



## **TRIP REPORT**

**June 18-24, 2011**

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## **I. EXECUTIVE SUMMARY**

The Baja Project team visited El Barril from June 18-24th, 2011. The main objectives of the trip were to conduct a follow up community health survey and hold small business development workshops. The team also worked to advance current projects such as the kinder, scholarships, solar panels, aquaculture and the community garden.

The small business workshops proved to be a big success for the June trip as each workshop had at least 12 participants. The leadership workshop focused on communication, finding common business priorities and ways to engage the participants through interactive problem-solving activities. The accounting workshop aimed to set business goals and integrate them with basic accounting activities and concepts. Both workshops gave co-ops the opportunity to work and brainstorm with their fellow members.

Conducting the health surveys was a time-consuming endeavor, but it gave the team the opportunity to really get to know community residents. By administering the survey every year, The Baja Project is hoping to measure health outcomes in the community over time. Additionally, the team met with the Health Committee to create a design for expansion of the health clinic.

The trip was also beneficial for evaluating the kinder program. The Baja Project received a recap of the year from Zaira as well as evaluations from parents and the primary school teacher. The Baja Project identified concerns to be addressed for the second year of the kinder program and was pleased to learn that all parents gave Zaira a ten on a ten point scale. Also, the team was privileged to attend the kinder and primary graduation to witness the success of the program's first year.

The team was also pleased to see that despite the summer heat, tomatoes and watermelon were actually growing in the community garden. The Baja Project learned that the garden products had been distributed to children at the school and spoke with Don Toño about purchasing seeds and the necessary materials to make the garden a success next year.

Although less progress can be reported with the solar panel and aquaculture projects, the team members were pleased with how both projects were left when they departed the community. When the Baja Project arrived in El Barril, the group was surprised to learn that the solar panels had not yet arrived in the community. After an investigation, it was discovered that the panels had just arrived in Ensenada and arrangements were made for their transportation to Guerrero Negro and then El Barril. Additionally, the aquaculture group had not met since the Baja Project's last trip, but the team and the group had a meeting with Manuel Maldonado from Baja California's Fishing and Aquaculture Office (SEPESCA) about the group's next steps.

The Baja Project was happy to see four members of the fishing cooperative attend the business trainings, but the team was disappointed that more members were not in attendance and will continue to work on building this relationship. The Baja Project was also excited to learn that two women from the cooperatives were selling their products outside of El Barril. Finally, the team was able to visit Piedras Blancas Ranch to further their work on expanding telecommunications in the community.

## **II. INTRODUCTION & OBJECTIVES**

Unfortunately, Ayal was not able to go on the trip, but the Baja Project was accompanied by Santiago Bunce, another IR/PS student. Santiago taught one of the business workshops and helped the team with community surveys and other tasks. The business workshops and health surveys on the June 2011 provide the Baja Project with the opportunity to further relationships in the community. The team also followed up on all current projects and began to identify new community needs.

## **III. ITINERARY**

### **Saturday, June 18th**

8:30am        Meet at Bread and Cie in Hillcrest  
9:30am        Depart for El Barril  
2:00pm        Stop for lunch in San Quintin, gas  
7:00pm        Arrive Bahía de los Ángeles  
8:30pm        Dinner  
11:00pm      Team retires for the evening

### **Sunday, June 19<sup>th</sup>**

8:30am        Breakfast  
10:00am      Gas, air tire pressure adjustment & shopping in Bahía de los Ángeles  
10:45am      Depart for El Barril  
3:00pm        Arrive La Mancha, get settled  
4:00pm        Lunch  
5:30pm        Leave La Mancha  
                  Visit Community Garden & speak with Facundo  
                  Plan meetings with Zaira & Augustín  
7:30pm        Return to La Mancha  
9:00pm        Dinner  
11:00pm      Turn in for the evening

