

SOCIALENTREPRENEUR

"IMPACT THROUGH OPPORTUNITY" **CORPS**

2008 Eight Week Summer Internship Summary Impact Report

Program Overview

Social Entrepreneur Corps interns' field work during the summer of 2008 focused on two prioritized areas:

- Supporting Soluciones Comunitarias current work and new initiatives
- Assessing work being done on the ground by all organizations visited in order to contribute ideas/materials/consulting and subsequently designate funding

Note: Social Entrepreneur Corps interns worked on a number of additional projects; however for purposes of this report the main areas of focus are addressed. An addendum will be provided as a summary of other work that engaged interns.

Using the Ayudasoft software tracking system (piloted this year with the interns) Social Entrepreneur Corps interns summarized their own work as follows: (Please note that this is a summary/aggregation of input from all interns using the software):

Ayudasoft – Social Entrepreneur Corps Analysis

Mission

- We are working to provide Guatemalan NGOs and appropriate businesses access to resources and networks in order to assist their efforts to improve their respective communities. Furthermore, we are working to provide entrepreneurial information and opportunities to potential SolCom asesoras.
- We are working to empower, help, innovate, progress, and accompany Guatemalan organizations, communities, and entrepreneurs.
- To enact positive social and economic change through MicroConsignment and microfranchising.
- To improve the opportunities and living conditions for people in rural Guatemala by providing products and services that promote sustainable economic and social development.

Description of Work

- Have a positive impact on Guatemalan organizations, communities, and entrepreneurs
- Gain better understanding of development work and non-profit organizations in Guatemala
- Evaluate different business practices and assess whether additional funding is appropriate
- Address the needs of Guatemalan organizations
- Promote Soluciones Comunitarias and the opportunities and resources the organization offers
- To search and obtain micro-franchising opportunities
- To provide access to invaluable business and health information via distribution of the Soluciones Comunitarias periodical Empresario Rural
- We work to improve the lives of the local population we visit. We do this by collecting information for Para La Comunidad, Mayan Adventure, and Empresario Rural. We also participate in campaigns that provide the population with services such as eye exams and the opportunity to purchase products such as eye glasses, light bulbs, seeds, and water filters.
- To strive to keep their eyes open for any unconventional opportunities they may see that hasn't been covered yet.

Field Work Focus 1: Supporting Soluciones Comunitarias current work and new initiatives

Within this work focus Social Entrepreneur Corps interns initiated and/or supported four ventures. These included:

- Supporting women entrepreneurs during their village campaigns
- Gathering the necessary information for ParaLaComunidad.com
- Distribution, analysis and contribution to a EmpresarioRural.com
- Initiation and build-out the a new microfranchising product/service delivery channel initiative

It must be noted that whilst each of these ventures has its own specific work needs, the approach to the work is 100% integrated. These ventures are all a part of the offering of Soluciones Comunitarias and all endeavor to serve the same rural population demographic. As such, and as is demonstrated in the approach, there is a large amount of overlap for each of these ventures. In addition, the success of the microfranchising initiative was directly influenced by the success of the ParaLaComunidad and EmpresarioRural initiatives and represented a linear progression of development.

A description of each of these initiatives followed by Social Entrepreneur Corps interns' own description (captured in Ayudasoft) as well as the approach to the work follows in this section. The results and impact of each of these initiatives are addressed in the final section of this report.

Supporting women entrepreneurs during village campaigns

The primary mission of the development work being executed throughout rural Guatemala by Social Entrepreneur Corps through its lead sister organization CE Solutions and local implementation social enterprise Soluciones Comunitarias is to design and implement innovative, practical, efficient and effective entrepreneurial solutions that create appropriate access to currently unavailable essential information, products and services to vulnerable villagers. The goal is to create and support local entrepreneurial opportunities (and the infrastructure and network for a national, local social enterprise) for primarily women that to date are selling products such as wood burning stoves, reading glasses, water filters, seeds and gardening techniques and energy efficient light bulbs in remote villages at appropriate prices, in the appropriate manner and at the appropriate place.

Ayudasoft - Social Entrepreneur Corps Intern Analysis:

Mission:

To assist Soluciones Comunitarias Entrepreneurs in their efforts to sell beneficial goods to the people of Guatemala and facilitate the most successful campaign possible.

