

**ATTACHMENT A- FUNDACIÓN SIERRA MADRE  
RESULTS MATRIX 2006**

<b>Objective 1: Improve access to and quality of health services for men, women and children</b>			
<b>Results</b>	<b>Main Activities</b>	<b>Implementation Date</b>	<b>Progress</b>
Monthly health outreach visits conducted to each of the 14 APROSAMI/ICDP communities, each lasting at least 6 hours	Develop and disseminate the schedule of monthly visits to each community	Q1-Q4	100 %
	Coordinate support (logistics, transportation) to the San Miguel Health Center vaccination program	Q1-Q4	100 %
	Develop and implement schedules for each community visit	Q1-Q4	100%
	Monitor and track results of each health visit	Q1-Q4	100 %
	Utilize the government SIGSA system to record and report on health indicators	Q1-Q4	100 %
70% of pregnant women in the 14 communities received at least two prenatal check-ups	Compile list of target group in each community	Q1-Q4	100 %
	Conduct check-ups with at least 80% of the target group within each community	Q1-Q4	98%
	Provide prenatal healthcare and counseling services to at least 75% of target group	Q1-Q4	100%
	Refer high-risk obstetric cases to <i>Casa Materna</i>	Q1-Q4	100 % of the cases
	Provide vitamins to pregnant women (iron and folic acid)	Q1-Q4	25%
At least 35% of women in the 14 communities received postnatal care	Provide post-natal healthcare and counseling to at least 35% of target group	Q1-Q4	93%
	Provide vitamins to target group	Q1-Q4	93 %
	Fill out and monitor all official health registries	Q1-Q4	100%
At least 200 children under the age of 1 treated under the AIEPI strategy (30% increase from the previous year)	Provide consultations, vitamins for children < 1 year old (iron and vitamin A)	Q1-Q4	93 %
	Fill out individual medical forms for each child	Q1-Q4	100%
	Offer advice to mothers about prevalent early childhood illnesses	Q1-Q4	100 %
	Register the height and weight of each child examined	Q1-Q4	46%
	If necessary, refer children to other health facilities	Q1-Q4	100 % of the cases
At least 700 children 1-5 years old treated	Offer consultations to children 1-5 years old	Q1-Q4	67%

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under the AIEPI strategy (30% increase from the previous year)	Fill out individual medical forms for each child	Q1-Q4	100%
	Offer advice to mothers about prevalent early childhood illnesses	Q1-Q4	100 %
	Register the height and weight of every child 1-3 years old	Q1-Q4	30%
	If necessary, refer children to other health facilities	Q1-Q4	100 % of the cases
Men and women requiring health service attended to during community health clinics	Offer general consultation to men and women in need of medical services	Q1-Q4	100 %
	Offer advice/counseling to women of child-bearing age	Q1-Q4	100 %
	If necessary, refer patients to other health facilities	Q1-Q4	100 % of the cases
Pilot project on family nutrition implemented in three communities	Design the pilot Project	Q1	Completed
	Choose the communities in which to implement the pilot	Q1	Completed
	Train the community facilitators using the module <i>Huertos Familiares</i>	Q2	Completed
	Conduct three food preparation courses	Q2-Q4	Unable to be held
14 <i>Botiquines</i> functioning and stocked with basic medical supplies for prevalent illnesses	Analyze results of diagnostic with the <i>botiquineros</i>	Q1	Completed
	Define the role of the <i>botiquines</i> within the APROSAMI health system	Q1	Completed
	Design an inventory and delivery system to replenish basic medical supplies and to monitor <i>botiquines</i>	Q1	50%
	Re-stock <i>botiquines</i> as needed	Q1-Q4	Unable to be done (no communication of needed supply)
	Conduct three refresher and training courses for the <i>botiquineros</i>	Q1-Q4	66 %
3 Health Fairs held in ICDP region	Determine the locations and dates for the fairs	Q1	Completed
	Promote fairs at the institutional and community level, including other allies	Q1	Completed
	Coordinate health fairs with local community leaders	Q1-Q4	Completed
	Register and track all relevant health data	Q1-Q4	Completed
	Refer and follow-up with any serious health cases	Q1-Q4	100% of cases
14 communities informed about vaccination services offered by the San Miguel Health	Conduct meeting with the Health Center, APROSAMI and FSM to coordinate the vaccination campaign	Q1	Completed

