



# Inter-American Foundation

An independent agency of the U.S. government

## Congressional Budget Justification Fiscal Year 2013



Cover: Children at this after school program in Rio de Janeiro, Brazil benefit from a subgrant from one of the more than 20 companies participating in Federação das Industrias do Estado do Rio de Janeiro's (FIRJAN) corporate social investment program, a project supported by the Inter-American Foundation.

**Inter-American Foundation  
Congressional Budget Justification  
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Fondation Festival Film Jakmèl (FFF) prepares young Haitians for work in television and film.

# Executive Summary

The Inter-American Foundation (IAF) is an independent U.S. foreign assistance agency that invests in self-help ideas of the organized poor in Latin America and the Caribbean. This approach results in effective, community-led development characterized by civic participation, social inclusion and economic opportunities.

The IAF requests that Congress support the agency's fiscal year 2013 funding request because the IAF directly serves U.S. interests, provides a smart and cost-effective development assistance approach and contributes specialized capabilities and expertise that directly complement other U.S. foreign-assistance work.

## The IAF Serves U.S. Interests

IAF investments directly serve U.S. interests by creating **economic opportunity**, fostering more **secure communities** and strengthening **democratic practices** in communities that provide the foundation for stronger U.S. allies. These judicious investments produce results that greatly inform community-led development practices and provide the U.S. government with a direct link to Latin American and Caribbean civil society.

- **Creating economic opportunity.** IAF investments catalyze economic activity and create jobs that improve lives and allow communities to retain their leaders, workers and young people.
- **Fostering more secure communities.** The IAF invests in viable, income-generating alternatives to illicit activity that result in communities being vested in a safe and prosperous environment and better-equipped to respond to threats posed by criminal networks and activity.
- **Strengthening democratic practices.** The IAF works for the inclusion of marginalized people in civil society and in the everyday practice of democracy by giving them the tools and confidence to actively participate in civic life.
- **Providing a direct link to civil society.** The IAF's broad network of community-based partners and direct relationships with civil society and grassroots groups in Latin America and the Caribbean constitute a resource for the U.S. government and other development organizations.
- **Informing development practices.** The IAF discovers community-led development approaches that work by closely evaluating each investment and providing opportunities for exchange among grant recipients. The lessons are shared with other development specialists and U.S. government partners.

## **The IAF Provides a Smart, Cost-effective Development Approach**

The IAF delivers development assistance in a smart and highly cost-effective manner by focusing on the following:

- **Value.** The IAF selectively funds approximately 15 percent of the proposals it receives and 100 percent of its grant budget goes directly to the intended recipients. The IAF will continue to prioritize programmatic activities and further reduce overhead expenses, including by outsourcing key administrative and technical functions.
- **Leverage.** The IAF multiplies grant funding and maximizes returns by requiring all of its grantees to contribute resources of their own or from other partners. Giving grantees a stake in the outcome of their projects makes them more likely to succeed.
- **Private-sector partnerships.** The IAF actively collaborates with the private sector in joint funding initiatives, often with members of the IAF-initiated Latin American business-sector alliance (RedEAmérica). This network channels resources to strengthen communities and helps parent corporations move beyond philanthropic giving toward a more commercially integrated and sustainable development approach.
- **Accountability and results.** The IAF holds all grantees accountable for the responsible use of U.S. public funds and successful implementation of their projects through annual financial audits and required reporting at six-month intervals on their progress in achieving targeted results.

## **The IAF Contributes Complementary Capabilities and Expertise**

The IAF's broad networks, direct connection to civil society, nuanced knowledge of local contexts and expertise in community-based development directly complement and inform broader U.S. development assistance efforts.

- **Investing in people.** The IAF supports the integration of marginalized people into local and global economic opportunities by investing in their skills, ingenuity and organizational strength. Its interaction with partners is direct, fluid and dynamic throughout the period of the grant. The IAF's respect for the people with whom it works has earned it legitimacy and a sterling reputation throughout the region.
- **Preparing partners for opportunities.** IAF grants help disadvantaged groups take part in economic opportunities created by public or private investments in infrastructure or other development projects, including those financed by other U.S. foreign-assistance agencies. Community-based groups and enterprises that improve their organization, management and operations with the IAF's help are often better prepared to take advantage of opportunities and become new partners in other U.S. government and business initiatives.

## The People Who Benefit

In FY 2011, more than 230,000 individuals in poor and marginalized communities throughout Latin America and the Caribbean benefitted from the IAF's investment in local solutions for development. Advancing the inclusion of women, children and young people, indigenous peoples and African descendants in economic and civic life and the potential for microentrepreneurs and diaspora communities to contribute to the prosperity of their home countries are among the highest of IAF priorities.

## President's Request

The President is requesting an appropriation of \$18.1 million for the IAF in FY 2013 which reflects a reduction of 19 percent from the level enacted in FY 2011. With \$4.2 million from the Social Progress Trust Fund, the IAF's operating budget would total \$22.5 million, administered by 43 employees. The agency will continue its effort to reduce overhead expenses and maximize the programmatic impact of its resources.

The agency's FY 2013 request reflects a commitment to promote economic opportunity, reduce poverty and foster civic inclusion, in line with U.S. foreign policy and national security interests.

An appropriation of \$18.1 million would continue to catalyze sustainable economic and social development and strengthen democratic practices undertaken by organized poor people in Latin America and the Caribbean. Community-led development that builds more secure and resilient places for people to live and work in our neighboring regions is fundamentally in the interest of the United States.



Asociación Cultural Ayullu Yupaychay (YUPAY) uses art and their indigenous traditions to teach Quechua-speaking Peruvian children in the Andean highlands. The Peruvian Ministry of Education recently agreed to finance teacher training in YUPAY's methodology.





## **Section 1:**

# **Justification for the Request**



Fundación Unatawari (FUNDAWI) helps Bolivian farmers improve their production and marketing of medicinal and aromatic plants and work toward organic certification.

## Introduction

As an independent U.S. foreign assistance agency, the Inter-American Foundation (IAF) provides a successful model for community-led development that relies on direct investment in the ideas of the organized poor in Latin America and the Caribbean. The IAF applies its specialized expertise to identifying and supporting the grassroots groups that have the ability to make their ideas succeed and their communities thrive.

This responsive approach results in effective development characterized by civic participation, social inclusion and increased economic opportunities for the poor. Relying on direct investment in civil society groups rather than channeling support through governments also provides strategic benefit. This structure allows the IAF to remain engaged, even when diplomatic ties are strained, and enhances the local impact of other U.S. agencies that work at a different scale and via government-to-government agreement.

## Tenets of the IAF's Approach to Foreign Assistance

The IAF's approach to foreign assistance is distinct from that of other agencies:

1. The IAF channels modest funding directly to grassroots groups working to improve their circumstances.
2. The IAF is dedicated to investing in historically marginalized and excluded groups and organizations.
3. The IAF invests in projects that are designed and implemented by the poor themselves, enabling each community to take ownership and creating local commitment to the project's success and sustainability.
4. IAF investment agreements can be easily amended in order to quickly address changing conditions on the ground or to expand the reach of successful projects.
5. The IAF requires counterpart investments from proponents helping to multiply the effect of IAF funding and maximize program returns.



Unión de Cooperativas Agropecuarias Sociedad de Pequeños Productores de Café (SOPPEXCCA) offers Nicaraguan farmers microcredit and assistance with marketing coffee certified as organic and Fair Trade.

## The IAF Serves U.S. Interests

Judicious investment in grassroots organizations creates economic opportunity, fosters more secure communities and strengthens democratic practices locally. Communities that are economically vibrant, secure and prepared to participate in civic life are able to thrive and provide the foundation for stronger U.S. allies.

**Creating economic opportunity.** Economic vibrancy is a defining characteristic of thriving communities. IAF investments catalyze economic activity by helping community enterprises get off the ground, cooperatives and local businesses create jobs and small businesses access the global marketplace. These actions create local opportunities that strengthen regional economic conditions and allow communities to retain their leaders, workers and young people.

*(See examples: Section 2, p. 2-5)*

**Fostering more secure communities.** Poverty and inadequate access to opportunities exacerbate insecurity and the spread of criminal networks in Latin America and the Caribbean. The IAF has learned over decades of working in the region that thriving communities are more resilient and better equipped to respond to the threats posed by criminal networks and activity. IAF investments help provide poor citizens with viable, income-generating opportunities that represent important alternatives to illicit activity. These opportunities result in communities that are vested in a safe, secure, and prosperous environment. Developing community-based resistance to crime is a cost-effective complement to other agencies' investments in state capacity that can help reduce the costly impact of criminality throughout the region and at the U.S. border.

*(See examples: Section 2, p. 1-2)*

**Strengthening democratic practices.** Many of the people who benefit from IAF projects have long been marginalized from participating in civic life. The IAF and its community-based partners strengthen the everyday practice of democracy by giving them the tools and confidence to engage in their communities with local businesses and government offices. Along the way they gain awareness of their civil rights, civic responsibilities, democratic processes, and acquire tools and skills that help hold governments accountable. IAF investments help civil society to be more inclusive, sophisticated, effective and grounded in democratic principles.

*(See examples: Section 2, p. 1)*

**Providing a direct link to civil society.** The IAF is a direct link to civil society in Latin America and the Caribbean. With a 40-year history of respectful and responsible partnerships, the IAF has built enduring networks and relationships with a wide range of civil society groups across the region. The U.S. government and other development organizations consistently engage IAF networks and relationships in order to stimulate broader civil society participation in forums on important development issues.

**Informing development.** The IAF is at the forefront of teaching others about successful community-led development. By carefully evaluating each investment and providing opportunities for learning and exchange among grant recipients, the IAF discovers which development approaches work, which do not and documents the findings for others to learn from. The IAF network of



more than 5,000 former and current grantees provides an invaluable learning resource for participating communities, development specialists and U.S. government agencies. Over the years, this contribution has been recognized by development experts like economist Albert O. Hirschman, who noted IAF's definitive contributions to the body of strategies for broadening economic opportunities and fostering of civic awareness and inclusion. (*See examples: Section 2, p. 5-6 and Appendix 1.*)



Centro de Educación Vocacional Grupo Juvenil Dion (GJD) trains young Hondurans in marketable skills and offers support for their new businesses.

## **The IAF Provides a Smart, Cost-effective Development Approach**

The IAF delivers development assistance in a smart and highly cost-effective manner. The IAF model maximizes the value of allocated funds, leverages resources, creates private-sector partnerships and results in sustainable solutions.

**Value.** The IAF selectively funds approximately 15 percent of the proposals it receives and 100 percent of its development grant budget goes directly to civil society groups in the region who manage the resources themselves. The IAF will continue to prioritize programmatic activities and further reduce overhead expenses, including by outsourcing key administrative and technical functions.

**Leverage.** The IAF requires all of its grantees to invest counterpart resources. This multiplies the effect of IAF funding and maximizes program returns. In 2011, grantee commitments of \$19.5 million in cash or in kind more than matched the IAF's investment of \$14.9 million. Investing

their own resources gives grantees a stake in the outcome of their projects, making them more likely to succeed and continue after IAF funding ends.

**Private-sector partnerships.** The IAF actively collaborates with the private sector to help strengthen the communities in which they work. The Inter-American Network of Corporate Foundations and Actions for Grassroots Development (RedEAmérica) is an IAF-initiated business-sector alliance committed to supporting self-help projects in the hemisphere. Launched in 2002, RedEAmérica has grown from 27 founding members to a corps of 70 corporate foundations representing more than 360 companies in 11 countries. Much of the network's initial work in grassroots development has been undertaken pursuant to bilateral cooperative agreements with the IAF that have required the corporate parties match or, more recently, double the IAF's investment. This joint funding supports initiatives undertaken by grassroots groups, often incipient, whose projects are too small for the IAF to reach directly. Increasingly, the IAF's work with RedEAmérica members helps the parent corporations move beyond philanthropic giving toward a more commercially integrated development approach. (*See examples: Section 2, p. 6-7*)

## **The IAF Contributes Complementary Capabilities and Expertise**

The needs of vulnerable people are shifting and multiplying in today's global economy. The IAF's broad networks, direct connection to civil society, nuanced knowledge of local contexts and expertise in community-based development directly complement broader U.S. development efforts.

**Investing in people.** The IAF focuses on investments in the local people and their knowledge, skills, ingenuity and organizational strength. The IAF does not fund through contractors and subcontractors; its interaction with its partner organizations is direct, fluid and dynamic throughout the period of the grant. Its responsive funding can be directed flexibly to address challenges and opportunities in a changing context on the ground. The IAF has earned legitimacy and a sterling reputation among a range of civil society groups due to its respect for and interest in supporting local ideas and knowledge, its specialized expertise in community-based development and its nonpartisanship. These elements foster trust and increase the chances of a grant-recipient's success and sustainability.

**Preparing communities for broader opportunities.** IAF's investments help marginalized groups take part in economic opportunities created by large investments in infrastructure rather than be displaced by them. This works to complement programs of other U.S. foreign assistance agencies, including the United States Agency for International Development (USAID) and the Millennium Challenge Corporation (MCC). In this way, the IAF enables communities to take advantage of opportunities that arise. In addition, community-based groups and enterprises that improve their organization, management and operations with the IAF's help are often better prepared to become new partners in other U.S. government and business initiatives.

## The People Who Benefit

In FY 2011, more than 230,000 individuals in poor and marginalized communities throughout Latin America and the Caribbean benefitted from the IAF's active investment in ideas for development. By taking ownership of their projects they learn to sustain and perhaps build on their accomplishments. The IAF puts a priority on the inclusion of the region's most disadvantaged citizens: women, children and young people, indigenous people and African descendants.

