

# PROJECT STATUS REPORT (FINAL)

JULY 2015 - DECEMBER 2015

## SECTION 1: PROJECT SUMMARY

**PROJECT NAME:** Promoting community innovations through scalable market-based distribution model

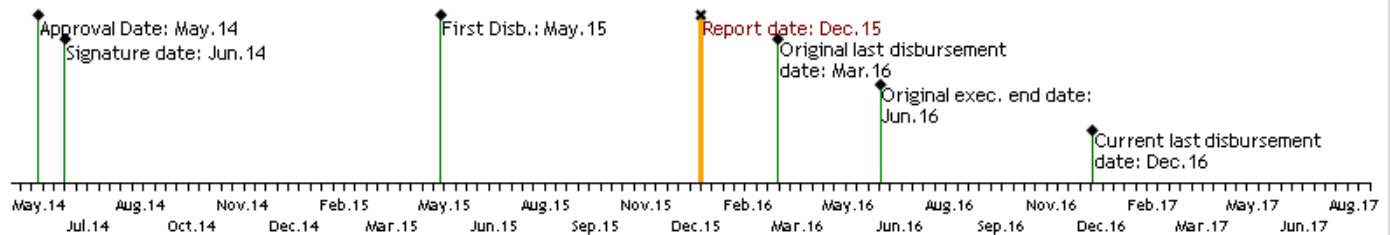
Project Number: GU-M1051 - Project Num.: ATN/ME-14414-GU

**Purpose:** Implementation of the microconsignment model to improve entrepreneurial capacity and increase access to essential products and services

Country Admin	Country Beneficiary	Group	Subgroup
UNITED STATES	GUATEMALA	SMF - Micro, Small and Medium Enterprise Financing	SMED - Small and Medium Enterprise

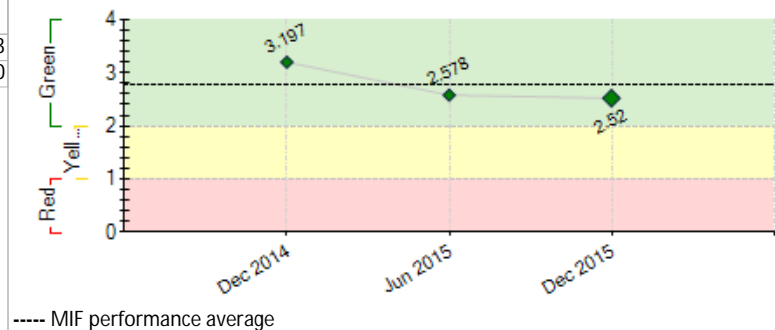
<b>Executing Agency:</b>	SOLUCIONES COMUNITARIAS S.A.S.	<b>Design Team Leader:</b>	CÉSAR BUENADICHA
		<b>Supervision Team Leader:</b>	CÉSAR BUENADICHA

### PROJECT CYCLE



FUNDS	Approved	Cancelled	Disbursed
FOMIN	\$150,000.00	\$19,936.47	\$130,063.53
Counterpart	\$75,000.00	\$0.00	\$24,587.00

### PERFORMANCE SCORE



## SECTION 2: RESULTS AND ACHIEVEMENTS

### Performance once project is completed

#### Results:

- 112 applicants for the Creative Capacity Trainers' (CCT) position
- 18 pre-selected CCTs trained in MicroConsignment (MCM) and Creative Capacity Building (CCB)
- 3 week training on MicroConsignment (MCM) and Creative Capacity Building (CCB) facilitated by Soluciones Comunitarias (SolCom) and the Massachusetts Institute of Technology (MIT)
- 7 SolCom staff members trained on CCB
- 9 selected CCTs hired for MCM & CCB facilitation in the Ixil region
- 1 CCT supervisor hired
- 2 Technical Assistance Consultants hired
- 3 day trainings carried out in 12 communities in the Ixil region
- 209 participants trained in MCM & CCB (131 women, 78 men)
- 95.43% participant retention rate from day 1 to day 3 of the trainings
- 43 technologies created in the household, agriculture and income generating categories
- Finalized design & plan for Phase II of the project
- Developed project baseline
- Created a mobile application to keep track of all communities, participants, attendance, follow-up, sales, etc.
- Created internal administrative and financial processes to keep track of stipends and inventory
- Up to date acquisitions, financial and operations plan
- Received second reimbursement and first disbursement from the bank

