I. CONSOLIDATED HIGHLIGHTS OF THE QUARTER

In this section highlight just the major achievements & activities in the previous 3 months (ex: new Partnership signed; P4P procurement contracts concluded; baselines/ surveys conducted; major meetings or annual reviews with Partners held, P4P Trainings held).

**Farmers’ organizations:** During third quarter of 2014, P4P in Guatemala continued to work with 64 smallholder farmers’ organizations (FO) with a total membership of 8,166 smallholder farmers. The 45 P4P-HGBF FOs have a total membership of 5,339 smallholder farmers: 2,108 women (39 percent) and 3,231 men (61 percent). There are 299 persons on the boards of directors, 98 women representing 33 percent of that number.

The 19 P4P-Canada FOs have a total membership of 2,827 smallholder farmers: 923 women (33 percent) and 1,904 men (67 percent). There are 139 persons on the boards of directors, women representing 32 percent of that number.

**Procurement/commercialization:** In the reporting quarter, the Country Office contracted 67.9 mt of maize from ADECRO (33.95 mt) and El RINCON (33.95 mt) in eastern Guatemala.

During the fourth quarter of 2014 the Country Office plans to purchase 1,100 mt of maize and 300 mt of black beans from smallholder farmers’ organizations.

**Partnerships:** A new addendum to the letter of understanding for the eastern region was signed with the Inter-American Institute for Cooperation on Agriculture–IICA to provide technical assistance to 19 farmers’ organizations/CIDA in 2014.

A new trust fund agreement with the Ministry of Agriculture–MAGA was approved by WFP/HQ for the procurement of maize and beans from smallholder farmers’ organizations and further provision of technical assistance on improved quality, post-harvest handling and commercialization of grains, aiming at the knowledge transfer of the WFP/P4P initiative to the rural extension staff of MAGA.

In July, it was signed a contract with the NGO Alternativas de Desarrollo–ALDES for strengthening small-scale farmers organizations of 45 FOs P4P/HGBF.

An agreement is under negotiation with the International Maize and Wheat Improvement Center–CIMMYT of Mexico to provided technical assistance to P4P organizations.

The national price and crop monitoring system (integrated by the Ministry of Agriculture–MAGA, the Food Security and Nutrition Secretariat–SESAN, the Ministry of Environment and Natural Resources–MARN, the National Statistics Institute–INE, the National Institute of Seismology, Volcanology, Meteorology and Hydrology–INSIVUMEH, FEWS NET, FAO and WFP) issued monthly bulletins and circulated results to FOs and other stakeholders.

**Training:** During the reporting period, 3,865 persons, 1,869 men (48%) and 1,996 women (52%), participated in 182 training events in the three regions covered by P4P in Guatemala. Through the cascade effect, the content reached 16,734 additional persons (49% women and 51% men). The P4P staff was responsible for 56 events addressed to 1,168 persons (45% men and 55% women) and through the cascade effect 7,050 persons (45% men and 55% women) were reached. The P4P technical staff provided training on quality control–use of blue box, production cost, grain conditioning, harvest and post-harvest handling, agribusiness management, gender, and institutional capacity building of farmers’ organizations.
The strategic partner IICA provided training on good agricultural practices on maize and black beans in 49 events addressed to 1,097 persons (641 men and 456 women), and the cascade effect is estimated to have reached 3,445 additional persons (62% men and 38% women).

Alternativas de Desarrollo–ALDES provided training on business management (business plans, production plans, credit plans and economic empowerment of women) with the participation of 1,579 persons (57% women and 43% men) in 74 events.

P4P staff participated in the Security Awareness Training (SAT) and Introduction to communications in emergencies, both organized by WFP. The gender specialist participated in the UN Course for Gender Focal Points held in Santo Domingo, 8-12 September 2014 organized by UN Women and the ILO International Training Center.

**Learning and Sharing:** The main M&E activities conducted during the quarter include: (i) preparation and submission of second quarter report 2014; (ii) interview to IICA staff for video recording on P4P systematization of experiences on production and post-harvest management in the three regions of Guatemala; (iii) participation in the debriefing of the Global External Evaluation, providing comments and additional materials; (iv) validation of the householder monitoring panel of P4P/Canada to confirm the substitution rate between 2011 baseline and 2013 follow-up; v) Addition of the year of entry to P4P of FOs into FO Annex; (vi) review and analysis of the three manuals for maize and bean crops, one for each region covered by P4P in Guatemala; and vii) review and update of the summary tables and classification of FOs P4P/Guatemala.

Other activities in the area of monitoring and evaluation include the analysis of offers requested for the base line study for P4P/SUN.