**Women.** The rate of poverty among women in Latin America and the Caribbean is at least 15 percent higher than for men in the region<sup>1</sup>. At the same time, women demonstrate the work ethic, skills, creativity and careful management of resources that make their organizations a smart investment. The IAF understands the importance of offering women opportunities to become trained in skills that can create income for their households and to take part in the planning and leadership of development and business ventures alongside men. In FY 2011, at least 117,000 women benefitted from IAF investments. (*See examples: Section 2, p. 7*)

**Indigenous peoples.** The IAF has distinguished itself for its focus on indigenous communities. In FY 2011, some 32 percent of IAF investments supported indigenous groups. These investments build the capacity of indigenous communities to take full advantage of economic development opportunities while preserving social and cultural heritage. (*See examples: Section 2, p. 9-10*)

**Children and young people.** Children make up 28 percent of the population of Latin America and the Caribbean.<sup>2</sup> Young people suffer disproportionately from poverty in the region which is the most unequal in the world; the poverty rate amongst children under 15 years old is 70 percent higher than for adults.<sup>3</sup> Children and adolescents often lack adequate nutrition and access to job skills, health care, quality education and the training to become fully productive. In FY 2011, 34 percent of the beneficiaries of IAF funding were 18 years old or younger. Many grantees are working to create employment opportunities and teach children and adolescents skills that match the labor market and help them become engaged in community life. (*See examples: Section 2, p. 8-9*)



Amigas del Sol trains indigenous Guatemalan women to construct solar ovens, which reduce incidences of respiratory illness due to smoke inhalation from wood-burning stoves.

1. "Press Release: Poverty Strikes Women and Children Harder in Latin America," Economic Commission on Latin America and the Caribbean, accessed January 5, 2012, <http://www.eclac.org/cgi-bin/getProd.asp?xml=/prensa/noticias/comunicados/6/37836/P37836.xml&xsl=/prensa/tpl-i/p6f.xsl&base=/tpl/top-bottom.xslt>.

2. "World Development Indicators (WDI) & Global Development Finance (GDF)," The World Bank, accessed January 5, 2012, <http://databank.worldbank.org/ddp/home.do?Step=1&tid=4>.

3. "Press Release: Poverty Strikes Women and Children Harder in Latin America," Economic Commission on Latin America and the Caribbean, accessed January 5, 2012, <http://www.eclac.org/cgi-bin/getProd.asp?xml=/prensa/noticias/comunicados/6/37836/P37836.xml&xsl=/prensa/tpl-i/p6f.xsl&base=/tpl/top-bottom.xslt>.





The Associação dos Pequenos Agricultores do Município de Valente (APAEB), an association of 1,500 small-scale farmers in Brazil's poorest region, turned the sisal plant into the bedrock of an industrial conglomerate that includes a carpet factory and a dairy enterprise that turns the sisal leftover from manufacturing into goat feed.

**African descendants.** More than one-quarter of the 580 million citizens of Latin America and the Caribbean are of African descent<sup>4</sup>. At least 24 percent of IAF investments active in FY 2011 serve these communities, making the IAF a leading partner as they engage in self-help. (*See examples: Section 2, p. 10*)

**Micro- and small-business entrepreneurs.** Identifying hard-working people with few financial resources and great ideas worth funding in poor and remote areas of Latin America and the Caribbean is a strong point of the IAF. In FY 2011, its investment resulted in many new micro- and small businesses and thousands of new jobs. Many of these are community-owned and managed, which encourages accountability and the likelihood for success. (*See examples: Section 2, p. 10*)

**Transnational communities.** The IAF helps communities in Latin America and the Caribbean enlist in their development efforts family members living abroad. The goals are economic opportunities, better living conditions and a decreased tendency to migrate in search of work or safety. IAF transnational partner organizations have enabled cooperatives to export produce to markets in the United States and have mobilized diaspora funds or technical skills to develop business opportunities in their countries of origin. The IAF has supported more than 20 projects in the past decade undertaken by communities who can tap into their networks of former residents. El Rescate, which serves immigrant communities in Los Angeles, recognized the IAF with an award citing its contribution to such transnational collaboration. (*See examples: Section 2, p. 13-11*)

4. "Data Profile: Latin America and the Caribbean," The World Bank, accessed January 5, 2012, <http://web.worldbank.org/WBSITE/EXTERNAL/COUNTRIES/LACEXT/0,,contentMDK:22117191~pagePK:146736~piPK:146830~theSitePK:258554,00.html>. (for Latin America and Caribbean population statistic); "Afrodescendant Population in Latin America," United Nations Development Programme, accessed January 5, 2012, <http://www.afrodescendientes-undp.org/page.php?page=1&lang=en>. (for statistic regarding the population of African descendants in the region)



## **Section 2:**

# **The IAF at Work**



Fundación Pro Vivienda Social (FPVS) in Greater Buenos Aires works with low-income families that organize by neighborhood block to improve their housing conditions and engage private utility companies to meet their service needs.

## Democratic Practices

Societies that are representative and committed to democratic principles make strong U.S. allies. IAF investments support the inclusion of marginalized people in the everyday practice of democracy. They prepare communities to participate in planning the use of public resources and help them acquire the tools to ensure government is held accountable.

**Fundación Saraki** (Saraki) has helped seven **Paraguayan** communities organize boards that represent persons with disabilities, make their needs visible and work with other civil society entities, government and the private sector to improve awareness of disability rights. Saraki's coordinating committee ensures that the local and central government comply with existing laws by providing access to buildings, education and health services for disabled Paraguayans.



Saraki

### **Cooperativa Autogestionaria de Servicios**

**Profesionales para la Solidaridad Social, R.L.** (CoopeSoliDar) in **Costa Rica** works with organizations of fishers, the municipal government of Garabito, Puntarenas, businesses and the Costa Rican Coast Guard to improve oversight of a community-managed marine area and reduce pressure on the resources that provide area residents their livelihood.

To reduce tension and direct residents to legal services, **Fundação Margarida Maria Alves** (FD-DHMMA) offers training in civic participation, public policy formulation, alternative dispute resolution and the law related to domestic violence in the city of João Pessoa, in the northern state of Paraíba, **Brazil**. Graduates of the course serve their communities as resources on legal and administrative processes, referring individuals to appropriate government agencies, sharing information on relevant legislation and offering guidance on accessing public services, such as piped water or garbage collection.

## More Secure Communities

Poverty and weak rule of law increase the likelihood that individuals will perpetrate or be victims of crime and violence. To create safe, prosperous communities, IAF grantees work to create economic opportunities, resolve conflicts and provide alternatives to illicit activities.

**Fundación para el Desarrollo Juvenil** (FDJ) is developing the technical skills and leadership potential of 150 **Salvadoran** adolescents in the departments of Cuscatlán and San Salvador. Many of these young people live in neighborhoods where street gangs pose a daily threat. With FDJ's guidance, youths learn to deal constructively with the challenges of poverty and crime by launching microbusinesses that produce small livestock and forming a supportive network of peers with similar goals. They invest in their education and contribute toward household expenses and their families benefit from a steady source of protein.

**Fundación Sumapaz** (Sumapaz) works in Comuna 3, one of two neighborhoods in Medellín, **Colombia**, where demobilized paramilitary combatants have settled in the last decade. The risk of violence is constant as is the impact of criminality on community institutions. Sumapaz has learned that the community's best defense is a strong collective voice, a support structure and a vision for its future. It is working with 60 leaders drawn from 150 grassroots groups and three community-based networks to develop skills in planning, cooperation, conflict resolution and the promotion of human rights. At its new information center, Sumapaz trains participants in ethics and community organizing, prepares residents to participate in plans for local development and in Medellín's budget process and provides a safe space in which to assemble.

**Corporación SER PAZ** (SER PAZ) works, to reduce rates of youth delinquency and improve safety and security in a 50-block area of Guayaquil, **Ecuador**. Through its program, 200 young people from five gangs and 100 adults discuss violence and crime, learn to resolve conflicts nonviolently, develop leadership and communication skills and engage government officials in dialogue about what it means to be poor. Young people are challenged to design development projects addressing a need in their neighborhood and can apply to SER PAZ for the necessary funding.

## Economic Opportunities

IAF investments enable more people to remain with their families rather than migrate in search of employment so that communities retain their leaders, workers and young people.



Pro-Búsqueda

**Asociación Pro-Búsqueda de Niñas y Niños Desaparecidos** (Pro-Búsqueda) works with young **Salvadorans** who were separated from their families during the armed conflict of the 1980s and 1990s. Its programs offering professional training programs and microenterprise opportunities are aimed at these individuals, who might otherwise migrate to the United States. After three cycles of its programs, Pro-Búsqueda reports a change in the participants' expectations for a promising future in their home communities. Pro-Búsqueda is also helping the younger generation revive a once-vibrant civil society in places from which many adults have migrated.

**Pastoral Social de Ixcán** (PSI) is working in one of the most remote areas of **Guatemala** to encourage young people to pursue alternatives to migration and to improve and diversify agriculture. By exposing the dangers of travel to the United States or Mexico and the bleak reality that few job opportunities are available, PSI enables young Guatemalans to make informed decisions. As a result, community youth groups weigh the risks of going "north."



**Mexican** farmers are compensated by IAF grantee **Consejo Civil Mexicano para la Silvicultura Sostenible** (CCMSS) for applying responsible environmental and forest management practices in the Amanalco Valley, a major source of water to Mexico City and Toluca. Crisóforo Vega Esquivel and his neighbors used to migrate to the United States for seasonal work. Now their income from harvesting wood in a manner compatible with the health of the forest and watershed is sufficient for them to educate their children without leaving Mexico.

## Integration into the Global Economy

IAF investments allow small community enterprises to expand operations and reach new domestic and international markets. Communities work to identify their expertise, refine their product or service and gain access to larger markets. Successful businesses include ecotourism, organic agriculture and artisan crafts that are now marketed via the Web.



*Eco-tourism*

RCDR

**Fundación Corcovado Lon Willing Ramsey Junior** (FC) is successfully promoting tourism compatible with the sustainable use of natural resources on the Osa Peninsula, one of the poorest areas of **Costa Rica**, but also one of the most biologically diverse places on earth and home to half of Costa Rica's plant and animal species. FC is developing a multimedia tutorial on the peninsula for Costa Rican and international tourists, potential donors, and local schools and businesses. It is using an environmental education curriculum it developed to train 250 residents, including employees of hotels and other businesses, in the responsible use of energy and natural resources and in options for waste disposal, including recycling. FC began a program of small grants to

fund new businesses and community development projects compatible with sustainable tourism. Increased income from tourism and improved stewardship of the environment are benefiting 3,000 residents.

Representatives from four IAF grantees undertaking community development based on eco-tourism attended the Third Annual Traveler's Philanthropy conference in Costa Rica in July 2011: **Reef Check Dominican Republic (RCDR)** and **Organización para la Conservación de Cetáceos (OCC)** in **Uruguay** are committed to protecting marine resources in coastal communities; **Instituto de Investigación para Desarrollo Rural, Agroindustrial y Medio Ambiente "IDRA PERU"** (IDRA) helps rural indigenous communities in **Peru** develop tourism that highlights their cultural heritage; **Fundación Natura (Natura)** in **Colombia** works with African-descendent and indigenous communities in the department of Chocó to plans develop for community-managed businesses. The representatives shared their organizations' experiences with the benefits and challenges of tourism.

#### *Organic agriculture*

**Despertar Maya, Asociación Civil (DEMAAC)** is helping indigenous Tzolzil, Tzeltal and Ch'ol Mayan beekeepers in the jungle and highlands of Chiapas, **Mexico** open new markets for honey products. DEMAAC offers credit, coordinates on-site technical assistance, assists with the organic-certification process and pays beekeepers for honey upon delivery. Its members are organizing a committee that markets to clients in Belgium, Germany and Italy and plans to contact additional distributors and exporters. Better sales and exports to Europe of honey certified as Fair Trade and organic increase beekeepers' income and benefit more than 900 family members.

**Empresa Cooperativa del Sur del Cauca (COSURCA)**, a **Colombian** cooperative, diversified and expanded its markets for organic coffee as the result of an IAF grant. Many growers made the transition from conventional to organic methods; the cooperative improved its processing of organic coffee and its marketing to domestic, U.S. and Western European clients. COSURCA assisted an affiliated cooperative with marketing their Fair Trade product labeled "Café Feminino," which is grown, processed and traded only by women. More than 1,160 families benefit.

#### *Web-based marketing*

The IAF supports indigenous artisan groups improving their artistic and marketing skills, adapting crafts to market demand and deepening appreciation for their cultures. Grantees are using the Internet to promote designs and products and reach a broader customer base.

**Asociación Pro-Artesana Panameña (PROARTESANA)** is an organization that works with indigenous Kuna, Emberá and Wounaan **Panamanian** artisans to target designs to high-end sales outlets and improve their management skills. It displays handicrafts on its Web site and is creating a catalogue for online purchases. Three artisans from PROARTESANA were selected to participate in the world-famous International Crafts Fair in Santa Fe, New Mexico in 2011.

**Instituto Asta** of Rio de Janeiro, **Brazil** has organized a network to distribute hand-crafted *mercado-solidário*, or fair-trade, products through direct sales, catalogues and the Internet. It has developed centers that link producers with vendors. Instituto Asta is forming a new communications-media team to market the products of the craftspeople it serves. It trains nearly 1,000 artisans to refine the quality of their work, maximizing their earning potential and promoting self-sufficiency.

## Learning through Grantee Exchange

The IAF organizes exchanges so that grantees can learn from each other and adapt concrete lessons to their own context. Peer exchanges reveal what practices work and yield knowledge that benefits others.

When representatives of **Guatemalan** grantee **Comité de Desarrollo Campesino (CODECA)** visited **Asociación de Comunidades Campesinas Angel María (ACCAM)** in **El Salvador**, they learned to improve the quality and volume of their production of loroco, a wild vine native to Central America with edible flower clusters, identify new markets and reduce production costs. The exchange helped CODECA, an organization of more than 20,000 farmers, realize that it needs to expand its plantations and increase production before attempting to reach Salvadoran markets, one of its goals. CODECA has technical rigor, community support and strong contributions from farmers; the exchange showed the value of being connected to other peer organizations.



ACCAM

In November 2011, members of **Cooperativa Multiactiva Agropecuaria del Pacifico LTDA (COOAGROPACIFICO)**, an agricultural cooperative from the **Colombian** coast, met with farmers of **Empresa Cooperativa del Sur del Cauca (COSURCA)** to learn from a self-sufficient, farmer-managed enterprise that produces and processes coffee and fruit in the southern Andean Cauca region of **Colombia** for domestic sale and for Fair Trade and organic markets abroad. The representatives from COOAGROPACIFICO learned the challenges of and requirements for improving operations, marketing and management and can now map the steps for commercial success.