## Activities Achieved:

- 1.1 Alquiler del Taller (ongoing)
- 1.2 Herramientas y Materiales del Taller
- 1.3 Contratación de líderes para talleres de capacitación (ongoing)
- 1.5 Asesoramiento en creación de capacidad creativa (ongoing)
- 1.6 Materiales Promocionales y de Mercadeo (ongoing)
- 2.4 Consultor Apoyo Técnico (ongoing)
- 2.6 Alquiler de Oficina y deposito (ongoing)
- 2.7 Materiales demostrativos y de venta para las microfranquicias y microconsignacion (ongoing)
- 4.1 Administración del proyecto: CE Solutions (ongoing)
- 4.2 Coordinador del proyecto (ongoing)
- 4.3 Viajes locales (ongoing)
- 4.4 Viajes internacionales (ongoing)
- 4.5 Suministros de oficina/Recursos (ongoing)

## Products Developed:

- **Household**  
Washer  
Dryer  
Tortilla maker  
Child basin  
Child seat  
Grinding block  
Water heater  
Vegetable cutter  
Market exhibitor  
Improved stove  
Organic waste trashcan  
Temascal lamp  
Grandparent chair  
Mop squeezer  
Refrigerator  
Water harvest
- **Agriculture**  
Backpack  
Hoe  
Fertilizer dispenser  
Wheelbarrow  
Harvest storage  
Dryer  
Bean sheller  
Mill for pork food
- **Income Generation/Productivity**  
Sandals  
Waist strap  
Weaver seat  
Thread classification  
Net

## Comments from the Supervision Team Leader

El proyecto logro buenos resultados de manera general en el diseño de las innovaciones si bien la distribución y venta de los productos fue menos satisfactorio de lo esperado.

## Final evaluation

## Comments from the Supervision Team Leader

[Final evaluation](#)

## SECTION 3: INDICATORS

Indicators		Baseline	Planned	Achieved	Percentage
<b>Purpose:</b> Implementation of the microconsignment model to improve entrepreneurial capacity and increase access to essential	R.1 210200 - Number of women microfranchisees who start a new enterprise or business	0	35	0	0 %
	R.2 210800 - Number of people who access credit products (sex-disaggregated)	0	50	0	0 %
	R.3 160101 Number of innovations adopted that benefit people	0	3	0	0 %

products and services

**Classification:** Satisfactory**Component 1:** Intercultural Local Training, Creative Capacity Building and Product Design**Weight:** 50%**Classification:** Unsatisfactory

<b>C1.11</b>	Community members trained in CCB methodology.	0	800	209	0 %
<b>C1.12</b>	Number of pilot innovations	0	20	43	0 %
<b>C1.13</b>	Number of Solcom staff trained in CCB	0	5	6	0 %

**Component 2:** Implementation of Microconsignment Distribution Model**Weight:** 34%**Classification:** Unsatisfactory

<b>C2.11</b>	Community distribution plan created	0	1		0 %
<b>C2.12</b>	Percentage of Solcom sales that are the result of the CCB training	0	10		0 %
<b>C2.13</b>	Number of rural communities served	0	30	12	0 %

**Component 3:** Knowledge Creation and Dissemination of Results**Weight:** 16%**Classification:** Unsatisfactory

<b>C3.11</b>	Number of entities that access the comprehensive "how to guide" developed	0	50		0 %
--------------	---	---	----	--	-----

Milestones	Planned	Due Date	Achieved	Date of achievement	Status
<b>M0</b> Convenio firmado entre SolCom y MIT	1	Dec 2014	1	Sep 2014	Achieved
<b>M1</b> Condiciones previas	5	Dec 2014	5	Oct 2014	Achieved
<b>M3</b> [*] Listado de personas que postularon al programa (al menos 50 inscriptos)	1	Aug 2015	100	Aug 2015	Achieved
<b>M4</b> [*] Manuales de capacitación	2	Sep 2015	2	Sep 2015	Achieved
<b>M5</b> [*] Currícula de las capacitaciones	1	Sep 2015	1	Sep 2015	Achieved
<b>M6</b> [*] CCT capacitados	15	Oct 2015	18	Oct 2015	Achieved
<b>M8</b> personas capacitadas en metodología CCB	150	Dec 2015	209	Dec 2015	Achieved
<b>M9</b> Solución identificada	1	Dec 2015	43	Dec 2015	Achieved
<b>M10</b> Propuesta de implementación del componente II (debe cubrir: producción, financiamiento y comercialización de las soluciones identificadas)	1	Dec 2015	1	Dec 2015	Achieved