**Management and Coordination:** Activities and results achieved during the third quarter include: closure of the HGBF project; meeting with Bahi Thapa in El Salvador for 2014 financial reports; preparation and participation, in coordination with INDECA, in the CO P4P-Logistics workshop on lessons learnt in the implementation of the Trust Fund with MAGA; and participation and support in the preparation of the first version of the final report P4P-HGBF at regional level (Guatemala, El Salvador, Honduras and Nicaragua) during the meeting held in Panama.

Follow-up activities included: identification and prioritization of FOs for the implementation of P4P/SUN; support to the preparation of the P4P project proposal of South-South Cooperation from Chile to Guatemala through SESAN, MAGA-ICTA and MSPAS, on biofortification of maize and bean varieties as developed by the Institute of Agricultural Science and Technology–ICTA; presentation of the concept document on Economic Empowerment of Rural Women in the Polochic Valley to the Norwegian Embassy.

**Gender equality:** During this quarter, the P4P gender specialist provided technical assistance to the MAGA Gender Unit on how to train the rural extension workers of the National System of Rural Extension–SNER to apply gender criteria and to coordinate follow-up activities with P4P/HGBF supported FOs; follow-up to gender mainstreaming plan prepared with the Institute of Development Studies–IDS, namely: (i) identification of gender gap, definition of gender indicators and gender analysis carried out in a workshop; and (ii) field trip to gather inputs for visibility products focusing on best practices in P4P and nutrition, and lessons learnt on gender; attendance to UN Women presentation of the document “Between reality and challenges: women and political participation in Guatemala”; participation in FAO mission to identify actions for compliance to article 14 of CEDAW on
rural women and coordination with the MAGA Gender Unit of the joint follow-up plan; coordination within the UN network of gender focal points for the implementation of gender training plan addressed to UN staff.

Others relevant activities were the preparation and presentation of the strategy on gender equality in food-for-assets activities within a resilience component, and facilitation of training sessions on gender equality for the nutrition component of the P4P/SUN project.

II. P4P PROCUREMENT ACTIVITIES & ISSUES ARISING [this has to be complemented with updated information entered in PastFood – Procurement Tracking Database – including reasons or defaults]

Procurement Plan (Quantity in mt) for next 3 months

<table>
<thead>
<tr>
<th>Commodity</th>
<th>Month 1: October</th>
<th>Month 2: November</th>
<th>Month 3: December</th>
</tr>
</thead>
<tbody>
<tr>
<td>Maize</td>
<td>0 mt</td>
<td>1,100 mt</td>
<td>0 mt</td>
</tr>
<tr>
<td>Pulses (Black Beans)</td>
<td>0 mt</td>
<td>300 mt</td>
<td>0 mt</td>
</tr>
</tbody>
</table>

Note: enter the month of reference as required, and the planned P4P purchases by commodity; add rows as required

Overview of forward contracts signed in the reporting period

<table>
<thead>
<tr>
<th>Commodity</th>
<th>CCTI number (if applicable)</th>
<th>Quantity (mt)</th>
<th>Total value of signed contract</th>
<th>Month contract signed</th>
<th>Start delivery date</th>
</tr>
</thead>
<tbody>
<tr>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
</tbody>
</table>

Note: enter all the forward contracts signed during the reporting period, specifying the quantity planned to be purchased and the minimum price or pricing formula agreed in the contract; the date of contract signature and the planned start delivery date

Comments on Procurement Plan for the next quarter and on Forward contracts signed during the reporting period (if applicable):

During the fourth quarter of 2014, the Country Office plans to purchase 1,100 mt of maize and 300 mt black beans from smallholder farmers’ organizations with funding of P4P/Canada and P4P/SUN.

Reasons for non-deliveries, defaults and delays during the reporting Quarter & recommendations:

Explain why expected deliveries during reporting Quarter did not materialize: explain reasons for both delays and for official cancellations. NB: highlight measures taken by the CO & Partners to minimize such delays/defaults and/or advise on needed actions by Partners.

In the third quarter, two organizations delivered the amounts of commodities contracted: 33.95 mt of maize (ADECRO) and 33.95 mt of maize (EL RINCON), within the specified time and with no penalization applied for not meeting quality parameters in the whole delivery.

III. P4P COUNTRY LEVEL PARTNERSHIPS [Complement with Annex 1: Partnership table]

Summarize any new Partnership agreement signed during reporting quarter or under discussion, any coordination meetings, joint reviews or evaluations held with Partner. Make a brief analysis of strengths & weaknesses of Partners, the partnership gaps and actions taken by CO to cover these gaps...