In June 2011, two members of **Cooperativa Autogestionaria de Servicios Profesionales para la Solidaridad Social, R. L. (CoopeSoliDar)** visited **Mexican** grantee **Consejo Civil Mexicano para la Silvicultura Sostenible, A.C. (CCMSS)** to learn about its IAF-supported environmental fund. CoopeSoliDar, a **Costa Rican** cooperative, has worked with fishers, commercial fishing enterprises and the local and central government toward the declaration of the ocean off the coastal community of Tarcoles as a community-managed marine reserve. Although CCMSS works in a



forest rather than a coastal setting, CoopeSoliDar learned about a model that allows residents to harvest resources in a sustainable manner. CCMSS' environmental fund compensates farmers for switching from destructive agricultural and forest practices to environmentally-responsible ones that protect the area's water supply. CoopeSoliDar has considered creating a fund that would offer similar incentives for maintaining a healthy marine ecosystem and would also fund new community businesses as alternatives to fishing.

## Private-Sector Partnerships

The IAF encourages its grantees to form strategic relationships with the private sector to improve their long-term sustainability. Many find creative ways to partner with companies so that all benefit from investments in communities and their enterprises.

**Fundación Pro Vivienda Social (FPVS)** and residents of poor communities in Greater Buenos Aires, **Argentina** are successfully engaging natural gas, electrical and water companies so that they expand their services to meet the needs of the neighborhoods. This collaboration featuring three partners—the organized communities, FPVS and the private sector—has received international recognition, and FPVS was honored in 2011 with an Ashoka Changemakers Award for Leveraging Business for Social Change. Strengthened by support from the IAF, FPVS subsequently obtained \$4 million from the Multilateral Investment Fund at the Inter-American Development Bank to expand its work.

**The Inter-American Network of Corporate Foundation and Action for Grassroots Development (RedEAmérica)**, a business-sector network initiated by the IAF in 2002, is mobilizing corporate funds for community-based development projects in the countries where these companies are based. RedEAmérica's Colombian members, grouped as the **Colombian National Fund (Consortio)**, have mobilized from eight corporate partners more than \$1 million in cash and nearly \$1.4 million in kind for 70 subgrants supporting grassroots development. An IAF grant to **Fundación del Empresariado en México, A.C. (FUNDEMEX)** has yielded matching funds for community-led development projects from corporate and international foundations as well as beneficiaries. FUNDEMEX used these resources for subgrants supporting 20 Mexican civil society organizations working in partnership with grassroots groups. Nearly 16,000 Mexicans will benefit.



Delicias Criollas

**Cooperativa Delicias Criollas (Delicias Criollas)**, a **Uruguayan** group of cooperatives formed by rural women, has developed an impressive corporate clientele. Delicias Criollas processes an appealing line of jams, jellies, candies and other fruit-based products for sale in Montevideo. It recently convinced several Uruguayan companies to offer these treats as gifts at corporate events. The strategy has proved successful as more companies have shown interest. Delicias Criollas is now working to sell its line in grocery stores in Montevideo.



**Unión de Cooperativas Agropecuarios Sociedad de Pequeños Productores de Café** (SOPPEX-CCA), a network of 17 cooperatives representing more than 650 farmers in northern **Nicaragua**, markets their coffee directly to buyers in the U.S. and Europe rather than accept a lower price from intermediaries. The IAF's investment has enabled SOPPEXCCA to improve its beans and its marketing of coffee certified as Fair Trade, which commands 10 to 15 percent more than noncertified coffee. This premium goes into a fund that supports local priorities, including better clinics and schools as well as literacy and other classes for adults. Seventy percent of SOPPEXCCA's award-winning production is now sold as Fair Trade certified to companies in the United States, such as Peet's Coffee, and in Europe. SOPPEXCCA also created a new brand produced exclusively by women, who comprise 40 percent of the membership, and marketed internationally.

## **The People Who Benefit**

IAF investments benefitted more than 230,000 individuals in poor and marginalized communities throughout Latin America and the Caribbean in FY 2011. The IAF places a priority on the social and economic inclusion of women, children and young people, indigenous peoples and African descendants. Microentrepreneurs and transnational communities offer an additional opportunity for partnerships at the grassroots.

### *Women*

**Federação de Instituições Benéficas** (FIB) is training 160 women in Rio de Janeiro to become masons, carpenters, electricians and plumbers in **Brazil's** burgeoning and traditionally male-dominated construction industry. Nearly half of the trainees are from a neighborhood notorious for drug traffickers and other gangs. The six-month course includes instruction in Portuguese, business management and civic participation, as well as in a single specialized trade, followed by a hands-on practicum. More than 60 percent of FIB's graduates have found jobs immediately and doubled their income. Many were hired to work with construction firms renovating Rio de Janeiro's Maracanã Stadium in anticipation of the World Cup and Olympics. Others started small businesses in construction and renovation services.

**Asociación Minga Perú** (Minga Perú) has trained 100 indigenous women as community leaders, radio correspondents and as advocates, counselors and aides serving other indigenous women in 45 communities in the Loreto region in the Amazon Rainforest. Its radio programs, which reach 100,000 listeners every week, focus on women's health, the prevention of domestic violence, human rights, education and conservation as they elicit greater participation of women in public life. Minga Perú has received more than 1,100 letters, most thanking the program for giving them strength to overcome domestic violence.

**Coordinadora de Mujeres del Cibao** (CMC) trained more than 220 **Dominican** women from 13 member-associations in the exercise of rights and civic obligations necessary to engage effectively their municipal governments under two new laws that give civil society a mandate in the municipal budget process and municipal governance. The women learned to identify and prioritize community needs and to draft and present proposals for funding by the municipal and provincial governments.

### *Children and young people*

**Fondation Festival Film Jakmèl** (FFFJ) prepares students to work in film and television, growing industries in **Haiti**. After the January 2010 earthquake struck, these students were among the first to capture on video and post what was happening on the ground, informing others in Haiti and abroad. More than 250 graduates of FFFJ's film institute have found employment commensurate with their skills. Others have been admitted to film schools in the United States and Europe, giving them an opportunity to share their perspectives and pride with the international arts community.

**Centro Arte para la Paz** (CAP) is working in the municipality of Suchitoto to develop the leadership skills of young **Salvadorans** at risk and train them in research techniques, audio-visual production and the skills needed to work as tour guides. The youths document their town's history, recover its cultural identity and generate income through tourism. CAP has witnessed remarkable transformations. Since he became involved in the program two years ago, Arnoldo, 24, avoids street fights and delinquents. Passionately and meticulously he researches Suchitoto's role in El Salvador's economic and political transformation over the last half-century. His work has provided content for the documentary films and exhibits on display in Suchitoto's community museum, a local tourist attraction. Ronald, 18, was so reserved a year ago when he joined the program that he did not speak. He has since formed friendships and acquired the self confidence to laugh, speak in public and volunteer to assist with the community museum's outreach.



MAIS

**Movimiento para el Auto-Desarrollo Internacional de la Solidaridad** (MAIS) in Puerto Plata provides supplemental academic classes and vocational skills training to some 100 **Dominican** children and adolescents who are most at risk of dropping out of school. The program enables them to complete their basic schooling and avoid physical and sexual exploitation in the tourism industry. Among fourth- and fifth-graders who began the program in 2011, only 30 percent could write their own names. By the end of the program, 80 percent had satisfied the literacy and basic education requirements appropriate for their grade level. MAIS also collaborates with the local business community to place

adolescent graduates of the vocational programs as apprentices in enterprises that focus on baking, pastry-making, cosmetology, home electrification, sewing or upholstering. MAIS is forming a network drawn from community-based organizations and churches whose members are trained to recognize, prevent and resolve abusive situations and other violations of children's rights.

In a project coordinated by **Centro de Estudos e Promoção da Agricultura de Grupo (CEPAGRO)** in the city of Florianópolis, **Brazil**, young people who live on the outskirts of the city are promoting public awareness of urban agroecology practices and ensuring their application. After they organized the collection of organic waste, community authorities designated a lot for composting it into fertilizer for organic vegetable and fruit gardens. CEPAGRO provided families with seeds and the technical assistance necessary to diversify their crops and convert to organic production. Each family's garden now provides about half of the family's food, considerably reducing grocery expenses. The well-organized community continues to be engaged in responsible urban farming and is reaping nutritional and financial benefits due, in large part, to the efforts of the young people.

### *Indigenous peoples*

**Centro de Investigación Diseño Artesanal y Comercialización Comunitaria (CIDAC)** began working in the 1980s with indigenous and mestizo artisans to salvage the declining crafts of Santa Cruz and make them a valued feature of **Bolivia's** vibrant multicultural heritage. Through its IAF grant, the organization has trained Guarani, Weenhawek, Ayoreo and other indigenous artisans from 50 communities to refine their pottery, woodcarvings and other handicrafts. By developing their talent, technique and marketing skills, these craftspeople from the tropical lowlands have invigorated their art, increased their income and improved their standing in the community.

Textile sales are often a woman's only source of income in Chiapas, **Mexico**. Weavers of the **Jolom Mayaetik** textile cooperative doubled their sales revenues in just one year through training in quality control, marketing and management provided by **K'in al Antsetik A.C.** The organization also founded a Women's Leadership Center, where it offers workshops in health, education and small-business administration to women from a variety of indigenous Mayan groups.

**Instituto de Investigación para Desarrollo Rural, Agroindustrial y Medio Ambiente (IDRA)** provides training, technical assistance, access to credit and marketing support that will help 70 indigenous Aymara families attract tourists to their lakeside communities in the rugged department of



Jolom Mayaetik





CTTC

Puno, **Peru**. The families offer U.S., European and Latin American visitors opportunities to experience their culture through home stays, hikes, traditional cuisine and alpaca crafts.

**Centro Textiles Tradicionales del Cusco (CTTC)** trains Quechua weavers from the **Peruvian** highlands in traditional Andean designs and techniques. CTTC's sales, via its catalog, Web site and museum store on Cusco's main plaza, provide the weavers income for basic household purchases and their children's education through primary school and beyond. Since receiving its first IAF grant in 2003, CTTC's membership has risen from 500 to 775 women, men and youth. CTTC is now experimenting with farming indigo for use as dye. It has made great strides in preserving traditional designs and techniques and increasing appreciation for indigenous cultures both in Peru and abroad.

#### *African descendants*

**Fundación Proyecto Paria (FPP)** is working to raise the income of **Venezuelan** farmers, most of African descent, by training them in organic farming methods that should lead to certification and by helping them form an association capable of

directly marketing their cacao for export. Currently, 85 farmers are applying the organic methods. Through processing the cacao themselves and through direct sales, they increased the return on their product from \$4.65 to \$6.05 per kilo. In August 2010, their new Asociación Civil Productores de Cacao de Paria held its first meeting.

Many **Afro-Ecuadorians** live in the provinces of Esmeraldas and Carchi, where **Fundación para el Desarrollo de Alternativas Comunitarias de Conservación del Trópico (ALTROPICO)** is working with 10 small community-run businesses to increase income and reduce dependency on exploitative lenders by strengthening community banks. Since receiving its first disbursement, ALTROPICO has trained more than 900 Afro-Ecuadorians, representing more than 40 community banks, in financial management, basic accounting and the importance of credit and savings. The banks have increased their membership to more than 1,300 people and their total loan capital to \$175,000. Most loans extended are invested in agricultural inputs, such as seeds and fertilizers.

#### *Micro- and small-business entrepreneurs*

**Instituto Hondureño de Desarrollo Alternativo y Sostenible (IHDEAS)** matches young **Honduran** entrepreneurs with established businesspeople as mentors, half of whom are women, and trains the young people in creating business plans, budgeting, sales and customer service.



Those with promising plans and committed funding may receive assistance in registering their businesses and applying for a small loan to get started.

**Empresa para el Desarrollo S. A. (EDESA)** is working to develop and further capitalize Empresas de Crédito Comunal (ECC), or community-owned businesses, by extending credit and investment services to ECCs that, in turn, offer financial services to poor, rural communities in **Costa Rica**. IAF support has been critical to the expansion of ECC membership to nearly 9,700 since the project began, more than twice the original count. EDESA's model is proving highly effective, as 94 percent of the borrowers are current on the payments of their small loans after 90 days. EDESA is also incorporating principles and practices of grassroots development into its intensive training program to improve ECC operations and encourage collaboration to benefit their communities rather than focus only on their commercial success.

#### *Transnational communities*

The **Haitian** microfinance institution **Fonkoze** is mobilizing contributions from the **Haitian Hometown Associations Resource Group (HHTARG)** in Boston, New York and Miami toward subgrants that fund enterprises or development projects of grassroots groups in Haiti. Fonkoze envisions a more permanent community investment fund pending the success of this IAF-funded pilot program.

**Asociación Mexicana de Uniones de Crédito del Sector Social, A.C., (AMUCSS)** successfully mobilized resources from U.S.-based hometown associations and other entities. It used the funds to open community banks and offer financial services in rural central and southern **Mexico** where many people had been excluded from the banking system. AMUCSS taught financial literacy and extended credit and savings services to more than 25,000 Mexicans. IAF support allowed more than 10 incipient microbanks to begin operating in areas of high migration and cash transfers where they serve predominantly indigenous populations. The members of these microbanks, including many women, have deposited more than \$5.5 million in savings.



Fonkoze



## **Section 3:**

# **IAF Budget Resources and Programmatic Funding**



Asociación de Cabildos de Caldono de la Zona Nororiente Ukawe'sx Nasa Cxamb (Asociación de Cabildos) in the department of Cauca, Colombia is working with young adults of the indigenous reserves to develop small-scale beef and wool production businesses. Rosalbina Chate (pictured) shows some of the wool products on display at the EXPOFERIAS in the city of Manizales in January 2012.