## **Monday, June 20th**

- 8:00am Breakfast
- 9:00am Amanda, Amy and Natalie depart La Mancha  
Visit to community garden & discussion of needs for the garden  
Meeting with Agustín to discuss water usage in the community  
Meeting with Zaira for kinder evaluation  
Meeting with Amelia about chart for usage & prices of fuel and diesel
- 12:00pm Return to La Mancha
- 12:30pm Lunch
- 1:00pm Discussion about solar panels
- 3:15pm Team departs La Mancha for El Barril  
Community surveys & mapping
- 6:00pm Team goes to la Cancha for graduation
- 7:15pm Graduation starts
- 8:30pm Team celebrates with the community & eats dinner
- 10:00pm Return to La Mancha
- 11:30pm Team retires for the evening

## **Tuesday, June 21st**

- 8:00am Breakfast
- 9:00am Discussion of possible aquaculture meeting with Luis
- 10:00am Depart La Mancha  
Community surveys and mapping
- 1:15pm Return to La Mancha
- 1:30pm Lunch
- 2:30pm More health surveys in La Mancha
- 4:30pm Depart La Mancha for El Barril  
Health surveys
- 7:30pm Return to La Mancha
- 9:30pm Dinner

10:30pm Workshop preparations

12:00pm Turn in for the evening

**Wednesday, June 22<sup>nd</sup>**

8:30am Breakfast

9:45am Depart La Mancha

10:00am Meeting with Health Committee (Amy and Natalie)  
Community surveys (Amanda & Santi)

1:00pm Return to La Mancha for lunch

1:30pm Workshop preparations

3:00pm Leadership workshop

6:00pm Return to La Mancha

9:00pm Dinner

**Thursday, June 23<sup>rd</sup>**

8:30am Visit caverns with Luis

10:45am Depart La Mancha  
Amy & Natalie meeting with kinder teachers & parents  
Amanda & Santiago community surveys

1:00pm Return to La Mancha

1:30pm Lunch

3:00pm Accounting workshop

7:00pm Return to La Mancha

9:30pm Dinner with Luis' family

12:00pm Team retires for the evening

**Friday, June 24<sup>th</sup>**

6:15 am Depart El Barril

7:45am Stop in Piedras Blancas to learn about telecommunications

9:15am Meeting with Manuel Maldonado in Guerrero Negro

10:45am Depart Guerrero Negro

3:00pm Lunch in Rosario

10:45pm Arrive in San Diego

## **IV. FINDINGS**

### **A. Water Resources and Purification**

*Summary of prior progress:*

During the last trip, the Baja Project learned that the community had a new system for pricing water that charges a flat rate of MX\$50 per month for each family that uses non-purified water. The team provided Augustín with charts to track the consumption of water for the month of May to evaluate the price. Additionally, the water samples taken from the community showed no abnormalities.

*Trip Objective: Follow up with Augustín about the May charts for use of purified water and offer assistance with pricing if desired.*

The team found that Augustín carefully tracks water usage but that the community has no reserve fund for making repairs and that sometimes community members do not pay for their water on time or at all. Overall, 30 garrafones (the smallest size) were tracked during the month while 14 bidones and two tibores (the largest size) were tracked. The community charges 15 pesos for garrafones, 35 pesos for bidones and 120 pesos for tibores. The team learned that three filters cost 350 pesos and that the filter is changed every three months. The Baja Project also learned that the lamp had never been replaced.

*Future Objectives:*

Research the cost of a replacement lamp and continue to work with Augustín to monitor consumption of water in the community. The Baja Project should also monitor the water tower for additional signs of disrepair and help facilitate communication between Manuel Maldonado and the community about any potential government assistance with water tower repairs.

### **B. Business Workshops**

*Summary of Prior Progress:*

After hearing interest within the women's cooperatives to expand their businesses to new markets during the December 2010 trip, the team decided to carry out a series of business development workshops. During the April 2011 trip Baja Project team members carried out a survey to assess the financial literacy of cooperative members and their perceived needs in business development. It was discovered that they would benefit most from educational

workshops in accounting, marketing, computer programs, negotiations, grant writing and leadership.

