

Dining for Women
Interim Program Progress Report
MayaWorks
April 2014

PROGRESS REPORT

Description of accomplishments: Progress on goals and objectives

The following were the objectives listed in the original proposal:

1. Provide at least 2 skill building workshops to artisans annually

To date, artisans have received three skill building trainings: (1) training to dye and weave ikat thread (see photos); (2) training to improve the shape of MayaWorks' kippot; and (3) training to sew complicated products. In addition, some artisan groups requested a cooking class and, while this is not capacity building training, we agreed to support it for various reasons: (1) because our artisan partners requested it; and, (2) because they were very excited to learn new dishes and techniques to improve family meals.

2. Provide literacy training so that 85% of all women attain a 6th grade reading level by 2015.

The final group, San Marcos, has completed its literacy training. All of MayaWorks artisan *groups* have received training but not all women in each group attended the literacy program either because they are already literate or did not want to attend classes. Currently, we are in the process of gathering information to determine which women did not complete the training and still need assistance reading at a 6th grade level.

3. Structure microloan projects so that 75% are sustainable and profitable within a 2-year cycle.

Currently, 40% of our loan recipients are behind in their payments. Our stated goal is to keep default at no more than 3%. MayaWorks staff in Guatemala is traveling to their communities to interview them to determine if their projects were unsuccessful and, if so, is the reason why they are not making loan payments or if the delinquency is due to other factors. Initial meetings seem to indicate that projects have been successful but the women do not feel an urgency to pay off their debt most likely because there are no real ramifications for not doing so other than they are not granted any further loans. 60% of loan recipients are paying off their debt and requesting new loans to expand their projects. (see photos)

4. Provide 2 business trainings for all microloan recipients.

All recipients have received the initial training that is required to receive a loan. Additional trainings will be provided through a collaboration with CEPP, Centro de Enlace del Pequeño Productor (Center of Linkage for Small Producers) and with MINECO, Ministerio de Economía de Guatemala (Ministry of Economy of Guatemala). In our staff discussions, we have determined

it is beneficial for all of the women to receive on-going business training, not just loan recipients. Financial education would help improve the success rate of projects because they will have the knowledge *before* they apply for the loan. Financial education is the workshop we are most eager to provide for our partners which includes budgeting, saving and managing income generating projects. There must be a commitment to building on business training from year to year.

5. Provide 100 scholarships to daughters of artisans.

To date MayaWorks has provided 88 scholarships this year.

6. Graduate 75% of eligible high school students annually.

This past school year, 19 students were in their last year of high school. In October, all 19 finished their course requirements and graduated. They are currently working for work and taking college courses.

7. Increase the overall graduation rate from year to year.

This is very difficult to track because scholarship recipients may come in and out of the program from the time they receive their first scholarship installment. We do our best to track all students but, because they live all over the central highlands, this is often a very difficult task. When we have a large "senior" class and they are graduating on time, we feel we are making strides in improving the overall graduation rate. The current class that graduated was our largest year and we hope to continue to retain those numbers.

8. Provide quality tutoring services so that 70% of scholarship recipients attain the equivalent of a C average.

100% of scholarship recipients have a C average with 60% maintaining a B average. We monitor attendance at the tutoring centers and do home visits with parents when students are not coming to the centers. High attendance at the tutoring centers translates into higher academic achievement because the centers are a source of academic support and create a culture of achievement.

Changes to the original program goals and objectives and budget

There have been no material changes to the original program goals and objectives. MayaWorks continues to pursue two major goals so that women can end their cycle of poverty: to build economic security for indigenous women in highland Guatemala through ongoing work and income generating outlets and to provide them with expanded educational opportunities.

MayaWorks anticipates two issues related to the budget:

1. We will not spend the \$300 allocated to video projection since the video was paid for in advance of receiving the grant; and,
2. Based on projections of sales, we do not anticipate that we will spend \$90,000 on artisan payments. Total paid to artisans to date has been \$35,300. We project an

additional \$30,000 will be paid to artisans making artisan payments just over \$65,000, not \$90,000 as originally budgeted. The amount requested from DFW, \$16,000, has not changed and has already been allocated.