### IAF BUDGET RESOURCES

#### I. OPERATING EXPENSES

**Table 1.1 Multi-Year Estimates**

Source of Funds	FY 2011 Actuals	FY 2012 Budget Authority	FY 2013 Request
<b>Appropriated of Funds</b>			
Current year appropriated funds	22,454,002	22,500,000	18,100,000
Carryover appropriated funds from prior year	112,306	183,897	150,000
Recoveries of appropriated funds	793,023		
<b>SPTF Funds</b>			
Current year SPTF	4,615,000	7,500,000	4,210,000
Recoveries SPTF	82,019		
Gift Funds	5,483	1,054	
<b>Total Obligation Authority</b>	<b>28,061,833</b>	<b>30,184,951</b>	<b>22,460,000</b>
Carryover to FY 12 appropriated 1112	(183,897)		
Carryover to FY 12 gift funds	(1,054)		
<b>FY 2011 Actuals Total</b>	<b>27,876,882</b>		
<b>PROGRAM ACTIVITIES</b>			
<b>Grants and Audits</b>			
Appropriated Funds	10,848,284	9,041,817	4,465,615
SPTF Funds	4,697,019	7,500,000	4,210,000
Subtotal - Grants/Grant Audits	15,545,303	16,541,817	8,675,615
<b>Evaluations and Other Program Activities</b>			
Appropriated Funds	3,803,395	4,455,925	4,463,000
Subtotal - Evaluations and Other Prog Activities	3,803,395	4,455,925	4,463,000
<b>Program Activities - Grants/Evaluations</b>	<b>19,348,698</b>	<b>20,997,742</b>	<b>13,138,615</b>
<b>PROGRAM SUPPORT</b>			
<b>Program Management and Operations</b>			
Appropriated Funds	8,522,701	9,186,155	9,321,385
Gift Fund	5,483	1,054	
<b>Program Support -- Management and Operations</b>	<b>8,528,184</b>	<b>9,187,209</b>	<b>9,321,385</b>
<b>FY 2011 Actuals Total</b>	<b>27,876,882</b>		
<b>Total Obligation Authority</b>		<b>30,184,951</b>	<b>22,460,000</b>
Program Support Total	30.59%	30.44%	41.50%
Full-Time Equivalent Usage	43	43	43

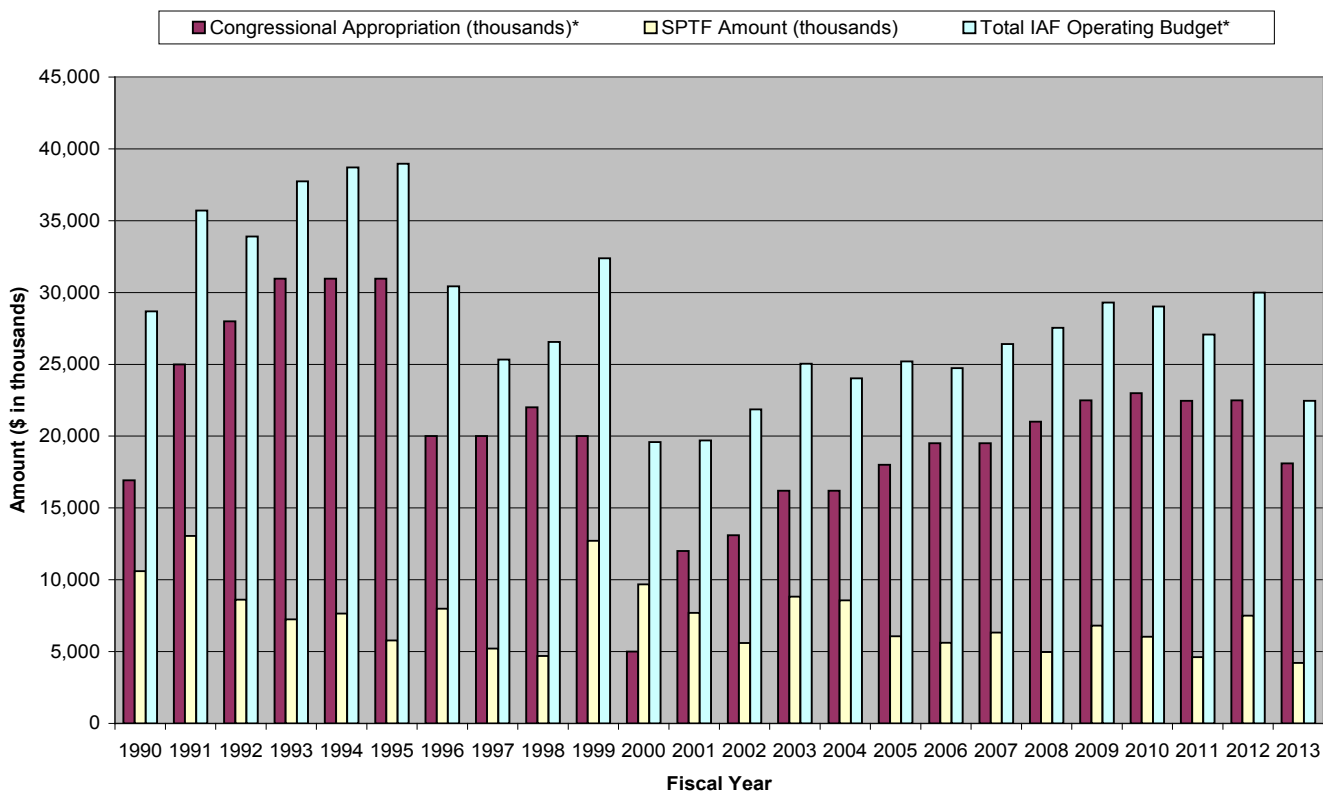
**Table 1.2 Detail of Object Classifications**

Object Class	Category	FY 2011 Actuals	FY 2012 Budget Authority	FY 2013 Request
<b>PROGRAM SUPPORT</b>				
<u>Staff Salaries &amp; Related Expenses</u>				
11.1	Permanent Positions	4,172,620	4,310,000	4,611,000
11.7	Other Personnel Compensation	92,534	60,000	60,000
11	Subtotal -- Personnel Compensation	4,265,154	4,370,000	4,671,000
12	Civilian Personnel Benefits	1,113,992	1,235,800	1,245,800
<u>Travel and transportation</u>				
21	Travel and transportation of persons	253,243	187,830	197,560
22	Transportation of things	3,083	30,000	10,000
<u>Support Services</u>				
23.2	Rental Payments to Others	821,553	323,500	708,500
23.5	Communications, Utilities., Misc.	27,517	12,000	50,000
23.7	Non-ADP Rentals/Copier	2,439	11,500	11,500
23.8	Postage, Messenger, Non-ADP Rentals	11,836	17,000	17,000
24	Printing and Reproduction	56,495	69,000	69,000
25.2	Representation Allowance	6,428	3,054	2,000
25.2	Other Services	38,084	171,000	150,000
25.2	Staff Training	96,244	115,700	111,200
25.3	Serv from Other Gov Agencies	1,732,164	1,831,400	1,879,800
25.7	Maintenance & Equipment	32,354	55,450	39,650
26	Supplies and Materials	45,197	90,775	80,775
31	Equipment	12,401	563,200	77,600
<b>Program Support Total</b>		<b>8,528,184</b>	<b>9,187,209</b>	<b>9,321,385</b>
<b>PROGRAM ACTIVITIES</b>				
<u>Learning &amp; Dissemination</u>				
21	Travel and transportation of persons	103,128	346,925	354,000
22.1	Contract Mail Service	11,638	12,000	12,000
23.8	Postage	70,000	60,000	60,000
24	Printing and Reproduction	126,453	130,000	130,000
25.1	Studies & Evaluations	54,420	100,000	150,000
25.1	Fellowship Program	730,000	700,000	700,000
25.1	Translations	89,000	80,000	80,000
25.1	Other Services	-	27,000	27,000
25.3	Services from other Agencies	241,000	50,000	50,000
<u>Technical Assistance to Grantees</u>				
25.1	Local Advisory Service (LAS)	1,045,639	1,200,000	1,200,000
25.1	Data Verifiers (DV)	982,117	1,200,000	1,200,000
25.1	Program Conference Support	350,000	550,000	500,000
<b>Subtotal</b>		<b>3,803,395</b>	<b>4,455,925</b>	<b>4,463,000</b>
<u>Grants</u>				
41	Grants/Grant Audits	15,545,303	16,541,817	8,675,615
<b>Program Activities Total</b>		<b>19,348,698</b>	<b>20,997,742</b>	<b>13,138,615</b>
<b>TOTAL PROGRAM SUPPORT AND PROGRAM ACTIVITIES</b>		<b>27,876,882</b>	<b>30,184,951</b>	<b>22,460,000</b>
Program Support Total		30.59%	30.44%	41.50%
Full-Time Equivalent Usage		43	43	43

II. SOCIAL PROGRESS TRUST FUND

For much of its history, the IAF has received a supplement to its Congressional appropriation in the form of receipts from the Social Progress Trust Fund (SPTF). SPTF funds consist of repayments for loans that were made to Latin American countries under the Alliance for Progress program. These loans are reaching the end of their repayment periods, and SPTF funds will diminish significantly over the next several years.

**IAF Appropriation and SPTF Amounts 1990-2013**



\* FY 2013 amounts are projections based on the President's request of an \$18.1 million appropriation.

III. COUNTERPART CONTRIBUTIONS (THOUSANDS)

Fiscal Year	IAF Funds	Counterpart Contributions*	Total IAF & Counterpart Funds	Counterpart Funds as % of IAF Total
1972	2,794	2,504	5,298	90%
1973	2,944	4,263	7,207	145%
1974	11,884	13,248	25,132	111%
1975	12,634	18,787	31,421	149%
1976	12,190	15,100	27,290	124%
1977	14,967	18,458	33,425	123%
1978	11,726	10,596	22,322	90%
1979	16,866	14,431	31,297	86%
1980	22,399	25,360	47,759	113%
1981	21,811	27,949	49,760	128%
1982	21,060	28,869	49,929	137%
1983	17,662	21,826	39,488	124%
1984	17,683	24,750	42,433	140%
1985	22,659	35,256	57,915	156%
1986	18,817	16,664	35,481	89%
1987	19,552	37,400	56,952	191%
1988	20,267	25,564	45,831	126%
1989	22,026	26,883	48,909	122%
1990	19,414	12,050	31,464	62%
1991	26,934	37,125	64,059	138%
1992	21,917	32,639	54,556	149%
1993	24,429	37,163	61,592	152%
1994	24,739	38,135	62,874	154%
1995	22,926	37,550	60,476	164%
1996	15,276	49,938	65,214	327%
1997	14,494	38,915	53,409	268%
1998	17,973	37,381	55,354	208%
1999	22,671	36,218	58,889	160%
2000	11,393	24,027	35,420	211%
2001	13,874	29,849	43,723	215%
2002	13,378	23,227	36,605	174%
2003	15,930	16,299	32,229	102%
2004	14,264	14,618	28,882	102%
2005	14,102	13,272	27,374	94%
2006	14,153	24,120	38,273	170%
2007	14,390	13,256	27,646	92%
2008	17,068	23,735	40,803	139%
2008	17,068	23,735	40,803	139%
2009	16,956	21,606	38,562	127%
2010	16,837	19,226	36,063	114%
2011	14,964	20,302	35,266	136%
<b>Total</b>	<b>695,091</b>	<b>992,294</b>	<b>1,687,385</b>	<b>143%</b>

Note: In 1994, the IAF revised its methodology for tracking counterpart resources provided to include them in routine project audits. In 2008, the IAF began to verify the amount of counterpart resources received in addition to those contained in the grant agreement. Combined with changes in the IAF's annual appropriation, such adjustments result in apparent fluctuations in the amount of counterpart resources received by the agency.



**PROGRAMMATIC FUNDING**

The IAF's total portfolio of funding in FY 2011 included more than 262 active grants, totaling over \$65 million.<sup>1</sup> (Note: profiles of total active portfolios by country and descriptions of new grants and amendments in FY 2011 are included in Appendix II.) In FY 2011, the IAF funded 61 new grants in the amount of \$12.4 million and amended 33 ongoing projects in the amount of \$2.5 million, for a total of over \$14.9 million in grant funding. (See Table 3.1) Grants awarded in FY 2011 averaged approximately \$160,000 over a two- or three-year period. In addition, IAF grantees have committed over \$20.2 million in counterpart funds from outside sources to projects funded in FY 2011.

Table 4.1

<b>Grant Statistics 1996 - 2011</b>			
Fiscal Year	No. of Grants	No. of Amendments	Total Funding (thousands)
1996	64	158	\$15,276
1997	81	32	\$14,494
1998	84	14	\$17,973
1999	100	19	\$22,671
2000	48	13	\$11,393
2001	43	27	\$13,874
2002	52	22	\$13,378
2003	64	35	\$15,930
2004	60	40	\$14,264
2005	54	33	\$14,102
2006	54	54	\$14,153
2007	65	28	\$14,390
2008	76	25	\$17,068
2009	72	46	\$16,956
2010	75	46	\$16,837
2011	61	33	\$14,964

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<sup>1</sup> These figures correspond to grants that were active as of September 30, 2011. The total number of grants supported and their total value during FY 2011 were higher than these figures.

