immediately. Web links have been enhanced. The site features all publications printed in Fiscal Year 2003 and an online form for ordering hard copies.

The IAF has cultivated a productive relationship with interested Congressional offices and provides them with a constant stream of information on projects dealing with community museums, coffee and development along the U.S.-Mexico border and in Latin American communities of African descent. The IAF's commitment to development via democratic practices has fostered a collaborative effort with the U.S. Department of State in its Summit of the Americas process. In connection with the January 2004 Summit, IAF President David Valenzuela has represented the U.S. government in preparatory meetings and in briefing the U.S. Department of State.

IAF representative Jim Adriance and IAF Vice President for Programs Ramón Daubón appeared on separate Spanish-language broadcasts by the Voice of America. IAF representative Kevin Healy, a recognized expert in indigenous development, lectured at the invitation of the U.S. Department of State and its Foreign Service Institute on five separate occasions to Foreign Service personnel. Additionally, Healy has spoken to the broader development community disseminating the results of the IAF's project funding in Bolivia as detailed in his book, *Llamas, Weavings and Organic Chocolate* (second edition), including the University of Iowa, Ohio State, Johns Hopkins University (Baltimore), Johns Hopkins School of Advanced International Studies (Washington, D.C.) and Columbia University, among other venues.

Decentralization, Local Economic Development and Citizen Participation, a conference held in June in Arequipa, Peru, was co-sponsored by the IAF, the municipality of Arequipa, Macro Región Sur, IAF grantee *Centro de Estudios para el Desarrollo Regional* (CEDER), and the city of Barcelona, Spain. Attendance numbered reached 400, with 250 delegates from throughout Latin America. Also in June, the IAF sponsored three training workshops for 500 mayors in conjunction with the Ninth Inter-American Conference of Mayors and Local Authorities in Miami. The IAF's Office of External Affairs offered printed materials for both conferences which were publicized in the IAF newsletter and on its Web site. The

conferences provided the basis for an article on local development now in preparation for publication in the next issue of the IAF's journal *Grassroots Development*.

With respect to the IAF's expertise in working with African descendents in Latin America, IAF staff served as a resource to Congressional Black Caucus staff interested in supporting African descendent communities in the region. The IAF sponsored the first meeting of two African descendent networks, donor agencies and congressional representatives during the 2003 National Council of La Raza meeting in Austin, Texas. A meeting co-sponsored with La Raza and the Panamanian Consulate featured a presentation by the Afro-Panamanian female leader of an IAF-funded project.

In late Fiscal Year 2003, the IAF sponsored site visits by seven Salvadoran beekeepers to projects in Costa Rica; brought all 25 current Salvadoran IAF grantees together in four workshops to share strategies for working more effectively with local governments; and published a report on the strategies and on accessing remittances, which has been distributed to grantees and other NGOs in El Salvador and presented at the national Salvadoran "home-town associations" convention in Los Angeles in September. The findings were used by the Inter-American Institute on Fruit Production staff to conduct the Central America sub-regional seminars on fruit tree farming as substitute for traditional crops. The IAF hosted in March 2003 a one-day meeting of representatives of all Guatemalan grantees and other development organizations (20 groups in total) to examine and compare educational methodologies. Summaries were disseminated in a final report.

**Objective 5:** The IAF will continue to be engaged with grantee organizations outside the term of the average project through ongoing monitoring and encouragement of development networks.

In Guatemala, the IAF has established an advisory relationship with the director of the UNDP's small projects fund, which makes grants of between \$10,000 and \$25,000 to community groups. The fund sends its best "graduate" groups to apply to the IAF. Similar informal collaborations and creative partnerships have been established with the Ford Foundation, Action Aid, Oxfam, Novib and others.

**Objective 6:** Recognizing that U.S. corporations are a major presence in the region, the IAF will work to expand and strengthen the involvement of U.S. corporations and private sector groups in social investment and grassroots development projects.

A centerpiece of the IAF vision for the next five years is replication of the IAF's responsive funding approach throughout the Americas. Over the past 10 years, corporate foundations and companies from Mexico to Argentina have adopted this responsive approach on their own initiative or through cooperative agreements with the IAF. Beginning in Fiscal Year 2002, the IAF began to help link these independent programs into the Inter-American Network of Corporate Foundations and Actions for Grassroots Development (RedEAmérica).

This network is now organizing learning programs and exchange visits among its more than 40 members to identify best policies, practices and methods for supporting grassroots development. It is also developing a strong training capability and a standardized system for measuring and reporting the results of its members' funding. It is anticipated this initiative will mobilize scores of companies and corporate foundations to become actively engaged in supporting local communities and will mobilize millions of dollars for grassroots development from the private sector. Through cooperative agreements with many corporate foundation members of RedEAmérica, the IAF has already mobilized US\$2 million in counterpart funding to support the self-help initiatives of local organizations in eight countries.

The IAF also co-sponsored the CSR (Corporate Social Responsibility) Americas Conference in Miami, Florida with the Inter-American Development Bank. IAF developed the agenda with other sponsors, managed a panel of grantees, provided support to speakers and assisted with the post-conference publication. The IAF co-sponsored the follow-up CSR Americas Conference in Panama in October 2003, providing similar support. The IAF organized two CSR Conferences in the Caribbean, one in Haiti and the other in Trinidad and Tobago for the English-speaking Caribbean. The IAF is promoting corporate responsibility in remote regions of Brazil through a Fiscal Year 2003 grant for \$295,433 to the *Instituto Ethos* (ETHOS). This three-year project increases private sector investments in poverty alleviation and local development through support for case studies, manuals on lessons learned, an electronic forum, a Web site of best practices, regional debates and seminars. The project has already had a significant impact in Brazil. It is estimated that it will serve more than 7,000 corporate decision makers and local stakeholders, and give the 570 ETHOS member companies greater information on how to support low-income and marginalized communities.

The IAF proposed and leads an inter-agency working group on United States government efforts that promote good corporate practices. The first deliverable of the working group is a common Web portal to be launched in Fiscal Year 2004. The IAF is leading the development of the interagency Web portal design which will have content and financial support from partner agencies.

The IAF works to expand and strengthen the involvement of corporations and private sector groups in social investment and grassroots development projects:

- The IAF signed a Memorandum of Understanding (MOU) with Conoco-Phillips Venezuela to do a feasibility assessment for jointly developing a community foundation in the Pedernales Municipality of the Delta Amacuro, Venezuela. The MOU contemplates the involvement of other petroleum sector partners in the initiative.



- The IAF in conjunction with Manpa S.A., a privately held paper company in Venezuela, is studying a potential community-based recycling business that would supply recycled raw materials to corporations through the *Papyrus* grant, described above.
- *Endeavor* in Uruguay received \$299,835 to support the development of a corporate social responsibility movement through conferences to disseminate best practices and promote CSR initiatives.

**Goal Two:** Support self-help efforts designed to enlarge the opportunities for individual development.

**Objective One:** The IAF will fund projects that improve the standard of living for participants.

### **Self-help Efforts**

The IAF supported a series of self-help projects designed to increase opportunities for individual development and improve the quality of life for participants:

In Venezuela, the IAF awarded the *Cooperativa Industrial de Trabajadores “Aluminio Fénix R.L.”* \$246,200 to improve the cooperative’s production of aluminum products through increasing its membership, establishing and training a network of small producers and distributors, improving relationships with raw materials providers and expanding the reach of the shareholder investment program.

*AVINA Perú*, with \$120,000 for the first year of a three-year agreement, will provide small grants, training and other support to community organizations of poor people for self-help development projects. *AVINA Perú* will also participate with other RedEAmérica members in workshops and conferences to share learning, best practices, policies and methodologies for supporting grassroots development.

The *Buccoo Reef Trust* will use \$107,000 over two years to support seamoss cultivation, new product development, production and marketing by approximately 120 small-scale producers on the island of Tobago.

*Red Bioplaneta A.C.* (Bioplaneta), in Mexico, received \$320,600 a two-year project to train and strengthen community enterprises and assist enterprises in niche-marketing high quality, environmentally sustainable products. The project will benefit approximately 30,000 low income individuals from 6,000 families that are members of 55 rural enterprises, most located in the states of Oaxaca and Veracruz in indigenous regions and areas of high migration.

*Asociación de Voluntarios para el Desarrollo Comunitario* in Nicaragua received \$98,618 to supplement a previous grant for a housing loan fund to cover the costs of materials, skilled labor, and transportation, as well as a loan fund to finance income-generating activities of approximately 110 beneficiary families in the cities of Jiguina, Los Robles, Asturias, Yankee and El Salto.

*Fundación Agricultura y Medio Ambiente* received \$57,500 for a two-year project to strengthen an alliance of small-scale organic farmer organizations and to launch a marketing service that eventually will increase production and incomes for more than 16,000 small-scale organic farmers throughout the Dominican Republic.

### **Self-help through Civil Society Partnerships**

*Sociedad de Servicios Integrales para el Desarrollo Rural Espino Blanco* received \$352,050 for construction loans to Nicaraguan families whose homes had been destroyed by Hurricane Mitch in 1998.