[\*] Indicate that the milestone has been reformulated

**CRITICAL ISSUES THAT HAVE AFFECTED PERFORMANCE***[None reported in this period]***SECTION 4: RISKS****CRITICAL RISKS MANAGED DURING IMPLEMENTATION****1.** Economic and social conditions may not favor the consolidation and expansion of the model**Level:** Medium**Responsible:** Project Guest**Status:** In effect**Comments:** No se ha comenzado con la ejecución del proyecto todavía.**PROJECT RISK LEVEL:** Medium **TOTAL NUMBER OF RISKS:** 14 **IN EFFECT RISKS:** 1 **NOT IN EFFECT RISKS:** 7 **MITIGATED RISKS:** 6**SECTION 5: SUSTAINABILITY****Likelihood of project sustainability after project completion:** LP - Low Probability

Falta de un mecanismo consolidado de cost-recovery del modelo,

**CRITICAL ISSUES THAT MAY AFFECT PROJECT SUSTAINABILITY****Issue****Comments**[X] Lack of **cost recovery** mechanisms or **external financing sources** (government, donors and/or private sector) to continue the activities of the project once MIF resources are expended[X] A **market** is not generated for the project's services and/or activities (low payment capacity or low demand for those services)[X] Lack of organizational, managerial and financial management capacity to **continue** and sustain the program once the execution phase is finalized.**Actions related to sustainability which have been implemented:****CRITICAL ISSUES THAT MAY AFFECT PROJECT SUSTAINABILITY**

- Lack of commitment from the executing agency to continue or expand the project's services and/or activities: SolCom is determined to continue implementing this project and we are committed to the long-term success of this project, the entrepreneurs, and all the people that have participated in our trainings. We have an ongoing outreach MCM program with the communities where the trainings have taken place to ensure continued access to SolCom's product portfolio.

- Lack of cost recovery mechanisms or external financing sources (government, donors and/or private sector) to continue the activities of the project once MIF resources are expended: We have extended an invitation to a team of consultants at Deloitte to help us analyze our current model. Their recommendations will be based on a thorough cost analysis to help us understand how the project can be best continued and scaled without use of, and/or in addition to, external financing.

- A market is not generated for the project's services and/or activities (low payment capacity or low demand for those services): By partnering with Alterna, we are increasing the likeli

## SECTION 6: KNOWLEDGE

**Lessons learned**

1. - To ensure maximum participation after the trainings and in the competition, the trainers should follow-up with the participants by phone a week after the trainings, by phone or in person (depending what they need) two weeks after the first follow-up, and by phone or in person a month after the first follow-up.
2. - In order to establish relationships in the communities, 3 visits are necessary prior to the training. One pre-visit to get details of community leader, one presentation to the community leader and other community members, and one demonstration of the technologies to attract and register participants.
3. - important to have a pool of back-up trainers due to high turnover.
4. - We had an attrition rate of approximately 30% from registration to day 1 of the training. This should be taken into account when planning for the number of participants that will actually attend the trainings.
5. - 3 day trainings do work despite our initial apprehension as can be perceived in the retention rates from day 1 to day 3 of the training.
6. - Only communities with road access can be reached because there are too many tools and materials that the CCTs need to carry to each community for the training.

Relative to  
ImplementationAuthor  
Berkowitz Sultan, Michelle

Implementation

Berkowitz Sultan, Michelle

Implementation

Berkowitz Sultan, Michelle

Implementation

Berkowitz Sultan, Michelle

Implementation

Berkowitz Sultan, Michelle

Implementation

Berkowitz Sultan, Michelle

Indicate which are the main products of the project, where they can be found, and how they could be “shared” with other entities or similar projects.

No relevant documents.

**Main products of the project**

*[No related products to display]*

## SECTION 7: DOCUMENTS

17/DEC/2014 [Donors Memorandum](#)

[http://www.fomin.org/file.aspx?DOCNUM=EZSHARE-116727736-7]

15/APR/2014 [Donors Memorandum](#)

[http://www.fomin.org/file.aspx?DOCNUM=EZSHARE-1865257766-5]

30/APR/2015 [Donors Memorandum](#)

[http://www.fomin.org/file.aspx?DOCNUM=39608374]

[Project profile](#)

http://apps.fomin.org/public/psr/projectprofile.aspx?proj=GU-M1051&amp;lg=EN