Statement of Need:

There is a need for assistance and strategic, day-of assistance to the Soluciones Comunitarius Entrepreneurs to better the productivity of their campaigns.

Beneficiaries:

The Soluciones Comunitarias entrepreneurs and the larger community they are able to reach as a result of the assistance.

Goals:

To aid the Soluciones Comunitarias entrepreneurs so that their campaigns run efficiently and to subsequently successfully raise profits for the entrepreneur.

Objectives:

Create awareness of the campaign before the day of and to provide personnel and assistance during the campaign

- to manage lines
- to assist in purchases
- to aid in exams
- to discuss other products available besides glasses

Challenges:

- Lack of appropriate facilities
- Competing campaigns or relief work
- Lack of training needed to fully explain products
- Lack of language skills to properly convey ideas

Opportunities:

- Other organizations willing to volunteer time and effort into publicizing, facilitating, or hosting the campaign
- Volunteering individuals

Approach and Activities:

Social Entrepreneur Corps interns supported these primarily women entrepreneurs through accompanying them on both village marketing and sales campaign visits in order to provide support in the following areas:

- Advertising
- Marketing new products and services
- Product presentation
- Quality control
- Administration
- Distribution and description of Empresario Rural to their constituents.

ParaLaComunidad

There is a both a lack of organized information regarding Guatemalan NGOs and a database that is sufficiently accessible to individuals and organizations country-wide. Either such information does not exist, or it is available in fragmented fashion that is difficult to encounter and navigate. Consequently it is nearly impossible for villagers to access need critical information about organizations seeking to serve them and as well organizations seeking collaboration are placed at an extreme disadvantage. To solve this problem Soluciones Comunitarias is endeavoring to collect useful information from local and international NGOs and other organizations throughout the country. The goal is to create a website called ParaLaComunidad.com (“for the community”) to provide access to an extensive, organized network of Guatemalan organizations that address community needs. This will greatly enhance the currently prohibitive process of locating organizations for both individuals and other organizations alike.

Ayudasoft - Social Entrepreneur Corps Intern Analysis:

Mission

- To provide access to an extensive, organized network of Guatemalan NGOs that will streamline the process of locating an organization specific to the site user's needs and to provide a tool that can facilitate the coordination of projects between Guatemalan NGOs.
- To collect useful information from NGOs and other organizations that we visit to be included in the ParaLaComunidad website to facilitate partnerships, volunteer activity, and overall effectiveness of organizations enacting positive social change throughout Guatemala.
- To promote the collaboration of NGOs, Associations, Cooperatives, and Governmental organizations by collecting and organizing organizational information onto a single website ParaLaComunidad.com.
- ParaLaComunidad is dedicated to strengthening the system of organizations in Guatemala by furthering collaboration amongst these organizations

Statement of Need

- Absence of contact and knowledge of other similar organizations.
- General lack of collaboration
- There is a lack of organized information regarding Guatemalan NGOs or a database that has sufficiently collected the information of organizations country-wide. Either such information does not exist, or it is available in fragmented fashion that is difficult to navigate. As such, it is nearly impossible to search for a Guatemalan NGO by desired category or region.
- Lack of communication between NGOs and organizations working in Guatemala toward similar goals of positive social change.

Description:

- To establish connections with organizations and collect their information to be shared on a free website.
- Paralacomunidad.com aims to solve the above mentioned need by providing widespread access, via published website, to an NGO network.
- The site will feature contact information as well as extensive documentation of the mission, goals, activities, achievements, and needs of each organization.
- Users will be able to easily organize participating NGOs by region and category.

Beneficiaries

Guatemalan citizens, organizations, foreign volunteers and any other interested party in need of organized and comprehensive information on specific Guatemalan non-governmental organizations.

Goals:

- Encourage collaboration of organizations by making it easy to do so
- Publicize organizations working towards development in Guatemala
- Grant access to information about organizations to donors world-wide
- To create a website that supplies development organizations with information about other Guatemalan development organizations in hopes that said organizations can begin to collaborate and subsidize each others' work.
- Guatemalans will be able to find desired information on NGOs in a convenient and organized fashion.
- NGOs will be able to use the site as a resource to share ideas and collaborate on projects in the goal of helping the greatest number of people possible
- Each participating organization will have become familiar with SolCom and its objectives and other projects after in-office meetings
- Interns will become well acquainted with a number of Guatemalan NGOs, how they work, and the people that work for them
- Interns will be more equipped to make an informed decision about use of funding