Altogether, IAF grantees provided close to 24,000 loans, averaging \$480, to their beneficiaries. Agricultural loans were the largest, averaging \$1,220, but loans for business development, averaging less than \$400, represented 50 percent of the total.

*Comité de Desarrollo Local de Guamote* (CDL-Guamote) received \$274,000 toward reversing environmental degradation and introducing ecologically sound production practices in 82 indigenous communities in Guamote, Ecuador. This municipal government-civil society partnership will benefit municipal residents economically, environmentally and culturally.

**Objective 2:** The IAF will fund projects that aim for economic self-sustainability in a reasonable amount of time. To this end, the IAF will expand sources of financing for grassroots development projects with the private sector, immigrant communities in the U.S., and other sectors.

### **Self-help through Transnational Partnerships**

The IAF believes that economic independence and the civic engagement necessary for sustainable development are mutually reinforcing. It places a premium on projects with a direct economic impact, while seeing such “economic” projects also as opportunities for disadvantaged people to experiment with making decisions and taking actions that impact their lives. Often, it is possible to make connections between poor communities in Latin America and their “Home Town Associations” (HTAs) in the U.S. In this connection, the IAF funded projects such as *FUCAD* in El Salvador, in which six communities partnered with their HTAs in Los Angeles to jointly identify development projects in the home country, raise funds, and implement the projects.

The IAF participated in the national meeting of U.S.-based HTAs from the state of Zacatecas, Mexico, and of U.S.-based HTAs from El Salvador to stimulate interest in co-funding community development projects. Results of this kind of outreach include two new grants in Fiscal Year 2003 and seven proposals in Fiscal Year 2004 involving counterpart support from U.S.-based HTAs. *Fundación de Fomento a la Productividad en el Campo I.A.P.* and *Fundación para la Productividad en el Campo A.C.* were both highlighted at the Zacatecas meeting. The first grant supports 5,200 farmers in central and western Mexico with credit for agricultural and productive projects as well as specialized technical assistance to improve income and create jobs. These farmers work with the Federation of Mexican-American clubs on an innovative model for converting remittances into investment capital. The second grant mobilizes capital from new sources among Mexican-Americans in the United States (\$500,000 in the form of remittances) for agricultural and productive projects in their communities of origin. This project aims to expand income-generating opportunities in poor communities in the Mexican states with the highest migration rates. New proposals were received for projects in Mexico and El Salvador.

**Objective 3:** The IAF will fund projects that increase the capabilities and skills of individuals and families.

In Fiscal Year 2003, IAF grants enabled more than 20,000 individuals to receive training in basic reading and writing. The number of individuals registered in grantee sponsored courses, workshops and seminars exceeded 30,000 in agriculture, 25,000 in management, 23,000 each in health and environmental related topics, 16,000 in finance and 15,000 in leadership skills. For example, in Brazil, *Centro Integrado de Estudos e Programas de Desenvolvimento Sustentável* (CIEDS) and *Centro de Articulação de Populações Marginalizadas* (CEAP) work together in *favela* communities. CIEDS strengthens 25 of the most marginalized communities in Rio de Janeiro by providing technical assistance and training to 200 representatives of 50 community base groups, while CEAP manages a small-grants fund for programmatic support to base groups in low-income communities in Rio de Janeiro. At least four other grantees based in Rio de Janeiro (*FIRJAN*, *Criola*, *Viva Rio* and *RITS*) coordinate to maximize program impact in low-income communities. Their meetings often represent the first exchange between civil society organizations that are working in neighboring areas.

**Goal Three:** Stimulate and assist effective and ever-wider participation of the people in the development process.

**Objective 1:** The IAF will fund projects that are designed with broad community participation.

### **Participation**

Once members of a community have managed to develop the sense that they can have a deciding voice in and a major responsibility for addressing their own needs, these voices have to come together in an effective way to make public decisions. It is not a matter of simply “participating” in processes designed by others, but in assuming an ownership role in

such processes. But it is a complex matter to first identify and prioritize shared concerns and then make decisions and commitments as to the actions to be taken. The more diverse the voices in the conversation, the more complex and difficult the process will be. Yet only inclusive processes will have the commitment of their participants and will therefore be sustainable. It is imperative that as diverse an array of voices be present at the negotiating table, and encouraging that broad participation has always been a hallmark of the IAF.

Two salient examples from Guatemala were funded late in Fiscal Year 2002 and have been successfully implemented throughout Fiscal Year 2003. One is *Equipo de Consultoría en Agricultura Orgánica*. This grant has significantly increased participation in rural areas by using an interactive methodology of knowledge transfer. Each trained farmer has responsibility for training three additional farmers, which significantly increases the impact of the technical assistance, training, and marketing services. Farmers have added value to their members' production by reaching new markets and effectively using new sources of capital. The second example is *Fundación para el Desarrollo y Fortalecimiento de las Organizaciones de Base*, a food security program that works with the municipal government and Guatemala's Ministry of Agriculture to successfully disseminate its food security methodology and promote training and technical assistance in soil and water conservation, organic agriculture, crop diversification and marketing. The participatory methodology has strengthened five grassroots organizations with more than 600 members.

### **Private Sector Participation**

In Uruguay, the IAF funded a two-year grant to *Endeavor*, to expand its entrepreneur services program by incorporating low-income and marginalized producers. *Endeavor* will also take the lead in fostering corporate social responsibility in the Uruguayan business community through a series of conferences and by requiring Endeavor entrepreneurs to incorporate a CSR strategy in their business plans.

**Objective 2:** The IAF will identify and support projects that incorporate marginal and disenfranchised members of society into processes of social, political and economic development.

### **Inclusion**

The practical goal of inclusiveness is made all the more difficult when the exclusion of some members of a community is based on race, gender, ethnicity, physical characteristics or disabilities. Not only is the exclusion unjust, but the excluded voices will, at best, ignore and circumvent the shared community effort or, at worst, work to undermine it. The IAF has always encouraged inclusive and diverse processes and has always focused on marginalized populations. This year, we have been especially active in African descendent community development and women's leadership.

In the rural communities of Para, ASSPRUCC, an organization led by African descendent migrants from the Brazilian Northeast, continues to teach sustainable agriculture techniques to low-income communities. ASSPRUCC is currently working with new partners to improve project sustainability and access by fostering partnerships with alternative Internet providers, a significant accomplishment for a community without electricity or telephone connections. IAF active grantees in Brazil are engaged in diverse productive activities for African descendent communities, including crafts development (*Criola*), and technological capacity building (UNEGRO). *Criola* crafts were exhibited at the recent international World Social Forum in Porto Alegre and is significantly improving artisans' access to new markets. In 2003, UNEGRO launched a pioneering municipal-civil society partnership in São Paulo by creating the first public Internet center located in an African descendent organization.

In Fiscal Year 2003 *Circulo Olympio Marques (COLYMAR)*, *Grupo de Mulheres Negras (Mãe Andresa)* and *Centro para Apoio ao Desenvolvimento (CAD)* received grants for projects benefiting African descendents. COLYMAR will conduct a grassroots self-assessment and compile a directory of African descendent small businesses in the state of Rio de Janeiro. The results of this work will be widely disseminated to potential partners. *Mãe Andresa* will increase the income-generating potential of domestic workers in the city of São Luis, in the Brazilian Northeast. The program methodology lays the groundwork for a support network and opens up entrepreneurship possibilities. CAD will conduct a participatory assessment of the training and technical assistance needs of the most disadvantaged African descendent base groups in the state of Rio de Janeiro. The methodology will include capacity building for organizations and participating individuals.

The IAF continues to strengthen its commitment to women's leadership through including gender related measures in the Grassroots Development Framework and promoting the work of women leaders. A recent grant to *Fundación para la Promoción de la Mujer* in Panama supports training and technical assistance in artisan activities, building and vocational trades, computer sciences, and hotel and tourist services for 505 low-income Panamanian women. The project's main objectives are to increase employment, income, and technical and administrative skills.

In Bolivia, the elderly are the focus of the *Fundación Horizontes* and a consortium of three nongovernmental organizations, which will use \$197,350 for a three-year program with the Network of Rural Elderly Persons and 13 municipal governments in Oruro and Northern Potosí to support elder-managed food security and income-generation projects, expand the number of associations of the elderly, and improve services for the elderly.

**Objective 3:** The IAF will support projects that enlarge the scope and strengthen the capacity of partnerships, NGOs and community groups engaged in developmental decision-making and processes.

### **Institutional Strengthening as Participation**

An engaged community needs to develop an institutional framework within which to exercise its civic life and implement its decisions. While models for such institutions exist and can be replicated, they will only work in a sustainable fashion when the demand for them arises from those whom they are designed to serve.