**IAF Grants by Region in Fiscal Year 2011\***

Table 4.2

<b>Region</b>	<b>New Grants</b>	<b>Grant Supplements</b>	<b>FY 2011 IAF Investment (in thousands)</b>	<b>All Active Grantees</b>	<b>Total IAF Investment (in thousands)</b>	<b>Percentage of Total IAF Investment</b>
<b>Mexico</b>	6	1	\$720	27	\$5,396	8%
<b>Central America</b>	18	9	\$3,582	79	\$16,973	26%
<b>Brazil</b>	6	3	\$1,938	30	\$9,046	14%
<b>Andean Region</b>	18	10	\$ 4,875	71	\$19,129	30%
<b>Caribbean</b>	6	3	\$1,554	21	\$5,411	8%
<b>Southern Cone</b>	7	7	\$2,295	31	\$8,394	13%
<b>Other (Multi-country)</b>	0	0	\$0	3	\$763	1%
<b>TOTAL</b>	<b>61</b>	<b>33</b>	<b>\$14,964</b>	<b>262</b>	<b>\$65,112</b>	<b>100%</b>

\* On Sept. 30, 2011

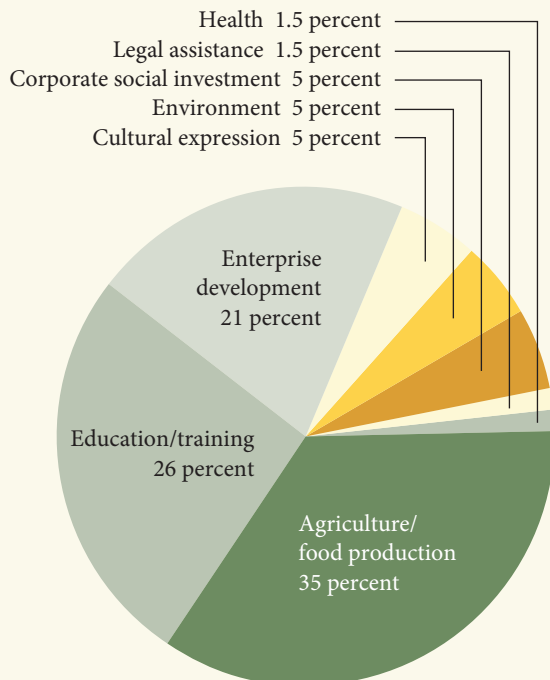
# IAF Grants by Country in FY 2011 (as of September 30, 2011)



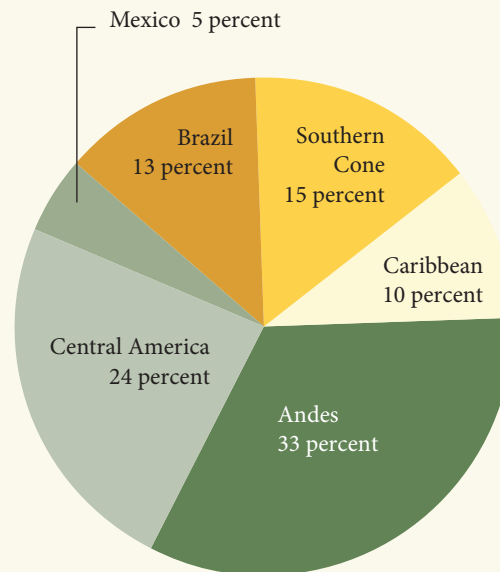
## FISCAL 2011: NEW GRANTS AND SUPPLEMENTS

Program Area	IAF Investment	New Grants and Supplements
Agriculture/food production	\$5,943,221	33
Education/training	3,925,116	24
Enterprise development	2,409,612	20
Corporate social investment	1,068,077	5
Environment	646,054	5
Cultural expression	632,922	5
Health	299,100	1
Legal assistance	39,851	1
<b>Total</b>	<b>\$14,963,953</b>	<b>94</b>

**New Grants and Supplements  
by Program Area**



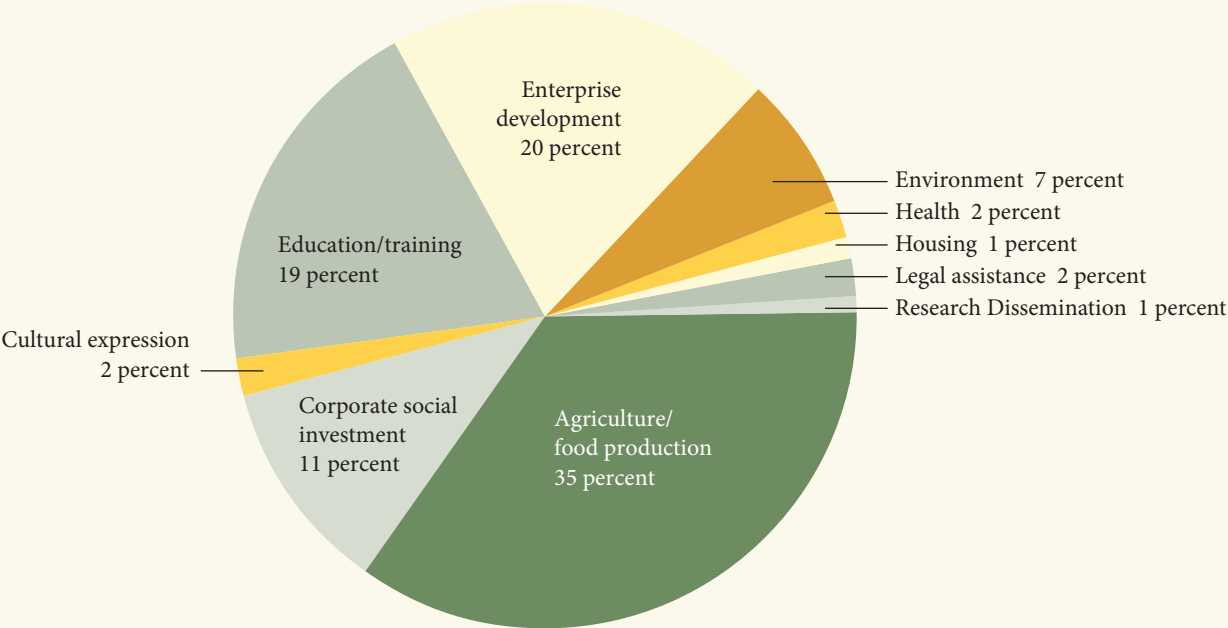
**New Grants and Supplements  
by Country**



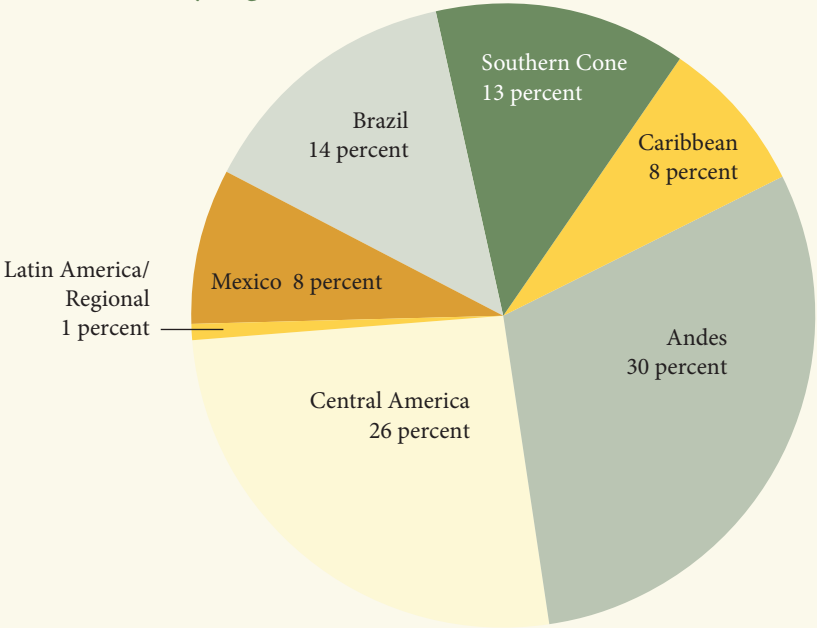


# PORTFOLIO OF 262 GRANTEES ACTIVE IN 2011

### Investment by Program Area



### Investment by Region





**Appendix I:**  
**The Grant-Making Process**

## **Application**

The IAF accepts proposals in Spanish, Portuguese, English, French or Haitian Creole via mail or e-mail throughout the year. It looks for the following in the projects it selects for funding:

- measurable results;
- the potential to generate new knowledge about what makes communities thrive and how they learn to solve their problems;
- substantial beneficiary engagement in:
  - \* the identification of the problem addressed,
  - \* the approach chosen to solve it,
  - \* the design of the project and
  - \* management and evaluation of activities;
- technical feasibility;
- evidence of eventual sustainability;
- partnerships with local government, the business community and other civil society organizations;
- potential for strengthening all participating organizations and their partnerships;
- counterpart contributions from the proponent, the beneficiaries and other sources;
- evidence of beneficiaries' improved capacity for self-governance and creative use of the community's resources;
- a diverse array of community voices in project development and execution;
- innovative solutions to development problems.

The following are ineligible for IAF grants:

- proposals presented or directed by government entities;
- proposals from individuals;
- proposals associated with political parties or partisan movements;
- purely religious or sectarian activities;
- pure research;
- welfare projects of any kind or proposals solely for construction and/or equipment.

## **Selection**

IAF representatives visit the proponents whose proposals are determined to be the most promising during the initial review of applications, and they work with the applicants to address any weaknesses. The applicant benefits from the representative's awareness of the local economic, political and development context and of factors likely to improve the potential for a successful outcome. The IAF's staff assess the merits and sustainability of all projects and vet the proponent organizations with the U.S. embassy in the host country.

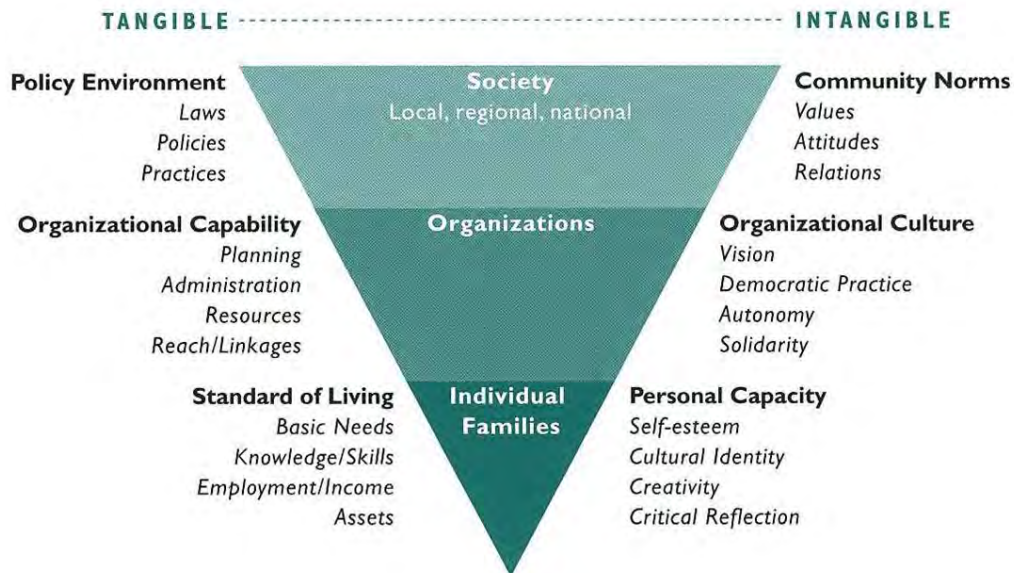


IAF representatives visit grantee sites periodically throughout the grant period and are always available to address any concerns. Flexibility allows continued responsiveness to opportunities for growth and the precarious conditions that poor and marginalized communities face. The IAF can quickly address unforeseen challenges or changed circumstances, such as those caused by natural disasters, with an extension of the grant period, permission to redirect the original funds or a supplemental grant of additional funds.

## Monitoring and Evaluation

The IAF holds all grantees accountable for the successful implementation of their projects and responsible use of U.S. public funds. Before the first disbursement, they select indicators from the Grassroots Development Framework (GDF) that measure tangible and intangible results at three levels: the individual, organization and society. They are required to report at six-month intervals throughout the grant period on their progress on these indicators. The IAF helps new grantees collect baseline data and trains them to gather and report the data on each indicator. All data are independently verified by contracted technicians free of any conflicts of interest. The verified results are aggregated and compiled annually into a report. Grantees are audited annually.

### The Grassroots Development Framework



Upon the completion of a grant, the IAF conducts a close-out visit and reviews the lessons gleaned from the experience. Selected IAF projects are evaluated independently after completion, for additional insights. Five years after completion, a subset of projects is selected for an ex-post evaluation of their lasting impact on the communities.



## **Appendix II:**

# **New Grants and Amendments in FY 2011 by Country**

**(Excerpted from IAF FY 2011 Annual Report)**

# ARGENTINA

## Current Portfolio

Active grantees: 13

IAF commitment:  
\$4,081,705

Counterpart value:  
\$11,859,066

Total investment:  
\$15,940,771

Areas of emphasis:  
Agriculture (rural development), civic participation, education, enterprise development, inclusion of indigenous peoples, women and young people.

## New Grants

**Fundación para el Desarrollo en Justicia y Paz (FUNDAPAZ)**, \$355,480 over three years; counterpart commitment, \$353,435.

FUNDAPAZ, in conjunction with Unión de Organizaciones de Pequeños Productores de la Cuna Boscosa y los Bajos Sub-meridionales (UOCB), an association of base groups, will improve access to water in 21 communities in the department of Vera, Santa Fe, by building mini reservoirs, retention basins, storage tanks and windmills and by training 785 families to maintain them. (AR-359)

**Caxi Asociación para el Desarrollo Integral (Caxi)**, \$233,820 over three years; counterpart commitment, \$281,752.

Caxi will provide 320 farmers in Mendoza and San Juan the training and technical assistance necessary to improve the efficiency and productivity of their small businesses that process meat, honey, tomato sauce and paste, jam and jellies, canned fruit and animal feed. (AR-361)

**Asociación Civil Nuestras Huellas (Nuestras Huellas)**, \$379,500 over three years; counterpart commitment, \$1,407,099.

will provide credit, training and technical assistance to improve the production and marketing practices of 3,640 entrepreneurs belonging to 200 savings-and loan-associations (community banks) in Greater Buenos Aires. (AR-362)

**Asociación Pescadores del Chaco (ASOPECHA)**, \$160,300 over two years; counterpart commitment, \$138,640.

ASOPECHA will work toward the conservation of fisheries along the Paraguay River and its tributaries and toward better income for its 567 member-fishers. (AR-363)

## Supplemental Grant\*

**Fundación Solidaridad (FS)**, \$46,670 and \$31,750; counterpart commitment \$40,200.

FS will work with farmers in northern Mendoza province, and with young people interested in providing services to tourists, to diversify their markets and reduce their dependency on intermediaries. The project is expected to benefit 520 farmers and 2,900 members of their families. (AR-349-A2 and A3)

*\*This annual report includes supplemental grants for \$10,000 or more. All supplemental grants are for a period of one year unless otherwise indicated.*





# BOLIVIA

## Current Portfolio

Active grantees: 17

IAF commitment:  
\$5,075,432

Counterpart  
commitment: \$4,635,713

Total value: \$9,711,145

Salient themes:

Agroforestry, land  
tenure, Andean livestock  
and grains, textiles/  
crafts, adult education.