Significant challenges or obstacles and how they are being addressed

Our microcredit program is facing challenges at this time. 40% of loan recipients are not making regular payments on their outstanding balance and collecting payment has been very difficult. MayaWorks has or will implement some changes to address our problems:

1. We have purchased a better accounting system in Guatemala which will allow us to better track the flow of money in and out of the microcredit program and flag a client when she is behind on her payments;
2. Family members are no longer allowed to be loan co-signers;
3. All artisan partners will receive financial education and management workshops whether they have a loan or not.

Changes in the timeline from the original funding application

There have no changes in the timeline from the original funding application.

Changes to funding

There have been no changes to funding.

Portion of the funds that have been disbursed and how much remains

MayaWorks has disbursed funds through March 2014 as follows:

Expense	DFW Request	Disbursed
Salaries and fringe	12,000	6,000
Artisan payments	16,000	16,000
Education support expenses	10,225	7,510
Artisan training	700	375
Professional development	375	0
Promotion and marketing	2,000	75
Video production	300	0
Occupancy and maintenance	2,500	1,300
Offices supplies	400	400
Equipment expenses	500	500
Travel and meetings	2,000	880
Accounting, auditing and bank fees	2,000	440
Printing	1,000	655
TOTAL	50,000	34,135

MayaWorks has disbursed \$34,135 of the total grant with \$15,865 remaining.

Changes to the organization's/program's situation originally presented in the proposal

In the original proposal MayaWorks stated that we would have to scale back staff in the US and in order to remain viable for the future. As such, MayaWorks now operates with one US staff member from a home office and has maintained 3-full time staff members in Guatemala. We continue to benefit from a cadre of volunteers in the US who sell MayaWorks product on consignment, offer business development support, provide graphic design services and assist with general administrative support.

PHOTOS



Arcadia purchased her cow with a microcredit loan. Her project was to sell milk to her neighbors. With the money she earned from selling milk, she was able to put money aside for her next project. After paying off her original loan, Arcadia has applied for a second loan to purchase more livestock.



Eye exams! MayaWorks is concerned with artisan eye health. We partner with Soluciones Comunitarias to provide eye exams and glasses if needed. In this photo, the women of Xetonox proudly wear their new glasses.



In October, DFW chapter members visited scholarship recipients of the Rosa Moya tutoring center in Comalapa, Chimaltenango. Students come to the center to receive homework help as well as reinforcement in their weak subject areas. Additionally, they come to the center for Internet access since most families do not have access at home.



An integral part of the MayaWorks mission is to educate north Americans about fair trade, Guatemala and women's economic development issues. In this photo, students sell MayaWorks products and teach their schoolmates about social justice.



Capacity building training is important so artisans acquire the new skills necessary to make new products. In September our artisan partners learned how to dye and weave ikat thread. This year MayaWorks will be develop products from ikat patterns the artisans have created.

SUMMARY OF IMPACT

Dining for Women's partnership has been integral to our success. MayaWorks partners with 125 artisans in six communities along the Central Highlands of Guatemala. To date, artisans have received over \$2 million in wages and have benefited from \$200,000 in charitable activities: Trainings have allowed the artisans to expand their skills and create new and more complicated products; literacy classes provide the artisans with new found confidence as they learn to read and write in Spanish; scholarships allow daughters of artisans to attend school; and, microcredit loans are available for artisans to create their own small businesses.

MESSAGE TO MEMBERSHIP

On behalf of our artisan partners in Guatemala, I convey our warmest and deepest thanks to Dining for Women for partnering with MayaWorks to support and encourage the development of women and girls in Guatemala. Together we are changing the lives of these women who have many dreams but need a hand-up to realize their full potential. Because of your support, we are able to provide many services that expand women's opportunities. These include:

- capacity building training so woman can expand their skills and ultimately create more income for their families
- scholarships so girls stay in school
- educational support services so students receive the support needed for high academic achievement

We are profoundly grateful for your belief in MayaWorks.