*Trip Objective:*

Consultants carried out a soft-skill workshop, leadership, given by IR/PS student, Santiago Bunce, and a hard-skill workshop, accounting, given by Baja Project consultants. Both workshops were given at the primary school classroom. Mr. Bunce's background in Non-Profit Management Consultancy helped him provide the attendees with a two-hour professional leadership development training. There were 13 cooperative members in attendance, coming from the Fishing Co-op, the Mar Azul Co-op, the AMBAR Co-op and the Acuaculture Co-op. They performed three activities to demonstrate appropriate communication in groups, resolving differences in opinion and finding a common priority within a business. Not only did everyone reveal their understanding of the activities during each post-activity debrief, but they had a good time, laughing and opening up after each new activity. Attendees enjoyed café and brownies after the workshop in celebration of their efforts and completion of the workshop duties.

The following day, consultants led a three-hour accounting workshop attended by 12 cooperative members. A few people from Mar Azul didn't assist the accounting workshop and were replaced by those affiliated with the Turtle Conservation Group. The workshop stressed the importance of planning, writing out plans, including financial plans, mission statements, objectives and goals. The attendees were split into their prospective cooperatives and given time to write out their mission statements, objectives and goals. Although challenging at first, by the end of the activity each group presented a solid plan. Consultants, using guidance from materials provided by the Small Business Development Program at Mira Costa College, assisted attendees in defining certain key financial terms, such as assets, liabilities, depreciation and cost of goods sold to name a few. Attendees worked with consultants to create a mock budget using sales, cost of goods sold, gross profit, expenses and net income. Each group was given a black budgeting book and calculator. Despite not being the most interesting subject material, attendees were so absorbed by fund mismanagement in their cooperatives that they stayed after the workshop to discuss forming a "Leadership Council" that would meet regularly to discuss resolutions to current cooperative inefficiencies.

The Baja Project team was satisfied with the outcome of the workshops. The only disappointment was the lack of attendance from members of the Sewing Cooperative and directive leaders of the Fishing Cooperative. There seemed to be an attitude among the Fishing Cooperative Directive that they didn't need our training. Some of the non-directive Fishing Cooperative members in attendance were very grateful for both workshops.

We conducted a pre and post-workshop evaluation to see what exactly they took away.

*Future Objective:*

Keeping consistent with the previous trip, consultants plan on providing one soft-skill leadership workshop and one hard-skill computer program workshop during the next trip.



### **C. Aquaculture**

#### *Summary of Prior Progress:*

Los Callos de Golfo (CG) completed all of the paperwork to register formally with the Sociedad de Producción Rural (SRP) or Rural Production Society by the end of February 2011, but they had yet to submit paperwork for the Permiso de Acuicultura de Fomento (permission for the development of aquaculture) which requires water testing to be conducted by a marine expert. During the April trip, the Baja Project met with eight of fourteen members of the CG and offered assistance in searching for marine experts in San Diego.

*Trip Objective: Determine progress made by the aquaculture group and decide what further steps the Baja Project can take to assist CG.*

The Baja project learned that the group had not met since the April trip and was waiting to hear back from Ramon Castellanos about water testing and the group's next steps. The team worked with Luis to arrange a meeting in Guerrero Negro with Manuel Maldonado (SEPESCA) and the CG group on the last day of the trip.

Four members of the CG team met with the Baja Project and Manuel about the group's progress. Manuel reiterated the point that the group was very capable and may want to look for expertise beyond Ramon because of his busy schedule. The Baja Project and Manuel emphasized the importance of setting short-term and long-term goals for the group, and Luis said that the flupsy could be completely constructed by the middle or end of August. Although the timeline has strayed from its original course, the meeting with Manuel appeared to motivate the group to recapture some of the original drive witnessed by the Baja Project.

#### *Future Objectives:*

The Baja Project will follow up with Luis about the flupsy and the possible use of additional experts before the next trip. The team will also contact flupsy manufacturers in the US and Canada to ascertain if there are any specific design issues that will need additional consideration. Additionally, the Baja team will maintain the relationship with Manuel Maldonado and get in touch with various seed harvesters to update current prices and report to the cooperative.