## New Grants

**Centro de Investigación y Servicio Popular** (CISEP), \$199,317 over two years; counterpart commitment, \$81,632.

CISEP will work with women in 14 mining cooperatives in the department of Oruro to improve their productivity, income and occupational safety and environmental standards. The workers will receive machinery, equipment, tools and safety gear as well as related training and technical assistance (BO-518)

**Asociación de Mujeres Aymaras Lecheras de Irpa Chico** (AMALIC), \$195,338 over three years; counterpart commitment, \$266,106.

AMALIC's 70 members, most of them Aymara women from four communities in the municipality of Viacha on the Bolivian *altiplano*, will improve the output of their dairy enterprise. Farmers will acquire technical skills related to livestock, pasture management, processing and marketing. The municipality will purchase some of AMALIC's production for its school-breakfast program. (BO-519)

**Sub Centralía Sindical Única de Trabajadores Campesinos Mojoyoya** (SCSUTCM), \$114,003 over two years; counterpart commitment, \$60,251.

SCSUTCM will launch a school offering adults from 30 member communities courses in civics, the management of natural resources, territorial rights, basic accounting, the use of computer software and other subjects, to support the transition of the municipality of Mojoyoya into a model autonomous *campesino originario municipio* within the framework of the new Bolivian constitution. (BO-520)

**Asociación de Artesanos Andinos** (AAA), \$226,437 over two years; counterpart commitment, \$142,524.

AAA will continue to revive Andean weaving traditions and will undertake a program of community tourism expected to provide, among other benefits, more marketing opportunities for 350 Quechua and Aymara men and women from 19 communities in the department of Cochabamba. (bo-521)

**Protección del Medio Ambiente Tarija** (PROMETA), \$387,978 over three years; counterpart commitment, \$622,802.

PROMETA will work with 1,059 families from 50 communities in the municipalities of Yunchara and El Puente, on the *altiplano* of the department of Tarija, to improve the production and marketing of camelids and benefit the environment. Herders will acquire the skills necessary to recover natural resources, manage prairies, produce forage crops and protect water sources. (BO-522)

**Servicios Múltiples de Tecnologías Apropiadas** (SEMTA), \$347,026 over three years; counterpart commitment, \$234,762.

SEMTA will develop small reservoirs and ponds, improve small-scale irrigation and water-harvesting and expand native and exotic pastures. Some 400 Aymara families from 34 communities in three municipalities in Pacajes are expected to increase their production of cattle, sheep, camelids and of crops that include quinoa, canawi and vegetables. (BO-523)

*Lidia Llapaco Limachi of FUNDAWI  
with varieties of herbal teas.*



## Supplemental Grants

**Centro de Investigación, Diseño Artesanal y Comercialización Comunitaria (CIDAC)**, \$176,050 over two years; counterpart commitment, \$746,570.

CIDAC will continue to assist craftspeople from associations in Santa Cruz with design, product development and financial management. It will also finalize the transfer of most of its functions and assets to ARTECAMPO, the regional FEDERATION and will develop export markets for ARTECAMPO's products that adhere to the principles of fair trade. (BO-496-A6)

**Fundación Uñatatawi (FUNDAWI)**, \$125,154, over 18 months; counterpart commitment, \$122,128.

FUNDAWI will expand its production and marketing of medicinal and aromatic plants in the Caranavi region and work in new communities in the province of Larecaja, where it will help form an association that supports its activities. Its technical assistance will enable farmers to work toward organic certification. (BO-500-A8)

**Consultora en Servicios de Desarrollo Rural y Agricultura Ecológica (ECOTOP)**, \$165,287 over two years; counterpart commitment, \$69,810.

ECOTOP will incorporate seven additional communities, consisting of 150 farm families, into its program of training and technical assistance in environmentally-sound agroforestry. A complementary program that supports the production of *jochis*, or wild pigs, and *criollo* chickens is also expected to improve the local diet. (BO-509-A2)

**Fundación para la Investigación Antropológica y el Etnodesarrollo (ASUR)**, \$15,000.

ASUR will renovate its center for Munaypata artisans in the city of Sucre for use as a museum and a central store. (BO-512-A1)

**Fundación Pro Justicia Bolivia (FPJB)**, \$39,851.

FPJB, which works to reduce violence through training in conflict resolution and the justice system, will use the additional funds to conform benefits and salaries to Bolivian law and to offset inflation. (BO-514-A1)

*Cacao farmer Estanislao Quispe Surco drying cacao, a strategic commercial crop in ECOTOP's diversified agroforestry.*





# BRAZIL

## Current Portfolio

Active grantees: 30

IAF commitment:  
\$9,046,418

Counterpart value:  
\$15,433,289

Total investment:  
\$24,479,707

Areas of emphasis:  
Agriculture,  
conservation, corporate  
social responsibility,  
enterprise development,  
inclusion of African  
descendants, women  
and young people.

## New Grants

**Bahia Street**, \$172,360 over two years;  
counterpart commitment, \$479,540.

Bahia Street will supplement the school curriculum of 120 girls and young women so they continue to high school and university. Its program will also reach another 170 Brazilians in Salvador da Bahia. (BR-863)

**Grupo de Informática, Comunicação, e Ação Local (GIRAL)**, \$196,635 over two years;  
counterpart commitment, \$230,450.

GIRAL will train 120 young Brazilians from Pernambuco to produce broadcasts, videos and publications. Its members will participate in the Pernambuco Forum on Communication (FOPECOM), other fora and in networks of instructors in information technology. (BR-864)

**Fundação Foco de Luz**, \$221,550 over three years;  
counterpart commitment, \$391,740.

Foco de Luz will expand its program of training and internships, its cultural and sports activities, and its handicraft workshops to reach 1,000 young Brazilians at risk and 3,500 adults. (BR-865)

**Fundação Maurício Sirotsky Sobrinho (FMSS)**, \$343,000 over two years and six months;  
counterpart commitment, \$1,164,700.

FMSS will fund grassroots organizations in Rio Grande do Sul focused on economic development, food security and the inclusion of Brazilians of African and indigenous descent. (BR-866)

**Associação dos Agricultores Agroflorestais de Barra do Turvo e Adrianópolis (COOPERA Floresta)**, \$297,385 over three years;  
counterpart commitment, \$633,440.

COOPERA Floresta will expand its agroforestry school and offer its members training and the opportunity to share experiences with technicians, researchers and other farmers. Its new plant will process fruit pulp, ice cream and dried fruit. At least 2,000 Brazilians should benefit directly and another 11,000 indirectly. (BR-867)

**Instituto Comunitario Grande Florianopolis (ICom)**, \$297,650 over three years;  
counterpart commitment, \$1,165,480.

ICom will further develop its Centro de Apoio a Iniciativas Sociais (CAIS), a resource center for nongovernmental and grassroots groups in Greater Florianopolis, which should benefit 400 organizations and 1000 individuals. (BR-868)

## Supplemental Grants

**Associação BrazilFoundation** (BrazilFoundation), \$149,977;  
counterpart commitment, \$281,254.

BrazilFoundation will award additional subgrants to seven organizations, evaluate their effectiveness and publish the findings in a document commemorating its 10<sup>th</sup> anniversary. (BR-831-A3)

**Centro de Estudos e Promoção da Agricultura de Grupo (CEPAGRO)**, \$115,000;  
counterpart commitment, \$112,239.

CEPAGRO will document its success with developing standards for organic certification, supporting farmers in transition to organic production, planting vegetable gardens and fruit trees in an urban setting, and installing “dry” latrines that use ash and lime. It will share the information in print, online and at a conference for 1,300 participants. (BR-832-A6)

**Instituto Asta**, \$144,325;  
counterpart commitment, \$295,805.

Instituto Asta, formerly called Instituto Realice, will focus on marketing the products of the craftspeople it serves in the state of Rio de Janeiro and will organize workshops to improve their design and output. (BR-844-A1)



COURTESY BAHIA STREET

# COLOMBIA

## Current Portfolio

Active grantees: 22

IAF commitment:  
\$6,027,264

Counterpart value:  
\$7,717,212

Total investment:  
\$13,744,476

Areas of emphasis:  
Agriculture,  
conservation, corporate  
social responsibility,  
education, enterprise  
development, legal  
services, inclusion of  
African descendants,  
indigenous peoples and  
young people.

## New Grants

**Asociación de Desplazados Dos de Mayo** (ADOM), \$35,000 over one year; counterpart commitment, \$11,970.

ADOM, an organization of Afro-Colombians displaced from their homes because of the armed conflict in the department of Chocó, will revise its mission statement and work to improve its members' income, skills in math and reading, and psychological well-being. (CO-526)

**Asociación de Comunidades Andinas de Nariño** (Tierrandina) \$217,932 over three years; counterpart commitment, \$192,599. Tierrandina will work with 252 farmers from the municipalities of Consacá, Yacuanquer and Sandoná, department of Nariño, to strengthen a network of sustainable farms and to develop as a grassroots organization. (CO-527)

**Corporación Grupo Semillas** (Semillas) \$292,500 over three years; counterpart commitment, \$338,551. Semillas will work with six organizations of African descendants and indigenous Colombians in the departments of Cauca and Tolima to improve relations with Colombians of other ethnicities and support responsible agriculture. The project will directly benefit 1,760 Colombians. (CO-528)

**Corporación Taller de Promoción Popular y Desarrollo Alternativo** (Prodesal) \$212,006 over three years; counterpart commitment, \$191,226. Prodesal will involve 1,036 young Colombians in local policy-making, raise their awareness of their rights and improve their business skills through technical assistance, training, forums and exchanges.

A subgrant fund will finance 40 start-up businesses. (CO-529)

## Supplemental Grants

**Fundación Para El Etnodesarrollo De los Llanos Orientales de Colombia** (ETNOLLANO), \$118,478; counterpart commitment, \$43,904.

ETNOLLANO will work to improve the quality and volume of baskets, wood carvings, ceramics and handbags produced by 240 Sikuani, Amorua, and Piaroa craftswomen from five *resguardos*, or indigenous territories, and from one other rural community along the Orinoco River in the eastern Amazon region of northern Vichada department. (CO-512-A3)

**Asociación de Cabildos de Caldono de la Zona Nororiente Ukawé'sx Nasa Cxahb** (Asociación de Cabildos), \$18,941 for two years.

Asociación de Cabildos will work with young Colombians in indigenous Nasa *resguardos*, in the department of Cauca, to develop enterprises marketing meat, wool and organic coffee. (CO-517-A2)

**Asociación de Campesinos Agro-ecológicos de la Zona de Amortiguamiento al Parque Natural Regional del Duende** (Asoduende), \$119,284 for 18 months; counterpart commitment, \$84,750.

Asoduende will work with 11 grassroots organizations in the buffer zone of the Regional Natural Park "El Duende", department of Valle del Cauca, to improve conditions in 13 communities. (CO-518-A3)



COURTESY SEMILLAS



# COSTA RICA

## Current Portfolio

Active grantees: 9

IAF commitment:  
\$1,213,100

Counterpart value:  
\$1,648,783

Total investment:  
\$2,861,883

Areas of emphasis:  
Agriculture (organic),  
conservation, corporate  
social responsibility,  
enterprise development,  
resource mobilization,  
inclusion of indigenous  
peoples.

## New Grants

**Corporación Educativa para el  
Desarrollo Costarricense S.C. (CEDECO)**,  
\$35,000 over one year; counterpart  
commitment, \$26,500.

CEDECO will work with four  
organizations of farmers who apply  
organic methods to study the feasibility of  
businesses that produce organic fertilizer  
and to develop plans for operating those  
determined feasible. (CR-333)

**Asociación Instituto Monteverde (IMV)**,  
\$49,600 over 18 months; counterpart  
commitment, \$36,750.

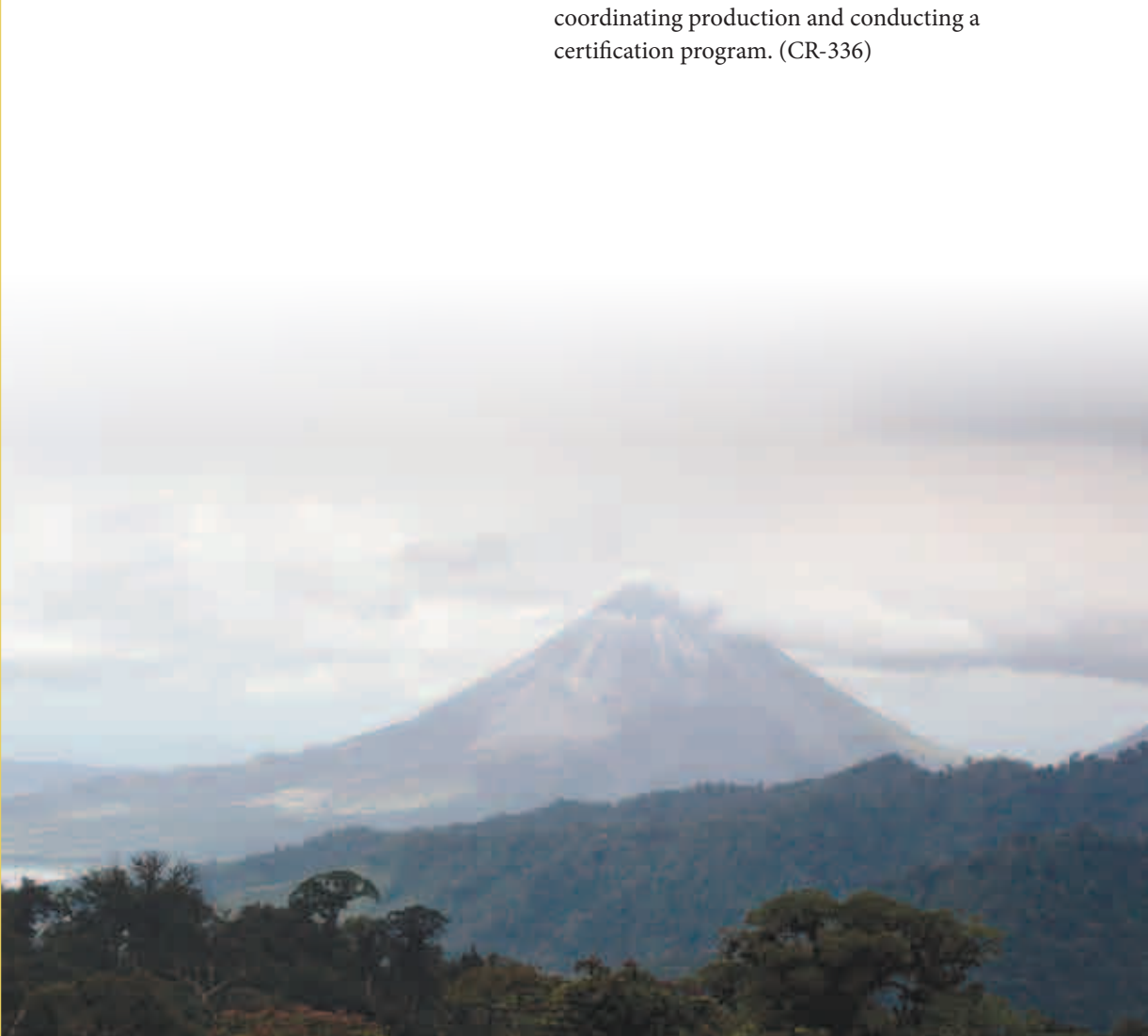
IMV will create an autonomous nonprofit  
organization that will raise funds from the  
tourism sector and other local businesses  
to finance small grants supporting  
community-based initiatives in the  
municipality of Monteverde. (CR-334)

**Fundación Corcovado Lon Willing  
Ramsey Junior (FC)**, \$227,850 over three  
years; counterpart commitment, \$414,950.