During Fiscal Year 2003, the IAF continued its direct grant support of four Mexican community foundations with programs in the cities of Ciudad Juarez (state of Chihuahua) and Irapuato (state of Guanajuato) and throughout the states of Oaxaca and Sonora. In addition, the IAF approved a new grant to expand the programs of the national network of community foundations throughout Mexico. This new grant of \$436,000 to the *Centro Mexicano para la Filantropía A.C.* will improve the long-term financial sustainability of community foundations and strengthen their partnerships with civic leaders, businesses, non-governmental organizations, and public institutions. This will help community foundations to better support projects managed by community groups and nongovernmental organizations that will improve the quality of life of low-income people in cities throughout Mexico.

*People's Action for Community Transformation* was awarded \$325,000 to work in collaboration with the *Local Initiative Facility for the Urban Environment* on a four-year project to strengthen the capacity of grassroots organizations, enhance their networking and access to information, and fund social, economic and environmental projects expected to benefit approximately 1,000 low-income residents throughout Jamaica.

**Goal Four:** Encourage the establishment and growth of democratic institutions, private and governmental, appropriate to the requirements of the individual sovereign nations of this hemisphere.

**Objective 1:** The IAF will continue to be the preeminent U.S. Government agency in the areas of grassroots development and democracy in Latin America and the Caribbean.

Since beginning operations in 1971, the IAF has been a leader in development thinking. It recognized the importance of working in response to its beneficiaries and placing an emphasis on “going directly to the people” long before working with civil society became the accepted norm in development assistance. Now the World Bank, bi-lateral donors and others concur: successful governance begins at the community level and arises from the engagement of citizens. Indeed, the first international conference on decentralization and local development was held in Perú in June with IAF support. Luminaries, practitioners and interested citizens from many parts of the world met to discuss the enormous impact of local, participatory development on democratic governance.

**Objective 2:** The IAF will foster and encourage democratic practices at the local, regional, and national levels.

*Corporación SISMA-MUJER* in Colombia received a grant of \$301,887 to formulate educational plans for local authorities to implement for 1,600 beneficiaries in five municipalities in the department of Cundinamarca. The participatory process allowed for citizen input regarding the methods and content of educational programs for children and adults. The previous year, 1,140 individuals had participated in the formulation of local educational projects.

In Panama, the *Instituto Panameño de Desarrollo Humano y Municipal* received \$278,505, for a two-year project to strengthen the capacity of local groups and municipal authorities to mobilize resources and work on development projects. The grant will also further the community's welfare through investments in infrastructure for health, environmental and other service projects. The grantee will work in 47 sub-municipal administrative units and aims to benefit approximately 128,000 individuals.

**Objective 3:** The IAF will encourage partnerships of grassroots organizations, private businesses and local governments to strengthen the process of decentralization currently underway in much of Latin America and the Caribbean.

Unfortunately, decentralization in Latin America has not always meant the devolution of power to the citizens. A long history of centralization is hard to overcome, and while decentralization of responsibilities has indeed happened as an administrative expedient, decision-making authority and control over resources have tended to resist devolution. The IAF believes that by supporting grassroots initiatives that fully use the openings available and press the envelope of possibilities, a habit of decentralized decision-making will evolve. Local partnerships and engaged local governance, therefore, play a central role in the IAF's priorities.

**Objective 4:** The IAF will encourage innovative approaches to reconciling individual and local needs and the challenges of international trends in trade, debt, migration and other areas.

### **Democratic Practice, Decentralization and Globalization**

Globalization is a fact. Yet while some communities and societies are able to take advantage of the opportunities it offers, others are unable to negotiate the risks that it inevitably entails. Poor communities are extremely vulnerable to the requirements imposed by world markets and international standards and the competitive pressures from those who have been able to measure up to those standards. Opportunities exist for poor communities to venture into niches in the global marketplace, but only when they have the capacity. The IAF is seeking to identify examples of such opportunities through a number of new grants.

*Red Bioplaneta A.C.* in Mexico, for example, received \$320,600 for a two-year project to train and strengthen community enterprises and assist enterprises in niche marketing high quality, environmentally sustainable products for export. The project will enable producers to increase profits, and thereby increase family incomes and promote environmental

conservation. The project will benefit approximately 30,000 low income individuals from 6,000 families that are members of 55 rural enterprises.

### ***Fiscal Year 2003 Grants by Program Sector and Country***

It is difficult — and misleading — to adequately describe or classify IAF grants using the traditional sectors. Unlike other development assistance agencies that plan their funding according to pre-established program lines, the IAF *responds* to independent initiatives presented by prospective grantees. In the vast majority of cases, the projects funded represent a rich interaction of institutions at the local level attempting a composite solution to diverse and complex problems.

IAF helps to improve the lives of the poor by their own involvement, participation and capacity building, rather than by the intervention of external experts. Sometimes the organizations of the poor themselves act on behalf of their members: cooperatives, associations of producers or communities and other grassroots organizations. Often IAF grantees are local nonprofit organizations or foundations representing or working with the poor. In approximately one-third of the grants supported in Fiscal Year 2003, municipal governments played a key role as supporters, facilitators and promoters and, sometimes, benefited from grant activities in terms of building their capacity to work effectively with their constituents to resolve pressing local problems. Other partners in grant activities include local businesses, corporations and chambers of commerce attempting to reach out to their communities with resources and ideas. Substantial ventures shared between the IAF and a U.S. or local corporation can support the development initiatives of local NGOs and community organizations. Partnership arrangements are key in fostering democratic processes and structures at the grassroots.

That said, the chart below sets forth a representative classification of grants by traditional program sector, such as enterprise development, agriculture and education, although most grants have secondary program purposes bearing upon other sectors. For example, a grant classified as agricultural could have activities in education, health or small-business formation.

IAF support for enterprise development and management programs totaled more than \$5.6 million, or 35 percent of program funds, in Fiscal Year 2003, compared to \$7.2 million, or 54 percent in Fiscal Year 2002; \$6.3 million or 45 percent in Fiscal Year 2001; \$2.4 million or 21 percent of program funds, in Fiscal Year 2000, and \$8.6 million, or 38 percent, in Fiscal Year 1999. Grants assisted operators and owners of small businesses to acquire equipment and supplies, obtain access to credit funds, develop management and technical skills, and improve production and marketing practices.

Grants for agriculture and food production activities totaled \$3 million, or more than 18 percent of program funds, in Fiscal Year 2003, compared to \$2.5 million, or 19 percent, in Fiscal Year 2002; \$4 million, or 29 percent, in Fiscal Year 2001; \$5 million in Fiscal Year 2000, representing 44 percent of program funding, and \$8.2 million, or 37 percent, in Fiscal Year 1999.



IAF's 2003 grants supported crop production and marketing, with a focus on sustainable agriculture and organic farming. All grants include technical assistance and training components.

Fiscal Year 2003 grants for education and training activities totaled about \$2.8 million, or 17 percent of program funds, compared to \$2.3 million, or 17 percent, in Fiscal Year 2002; \$2.6 million, or 19 percent, in Fiscal Year 2001; \$2.6 million, or 23 percent, in Fiscal Year 2000, and \$2.3 million, or nearly 10 percent, in Fiscal Year 1999. Funded activities included training in organizational development, management, and vocational skills; community planning; and adult education.

Community service programs received about \$1.3 million, representing approximately 8 percent of program funding in Fiscal Year 2003, compared to \$920,000, or about 7 percent, in Fiscal Year 2002; \$571,000, or 4 percent, in Fiscal Year 2001; \$690,000, or six percent, in Fiscal Year 2000; and \$1.5 million, or nearly six percent, in Fiscal Year 1999. Grants supported housing and innovative community development programs.

In Fiscal Year 2003, about 7 percent of program funds, or \$1.2 million, supported grants for other types of activities. Environmental protection, agro-forestry, and eco-development received more than \$657,000, and \$440,000 was channeled to cultural projects. Grants for research and dissemination in the area of grassroots development totaled about \$56,000.

In Fiscal Year 2003, the IAF catalyzed the formation of a business sector strategy to greatly expand funding and support for grassroots development in the Americas. This initiative, RedEAmérica, described in more detail above, engages the business sector in a leadership role in poverty reduction. During Fiscal Year 2003, the IAF funded 12 corporate agreements (classified as new grants for fiscal purposes) and four supplements to these agreements to RedEAmérica members. Some of this funding was channeled to local community organizations as very small subgrants and loans (matched by the party to the agreement). Some funding supported learning activities, training and materials that will help other companies and corporate foundations establish their own grassroots development support programs and join RedEAmérica.