### **D. Electrification/Solar Panels**

#### *Summary of Prior Progress:*

At the end of March, 20 solar panels were purchased from Iluméxico. During the April trip, the Baja Project team met with the community to explain that only 20 solar panels were available and that more could be solicited if the interest existed. The team realized a raffle to determine which families would receive a panel and a list of 10 additional families was created for those who did not receive a panel and who were still interested. Two solar panel installers, Don Toño and Orlando, were trained in proper installation and maintenance techniques.

*Trip Objective: Follow-up with the families who received the solar panels to measure satisfaction and proper use and also follow-up with those families that did not receive panels to see if they are still interested in purchasing a panel in the future.*

Due to lack of communication with El Barril members while the team was in San Diego, the team assumed the solar panels had arrived in Ensenada, been picked up by Luis, and installed by the two installers. However, upon arrival in El Barril, the team was informed by Luis that the solar panels had not even arrived at their destination in Ensenada. After further investigation by Ayal, we were informed that the solar panels were in fact in Ensenada. Luis arranged for the panels to be driven down to Guerrero Negro at the earliest convenience. Due to the confusion, the team explained to all the community members about the current status of the panels.

Additionally, the team followed up with Amelia regarding the chart that was given to her during the last trip for monitoring diesel usage in the community. The average daily consumption of diesel in the community was slightly less than 50 liters per day. The team also noted that 23 households in the community were paying for electricity but that four or five were not connected to the system. Amelia also reported the price of diesel to be 9.17 pesos a liter in May but 9.33 pesos a liter on June 19, 2011.

*Future Objectives:*

Hopefully before the September trip the solar panels will be delivered to El Barril and installed. In September, the Baja Project team will access the installation of the solar panels, maintenance and utility and also how satisfied the panel owners are.

## **E. Health**

*Summary of Prior Progress:*

The Baja Project has established contacts with UCSD's VIIDAI program and the Division of Global Public Health at UCSD and worked to build a relationship with members of the Health Committee through regular meetings during each visit and the implementation of a sexual education workshop in the secondary school.

*Trip Objective: Conduct follow up health survey that was started last year and meet with the Health Committee about expansion of the health clinic and the status of the health truck in the community.*

The Baja Project surveyed most of the households in the community, but a few residents were out of town or completely occupied with the shark fishing season. The team is working to create a full report on health in the community to help steer future projects. After a cursory review of the data, the team was concerned about accessibility of medications and the frequency with which care was available.

The Baja Project had a meeting with five members of the Health Committee and learned that the health truck had not returned to the community since before the April trip. Additionally, the team met with the Health Committee to address community disagreements about who had responsibility for the health clinic. The main issue involved keys to access both the main door and the medicine cabinet and how the community could access the clinic if the key holder was

out of town. The Baja Project suggested that a back-up person could have a key, but the Health Committee insisted that a minimum level of training in how to disburse medicines was needed before a person could receive a key. The Health Committee decided to address personality conflicts and disagreements about access to the health clinic with the social worker during the health truck's next visit.

Additionally, the team asked the Health Committee to design a plan to expand the clinic. The design included a waiting area, a shaded area, an additional consult room and space for a physician or other medical workers to stay. The team shared the design with Luis and asked him to help with pricing for the materials. The Baja Project is currently communicating with Luis about quotes for materials from Guerrero Negro or Ensenada to construct the clinic.

Also, the Flying Samaritans were mentioned during one of the business workshops. Several members of the community asserted that they would like to see this group return to the community to help fill unmet health needs. The Baja Project is currently in contact with this organization to see about the possibility of the Flying Samaritans making regular visits to El Barril again.

#### *Future Objectives:*

The Baja Project will continue to work with Luis on the quotes for the health clinic. Upon finalization of the quotes, the team will submit a proposal to Mr. Jameson for the clinic's expansion. The team will also follow up with the Flying Samaritans and continue to build the relationship with UCSD's medical school by hosting a Baja Project presentation.