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Center	Assist in the development of a plan for supporting the vaccination campaign	Q1	Completed
	Schedule vaccination days based on input from the communities	Q1-Q4	Completed
	Support the Health Center by helping with logistics and promoting high turn-out	Q1-Q4	Completed
	Institutionalize the use of the same SIGSA system used by the Health Center in order to cross-reference vaccination results	Q1-Q4	Completed
	Document and monitor all the support given to the Health Center	Q1-Q4	Completed
Referral system for <i>Casa Materna</i> established and functioning in 14 communities + San Miguel	Train APROSAMI staff on using the <i>Sistema de Referencia y Contrarreferencia</i>	Q1	Completed
	Register and track referrals	Q1-Q4	Completed
	Follow-up with referrals	Q1-Q4	Completed
	Meet periodically to review use and applicability of system	Q1-Q4	Completed

<b>Objective 2: Increase economic opportunities through micro and small enterprise development</b>			
<b>Results</b>	<b>Main Activities</b>	<b>Implementation Date</b>	<b>Progress</b>
Enterprise Development Project (EDP) established	Define priority economic sectors/local businesses	Q1-Q2	Completed
	Create an income profile of potential clients	Q1-Q2	Completed
	Identify potential participants and identify their needs and interests	Q1-Q2	Completed (23 total)
	Define the structure, services, and contents of EDP	Q2-Q3	Completed
	Select impact indicators for potential clients	Q2-Q3	Completed
	Design M&E tools to track EDP's impact	Q2-Q3	Completed
	Promote the Business Development Program	Q1-Q4	Completed

<b>Objective 2: Increase economic opportunities through micro and small enterprise development</b>			
<b>Results</b>	<b>Main Activities</b>	<b>Implementation Date</b>	<b>Progress</b>
At least 5 EDP clients experienced 5% or more growth in their incomes	Enroll 25 businesses in EDP	Q1-Q2	Completed
	Conduct baseline business diagnostics with clients	Q2-Q3	Completed (30)
	Conduct 2 INTECAP-led workshops on Entrepreneurship	Q2-Q3	Completed (5 total)
	Train 25 business owners in general business skills	Q3-Q4	36% (9 trained in basic accounting)
	Conduct at least 50 technical assistance activities	Q3-Q4	50%
	Offer technical assistance in business plan development to at least 10 clients	Q2-Q4	90%
	Conduct follow-up business diagnostic with clients	Q4	Completed
20 farmers received Agro-Environmental Certification (awarded by INTECAP, AGEXPRONT)	Conduct training on “Best Agricultural Practices” (20 hours)	Q2-Q3	Completed
	Conduct training on “Export-quality Vegetables” (20 hours)	Q2-Q3	Completed
	Conduct training on “Organic Fertilizer Production (20 hours)	Q2-Q3	Completed
10 demonstrative plots received technical assistance for production of export crops	Plant and harvest five marketable crops in the demonstrative plots	Q1-Q2	Completed
	Coordinate 10 meetings with groups of farmers	Q1-Q2	Completed
	Offer 4 technical assistance activities to groups of farmers	Q1-Q2	Completed
	Establish commercial opportunities to sell the harvest produced	Q1-Q2	Completed
2 study tours conducted to farms with export-ready crops	Coordinate logistics of study tours	Q2-Q3	Completed
	Implement the study tours	Q3	Completed
At least 50 <i>cuerdas</i> planted with export-quality crops	Identify and contact 4 buyers with whom farmers can establish commercial links	Q3-Q4	Unable to be done (Farmers decided not to establish the commercial crops)
	Facilitate signing of sales contracts between interested producers and export companies.	Q3-Q4	
	Advise groups of farmers throughout all stages of negotiations	Q3-Q4	
Training Manuals for the cultivation of export agricultural products developed <i>(for this activity, the approval of the Phase II Seeds for Development</i>	Identify relevant themes (according to crops being planted)	Q1-Q2	Unable to be done (Phase II of Seeds for Development)
	Negotiate with INTECAP licenses to use its manuals	Q1-Q2	
	Review the INTECAP manuals for applicability, adaptability	Q3-Q4	