FC will launch a fundraising operation,  
expand its environmental education  
program to include waste management and  
low-impact tourism throughout the Osa  
Peninsula, and manage a program of small  
grants. The project will directly benefit 600  
individuals and will indirectly impact all  
3,000 residents of the peninsula. (CR-335)

**Asociación Movimiento de Agricultura  
Orgánica Costarricense (MAOCO)**,  
\$243,000 over three years; counterpart  
commitment, \$153,800.

MAOCO will strengthen its network of  
900 producers through improving their  
access to markets, identifying the demand  
for organic goods not currently available,  
coordinating production and conducting a  
certification program. (CR-336)



# DOMINICAN REPUBLIC

## Current Portfolio

Active grantees: 7

IAF commitment: \$1,765,823

Counterpart value: \$1,722,408

Total investment: \$3,488,231

Areas of emphasis: Agriculture, civil society development, corporate social responsibility, education, enterprise development, inclusion of women and young people.

## New Grant

**Fundación Castillo (FUCAS)**, \$356,560 over three years; counterpart commitment, \$502,979.

FUCAS will work with members of two farmer associations and an agricultural cooperative in Elias Piña, near the Haitian border, to increase their harvest of avocados and limes, pool production to sell in volume, develop their management and marketing skills, and protect the upper Artibonite watershed through organic farming and the application of agroforestry techniques. At least 160 families are expected to improve their income. (DR-342)

## Supplemental Grants

**American Chamber of Commerce of the Dominican Republic (AmCham-DR)**, \$94,925; counterpart commitment, \$121,622.

AmCham-DR will support additional grassroots-development projects through its subgrant fund, will train the subgrantees in project management and will offer business leaders workshops on corporate social responsibility. (DR-329-A8)

**Fundación Taigüey**, \$9,911 over six months; counterpart commitment, \$1,584.

Fundación Taigüey will continue to provide Cooperativa para el Desarrollo de La Ciénaga (COOPDECI) training and technical assistance that improves its management and its marketing of jams and jellies. (DR-336-A4)



JENNY PETROW



# ECUADOR

## Current Portfolio

Active grantees: 9

IAF commitment:  
\$1,456,085

Counterpart value:  
\$1,016,320

Total investment:  
\$2,472,405

Areas of emphasis:  
Agriculture, cultural  
expression, enterprise  
development, inclusion  
of African descendants.

## New Grants

**Federación Provincial de Organizaciones Campesinas de Zamora Chinchipe** (FEPROCAZCH), \$261,750 over three years; counterpart commitment, \$247,300.

FEPROCAZCH will increase the production of organic cacao by farmers in 22 member associations, improve their management of the local watershed and other features of the environment, and launch a business that produces fine chocolates. An additional 2,000 Ecuadorians will benefit indirectly from the project. (EC-423)

**Federación de Organizaciones Negras y Mestizas del Sur Occidente de Esmeraldas, Atacames, Muisne** (FONMSOEAM), \$49,500 over 18 months; counterpart commitment, \$48,800.

FONMSOEAM will study the feasibility of operating a cacao-processing plant and will develop a business plan. Sixty cacao farmers will participate in this exercise that is expected to benefit more than 500 Ecuadorians. (EC-424)



MARCY KELLEY

# EL SALVADOR

## Current Portfolio

Active grantees: 19

IAF commitment: \$3,693,901

Counterpart value: \$3,225,411

Total investment: \$6,919,312

Areas of emphasis: Community enterprises, remittances, conservation, inclusion of women and young people.

## New Grants

**Asociación de Desarrollo Comunal de la Isla de Méndez** (ADESCOIM), \$121,895 over two years; counterpart commitment, \$114,410.

ADESCOIM will work with residents of Isla de Méndez, Usulután, on conservation and income-generation in the Jiquilisco Biosphere Reserve. Activities will include fishing, marketing, construction of artificial reefs, the propagation of sea turtles and improvements to the grantee's tourism center. (ES-249)

**Asociación de Municipalidades de la Montañona** (Mancomunidad La Montañona), \$44,755 over one year; counterpart commitment, \$57,005.

Mancomunidad La Montañona will engage residents from seven municipalities of Chalatenango in a grassroots process that includes workshops to assess needs and priorities, consider economic alternatives and develop an economic development plan for the region. (ES-250)

**Asociación Acuícola Lago de Ilopango** (ASALI), \$159,180 over two years; counterpart commitment, \$290,160.

ASALI will work with fishers around Lake Ilopango to improve and expand their aquaculture and facilitate sales. The project will directly benefit 112 fishers from associated cooperatives and other groups and will indirectly benefit 560 other residents of the lake basin. (ES-251)

**Fundación para la Educación Social, Económico y Cultural** (FUPEC), \$286,485 over two years and six months; counterpart commitment, \$246,775.

FUPEC will work with Salvadoran hometown associations in the United States to fund subgrants for grassroots producer associations and for micro- and small businesses. The project is expected to benefit 370 farmers and businesses in the departments of Cabañas, Cuscatlán, Usulután and San Miguel. (ES-252)

**Iniciativa Social para la Democracia** (ISD), \$46,540 over nine months; counterpart commitment, \$50,310.

ISD will work with residents of San Pedro Masahuat to prioritize needs of microentrepreneurs and farmers, to develop an economic development plan that incorporates leaders of hometown associations in the United States, and to draft a proposal for an income-generating project. (ES-253)

**Instituto para el Rescate Ancestral Indígena Salvadoreño** (RAIS), \$279,640 over three years; counterpart commitment, \$177,850.

RAIS will offer training and technical assistance that enables residents from 11 communities in Suchitoto to revitalize and market traditional crafts and to engage in cultural tourism. The project is expected to improve the skills, earnings and cultural pride of 800 Salvadorans. (ES-254)



SETH JESSE

*Farmer working with EL BÁLSAMO surveys his indigo crop.*



## Supplemental Grants

**Fundación para el Desarrollo Juvenil (FDJ)**, \$38,290 over six months; counterpart commitment \$20,290.

FDJ will help adolescents from the departments of Cuscatlán and San Salvador develop their leadership and technical skills and launch microbusinesses that produce small livestock. (ES-236-A3)

**Centro Arte para la Paz (CAP)**, \$23,325; counterpart commitment, \$6,400.

CAP will train young Salvadorans to conduct guided tours of Lake Suchitlán that emphasize the history of the municipality of Suchitoto, will purchase and equip a boat for tours and will hire the staff necessary to help the center earn income. (ES-237-A1)

**Asociación El Bálsamo (EL BÁLSAMO)**, \$11,270 over six months; counterpart commitment, \$3,950.

EL BÁLSAMO will improve its processing infrastructure and offer other support to farmers working to revitalize the organic cultivation of indigo in Cuisnahuat, Sonsonate. (ES-238-A2)

*ASALI's floating cages for tilapia.*





# GUATEMALA

## Current Portfolio

Active grantees: 10

IAF commitment:  
\$1,910,210

Counterpart value:  
\$2,301,639

Total investment:  
\$4,211,849

Areas of emphasis:  
Agriculture, community enterprises, disaster mitigation, inclusion of indigenous peoples.

## New Grants

**Sa Qa Chol Nimla K'aleb'aal (SANK)**, \$200,900 over three years; counterpart commitment, \$124,335.

SANK will work in 100 communities in the municipalities of Chisec and Raxuhá, in Alta Verapaz, to conform the possession and ownership of land to Q'eqchi' tradition; to raise awareness of environmental degradation; and to train farmers in the advantages of crop diversification and the risks associated with monocropping and the overuse of pesticides. (GT-303)

**Fundación ProPetén (PROPETEN)**, \$247,805 over four years; counterpart commitment, \$489,501.

PROPETEN will work with three Q'eqchi' communities in the municipalities of Poptún and San Luis, Petén, to formalize their operational structure and will provide selected farmers technical assistance with growing and selling cacao. (GT-304)

## Supplemental Grants

**Asociación Amigas del Sol (ADS)**, \$20,000; counterpart commitment, \$1,475.

ADS will purchase a vehicle for more reliable access to the remote K'iché and Ixil villages where it is constructing solar ovens expected to reduce exposure to smoke and the use of wood for fire. (GT-296-A1)

**Federación Comercializadora de Café Especial de Guatemala (FECCEG)**, \$20,000 over two years and three months.

FECCEG will invest the additional funds in a working capital fund from which to purchase coffee beans certified as Fair Trade or organic under the brand Café Femenino produced by groups of its women members. (GT-298-A1)



MARK CAICEDO



# HAITI

## Current Portfolio

Active grantees: 12

IAF commitment:  
\$2,859,935

Counterpart value:  
\$2,822,533

Total investment:  
\$5,682,468

Areas of emphasis:  
Agriculture (food security), education and training, cultural expression, enterprise development, inclusion of women and young people.

## New Grants

**Sant Pon Ayiti (SPA)**, \$56,000 over nine months; counterpart commitment, \$10,640.

SPA will work with its performing company Troupe Culturelle Dawome, four networks of women's organizations on Haiti's border with the Dominican Republic, and a specialized professional to develop a plan to recover from the January 2010 earthquake. The troupe of young artists will schedule performances of music, dance and theater in camps in Port-au-Prince that are expected to reach 20,000 displaced Haitians. (HA-211)

**Meds & Foods for Kids (MFK)**, \$50,000 over one year; counterpart commitment, \$111,950.

MFK will engage three farmer associations, all currently supplying MFK peanuts, in testing seed varieties, fungicides, fertilizers, the feasibility of seed banks and the application of simple technologies, such as treadle irrigation and tillers. While helping the groups develop their administrative structure, MFK's agronomists will train the farmers in the use of the new products and technologies, analyze their experience and collaborate with them on proposals to apply the results on a larger scale. (HA-212)

**Mouvement Paysan de l'Acul du Nord (MPA)**, \$392,400 over three years; counterpart commitment, \$171,540.

MPA will work with 600 member-families to develop their production, processing and sale of manioc and associated crops, such as pumpkins, sweet potatoes and beans, in Camp Louise and La Souffrière, two *sections communales* of Acul du Nord, near Cap-Haïtien. (HA-213)

**Oganizasyon Gwoupman Kominotè Pawas Sakrekè (OGKPS)**, \$124,675 over two years; counterpart commitment, \$113,565.

OGKPS will renovate and resume operation of its bakery and *cassaverie*, which is expected to result in an income for farmers, bread vendors and bakery workers and to directly benefit other residents of the Lavyolèt neighborhood of Cap-Haïtien. (HA-214)

**L'Ecole de Fabrication Métallique pour les Démunis (EFAMED)**, \$295,770 over three years; counterpart commitment, \$179,965.

EFAMED will work with graduates of its vocational training school based in Jérémie to launch a metalworking cooperative producing industrial doors, windows and gates, and agricultural tools. The project is expected to provide a steady source of income for 50 young men and its products will benefit the entire department of Grand'Anse. (HA-215)

## Supplemental Grant

**Fondation Festival Film Jakmèl (FFFJ)**, \$173,860 over 18 months; counterpart commitment, \$988,257.

Its classroom, theater and office destroyed by the January 2010 earthquake, FFFJ will build a structure to house its Ciné Services at its new location, purchase equipment and software, and pay salaries. (HA-206-A2)



OSKAR LANDI

*FFFJ student-filmmakers.*

# HONDURAS

## Current Portfolio

Active grantees: 11

IAF commitment:  
\$3,135,126

Counterpart value:  
\$2,945,948

Total investment:  
\$6,081,074

Areas of emphasis:  
Agriculture (crop diversification), access to credit, conservation, education, enterprise development, inclusion of indigenous peoples and young people.

## Supplemental Grants

**Centro de Educación Vocacional Grupo Juvenil Dion (GJD)**, \$150,000 over 18 months; counterpart commitment, \$148,595.

GJD will improve its marketing center, open a store that supplies businesses operated by graduates of its vocational training, use the profits to help fund its programs, purchase a vehicle to support operations and replace woodworking equipment damaged in a fire. (HO-244-A5)

**Agua Para el Pueblo (APP)**, \$98,570; counterpart commitment, \$11,778.

APP will supply a store with inventory for maintaining the water systems it develops in partnership with communities throughout Honduras, will purchase drilling equipment and will cover the increased costs of materials and labor. Beyond the 12 indigenous communities of Gracias a Dios, where APP's IAF-funded project is located, the additional funds will contribute to the sustainability of the organization's work that brings potable water to rural Hondurans. (HO-248-A1)

**Fundación Hondureña de Ambiente y Desarrollo VIDA (FV)**, \$136,040 over nine months; counterpart commitment, \$39,654.