Objectives

- Gather information from as many beneficial organizations as possible
- Publish it in a comprehensive, user-friendly web-based database.
- Determine what information is necessary to collect from the organizations in order for the mission and goals to be met.
- Find the contact information for development organizations in Guatemala.
- Use SEC, SolCom, and CESolutions volunteers and employees to interview and the appropriate information about the development organizations.
- Use SEC, SolCom, and CESolutions volunteers and employees to discover other development organizations.
- Collect organization information from SEC, SolCom, and CE Solutions volunteers and employees.
- Create a website.
- Post information on the website.
- Create measurement tools in order to determine if aforementioned goals are met.
- An extensive database of information on NGOs in the targeted departments will be collected and organized
- A well functioning, attractive and user-friendly website will have been created to provide access to the collected information

Challenges

- Identifying all organizations
- Garnering the necessary information from each
- Locating pertinent organizations to include on the site
- Convincing organization leaders that Paralacomunidad is a cause worth participating in
- Finding a convenient time of sufficient length to conduct interviews and collect organizational information
- Finding the correct contact information for organizations.
- Ensuring that SEC volunteers are collecting the correct information.
- Promoting the site so that the information is utilized.
- The organizations in development world are used to working separately. Overcoming this mentality is a definite obstacle.
- Getting people to agree to put release their information (weak obstacle)

Opportunities

- This database will allow every organization to know about every other NGO working in the area, and will provide the contact information to facilitate collaboration. Para La Comunidad has the potential for making the system of NGO's in Guatemala more efficient and responsive.
- Organizations vocally agree that working together would enhance their work.

Approach and Activities:

Social Entrepreneur Corps interns visited organizations in the four different regions where they worked. These organizations were visited both with and without Social Entrepreneur Corps leadership. As well, many organizations were visited upon the individual initiative of the interns. The goal of the visits was to make and introduction about Soluciones Comunitarias work and gather information for the website with the two additional desired outcomes being that appropriate organizations would be interested in distributing EmpresarioRural and/or becoming Micro franchise partners. The interns were tasked with gathering the following information in Spanish about each organization and posting it on the internet for real time access by the web development staff/other interns:

- Organization name

- Primary contact person
- Position
- Address
- Telephone number
- Email Address
- Coverage
- Website
- Mission
- Statement of problem being addressed
- Organizational solution
- Organizational goals
- Beneficiaries
- Recent successes
- Resource needs

Empresario Rural

Leadership recently decided to launch a small business resource website and newspaper called Empresario Rural.com ('rural entrepreneur'). There is currently no appropriate access to helpful business information for rural Guatemalan small business people. It is Soluciones Comunitaria's goal to change this through the creation of a small business newsletter distributed throughout rural Guatemala by the current women entrepreneurs and through organizations. This newsletter is complemented by a comprehensive free website with more in-depth information and resources. By taking advantage of years of experience in the field, the aggregate knowledge of staff, leadership and interns, coupled with the fact that rural internet centers are now the norm rather than the exception, the concept is to help small business people fill in their gaps in knowledge. By working with local organizations and through the growing network of entrepreneurs, Soluciones Comunitarias believes it can deliver necessary information quickly and efficiently to villagers and create an additional revenue stream through advertising once distribution channels are established to these unique markets.

Ayudasoft - Social Entrepreneur Corps Intern Analysis:

Mission

- To achieve widespread and effective distribution of Empresario Rural and to acquire feedback and support that will improve and sustain future editions of the publication.
- Spread awareness and gather feedback of the first edition of Empresario Rural; establish Empresario Rural distribution centers; conduct "Cuenteme" interviews to evaluate general state of small businesses in Guatemala (as well as provide content for future editions of Empresario Rural); assess needs of readers in terms of content;
- To educate entrepreneurs throughout rural Guatemala on the best business practices.

Statement of Need

- Empresario Rural was created to address a lack of education and informed business practices on the part of rural Guatemalan entrepreneurs. Guatemala suffers from a lack of available resources for small business owners. Small business owners are crucial to the Guatemalan economy, and Empresario Rural seeks to provide resources to help them improve their business practices. Through our work, we aim to focus Empresario Rural to address relevant issues specific to varied Guatemalan communities.
- Entrepreneurs and business owners throughout Guatemala lack the education, information and resources to become more successful in their business enterprises.