A new addendum to the letter of understanding for the eastern region was signed with IICA to provide technical assistance to 19 farmers’ organizations/CIDA in 2014

A new trust fund agreement with the Ministry of Agriculture–MAGA was approved by WFP/HQ for the procurement of maize and beans from smallholder farmers’ organizations and further provision of technical assistance on improved quality, post-harvest handling and commercialization of grains, aiming at the knowledge transfer of the WFP/P4P initiative to the rural extension staff of MAGA.
In July, was signed contract with NGO Alternativas de Desarrollo–ALDES for strengthening small-scale farmers’ organizations of 45 P4P/HGBF FOs.

An agreement is under negotiation with the International Maize and Wheat Improvement Center –CIMMYT- of Mexico to provided technical assistance to P4P organizations.

In the reporting quarter, monthly bulletins of the national price and crop monitoring system (MAGA, SESAN, MARN, INE, INSIVUMEH, FEWS NET, FAO and WFP) were prepared with partners and results circulated to farmers’ organizations and other stakeholders.

IV. CAPACITY BUILDING AND TRAINING [Complement with Annex 2: Training Tracking Table]

Summarize any training & capacity building activities held during the reporting Quarter and any planned forthcoming training. Link this to the Quarterly financial report (how much has been spent on training out of planned/allocated amount) & to the budget allocation for next Quarter.

In this quarter, 3,865 persons, 1,869 men (48%) and 1,996 women (52%), participated in 182 training events in the three regions covered by P4P in Guatemala. Through the cascade effect, the content reached 16,734 additional persons (49% women and 51% men).

The P4P staff was responsible for 56 events addressed to 1,168 persons (45% men and 55% women) and through the cascade effect 7,050 persons (45% men and 55% women) were reached. The P4P Unit provided training on quality control–use of the blue box, production cost, grain conditioning, harvest and post-harvest handling, agribusiness management, gender, and institutional capacity building of farmers’ organizations.

The strategic partner IICA provided training on good agricultural practices for maize and black beans in 49 events addressed to 1,097 persons (641 men and 456 women), and the cascade effect is estimated to have reached 3,445 additional persons (62% men and 38% women).

ALDES provided training on business management (business plans, production plans, credit plans and economic empowerment of women) with the participation of 1,579 persons (57% women and 43% men) in 74 events.

P4P staff participated in the Security Awareness Training (SAT) and Introduction to communications in emergencies, both organized by WFP. The gender specialist participated in the UN Course for Gender Focal Points held in Santo Domingo, 8-12 September 2014 organized by UN Women and the ILO International Training Center.

V. RISKS & POLICY ENVIRONMENT UPDATE

List major anticipated risks such as weather and crop forecasts, price movements likely to affect current & forthcoming P4P purchases & activities, & CO risk mitigation strategy. Also summarize general policy environment (ex: national reserves, legislation, government policies, barriers to trade) which facilitate or obstacles P4P Implementation.

Two significant risks for production and commercialization of maize and black bean have been present in the reporting quarter. One of the risks is associated to the establishment of the El Niño phenomenon, which has directly affected the yield of maize due to an extended dry spell of 45 to 50 days during July and August in the Eastern Region. If rainfall reduces in October, it will also put at risk the black bean production.

Another risk is related to the volatility of the price as a consequence of the poor harvest of maize that is expected. Commodity availability in the national market is drastically affecting
the price. This situation is seasonal and is associated to the depletion of stocks in the areas of production in the country.

VI. M&E ACTIVITIES & PRELIMINARY FINDINGS (if available)

Summarize main M&E activities conducted during the Quarter (regular monitoring, baselines, farmers surveys, traders surveys etc... any joint reviews or evaluations). Summarize M&E findings if available. Link this to the Quarterly financial report (how much has been spent on M&E out of planned/allocated amount) & to the budget allocation for next Quarter.

M&E activities conducted during the third quarter include: (i) preparation and submission of second quarter report 2014; (ii) interview to IICA staff for video recording on P4P systematization of experiences on production and post-harvest management in three regions of Guatemala; (iii) participation in the debriefing of the Global External Evaluation, providing comments and additional materials; (iv) validation of the household monitoring panel of P4P/Canada to confirm the substitution rate between 2011 baseline and 2013 follow-up; (v) addition of the year of entry to P4P of FOs into FO Annex; (vi) review and analysis of the three manuals for maize and bean crops, one for each region covered by P4P in Guatemala, and vii) review and update of the summary tables and classification of P4P FOs in Guatemala.

Other activities in the area of monitoring and evaluation include the analysis of offers requested for the baseline study for P4P/SUN.

VII. GENDER – MAXIMISING IMPACT OF P4P ON WOMEN FARMERS

Describe how P4P project involves women, any actions taken by WFP/Partners to increase women’s participation & benefit from P4P...