Table 3.2 Primary Program Area, Summary and Grants and Awards

FY2003 Primary Program Area	Number of New	Amount	Percent	Intended Direct
	Grants and Grant	(\$000s)		Beneficiaries
	Supplements			(000s)
Business Development/Management	23	5,660	35.4%	136
Food Production/Agriculture	25	3,023	18.9%	160
Education/Training	18	2,798	17.5%	168
Corporate Social Investment	16	2,000	12.5%	65
Community Services	7	1,338	8.4%	16
Ecodevelopment	4	657	4.1%	6
Cultural Expression	3	440	2.8%	4
Research & Dissemination	3	56	0.4%	1
TOTAL	99	\$ 15,972	100%	556

### *Grants by Sector and Country*

#### Business Development/Management

##### Bolivia

*Asociación Nacional Ecuménica de Desarrollo* (ANED), \$376,425 over three years to promote collaboration and information-sharing across sectors and provide individuals and organizations with project assistance, credit and financial planning services. Working in Rurrenbaque with the municipal government, the development council, farmer groups and nongovernmental organizations, the grantee expects to mobilize at least \$3 million in additional resources. (BO-487)

##### Brazil

*Nova Pesquisa e Assessoria em Educação* (NOVA), \$218,800 over three years to increase the income and sustainability of recycling cooperatives throughout the state of

Rio de Janeiro. The grant will support technical assistance, training workshops, publications and an equipment fund. (BR-809)

*Circulo Olympio Marques* (COLYMAR), \$25,000 for a one-year project to conduct a grassroots self-assessment and compile a directory of small businesses owned by African-descendants in the state of Rio de Janeiro. Afro-Brazilian small-business owners will identify their technical assistance needs and opportunities for their informal and formal sector enterprises. The findings of this assessment and the directory will be disseminated to interested parties throughout the state. (BR-810)

## Ecuador

*Fundación Mujer y Familia Andina (FUNDAMYF)*, \$60,000 to continue training, technical assistance and credit for 360 women, mostly single heads-of-household, so that they may become effective entrepreneurs in Huaquillas, a commercial center on the border with Perú. (EC-373-A1)

## El Salvador

*Asociación de Organizaciones de Microfinanzas (ASOMI)*, \$323,990 over three years to strengthen and expand its eight-member network of nongovernmental organizations extending loans to low-income individuals for small and medium enterprises. The grantee will provide education, training and technical assistance to improve administrative and programmatic activities, identify best practices and disseminate current technology for managing credit funds. (ES-208)

*Fundación Centroamericana para el Desarrollo Humano Sostenible (FUCAD)*, \$350,000 over three years for economic development projects in six communities in the departments of Chaletenango, Cuscatlán, Morazán, San Vicente and La Paz, with support from Salvadoran hometown associations in the U.S. FUCAD will collaborate with El Rescate, a Los Angeles-based multi-service program for new immigrants, and the Salvadoran government's Social Investment Fund for Local Development. The University of California at Los Angeles will contribute a policy and management analysis component. (ES-209)

*Fundación Salvadoreña para la Reconstrucción y el Desarrollo (REDES)*, \$89,887 over one year to consolidate the Mercado Sobre Ruedas de Mejicanos, continue business training and increase sales. (ES-198-A3)

## Guatemala

*Asociación de Desarrollo Integral Tineco (ADIT)*, \$200,000 over three years to train 800 members, mostly women, as well as to improve leadership and organizational skills, and to extend small loans to agricultural and textile businesses. ADIT will collaborate with the municipal government on community projects. The goals are more production, better incomes, improved health and education levels, and an increase in ADIT's membership. (GT-273)

## Mexico

*Red Bioplaneta, A.C. (Bioplaneta)*, \$320,600 over two years to strengthen community enterprises through training and through niche-marketing high quality, environmentally sustainable products to increase profits and promote conservation. Beneficiaries include

30,000 individuals from 6,000 families involved in 55 rural enterprises in the states of Oaxaca and Veracruz. (ME-461)

*Asociación Mexicana de Uniones de Crédito del Sector Social A.C. (AMUCSS)*, \$400,000 over three years to improve financial services and reduce remittance transfer costs in rural communities in Oaxaca, Puebla, Zacatecas and Guerrero. The program will strengthen community micro-banks, including through cooperation with U.S.-based migrants, benefiting approximately 11,500 micro-bank members. (ME-462)

*Fundación UABC A.C. (FUABC)*, \$425,550 over three years to foster alliances among universities, businesses, community organizations and governments in Mexicali, Baja California. Project goals include loan and grant funds for micro-enterprise development in rural areas, benefiting some 270 low-income women and their families; improved organizational capacity for more than 90 community groups and NGOs; and the promotion of development through stronger relationships with the Imperial Valley in California. (ME-465)

*Centro Mexicano para la Filantropía A.C. (CEMEFI)*, \$436,000 over four years to improve the long-term financial sustainability of community foundations throughout Mexico and strengthen their partnerships with civic leaders, businesses, nongovernmental organizations and public institutions. The program, launched with a concurrent fiscal 2002 grant (ME-456), will help the foundations better support projects managed by grassroots groups and NGOs to benefit urban residents. (ME-466)

*Comité de Defensa Popular de Zaragoza (CDP-Z)*, \$67,578 to fully implement its programs in health, housing, and meat and dairy production in Zaragoza, Vera Cruz. Funds will support the project manager, promoter, technical secretary, accountant and three program coordinators. (ME-426-A3)

#### Nicaragua

*Centro de Derecho Ambiental y Promoción para el Desarrollo (CEDAPRODE)*, \$349,900 over three years to improve the income and management skills of indigenous Miskito women through a credit program supporting increased production of crops, small animals and crafts, as well as through natural resource management and eco-tourism activities within the Bosawas Biosphere Reserve. (NC-246)

*Cooperativa Maquiladora Mujeres de Nueva Vida, International (COMAMNUVI)*, \$186,520 over two years to increase the income of COMAMNUVI's members and establish the first worker-owned Free Trade Zone in Nicaragua. The award will fund the legal, technical and administrative support required to set up the entity and will provide the initial working capital to finance its expanded operation. (NC-251)

The *Fundación José Nieborowski* (FJN), \$300,544 over three years to promote the development of urban and rural micro-entrepreneurs, establish a local business incubator, and offer viable alternatives for young adults learning basic job skills. The award will assist FJN's business center, located in Boaco, by supporting infrastructure expansion, a variety of courses on business development and enterprise formation, and a venture fund for new micro-enterprises. (NC-254)

#### Panama

The *Asociación para el Fomento de Turismo* (AFOTUR), \$217,500 over two years to increase opportunities in the expanding tourist industry for 300 residents of indigenous Embera communities in the Chagres National Park. The grantee also plans to reforest areas with native species, develop agro-forestry programs to conserve the natural resources of the Panama Canal watershed, and improve potable water facilities. (PN-274)

#### Peru

*Centro de Textiles Tradicionales de Cusco* (CTTC), \$163,335 over three years to open market opportunities, promote a greater appreciation for traditional Inca textiles, improve the quality and productive capacity of approximately 345 weavers in nine indigenous communities, and improve organizational capacity through training, technical assistance and marketing activities. (PU-517)

#### Uruguay

*Endeavor Uruguay* (Endeavor), \$299,835 over two years to expand its program of identifying, selecting and supporting entrepreneurs to include low-income and marginalized producers. Endeavor will also take the lead in fostering corporate social responsibility in the Uruguayan business community. (UR-177)

#### Venezuela

*Asociación Cooperativa de Producción Agrícola Orgánica Quebrada Azul* (Quebrada Azul), \$163,787 over two years to consolidate its production, marketing and administrative activities. The project will capitalize on the cooperative's ongoing organic farming and marketing activities by expanding the membership base; training members in organic farming techniques, alternative crop production and recycling paper for packaging as well as in finance and administration; and establishing and training a team to undertake new business development. (VZ-189)

*Fundación Proyecto Paria* (FPP), \$351,300 over three years to work in close collaboration with the Instituto de Estudios Superiores de Administración (IESA) to design, develop, implement and institutionalize a management training program for civil

society leaders with a special focus on rural and disadvantaged areas, such as Río Caribe, Sucre, where the program training will take place. (VZ-191)

*Cooperativa Industrial de Trabajadores “Aluminio Fénix R.L.”* (AlumiFénix), \$246,200 over two and one-half years to improve the cooperative’s capacity to develop and market popular commercial-style aluminum products by increasing the membership, assembling and training a regional network of producers and distributors, establishing more favorable relationships with raw materials suppliers and expanding the reach of the cooperative’s current shareholder investment program. (VZ-192)

*Fundación Papyrus* (Papyrus), \$87,200 to assess the viability of establishing small-scale, independent grassroots recycling enterprises to collect and recycle raw materials and to supply the paper, plastic, glass and aluminum industries. The assessment will include a business plan, a social impact analysis of the potential participants in up to three urban centers, and an appraisal of possible private and public sector partners. (VZ-183-A2)

### Food Production/Agriculture

#### Bolivia

*Fundación Intercultural ATAR* (Fundación ATAR), \$120,080 over three years, to improve production and marketing of cash crops through training, technical assistance and credit for approximately 370 families organized into five associations. The grant will allow these associations to form the Padilla Federation of Agricultural and Livestock Producers, which will work with municipal officials and help sustain economic development processes. (BO-484)

*Organización Campesina Intercomunal “Diogracio Vides”* (Intercomunal), \$119,925 over two years to increase income and improve food security in the provinces of Arce and Avilés through involving beneficiaries in the construction of irrigation reservoirs and distribution canals, diversification of production and marketing activities, and the operation of community credit funds. Long-term goals are increased civic action, stronger community organizations and better natural resource management. (BO-485)