<b>Objective 2: Increase economic opportunities through micro and small enterprise development</b>			
<b>Results</b>	<b>Main Activities</b>	<b>Implementation Date</b>	<b>Progress</b>
<i>Project will be necessary)</i>	Adapt the manuals to meet the educational levels of farmers	Q3-Q4	Project not realized)
	Field-test and validate the manuals	Q3-Q4	
	Finalize the technical/methodological component of the manuals	Q3-Q4	
	Contract a person/firm to make the final layout	(2007)	
	Publish manuals	(2007)	
15,000 trees produced in the Montaña Blanca forest nursery for commercialization	Schedule INTECAP-led technical assistance	Q2	Completed
	Conduct monthly follow-up visits	Q1-Q4	Completed
FAFIDESS grows financial portfolio by 30% (based on 12/31/05 data) <sup>1</sup>	Run 26 organized loan services (Communal Banks and/or Solidarity Groups)	Q1-Q4	Completed
	Recruit at least 50 new clients to the Communal Banks/Solidarity Groups	Q1-Q4	Completed
	Conduct 5 informational workshops for new clients of the communal banks	Q2-Q4	Completed
Financial and economic management of communal banks strengthened	Train 5 communal banks board of directors in internal and external account administration	Q1-Q4	Completed
	Train 5 communal bank boards of directors in savings account administration	Q1-Q4	Completed
	Recruit at least 3 new clients to each existing Communal Bank	Q1-Q4	Completed
At least 150 Communal Bank clients participated in business-related training activities (mainly in livestock)	Conduct 12 technical/business trainings (Modules I, II, III)	Q2-Q4	Completed
	Train and monitor clients on how to administer vaccination techniques for livestock (theory)	Q2-Q4	Completed
	Train clients on upkeep of livestock housing/installation (theory)	Q2-Q4	Completed
	Train clients on basic feeding techniques for livestock (theory)	Q2-Q4	Completed
	Train clients on techniques for de-worming livestock (theory)	Q2-Q4	Completed
	Train 15 FAFIDESS clients in making arts and crafts products	Q2-Q4	Completed

<sup>1</sup> FAFIDESS, in the second quarter have 23 groups and Q 1,505,663.50 with 361 women.

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<b>Results</b>	<b>Main Activities</b>	<b>Implementation Date</b>	<b>Progress</b>
	Conduct follow-up home visits to at least 30 women	Q1-Q4	Completed
	Verify the use of the new techniques	Q1-Q4	Completed
At least 120 Communal Bank clients received technical assistance for their business-related activities (livestock only)	Conduct 8 technical assistance activities	Q1-Q4	Completed
	Train and monitor clients on how to administer vaccination techniques for livestock (practical)	Q1-Q4	Completed
	Train clients on upkeep of livestock housing/installation (practical)	Q1-Q4	Completed
	Train clients on basic feeding techniques for livestock (practical)	Q1-Q4	Completed
	Train clients on techniques for de-worming livestock (practical)	Q1-Q4	Completed
8 Livestock Outreach Workers (LOW) trained	Develop standards protocols for LOW, including job descriptions	Q2-Q2	Completed
	Identify and select LOW	Q2-Q2	Completed
	Train and monitor work of LOW	Q2-Q2	Completed
25 Communal Bank leaders trained in leadership skills	Recruit 1-2 representatives of each Communal Bank to attend workshop	Q2	Completed
	Monitor as 25 representatives replicate workshop to their peers	Q2	Completed
Impact of FAFIDESS financial services in ICDP region published	Develop and field test impact indicators	Q2-Q4	Completed
	Compile information with at least 30% of FAFIDESS clients	Q4	Completed
	Publish final report with results	Q4	Completed

<b>Objective 3: Promote environmental awareness</b>			
<b>Results</b>	<b>Main Activities</b>	<b>Implementation Date</b>	<b>Progress</b>
Air quality baseline study completed ( <i>provided Helps Int'l provides the measurement equipment</i> )	Install measuring devices in the kitchen areas of households using the Onil stoves	Q2-Q3	Delayed (measuring devi unavailable)
	Compile, analyze and disseminate the results ( <i>done by Helps Int'l</i> )	Q2-Q3	Delayed (measuring devi unavailable)