Description of Work

- Distribution of Empresario Rural will be achieved through door to door campaigns, NGO visits, and visits to other possible distributors.
- Collection of feedback through interviews with readers, distributors through the Cuenteme questionnaire.

Beneficiaries

- Rural Guatemalan entrepreneurs, who will benefit from the information offered in the paper.
- Local distributors, who can benefit through advertising inserts in Empresario Rural
- Asesoras comunitarias, who will achieve more credibility through advertisement of their services
- Soluciones Comunitarias, which will benefit through publicity and, eventually, from any profits reaped by the publication
- Entrepreneurs and small business owners in Guatemala.

Goals

- Getting to know and maintaining contact with new organizations
- Advertising the services of SolCom
- Helping our entrepreneurs gain knowledge and credibility
- Distributing free business and health information to rural Guatemalans
- Collecting feedback on the needs of rural Guatemalan entrepreneurs which can be addressed through Empresario Rural
- To create a distribution network for the Empresario Rural so the periodical can reach those in need of business information.

Objectives

- Up to 10,000 copies of Empresario Rural will have been distributed all over Guatemala within two months
- Rural Guatemalans will have become more educated and efficient in their businesses
- Community, Regional, and National Advertisers will have become interested in advertising in Empresario Rural and will have started to do so by the next edition.
- Establish permanent distribution centers in Coban, Nebaj, Xela, and Solela.

Challenges

- Many small business owners have not previously thought about the questions we are asking--many answers are generalized. Many people who would benefit from the information in Empresario Rural are illiterate, and many literate individuals feel Empresario Rural should offer more advanced material.
- Distribution is a challenge geographically.
- There is little way to measure actual readership. Confusion about quantity of distribution has led to inconsistencies across regions.
- Misunderstanding of the target audience of Empresario Rural
- Lack of literacy in Spanish among many rural Guatemalans
- Lack of interest on the part of the audience
- Inability to survey directly many of the recipients of the periodical

Opportunities

- A lack of this kind of publication in Guatemala means that there is a wide-open market for distribution and advertising. The target population of rural entrepreneurs is one that is also an attractive advertising target, because as a group they are generally generating income and therefore able to purchase certain products.
- This is also a great opportunity to publicize microfranchising opportunities to rural Guatemalan individuals and businesses in the form of the quiosco.
- To provide local business owners with a unique and previously unavailable resource. To build relationships with individual business owners in each community. To build our own knowledge about the state of entrepreneurship in Guatemala.

Social Entrepreneur Corps interns supported this new initiative in a variety of ways. It must be noted that the interns were charged with all aspects of needs analysis, feasibility study, support and evaluation for the first edition of Empresario Rural. Interns were specifically tasked with the following highlighted activities:

- Delivering the newsletter to rural villagers and local business people alike
- Introducing the newsletter to organizations in order to establish distribution points
- Interviewing readers in order to assess interest and appropriateness
- Interviewing business people in order to include them in the "Cuenteme"(tell me about yourself) section of the newsletter
- Seeking out potential advertisers
- Seeking out potential internet center partners
- Investigating potential article subjects.

In particular, Empresario Rural served as a key non-confrontational introductory mechanism to seek out ParaLaComunidad and Micro franchise organizational partners. As well it served as a key method for enhancing interns' Spanish capabilities and allowed them to better learn about how Guatemalans live and work.

Microfranchising

In addition to working with primarily women entrepreneurs, SolCom recently identified new opportunities to create enhanced leverage and, as such, increased scale. Whereas in the past SolCom has worked with local organizations and associations almost exclusively to identify budding women entrepreneurs, increased potential to work with a growing number of local organizations using a full service "micro franchise" approach has been identified. This micro franchise approach creates incredible leverage whereby all stakeholders are responsible for activities where they add the greatest value. As well, a sense of ownership is created and increased scale is generated in a low cost manner. The benefits are such that SolCom is able to more effectively and efficiently achieve its mission, local organizations are provided with additional revenue streams and are viewed as more

positive contributors to their communities, individual entrepreneurs have new opportunities and income sources, and local villagers have greater and more consistent access to essential services and products.