*Ayllus Originarios de Quila Quila* (Quila Quila), \$84,425 for planned and new activities, including the preparation and irrigation of agricultural terraces, completion of a thermal bath complex and several small lodges, and installation of additional oven and processing equipment to expand gypsum production. Several community members will learn to extract quartz and process it for glass products. (BO-473-A2)

*Mancomunidad “Heroes de la Independencia”* (Mancomunidad), \$44,200 for a grassroots consultation process to define the terms of a legally-recognized entity to administer a \$300,000 credit fund (FONCASOL) created with community, IAF and other

donor support to extend small loans for economic activities to members of 100 communities and six producer associations. Mancomunidad will also offer training for community credit agents and incorporate additional communities and organizations from the four municipal areas served. (BO-474-A2)

#### Brazil

*Centro Diocesano de Apoio ao Pequeno Produtor (CEDAPP)*, \$296,000 over three years to improve living conditions for 220 families in 10 rural communities in the state of Pernambuco through comprehensive agricultural extension and support. Beneficiaries will diversify agricultural production, protecting their families from the economic consequences of severe drought conditions, and will improve basic sanitation. (BR-815)

*Associação dos Pequenos Produtores Rurais da Localidade Cristalândia e Região das Capoeiras (ASSPRUCC)*, \$30,000 to purchase a truck for transporting agricultural products and supplies; purchase 100,000 young fish, fish food and other inputs for the fish harvesting program; and to support technical assistance for beneficiaries. (BR-789-A2)

#### Dominican Republic

*Fundación Agricultura y Medio Ambiente (FAMA)*, \$57,500 over two years to strengthen an alliance of small-scale organic farmer organizations and to conduct studies required to launch a marketing service that will increase sales and incomes for more than 16,000 farmers. (DR-328)

#### Ecuador

*Comité de Desarrollo Local de Guamote (CDL-Guamote)*, \$274,000 over two years toward reversing environmental degradation and introducing sound farming practices in indigenous communities in the cantón of Guamote, benefiting residents economically, environmentally and culturally. (EC-386)

#### El Salvador

*Asociación para la Autodeterminación y el Desarrollo de Mujeres Salvadoreñas (AMS)*, \$333,070 over three years for an economic development partnership with the municipal government of Concepción Bártres in the department of Usulután, designed to increase the income of women and their families through an agricultural production and food processing project and to strengthen the beneficiaries' participation in the municipality's governance. (ES-211)

## Guatemala

*Asociación de Desarrollo Integral Tineco* (ADIT), \$25,000 over eight months to train 30 members, mainly women farmers and artisans, and provide small loans for agricultural and small business activity while collaborating with the municipal government on community projects. ADIT will also introduce experimental greenhouses, allowing the production of higher value crops over a longer growing season. (GT-255-A3)

## Mexico

*Fomento Cultural y Educativo A.C.* (Fomento), \$380,600 over three years to increase the capacity of indigenous communities for self-help activities in agro-ecology, health and women's programs. Fomento will also conduct a study on remittances and transnational issues and apply the findings to community development. The project will directly benefit some 12,500 individuals in Veracruz' Sierra Norte, southern Veracruz and Chiapas' Selva region. (ME-463)

*Fundación para la Productividad en el Campo* (APOYO), \$25,000 to co-sponsor a conference on the use of remittances for local development in Puebla, Mexico. Funds supported administrative costs, dissemination materials and the travel of 15 specialists to this event for development professionals and policy-makers from government, nongovernmental organizations and international organizations in Mexico and other Latin American and Caribbean countries. (ME-450-A1)

## Nicaragua

*Fundación Odorico D'Andrea* (FODA), \$232,425 over three years to support 300 farmers in diversifying their production, increasing productivity and introducing ecologically sound farming practices in the municipality of San Rafael del Norte, Jinotega. The award will support the farmers' activities related to organic agriculture, small livestock development, and water and soil conservation. Community leaders and community participants will train in small-farm production and modern production techniques through various modules, field days and exchanges. They will also work together to establish community forestry nurseries and water reservoirs and will build fuel-efficient stoves. (NC-252)

*Asociación de Voluntarios para el Desarrollo Comunitario* (AVODEC), \$98,618 over one year for a housing loan fund covering the cost of materials, skilled labor and transportation, as well as a loan fund to finance income-generating activities of approximately 110 beneficiary families in the cities of Jiguina, Los Robles, Asturias, Yankee and El Salto. (NC-226-A2)



*Asociación Servicios Agropecuarios y Desarrollo Rural (AGRODERSA)* \$89,960 over one year for a revolving loan fund to support a variety of activities of interest to project participants (e.g., marketing, small agricultural processing plants, small-scale commercial activities). The supplemental grant will finance the loan fund, salaries and administrative costs incurred in the final year of the activities. (NC-234-A2)

#### Peru

*Asociación JILATA (JILATA)*, \$200,135 over two years to provide training, technical assistance and initial operating capital to approximately 260 farm families in the district of Ilabaya with the goal of increasing production of oregano, activating a processing plant and preparing local farmers to directly market the crop nationally and internationally. (PU-515)

*Instituto de Medio Ambiente y Género para el Desarrollo (IMAGEN)*, \$134,845 over three years for a participatory planning process to formulate and implement local development plans. These plans will be coordinated by four municipal development committees comprised of representatives from local government and nongovernmental entities. The project is expected to increase the organic agricultural production of 1,100 indigenous farmers in the province of Paruro. (PU-519)

*Centro de Estudios para el Desarrollo (CEDER)*, \$142,415 for an international conference in Arequipa on local economic development, participation and decentralization for 300 academicians, practitioners, business leaders and government officials from Latin America, North America and Europe. (PU-481-A4)

*Empresa Multicomunal de Servicios Agropecuarios Arapa-Chupa de R. Ltda. (EMUCOSA)*, \$37,000 to complete enterprise development activities and to achieve a self-sustaining level of economic viability. Funds will cover existing budget line-items and a small truck required for transportation now that the project has evolved. (PU-492-A2)

*Centro de Investigación y Promoción Social (CIPS)*, Amendment 1: \$47,300 and Amendment 2: \$3,730, to continue its integrated program of traditional and improved technology to strengthen rural economies in Collambay, Sinsicap and San Ignacio, incorporating three additional villages and 100 new beneficiary families. (PU-497-A1 and A2)

*Asociación para la Investigación y Desarrollo Integral (AIDER)*, \$65,000 to compensate for the withdrawal of support from Manhattan Sechura Mining. The project has been progressing well, but requires additional time and resources to fully achieve the objective set out in the grant agreement. (PU-499-A2)

*Centro para la Promoción del Desarrollo y Capacitación (CEDCAP)*, \$72,620 to cover the cost of animal feeds, medicines and veterinary services for the livestock of project beneficiaries adversely affected by severe cold weather and snow that struck the area served. (PU-502-A1)

#### Trinidad and Tobago

The *Buccoo Reef Trust (BRT)*, \$107,000 over two years to support organized seamoss cultivation, new product development and marketing by approximately 120 individuals on Tobago. (TR-018)

### Education/Training

#### Bolivia

The *Fundación Horizontes*, and a consortium of three nongovernmental organizations, \$197,350 over three years toward a program with the Network of Rural Elderly Persons and 13 municipal governments in Oruro and Northern Potosí to support elder-managed food security and income-generation projects, increase associations of the elderly, and improve services for the elderly at the municipal, departmental and national levels. (BO-486)

#### Brazil

*Ação Comunitária do Brasil (ACB)*, \$95,000 over two years to increase the income potential of young adults. Training in design and art will yield marketable skills applicable to small business ventures or employment. (BR-807)

*Fundação Casa Grande Memorial do Homem Kariri (Casa Grande)*, \$83,000 for one year of support to poor families in Nova Olinda organizing as entrepreneurs in the tourism sector. Equipment and training will be offered to families participating in a tourism-related cooperative, and young adults will be trained to provide support to the 3,000 Brazilian and international visitors who participate in Casa Grande's cultural activities each month. Through this assistance, disadvantaged families will have an income stream and become integrated into the region's cultural activities. (BR-814)

*Grupo de Mulheres Negras (Mãe Andresa)*, \$258,600 over three years to increase the income-generating potential of domestic workers in the city of São Luis. Mostly of African descent, these women will benefit from a program that lays the foundation for a mutual support network and leads to certification in culinary arts, cleaning, restaurant management and entrepreneurship. Upon certification, participants will have access to small grants of seed capital for starting businesses. (BR-816)

*Instituto Nenuca de Desenvolvimento Sustentável* (INSEA), \$49,970 to support travel for guests and recyclers from Brazil and abroad to the Second Annual Lixo e Cidadania (Trash and Citizenship) Festival in Belo Horizonte. The amendment also funded research and planning, space rental, interpreters, sound and interpretation equipment, and logistics, including the adaptation of warehouse space for exhibits and a fair. (BR-806-A1)