<b>Objective 3: Promote environmental awareness</b>			
<b>Results</b>	<b>Main Activities</b>	<b>Implementation Date</b>	<b>Progress</b>
Use and adaptability of the Onil stoves evaluated (with the families who participated in the pilot project)	Support COCODES to recoup fees associated with stove sales	Q2-Q3	39%
	Develop, in partnership with communities, system to utilize and monitor the community funds obtained through the sale of the closed-stoves	Q1-Q4	Delayed (some participants have not yet) paid
	Disseminate information to families about the importance of stoves	Q3-Q4	Completed
	Conduct final project evaluation	Q1-Q4	Completed
At least 140 of the FSM activity participants (micro-credit, health, training) participated in PEBA workshops	Train 20 trainers on PEBA module	Q1	125%*
	Train at least 120 people on PEBA <i>(done by trainers)</i>	Q1	98%**
PEBA training program developed for the 14 APROSAMI communities	Prepare monthly IEC activity based on PEBA module	Q1-Q4	Completed
	Train trainers who will impart monthly IEC activities	Q1-Q2	Completed
	Conduct IEC activities during the monthly health outreach visits	Q2-Q4	Completed
	Track number of participants	Q2-Q4	98%**

<b>Objective 4: Develop the institutional capacity and visibility of Fundación Sierra Madre and its partners</b>			
<b>Results</b>	<b>Main Activities</b>	<b>Implementation Date</b>	<b>Progress</b>
At least 60 people trained in vocational/technical areas (like sewing, carpentry and food services) as part of FSM's outreach/visibility campaign	Receive requests from interested groups and organizations	Q1-Q4	Completed (15 request from groups in Sipacapa and Sa Miguel)
	Coordinate trainings	Q1-Q4	Completed (11 activities)
	Evaluate trainings	Q1-Q4	Completed

Objective 4: Develop the institutional capacity and visibility of Fundación Sierra Madre and its partners			
Results	Main Activities	Implementation Date	Progress
2 CADEC functioning in Sipacapa and San Miguel (1/3 of members are female)	Finalize the internal CADEC structures, protocols	Q1	Partially complete (Finished two organizational documents)
	Develop rules and procedures	Q1	Partially complete (Enrollment documents finished)
	Develop a training program for CADEC members	Q2-Q4	Completed
	Plan LOE of CADEC (as official representatives of FSM during events, ceremonies)	Q2-Q4	Completed (2 events: 2007 planning and annual fair)
FSM communications strategy developed	Conduct 5 informational meeting about FSM to local COCODES	Q1-Q4	Completed
	Create and distribute monthly newsletters	Q1-Q4	Unable to be done (Format and schedule change – 4 distributed)
	Conduct an environmental radio program using PEBA module	Q3-Q4	Completed
	Organize annual <i>Feria de la Vida, Color y Sabor</i>	Q4	Completed
FSM management/institutional functions strengthened	Draft FSM 5-Year Strategic Plan	Q3	Completed
	Draft and implement administrative/accounting procedures	Q1-Q4	75%
	Adopt HR/Personnel Policy (define labor benefits for all employees)	Q2-Q4	Completed
	Conduct Annual ICDP Planning Meeting	Q4	Completed
APROSAMI management functions strengthened	Finalize and sign sub-contract with FSM	Q1	Completed
	Provide specific training/TA to APROSAMI management and board of directors in organizational development and strategic planning	Q2-Q4	50%

**Objective 4: Develop the institutional capacity and visibility of Fundación Sierra Madre and its partners**

<b>Results</b>	<b>Main Activities</b>	<b>Implementation Date</b>	<b>Progress</b>
APROSAMI technical team strengthened in its ability to provide health services	Draft training program for the technical staff and network of volunteers (including contents, methodology, support materials, timeline)	Q1-Q4	16%
	Conduct 12 training sessions with technical staff	Q1-Q4	16%
	Conduct 12 training sessions with volunteers ( <i>done by APROSAMI staff</i> )	Q1-Q4	16%
	Establish and implement a system of M&E for the training sessions	Q1-Q4	Unable to be done (sessions too irregular)
At least 8 APROSAMI communities run their Community Health Centers according to minimum requirements set	Conduct meetings with APROSAMI and community leaders to draft plan for the upkeep of the Community Health Centers	Q1	Delayed
	Devise M&E mechanisms for ensuring minimum requirements are being met	Q1	Delayed
	Draft long-term strategy for upkeep of all the Community Health Centers	Q3	Unable to be done (deliverables delayed)