FV will collaborate with grassroots groups, nongovernmental organizations, municipal governments and a binational coordinating entity to advance and expand its work in agriculture and conservation in a drought-stricken area of southern Honduras and El Salvador. (HO-250-A1)





MARK CAICEDO



# MEXICO

## Current Portfolio

Active grantees: 27

IAF commitment:  
\$5,396,496

Counterpart value:  
\$9,211,177

Total investment:  
\$14,607,673

Areas of emphasis:  
Agriculture,  
conservation, enterprise  
development, inclusion  
of indigenous peoples.

## New Grants

**Unión de Productores Agroforestales de las Comunidades Indígenas de la Huasteca Hidalguense S.P.R. de R.I.** (UPACIHH), \$142,060 over three years; counterpart commitment, \$99,340.

UPACIHH will work in Huejutla, Hidalgo, with 215 farmers to improve their production of the *camedor* palm and their ability to take advantage of the demand for it in Mexico and abroad. The organization will train its members, create a working-capital fund and upgrade its facility. (ME-509)

**Enlace Rural Regional A.C.** (ERRAC), \$131,610 over three years; counterpart commitment, \$166,845.

ERRAC will work with 70 farmers from Asociación Civil Productores De Caprinos y Ovinos (ACPO) in Queretaro to improve their production and marketing of goats, meat and cheese. Its project should indirectly benefit 350 other residents of the seven communities the farmers represent. (ME-510)

**Sociedad Cooperativa 10 de octubre** (Cooperativa 10 de octubre), \$43,675 for one year; counterpart commitment, \$35,845. Cooperativa 10 de octubre will engage its 300 members, all residents of three rural communities of Tlaxcala, in assessing their needs and priorities, in drafting proposals that benefit the environment and in developing their organization. (ME-511)

**Iniciativas para el Desarrollo de una Economía Alternativa y Solidaria A.C.** (Ideas Comunitarias), \$152,530 over two years and six months; counterpart commitment, \$90,753.

Ideas Comunitarias will reach more than 240 young indigenous leaders in several communities of Oaxaca with its curriculum that trains them to undertake community development and projects for generating income. Students will be eligible for subgrants to fund their proposals. (ME-512)

**Comité para la Educación y Desarrollo Integral de la Mujer A.C.** (CEDIM), \$54,820 over two years; counterpart commitment, \$51,055.

CEDIM will train counselors in 15 communities of Veracruz in issues affecting women, including basic rights and domestic violence, and provide the institutional resources to address them. (ME-513)

**San Sebastián Tlacotepec Ipantepetl S.P.R. de R.L.** (SSTI), \$120,660 over two years; counterpart commitment, \$149,274.

SSTI, which groups farmers and markets their coffee certified as organic and fair trade, will offer its members training and technical assistance, will develop its grassroots business and will create a working-capital fund from which to pay farmers upon delivery. (ME-514)

## Supplemental Grant

**Migramex Asociación Civil** (MAC), \$75,083; counterpart commitment, \$134,404. MAC will open additional savings-and-loans associations, form groups offering services in mental health and will provide working capital to four community-based enterprises. The project will benefit 140 women, mostly heads-of-household. (ME-490-A1)



GABRIELA BOYER

*Camedor palm leaf.*



# NICARAGUA

## Current Portfolio

Active grantees: 15

IAF commitment:  
\$3,876,415

Counterpart value:  
\$7,150,184

Total investment:  
\$11,026,599

Areas of emphasis:  
Agriculture (dairy  
farming, organic),  
ecotourism, education.

## New Grants

**Fundación Luchadores Integrados al Desarrollo de la Región (LIDER)**, \$260,000 over three years; counterpart commitment, \$415,520.

LIDER will work with farmers in 20 communities of the Peninsula of Cosigüina to improve their access to markets in Nicaragua and abroad, and with entrepreneurs to develop and promote their ecotourism services. (NC-293)

**Asociación de Comunidades de la Península de Cosigüina (ACODEPEC)**, \$85,075 over two years; counterpart commitment, \$76,205.

ACODEPEC will further development through training, organization and the administration of a subgrant fund to support initiatives in 20 communities of Cosigüina. (NC-294)

**Cooperativa Multisectorial Productores de Café Orgánico Certificado Las Segovias R.L. (PROCOCER)**, \$271,795 over three years; counterpart commitment, \$184,735.

PROCOCER will offer coffee farmers in the department of Nueva Segovia training, technical assistance and access to better infrastructure. (NC-295)

**Asociación para el Desarrollo del Norte de Chinandega (ADENOCH)**, \$43,220 over one year; counterpart commitment, \$23,095.

ADENOCH's 450 members from 16 communities of the municipality of San Francisco del Norte will develop their ability to formulate and undertake initiatives that improve their income and living conditions. (NC-296)

**Centro Promocional Cristiano por La Paz y La Vida (CPCPV)**, \$160,000 over two years; counterpart commitment, \$123,000.

CPCPV will offer training and access to a loan fund to members of a new network who provide services to tourists visiting San Ramón. The program is expected to reach 400 Nicaraguans, including low-income youths. (NC-297)



COURTESY CPCPV



Above: Musical group *La Familia en el Arte* at the *Feria Departamental de Turismo*.  
Left: ADETUR members, *Salto La Corona*.

# PANAMA

## Current Portfolio

Active grantees: 13

IAF commitment:  
\$2,537,629

Counterpart value:  
\$2,204,592

Total investment:  
\$4,742,221

Areas of emphasis:  
Agriculture (organic),  
access to water,  
handicraft development,  
inclusion of indigenous  
people and women.

## New Grant

**Fundación Instituto Panameño de Desarrollo Humano y Municipal (IPADEHM)**, \$299,100 over three years; counterpart commitment, \$811,515. IPADEHM will work in 20 communities in the province of Bocas del Toro and in Comarca Ngobe Bugle to form associations that will build and maintain the infrastructure that brings clean water to 1,800 households. More than 11,000 Panamanians will benefit. (PN-300)

## Supplemental Grant

**Asociación Pro-Artesana Panameña (PROARTESANA)**, \$23,000; counterpart commitment, \$19,400.

PROARTESANA will continue improving the skills and earnings of 300 craftspeople, mostly women, from Panama City, the central provinces, indigenous reserves and other areas. Three women will participate in the International Crafts Fair in New Mexico in 2012. (PN-290-A2)



*Families keep school uniforms spotless, thanks to water systems built with support from IPADEHM.*



MARCY KELLEY



MARK CAICEDO



# PARAGUAY

## Current Portfolio

Active grantees: 9

IAF commitment:  
\$2,138,828

Counterpart value:  
\$2,524,779

Total investment:  
\$4,663,607

Areas of emphasis:  
Agriculture, civic participation, education, enterprise development, inclusion of indigenous peoples, persons with disabilities, women.

## New Grants

**Asociación de Mujeres Recicladoras Unidas del Bañado Norte de Asunción Paraguay** (ARUBAN), \$49,705 over one year; counterpart commitment, \$38,596. ARUBAN will improve the income and working conditions of its women recyclers, will recruit and train new members, and will help 840 residents of metropolitan Asunción learn the practices and value of recycling. (PY-201)

**Centro de Educación, Capacitación y Tecnología Campesina** (CECTEC), \$329,700 over two years; counterpart commitment, \$241,750.

CECTEC will provide technical assistance and training to families who were resettled in six rural communities in the department of Itapúa pursuant to Paraguay's agrarian reform program, and will work with them to identify and support their development priorities. (PY-202)

## Supplemental Grants

**Fundación Saraki** (Saraki), \$99,970; counterpart commitment, \$40,800.

Saraki will work with Coordinadora Nacional por la Promoción de los Derechos de las Personas Con Discapacidad (CONAPRODIS) to train 1,300 representatives of disability-rights and other organizations, enabling them to more effectively serve 100,000 Paraguayans with disabilities. (PY-196-A1)

**Federación de Entidades Vecinalistas del Paraguay**, (FEDEM), \$121,900 over one year and six months; counterpart commitment, \$78,092.

FEDEM will train members of 100 neighborhood associations in Asunción in the skills necessary to increase awareness of, access to and oversight of its fund that makes financing available to community organizations. (PY-197-A1)

**Estación A–Nucleo Cultural** (Estacion A), \$32,500; counterpart commitment, \$24,648.

Estación A will organize a forum where 60 representatives from cultural organizations, businesses and government throughout Latin America exchange practices and experiences relevant to networking and developing businesses that market cultural tours, locally-grown or -processed food and locally-made crafts. (PY-198-A2)



COURTESY CECTEC

*A blessing for CECTEC at a seed fair.*

# PERU

## Current Portfolio

Active grantees: 21

IAF commitment:  
\$5,888,682

Counterpart value:  
\$7,113,131

Total investment:  
\$13,001,813

Areas of emphasis:  
Agriculture,  
conservation, corporate  
social responsibility,  
education, enterprise  
development.

## New Grants

**Acción y Desarrollo**, \$210,000 over three years; counterpart commitment, \$90,000. Acción y Desarrollo will train 600 public-school students in the district of San Juan de Lurigancho, Lima, in the skills necessary to compete in the job market or start and manage their own microenterprises. The program will involve parents, teachers, other educational authorities and the local government in formulating policies conducive to the young entrepreneurs' success. (PU-561)

**Centro Global para el Desarrollo y la Democracia** (CGDD), \$365,000 over three years; counterpart commitment, \$1,151,488. CGDD will further job creation and increase income for 950 families in the Lurín River basin, in the Lima region, through its program to develop management skills and fruit production. (PU-564)

**Centro de Desarrollo Étnico** (CEDET), \$30,000 over one year; counterpart commitment, \$17,440. CEDET will train 50 Peruvians of African descent, from communities in Yapatera and Cruz Pampa, in skills related to enterprise development. The training will be complemented by opportunities to visit successful former IAF grantees and by the formation and formalization of a producers' association. The individuals trained are expected to develop a work plan for a productive initiative. (PU-565)

**Central Piurana de Cafetaleros** (CEPICAFE), \$300,000 over three years; counterpart commitment, \$268,400. CEPICAFE will help 880 members of 12 producer associations from the Piura, Amazonas and Tumbes regions of northeastern Peru increase their yields of organic cacao and process plantain chips for export. (PU-566)

**Centro de Investigación y Promoción del Desarrollo Andino** (CIPDA ANDINO), \$305,000 over three years; counterpart commitment, \$94,705.

CIPDA ANDINO will help 370 farmers from the district of Sitacocha, Cajamarca, improve their production of quinoa, wheat, cattle, sheep and bees, and form microenterprises that market grains cultivated with organic methods, dairy products and honey. (PU-567)

**Centro de Estudios, Desarrollo y Acción Social** (CEDAS), \$260,800 over three years; counterpart commitment, \$85,300.

CEDAS will work with 200 dairy farmers from the district of Contumazá, Cajamarca, to increase their production of milk and cattle and form microenterprises focused on milk production. (PU-568)

## Supplemental Grants

**Instituto de Medio Ambiente y Género para el Desarrollo** (IMAGEN), \$40,000; counterpart commitment, \$68,708.

IMAGEN will continue to provide training, technical assistance and resources to improve businesses led by women who cultivate and process aromatic and medicinal Andean plants certified as organic. (PU-544-A2)

**Centro de Textiles Tradicionales del Cusco** (CTTC), \$47,520; counterpart commitment, \$13,500.

CTTC will continue to offer training, technical assistance, credit and marketing services to weavers in seven indigenous communities in the Sacred Valley of the Incas in the Cusco region. The program will be of special benefit to 350 young Peruvians. (PU-547-A2)



MARK CAICEDO

*CTTC weaver with dyes.*



# URUGUAY

## Current Portfolio

Active grantees: 5

IAF commitment:  
\$1,114,207

Counterpart value:  
\$2,067,507

Total investment:  
\$3,181,714

Areas of emphasis:  
Agriculture, community  
tourism, corporate social  
responsibility, women's  
enterprises.

## New Grant

**Centro de Promoción por la Dignidad Humana** (CEPRODIH), \$399,900 over three years; counterpart commitment, \$576,133.

CEPRODIH will train 460 women as entrepreneurs, support formation of a network to mentor them as they launch or develop businesses, and offer them related technical assistance. (UR-185)

## Supplemental Grant

**Cooperativa Delicias Criollas** (Delicias Criollas), \$47,150; counterpart commitment, \$45,917.

Delicias Criollas, comprised of 15 affiliated enterprises, all managed and supplied by 170 women from 10 Uruguayan departments, will continue to offer training and technical assistance related to the production and marketing of traditional foods, will develop new products and will work toward financial self-sufficiency through increased sales. (UR-181-A2)

COURTESY CEPRODIH



## ADDITIONAL CURRENT PORTFOLIOS\*

### Belize

Active grantees:	2
IAF commitment:	\$607,380
Counterpart value:	\$606,680
Total investment:	\$1,214,060
Areas of emphasis:	Agriculture, nutrition.

### Chile

Active grantees:	4
IAF commitment:	\$1,058,840
Counterpart value:	\$2,872,611
Total investment:	\$3,931,451
Area of emphasis:	Corporate social responsibility.

\*There was no funding in these countries in fiscal 2011.

JOHN REED



*School-gardeners with Plenty Belize.*



## Jamaica

Active grantees: 2  
IAF commitment: \$785,000  
Counterpart value: \$2,012,827  
Total investment: \$2,797,827  
Areas of emphasis: Agriculture, conservation.

## Venezuela

Active grantees: 2  
IAF commitment: \$ 682,310  
Counterpart value: \$366,885  
Total investment: \$1,049,195  
Areas of emphasis: Agriculture, conservation, enterprise development.

JENNY PETROW



Local Initiative Facility for the Environment (LIFE) works with members of the Mile Gully Entrepreneurial Group.

COURTESY GARE



Recycling facility of Grupo Ambientalista de Reciclaje Everest (GARE) in Maracaibo.

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