#### Caribbean Regional

*Community Tourism Foundation* (CTF), \$30,250 to conduct a study on corporate social responsibility (CSR) in the Caribbean and convene a conference to disseminate results. (CA-096-A2)

#### Dominican Republic

The *American Chamber of Commerce of the Dominican Republic* (AmCham-DR), \$150,000 over three years for a small-grants fund to finance 25 education, health, social development and environmental projects benefiting 2,000 residents of poor communities throughout the Dominican Republic. (DR-329)

#### El Salvador

*CARECEN International-El Salvador*, \$300,000 over three years to enable 20 communities, their respective municipal government and their corresponding hometown associations in the United States to collaborate on grassroots development projects. The project will be carried out in partnership with Fundación Nacional para el Desarrollo (FUNDE) and will include a component for documentation and dissemination of best practices. (ES-210)

*Fundación Nacional para el Desarrollo* (FUNDE), \$33,570 for a workshop on the Arequipa Summit on Decentralization, Local and Regional Government and Citizen Participation, sponsored by the IAF in June. (ES-175-A6)

#### Jamaica

*People's Action for Community Transformation* (PACT), \$347,100 over four years to collaborate with the Local Initiative Facility for the Urban Environment (LIFE) on a project to strengthen grassroots organizations, enhance their networking and access to information, and fund social, economic and environmental projects. Approximately 1,000 low-income residents in communities throughout Jamaica should benefit. (JA-109)

## Latin America Regional

The *International Labour Organization's Delnet Program* (Delnet), \$160,000 in the first year of a three-year program to provide specialized training and networking opportunities through online courses and annual on-site technical workshops on specialized themes in local development. (LA-160)

## Panama

*Instituto Panameño de Desarrollo Humano y Municipal* (IPADEHM), \$278,505 over two years to strengthen the capacity of local groups and municipal authorities to mobilize resources and negotiate, identify, design, implement and evaluate projects. The award will also contribute to community welfare through investments in infrastructure for health, environmental and other service projects in selected municipalities in the provinces of Veraguas and Bocas de Toro and in the territory of the indigenous Ngobe-Bugles. Approximately 128,000 individuals in 47 sub-municipal administrative units should benefit. (PN-273)

*Centro de Estudio para la Promoción del Desarrollo* (PRODES), \$94,830 for training, and technical assistance to improve income, organizational development and access to markets for 60 artisans and for 30 young tour guides in the rapidly expanding tourist economy of the municipal district of Portobelo. (PN-265-A3)

*Fundación para la Promoción de la Mujer* (FUNDAMUJER), \$75,762 over one year to supplement funds for training 505 low-income men and women, rural and urban, in artisan activities, building and vocational trades, computer sciences, and hotel and tourist services. The grant will also fund technical assistance, monitoring and evaluation activities, craft exhibits and a visit to artisan organizations in Bolivia. The program goals are employment, better income, and more technical and administrative skills. (PN-267-A1)

## Peru

*Producción y Capacitación de Artesanía Ayacuchana* (PROCAYA), \$290,000 over three years to increase the income and well-being of 500 artisans by enhancing their productive capacity and product quality through training, technical assistance and marketing services. This program will provide a local model for effective artisan production and marketing for export. (PU-514)

## Venezuela

*Fundación para la Defensa de la Naturaleza* (FUDENA), \$277,061 over three years to consolidate activities under a community-based, sustainable resource management

project whose goals are the protection of shellfish species and increased earnings for local communities that derive their primary income from fishing. FUDENA will analyze the shellfish marketing process and identify opportunities to maximize income, promote the role of women in the marketing process, assess alternative income-generating activities and continue educating the community on the importance of managing resources sustainably. (VZ-190)

*Centro de Educación y Promoción de la Autogestión Indígena (CEPAI)*, \$47,000 in additional funds to consolidate field and headquarter activities and mobilize additional resources for future program activities. (VZ-164-A2)

### Corporate Social Investment (RedEAmérica)

#### Argentina

*Fundación Juan Minetti (Fundación Minetti)* \$282,100  
Grupo Minetti is a cement and concrete conglomerate whose majority shareholder is Holcim, a leading international producer of cement. Its Fundación Minetti, founded in 1987, supports projects and initiatives, usually educational, that develop the abilities of individuals and civil society organizations to attain the best possible quality of life. It is most active in the areas where the Grupo Minetti plants are located: Córdoba Capital and Malagueño, Córdoba; Las Heras, Mendoza; Puesto Viejo, Jujuy; and Zárate-Campana, Buenos Aires. (CP-002) (AR-331)

*Fundación Arcor (FUNARCOR)* \$168,000  
FUNARCOR was created in 1991 by Grupo Arcor, a Córdoba candy producer, to foster social responsibility and a greater corporate commitment to solving the problems related to poverty in Argentina. Its assistance to nonprofit organizations focuses on educating children and youth. (CP-003) (AR-332)

*Fundación Juan Minetti (Fundación Minetti)* \$61,180  
*Fundación Minetti* will manage a travel fund to facilitate RedEAmérica members' participation in international meetings, conferences and other events. (CP-002-A1) (AR-331-A1)

#### Chile

*Fundación Pehuén* \$76,000  
Created in 1992 by Endesa Chile, a multinational electric power company in southern Chile, Fundación Pehuén supports the economic, education and cultural projects of indigenous communities in Alto Bio-Bio. (CP-001) (CH-511)

## Colombia

*Corporacion Consorcio para el Desarrollo Comunitario* \$120,000

The consortium consists of nine Colombian corporate foundations which banded together in 1998 to develop a more egalitarian, prosperous, democratic society by strengthening community organizations. Under the cooperative agreement, members Fundación Corona, Fundación EPSA and Fundación Smurfit Cartón de Colombia will work in the departments of Valle de Cauca and Cauca. (CP-010) (CO-498)

*Asociación de Fundaciones Petroleras (AFP)* \$258,500

Founded in 1999 by a group of Colombian oil companies to strengthen Colombia's peace process, AFP supports grassroots groups in the departments of Arauca, Casanare, Huila, Northern Santander and Santander. (CP-011) (CO-499)

*Fundación Corona (FC)* \$242,220

Incorporated in 1963, Fundación Corona promotes social responsibility with a particular focus on urban community development. Its social program is supported by Organización Corona, its parent company, which manufactures ceramic tiles, fixtures and other items used in new home construction. FC funds development initiatives, sponsors conferences and conducts research in the areas of income-generation, education and health. (CP-013) (CO-500)

*Fundación Corona* \$76,000

*Fundación Corona*, coordinator of RedEAmérica's training program, will oversee research consultants conducting thematic studies. (CP-013-A1) (CO-500-A1)

## Ecuador

*Fundación-Lann Nobis (Fundación Lann)* \$65,000

Fundación Lann was established in 1996 by Nobis, a consortium of companies in Ecuador's agricultural, gas and alcohol, real estate, tourism and export sectors. Its support to self-help projects in Afro-Latin and indigenous communities in Ecuador's southern and coastal areas focuses on health, nutrition, housing and income-generation. Fundación Lann also mobilizes corporate resources to invest in micro-enterprises and training for these communities. (CP-005) (EC-384)

*Fundación Esquel Ecuador (FEE)* \$140,000

Fundación Esquel was founded in 1990 by a group of economists, sociologists, businessmen and others interested in working toward a more just and equitable society in Ecuador by promoting economic, social and educational development. FEE works in four programmatic areas: sustainable human development, youth, democratic institution-building and social responsibility. (CP-006) (EC-385)

## Mexico

*Fundación Merced* \$127,500  
 Fundación Merced was founded in Mexico in 1964 by Hermun S.C., a real estate brokerage. With resources from its endowment and contributions from the business community, it supports self-help projects selected through a national competition. (CP-004) (ME-464)

*Dibujando un Mañana (DUMAC)* \$49,500  
 Dibujando un Mañana, founded in Mexico in 1997, supports projects that develop the potential of at-risk children and integrate them into society. DUMAC selects its projects through a competitive process and funds them with donations from the business community. (CP-012) (ME-467)

*Centro Mexicano para la Filantropía (CEMEFI)*, \$63,000 and \$23,000,  
 to promote, as RedEAmérica's secretariat, grassroots development through workshops and conferences designed to extend the reach of corporate grantmaking to organizations of poor people in many countries. (ME-422-A4) (ME-422-A5)

## Peru

*AVINA Perú* \$120,000  
 AVINA Perú is part of the AVINA Foundation of Switzerland which operates in many Latin American countries. It receives support from Grupo Empresarial Nueva, a conglomerate that invests in Latin America. Under its cooperative agreement with IAF, it will finance small grants, training and other support to community organizations of poor people for self-help development projects. (CP-008) (PU-518)

## In Uruguay:

*Fundación Zonamérica* \$128,000  
 Fundación Zonamérica was established in 2002 by Zonamérica Limited y Bonacqua S.A. It promotes research, development and technology transfer, as well as training, job creation and self-help projects involving information technology, for the benefit of low-income communities throughout Uruguay. (CP-009) (UR-176)