Gender activities during this quarter include: technical assistance to the MAGA Gender Unit on how to train the rural extension workers of the National System of Rural Extension—SNER to apply gender criteria and to coordinate follow-up activities with FOs supported by P4P/HGBF; follow-up to gender mainstreaming plan (IDS), namely: (i) identification of gender gap, definition of gender indicators and gender analysis carried out in a workshop; (ii) field trip to gather inputs for visibility products focusing on best practices in P4P and nutrition, and lessons learnt on gender; attendance to UN Women presentation of the document “Between reality and challenges: women and political participation in Guatemala”;

participation in FAO mission to identify actions for compliance to article 14 of CEDAW on rural women and coordination with the MAGA Gender Unit of the joint follow-up plan; coordination within the UN network of gender focal points for the implementation of gender training plan addressed to UN staff.

Others relevant gender-related activities were the preparation and presentation of the strategy on gender equality in food-for-assets activities within a resilience component, and facilitation of training sessions on gender equality for the nutrition component of the P4P/SUN project.

VIII. ANALYSIS OF MAIN ISSUES ARISING & ACTIONS TAKEN [Annex 3: Implementation & Lessons Learned tracking Sheet]

Take a step back and analyze the major implementation issues emerging (on procurement, partnerships, trainings, overall CO capacity issues and all sorts of issues affecting P4P implementation...), to identify commonalities & Lessons Learned.

An extended dry spell during July and August as a result of the El Niño phenomenon has affected the maize crops and black bean production mainly in the dry corridor. The climate change condition has affected nearly 300,000 subsistence farmers and small farmers’ producers in 16 provinces of Guatemala.
Alternatives to climate change adaptation have been discussed with the members of the smallholder farmers' organizations in Guatemala, as well as the use of improved seeds of maize and beans, and the implementation of agricultural best practices.

El Niño climate change has reduced the quality of the grains of maize and beans. With the use of the portable field laboratory known as the blue box, the P4P field staff have trained the FOs and extension services to determine the quality of grains.

During the quarter, the prices of basic grains increased in the local market not only because of the losses of maize and bean crops, but also because of speculation.

P4P field staff have made price information of the Ministry of Agriculture available to the FOs and extension services. Training on commercialization was also reinforced.


Summarize expenditures against planned budget. Explain any variance of +/- 5% in either direction in any Budget Line item.

All expenses incurred along the period July–September 2014 (services, goods, commodities and others) were recorded in the corporative system.

X. STORY FROM THE FIELD

This is supposed to be a “Human interest story”, so please give personal details of the person described (name, gender, age, any other relevant fact…). Briefly describe how P4P has made a difference in the life of the people involved (farmers, small traders involved in P4P, a Farmer Organization succeeding in accessing new/better markets and making better profits…). Describe the impact of P4P as it is perceived by the person interviewed. It’s supposed to be short (no more than half a page). Include a picture if you can.

**LEADERSHIP AND WOMEN EMPOWERMENT**

The organization “Asociación de Productores Agrícolas de la Laguna del Hoyo—APALH”, located in the municipality of Monjas in the Jalapa province, has a membership of 111 smallholder farmers, 83 men and 28 women, who grow mainly maize and beans. This farmers’ organization has participated in the Purchase for Progress (P4P) Programme since early 2011. Through P4P support, women and men participants have improved their organizational structure, production system, post-harvest handling, and commercialization.

The P4P initiative which is implemented in three regions of Guatemala also promotes women empowerment and enhances their knowledge on women’s rights and skills in leadership.

In 2011, when APALH became a P4P organization, Mrs. Ester Molina Barrera, usually called as “Doña Ester,” participated at the Board of Trustees as member of the organization. Doña Ester became a maize and beans producer owning just 0.4 Ha. of land and leasing other 0.7 Ha. In the community, she was selected to apply good agricultural practices in demonstration plots as a knowledge transfer mechanism to other members.

However, Doña Ester had to overcome some difficulties in taking a leadership role as men were reluctant to follow a woman. It was through training that WFP sensitized all members of the importance of women participation not only in the Board of Trustees but also in agricultural activities.

Nowadays, Doña Ester is Vicepresident of the Board of Trustees and Coordinator of the Gender Commission of APALH. She has improved her commercialization skills, she is part of
the Credit Committee, and she supervises the seeds production activities at the processing plant.

Doña Ester says, “supporting other young and adult women helps me to feel I am a person who contributes to an important changes in my community to overcome poverty.”

ANNEXES FOR QUARTERLY REPORT

1. Annex 1: CO Partnerships Tracking Table - Quarterly
2. Annex 2: CO Trainings Tracking Table - Quarterly
3. Annex 3: CO Emerging Issues Tracking Table – Quarterly