Social Entrepreneur Corps Intern Analysis:

Mission

- We are looking to identify organizations that would best benefit from microfranchising with Sol Com and to provide these organizations with sound business opportunities by introducing the business concepts and services that Sol Com offers (selling water filters, glasses, energy-efficient light bulbs, and seeds).
- To create and implement franchise opportunities for the local people of Guatemala

Statement of Need

The lack of employment opportunities in parts of Guatemala leaves a good amount of the country's population without a solid and sustainable source of financial support. As a result, many people have no choice but to start small microenterprises in order to survive. However, many of these small businesses fail or exist on subsistence levels, leaving the entrepreneurs in poverty. Microfranchising opportunities with Sol Com serve to assist entrepreneurs/organizations to become more successful and reach economic self-reliance, through replication of the business concepts and services Sol Com provides.

The people of Guatemala need a sustainable way to improve their living standards. By providing training and enfranchising the local organizations/people to sell products like eco-friendly light bulbs, water purifiers, and stoves, we are giving local people access to important products while providing the community organizations with additional income.

Description

Teams travel around Guatemala to talk about potential micro-franchising opportunities. We give people the opportunity to sell life-enhancing products.

Beneficiaries

Both the local organizations/entrepreneurs benefit by getting additional income and the consumers benefit by having access to economically priced goods that will improve their standards of living.

Microfranchising with Sol Com addresses the lack of employment opportunities in Guatemalan communities, the lack of business skills needed to start successful enterprises, and the lack of access to basic products and services in some parts of Guatemala. The main beneficiaries are:

1. The organizations/individuals Sol Com supports and their family members
2. People in need of the products and services Sol Com offers (water filters, glasses, vision referrals and examinations, energy-efficient light bulbs, and seeds)
3. Members, directors, and regional coordinators of Sol Com

Goals

- To successfully replicate the business concepts and services Sol Com offers
- To provide the organizations involved with Sol Com a sustainable means of financial support
 - Providing people access to products that will improve their standard of living at an economical price
 - Training people to sell the products
 - Training people to keep inventory
 - Training people to give eye exams
 - Providing general business education

Objectives

- To provide access to water filters, energy efficient light bulbs, seeds, and glasses to Guatemalans in need.
- To make these products affordable to Guatemalans (e.g. payment plans)
- To train asesoras comunitarias to give eye exams, keep inventory, and practice business concepts
- To build kiosks for display and publicity of Sol Com's products
- To present and explain Sol Com's products to organizations and asesoras comunitarias

Challenges

- Establishing contacts for micro-franchise centers
- Transportation of the products (and preventing breakage)

Opportunities

People want access to water purifiers, eco-friendly lights, reading glasses, stoves, and seeds, but they often do not know where to find these products. Once these products are brought out to villages, people often receive them warmly.

Highlighted Approach and Activities:

Social Entrepreneur Corps interns supported this new initiative in a profound way walking a number of organizations through the inception phase all the way to the implementation phase. It must be noted that the interns were charged with all aspects of needs analysis, feasibility study, support and evaluation for this first roll out of the Micro Franchising initiative. Interns were specifically tasked with the following highlighted activities:

- Identifying potential Micro Franchising partners upon undertaking ParaLaComunidad interviews
- Describing the organizational mission, goals and objectives of Soluciones Comunitarias
- Describing the product and service offering of Soluciones Comunitarias
- Identifying priority targets to become Micro Franchisees
- Building kiosks and setting up displays for Micro Franchisees
- Conducting initial training for Micro Franchisees
- Conducting marketing and advertising for Micro Franchisees
- Leading initial product and service campaigns for Micro Franchisees

Field Work Focus 2: Assessing work being done on the ground by all organizations visited in order to contribute ideas/materials/consulting and subsequently designate funding

In addition to supporting the designated work of Soluciones Comunitarias, as a group “NGO” project interns were as well tasked with identifying, investigating and assessing organizational/entrepreneurial strengths, weaknesses and needs in order to decide who they wanted to support with funding. Each NGO was told during the first two weeks of the program that it would be asked to use its time in the field to decide where \$400 (per NGO) could be most effectively utilized. The desired outcome of this work focus was three-fold. First, this required that interns critically think about how to best invest limited resources and to ask the necessary questions and conduct necessary investigations. As well, given that the interns have disparate interests, experiences and opinions; this provided them with the opportunity to help where they felt they could make the most appropriate impact. And finally, and of obvious importance, this funding provides organizations that are doing positive work in the field with additional resources to serve their constituencies.