Community Services

## Guatemala

*Asociación de Salud y Desarrollo Rxiin Tnamet (Rxiin)*, \$288,620 over five years to work with municipal governments and the Ministry of Health in Santiago Atitlán, San Juan La Laguna and Santa María Visitación toward improving the health of some 4,000

women and children. Rxiin will provide health care services and train 150 volunteers to educate their communities in nutrition and preventive health practices and to form village health committees and pharmacies. (GT-274)

*Asociación Toto Integrado (ATI)*, \$123,000 over three years to offer a program of training, services and production of basic medicines in 10 rural communities in the department of Totonicapán. The project will combine curative and preventative approaches to health care using the best traditional and modern practices within the means of the beneficiary communities. Working with the local Ministry of Health, ATI expects to expand the population served from 4,000 to 11,000 individuals (2,215 families). (GT-275)

*Asociación de Servicios Comunitarios de Salud (ASECSA)*, \$231,920 over three years for training and technical assistance in topics related to preventive and curative health care in eight low-income municipalities in the department of Baja Verapaz. The approximately 360 community health leaders participating will each in turn train approximately 20 families per year so that an estimated 40,000 individuals will benefit directly or indirectly from the project. (GT-276)

#### Honduras

*Agua para el Pueblo (APP)*, \$274,496 over two years to improve health conditions through better access to clean water and basic sanitation, and to conserve local watersheds. APP will offer technical assistance and training, organize water user associations, map communities to assess sanitation conditions, construct new infrastructure, and reforest the area. Some 6,000 low-income farmers from 25 communities are expected to benefit. (HO-237)

#### Nicaragua

*Urbanizadora y Edificadora Popular (URBE)*, \$409,670 over three years to increase community capacity for self-help through citizen participation on housing committees and in self-help home construction and remodeling. The project will improve the living conditions of low-income communities in Mateare, Los Brasiles and Ciudad Sandino, and alleviate their housing shortages. In addition to the construction and renovation of homes, the award will support the preparation of municipal-level housing plans, a municipal housing fund and formation of an inter-municipal body to address the area's housing crisis. (NC-255)



Ecodevelopment

## Brazil

*Associação Projeto Roda Viva (Roda Viva)*, \$152,800 over two years to improve economic opportunities for residents of the heavily polluted beach communities in the Bay of Guanabara. The award will fund training in sustainable fishing and craft production, purchase of equipment, and construction of a cooperative site. It will also support legal services to formalize two producer cooperatives as well as technical assistance in marketing, community development and natural resource management for their beneficiaries. (BR-808)

## Ecuador

*Corporación para el Desarrollo de los Recursos Naturales Renovables (CEDERENA)*, \$98,900 to conclude training activities related to a program in watershed rehabilitation, soil conservation, organic farming practices and forest management. Approximately 450 rural families and delegates from five neighboring municipalities will participate. (EC-374-A3)

## Nicaragua

*Consortio para el Desarrollo Sostenible de Ticuantepe (CODESOS)*, \$344,942 over three years to strengthen local institutions and provide environmentally sustainable economic alternatives for approximately 1,500 families living in the buffer zone of the Biological Corridor of the Managua Hills. CODESOS will develop and implement, in a participatory manner, a plan for the conservation and sustainable use of the municipality's natural resources and environment. It will also conduct environmental education, support local partnerships and establish a loan fund for agricultural diversification and marketing as well as tourism services. (NC-253)

## Peru

*Bosques del Norte*, \$60,000 for salaries and support for the technical staff, training activities, materials and supplies needed for the implementation of the management plan. By the end of this extension, three plans will have been implemented and the revitalized forestlands will be providing raw material and produce for local consumption and for markets in the region's urban centers. (PU-486-A2)

Cultural Expression

## Guatemala

*Asociación Museo Comunitario Rabinal Achi* (Museo Achi), \$150,000 over three years to improve knowledge, skills and income among the Achi people in and around the municipality of Rabinal, Baja Verapaz, through education in their cultural heritage and in eco-tourism. Museo Achi will develop and apply a variety of educational videos and CD-ROM materials on Achi culture and the special physical and cultural attractions of the Rabinal area. Some 3,800 young adults, artisans and others will directly benefit from the project. (GT-277)

## Latin America Regional

*Mundo Afro*, \$200,750 over two-years to develop a regional network among communities of African descent in Uruguay, Brazil, Argentina and Paraguay. The network will pioneer social development programs focused on education, micro-enterprise development, cultural preservation and project planning. Mundo Afro will also inaugurate the Instituto Superior de Formación Afro (Institute for Afro-Latino Development) which will design curricula for pilot programs as well as research, evaluate and disseminate best practices for social development among communities of African descent. (LA-161)

## Panama

*Instituto de Koskun Kalu*, \$89,325 for a one-year project to create three community museums on three islands belonging to the indigenous Kuna people. The project will benefit 3,000 individuals by promoting respect for and knowledge of their history and traditional culture and by increasing their economic opportunities in Panama's tourist market along the Atlantic coast. (PN-275)

Research & Dissemination

## Brazil

*Centro de Apoio ao Desenvolvimento* (CAD), \$22,100 for a one-year project to inventory African-descendent organizations in the state of Rio de Janeiro, conduct a needs assessment and compile a directory of community-based groups and grassroots support organizations that work with the state's African-descendent communities. This directory will be useful in developing training programs, mobilizing financial resources for marginalized communities and promoting exchanges between targeted organizations. (BR-811)

## Latin America Regional

Centro Latinoamericano de Economía Humana (CLAEH), in Uruguay, and Corporación de Estudios Sociales y Educación (SUR), in Chile, \$9,050 to disseminate *Territorio y Desarrollo Local: Experiencias en Chile y Uruguay* (Ediciones Sur: 2003), a publication of 15 case studies funded by an earlier grant, and to plan future research activities on local economic development and social management programs with Fundación National para el Desarrollo (FUNDE) in El Salvador. (LA-157-A2)

Fundación *Esquel Ecuador* (FEE), \$25,000 to coordinate researchers' return visits to present their findings in 10 communities studied earlier in Brazil, Paraguay, Ecuador, Peru, Costa Rica, Nicaragua and Mexico and to publish their conclusions in *Deliberation and Citizen's Participation*, which will be available in Spanish and English. (LA-158-A1)

Table 3.3 IAF Program Profile for Fiscal Year 2003

ARGENTINA				
Program Profile FY2003				
Grants and Amendments for Supplemental Funding				
Primary Program Area	New Grants & Grant Supplements	Amount	Percent	Intended Direct Beneficiaries
Food Production/Agriculture				
Business Development/Management				
Education/Training				
Research and Dissemination				
Community Services (Housing/Health)				
Cultural Expression				
Ecodevelopment				
Corporate Social Investment	3	511,280	100%	26,050
TOTAL	3	511,280	100%	26,050

BOLIVIA				
Program Profile FY2003				
Grants and Amendments for Supplemental Funding				
Primary Program Area	# of New Grants & Grant Supplements	Amount	Percent	Intended Direct Beneficiaries
Food Production/Agriculture	5	373,700	39%	7,118
Business Development/Management	1	376,425	40%	1,000
Education/Training	1	197,350	21%	5,000
Research and Dissemination				
Community Services (Housing/Health)				
Cultural Expression				
Ecodevelopment				
Corporate Social Investment				
TOTAL	7	947,475	100%	13,118

**BRAZIL**  
**Program Profile FY2003**  
**Grants and Amendments for Supplemental Funding**

Primary Program Area	New Grants & Grant Supplements	Amount	Percent	Intended Direct Beneficiaries
Food Production/ Agriculture	2	326,000	26%	690
Business Development/Management	2	243,800	19%	4,000
Education/Training	4	513,570	41%	2,424
Research and Dissemination	1	22,100	2%	500
Community Services (Housing/Health)				
Cultural Expression				
Ecodevelopment	1	152,800	12%	375
Corporate Social Investment				
<b>TOTAL</b>	<b>10</b>	<b>1,258,270</b>	<b>100%</b>	<b>7,989</b>

**CARIBBEAN/REGIONAL**  
**Program Profile FY2003**  
**Grants and Amendments for Supplemental Funding**

Primary Program Area	# of New Grants & Grant Supplements	Amount	Percent	Intended Direct Beneficiaries
Food Production/ Agriculture				
Business Development/Management				
Education/Training	1	30,250	100%	50
Research and Dissemination				
Community Services (Housing/Health)				
Cultural Expression				
Ecodevelopment				
Corporate Social Investment				
<b>TOTAL</b>	<b>1</b>	<b>30,250</b>	<b>100%</b>	<b>50</b>

CHILE  
 Program Profile FY2003  
 Grants and Amendments for Supplemental Funding