As a note, the interns were provided 100% freedom to designate their funds as they deemed appropriate. The only restrictions placed on them were that they could only fund up to three initiatives and that they would have to explain and justify their funding desires in Spanish and in front of the entire Social Entrepreneur Corps team at the end of the internship. Finally, funding is currently being allocated to the initiatives that the interns chose to support and summary reports will be provided to each. In the end, leadership hoped through this activity that interns could more concretely understand the opportunities and limitations inherent in making decisions about where to create the greatest impact.

Social Entrepreneur Corps – 2008 Highlighted Results and Impact

Overall the contribution of Social Entrepreneur Corps interns far exceeded the expectations of leadership. The impact on the current and future work of Soluciones Comunitarias in particular cannot be overstated. As previously noted, from an impact perspective the main contributions of interns are that they provide an influx of hard work and critical thinking/feedback that is otherwise unachievable given time and resource constraints. The contributions of interns in both of these areas were profound and will be long lasting.

Field Work Focus 1: Supporting Soluciones Comunitarias current work and new initiatives

Interns achieved the following highlighted impact during their time working in the field:

Village/Individual Business Level

- Interns supported women entrepreneurs during 26 product/service campaigns in 25 separate villages that previously lacked access to the Soluciones Comunitarias offering.
- Interns supported 24 individual entrepreneurs.
- Interns collected approximately 35 “Cuenteme” interviews for Empresario Rural
- Interns distributed approximately 1,720 copies of Empresario Rural to over 105 individuals and small businesses (**See Appendix 3: Empresario Rural: Individual and Business Distribution**)

Organizational Level

- Interns collected approximately 40 distinct ParaLaComunidad profiles from distinct organizations in four different regions (**See Appendix 4: Highlighted ParaLaComunidad Profiles**). Based on this work leadership has successfully launched the website www.paralacomunidad.com.
- Interns distributed approximately 2,300 copies of Empresario Rural to organizations setting up 15 displays and 26 distinct on-going distribution points (**See Appendix 5: Empresario Rural: Organizational Distribution**)
- From start to finish interns initiated and established the foundation for 11 separate Micro Franchises. Of these eight are currently engaged and selling products and services to their constituents.

Product Sales

- Interns supported these entrepreneurs in the sale of the following to low-income villagers:
 - 266 pairs of near vision glasses
 - 91 pairs of UV protection clear glasses
 - 32 pairs of UV protections sunglasses
 - 136 glasses cords
 - 288 glasses cases
 - 251 bottles of eye drops
 - 209 energy efficient light bulbs
 - Seven water filters
 - 162 vegetable seeds

- Based on leadership's assumptions and analysis, these sales equate to the following:

Note:

Health impact is not measured but simply economic savings and productivity gains.

	All Products Total
Sales	1442
Total Sales	\$4,668.24
Profit to Entrepreneurs	\$1,042.03
Contribution to Soluciones Comunitarias variable and fixed costs (Organizational monthly fixed costs are approximately \$2,000)	\$1,519.49
Total Economic Impact	\$14,610.32
Total Economic Impact - Net Purchase Price	\$11,997.49
Total Economic Impact - Net Purchase Price Plus Profit to Entrepreneur	\$13,039.51
Total Equivalent Months of Earnings Created (Assumes average monthly earnings of \$125)	104
Total Beneficiaries	3,407

Field Work Focus 2: Assessing work being done on the ground by all organizations visited in order to contribute ideas/materials/consulting and subsequently designate funding

As a result of this second priority focus interns analyzed and decided to fund the following organizations/initiatives:

- Soluciones Comunitarias: Grants were provided for the following:
 - The publication of an advertising guide for women entrepreneurs
 - The purchase of raw materials/training costs for a new wood burning stove initiative with a select Micro Franchise
- The Centro Explorativo: Grants were provided to support this rural education initiative for the following:
 - Books and materials for the newly formed La Pista Annex
 - Funding for the current Nebaj outreach program
- Panaderia Didi: A grant was provided to help this village bakery for the following:
 - Advertising and marketing outreach to help increase scale

- Agua del Pueblo: A grant was provided to support this organization working in clean water as it deems appropriate
- Associaion Lemán: A grant was provided to help this weaving organization for the following:
 - The establishment of a program to teach weaving and earn extra income