Primary Program Area	New Grants & Grant Supplements	Amount	Percent	Intended Direct Beneficiaries
Food Production/ Agriculture			0%	
Business Development/Management			0%	
Education/Training			0%	
Research and Dissemination			0%	
Community Services (Housing/Health)			0%	
Cultural Expression			0%	
Ecodevelopment			0%	
Corporate Social Investment	1	76,000	100%	3,300
TOTAL	1	76,000	100%	3,300

COLOMBIA  
 Program Profile FY2003  
 Grants and Amendments for Supplemental Funding

Primary Program Area	# of New Grants & Grant Supplements	Amount	Percent	Intended Direct Beneficiaries
Food Production/ Agriculture			0%	
Business Development/Management			0%	
Education/Training			0%	
Research and Dissemination			0%	
Community Services (Housing/Health)			0%	
Cultural Expression			0%	
Ecodevelopment			0%	
Corporate Social Investment	4	696,720	100%	1,100
TOTAL	4	696,720	100%	1,100

DOMINICAN REPUBLIC  
Program Profile FY2003  
Grants and Amendments for Supplemental Funding

Primary Program Area	New Grants & Grant Supplements	Amount	Percent	Intended Direct Beneficiaries
Food Production/ Agriculture	1	57,500	27%	240
Business Development/Management			0%	
Education/Training	2	152,800	73%	4,650
Research and Dissemination			0%	
Community Services (Housing/Health)			0%	
Cultural Expression			0%	
Ecodevelopment			0%	
Corporate Social Investment			0%	
TOTAL	3	210,300	100%	4,890

ECUADOR  
Program Profile FY2003  
Grants and Amendments for Supplemental Funding

Primary Program Area	# of New Grants & Grant Supplements	Amount	Percent	Intended Direct Beneficiaries
Food Production/ Agriculture	1	274,000	43%	930
Business Development/Management	1	60,000	9%	60
Education/Training			0%	
Research and Dissemination			0%	
Community Services (Housing/Health)			0%	
Cultural Expression			0%	
Ecodevelopment	1	98,900	16%	2,700
Corporate Social Investment	2	205,000	32%	25,600
TOTAL	5	637,900	100%	29,290

EL SALVADOR  
 Program Profile FY2003  
 Grants and Amendments for Supplemental Funding

Primary Program Area	New Grants & Grant Supplements	Amount	Percent	Intended Direct Beneficiaries
Food Production/ Agriculture	1	333,070	23%	400
Business Development/Management	3	763,877	53%	100,100
Education/Training	2	333,570	23%	15,400
Research and Dissemination			0%	
Community Services (Housing/Health)			0%	
Cultural Expression			0%	
Ecodevelopment			0%	
Corporate Social Investment			0%	
<b>TOTAL</b>	<b>6</b>	<b>1,430,517</b>	<b>100%</b>	<b>115,900</b>

GUATEMALA  
 Program Profile FY2003  
 Grants and Amendments for Supplemental Funding

Primary Program Area	New Grants & Grant Supplements	Amount	Percent	Intended Direct Beneficiaries
Food Production/ Agriculture	1	25,000	2%	700
Business Development/Management	1	200,000	20%	800
Education/Training			0%	
Research and Dissemination			0%	
Community Services (Housing/Health)	4	650,140	63%	12,660
Cultural Expression	1	150,000	15%	1,700
Ecodevelopment			0%	
Corporate Social Investment			0%	
<b>TOTAL</b>	<b>7</b>	<b>1,025,140</b>	<b>100%</b>	<b>15,860</b>



HONDURAS  
 Program Profile FY2003  
 Grants and Amendments for Supplemental Funding

Primary Program Area	New Grants & Grant Supplements	Amount	Percent	Intended Direct Beneficiaries
Food Production/Agriculture			0%	
Business Development/Management			0%	
Education/Training			0%	
Research and Dissemination			0%	
Community Services (Housing/Health)	1	274,496	100%	2,700
Cultural Expression			0%	
Ecodevelopment			0%	
Corporate Social Investment			0%	
TOTAL	1	274,496	100%	2,700

JAMAICA  
 Program Profile FY2003  
 Grants and Amendments for Supplemental Funding

Primary Program Area	New Grants & Grant Supplements	Amount	Percent	Intended Direct Beneficiaries
Food Production/Agriculture			0%	
Business Development/Management			0%	
Education/Training	1	347,100	100%	1,000
Research and Dissemination			0%	
Community Services (Housing/Health)			0%	
Cultural Expression			0%	
Ecodevelopment			0%	
Corporate Social Investment			0%	
TOTAL	1	347,100	100%	1,000

LATIN AMERICA/REGIONAL  
Program Profile FY2003  
Grants and Amendments for Supplemental Funding

Primary Program Area	New Grants & Grant Supplements	Amount	Percent	Intended Direct Beneficiaries
Food Production/Agriculture			0%	
Business Development/Management			0%	
Education/Training	1	160,000	41%	315
Research and Dissemination	2	34,050	9%	250
Community Services (Housing/Health)			0%	
Cultural Expression	1	200,750	51%	2,500
Ecodevelopment			0%	
Corporate Social Investment			0%	
TOTAL	4	394,800	100%	3,065

MEXICO  
Program Profile FY2003  
Grants and Amendments for Supplemental Funding

Primary Program Area	New Grants & Grant Supplements	Amount	Percent	Intended Direct Beneficiaries
Food Production/Agriculture	2	405,600	17%	125,250
Business Development/Management	5	1,649,728	71%	21,600
Education/Training			0%	
Research and Dissemination			0%	
Community Services (Housing/Health)			0%	
Cultural Expression			0%	
Ecodevelopment			0%	
Corporate Social Investment	4	263,000	11%	7,850
TOTAL	11	2,318,328	100%	154,700

NICARAGUA  
Program Profile FY2003  
Grants and Amendments for Supplemental Funding

Primary Program Area	New Grants & Grant Supplements	Amount	Percent	Intended Direct Beneficiaries
Food Production/ Agriculture	4	422,503	21%	14,700
Business Development/Management	3	836,964	42%	4,075
Education/Training			0%	
Research and Dissemination			0%	
Community Services (Housing/Health)	1	409,670	20%	589
Cultural Expression			0%	
Ecodevelopment	1	344,942	17%	1,500
Corporate Social Investment			0%	
TOTAL	9	2,014,079	100%	20,864

PANAMA  
Program Profile FY2003  
Grants and Amendments for Supplemental Funding

Primary Program Area	New Grants & Grant Supplements	Amount	Percent	Intended Direct Beneficiaries
Food Production/ Agriculture			0%	
Business Development/Management	1	217,500	29%	300
Education/Training	3	449,097	59%	128,665
Research and Dissemination			0%	
Community Services (Housing/Health)			0%	
Cultural Expression	1	89,325	12%	20
Ecodevelopment			0%	
Corporate Social Investment			0%	
TOTAL	5	755,922	100%	128,985

PERU  
 Program Profile FY2003  
 Grants and Amendments for Supplemental Funding

Primary Program Area	New Grants & Grant Supplements	Amount	Percent	Intended Direct Beneficiaries
Food Production/ Agriculture	6	556,900	42%	9,727
Business Development/Management	1	163,335	12%	345
Education/Training	1	290,000	22%	500
Research and Dissemination	1	142,415	11%	-
Community Services (Housing/Health)	1	3,730	0%	1
Cultural Expression			0%	
Ecodevelopment	1	60,000	4%	1,750
Corporate Social Investment	1	120,000	9%	90
TOTAL	12	1,336,380	100%	12,413

TRINIDAD  
 Program Profile FY2003  
 Grants and Amendments for Supplemental Funding

Primary Program Area	New Grants & Grant Supplements	Amount	Percent	Intended Direct Beneficiaries
Food Production/ Agriculture	1	107,000	100%	130
Business Development/Management			0%	
Education/Training			0%	
Research and Dissemination			0%	
Community Services (Housing/Health)			0%	
Cultural Expression			0%	
Ecodevelopment			0%	
Corporate Social Investment			0%	
TOTAL	1	107,000	100%	130

URUGUAY  
 Program Profile FY2003  
 Grants and Amendments for Supplemental Funding

Primary Program Area	New Grants & Grant Supplements	Amount	Percent	Intended Direct Beneficiaries
Food Production/ Agriculture			0%	
Business Development/Management	1	299,835	70%	1,900
Education/Training			0%	
Research and Dissemination			0%	
Community Services (Housing/Health)			0%	
Cultural Expression			0%	
Ecodevelopment			0%	
Corporate Social Investment	1	128,000	30%	1,000
TOTAL	2	427,835	100%	2,900

VENEZUELA  
 Program Profile FY2003  
 Grants and Amendments for Supplemental Funding

Primary Program Area	New Grants & Grant Supplements	Amount	Percent	Intended Direct Beneficiaries
Food Production/ Agriculture			0%	
Business Development/Management	4	848,487	72%	2,010
Education/Training	2	324,061	28%	10,000
Research and Dissemination			0%	
Community Services (Housing/Health)			0%	
Cultural Expression			0%	
Ecodevelopment			0%	
Corporate Social Investment			0%	
TOTAL	6	1,172,548	100%	12,010

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