## **F. Scholarship Program**

#### *Summary of Prior Progress:*

During the previous trips, scholarship funding disbursements were made to the three recipients: Johnny, Anahi, and (Marceli) Zurisiday. Johnny has two years remaining to complete his *prepa* education in Constitución, Anahi is continuing her secondary school studies, and Zurisiday has enrolled in secondary school in Guerrero Negro where her mother currently lives to be closer to medical services.

*Trip Objective: Follow up with the students or families of scholarship recipients to see if all students would be continuing their studies the coming year.*

The Baja Project was hoping to meet with Zurisiday and Johnny about their studies, but neither of them was in El Barril during the trip. However, the team was able to meet with the families of all three scholarship recipients and all plan to continue their studies during the next academic year. Additionally, all three students continued to perform well academically.

While conducting the community health surveys, the team spoke with a community member who was displeased with the scholarship program. He mentioned that his son always received grades over 9.5 and was not sure why he was not selected as a scholarship recipient. The team decided that transparency about the selection of scholarship candidates was very important and that additional information about the program should be provided to the community.

*Future Objectives:*

The Baja Project will work with community leaders to address transparency issues and determine how often applications for candidates should be sent out. Additionally, the team will work with community teachers to find the best use for newly donated computers.

**G. Preschool/Kindergarten**

*Summary of Prior Progress:*

During the April trip, Zaira explained the logistics of the aid CONAFE would be offering her and the kinder during the next academic year. Zaira will be attending trainings once a month with CONAFE, the kinder will be officially registered with the Ministry of Education and CONAFE will be sending materials to the kinder on a regular basis.

*Trip Objective: Evaluate Zaira as a teacher, the progress of the students and the satisfaction of the parents. Determine in what capacity CONAFE will be participating in the kinder and respectively, how Baja Project can continue supporting the kinder project.*

The progress of the kinder has been significant and Zaira has truly grown into the role of teacher and made the most out of the opportunity. We had the mothers with students in the kinder evaluate Zaira, and everyone gave her “10” on a ten point scale, with ten being the best.

During Zaira’s evaluation, she mentioned that she enjoyed teaching the students, creating the lesson plans and learning as she went. Zaira mentioned some frustration in regards to the behavior of some of the parents and their lack of support at times. The Baja Project Team organized a meeting with the kinder parents and Zaira to discuss some of the points of contention and create a better environment for open communication between the parents and Zaira; however, only one of the mothers arrived at the meeting. This was a disappointment, but we agreed to hold the meeting during the September trip and asked the primaria professor, Ivan, to help Zaira with any problems.

The Baja Project Team was privileged to be in El Barril the same week the graduation was held for both kinder and primary. Natalie Foxworthy sat on the table of honor and presented the kinder graduate his diploma. Many community members mentioned their pride at seeing the first kinder graduate and are very thankful for Zaira and the benefits of a kinder in the community.

In regards to the construction of the kinder, the windows have been fully installed; however, the restroom is only half finished and the door and electricity have yet to be installed. Desarrollo Social installed a gate surrounding the kinder and also a sign identifying the school was placed at the front of the kinder.

*Future Objectives:*

Continue supporting Zaira as teacher of the kinder, especially economically in the form of her salary. CONAFE will only be allocating her a stipend of \$100 per month, thus Baja Project hopes to supplement her salary. Also continue working with Zaira to improve the kinder for the betterment of the children.

## **H. Fishing Co-op**

### *Summary of Prior Progress:*

In the April trip, the Baja team met with the fishing co-op to discuss their current business practices, their progress with their ice truck and also their needs and future goals as a cooperative. The business workshop series was designed specifically with the fishing co-op in mind.

*Trip Objective: Incorporate and train members of the fishing co-op in the business workshop series of leadership and accounting. Follow up with the fishing co-op directive regarding business and future goals.*

The first day in El Barril, the Baja Project Team spoke with Juan Alberto, the fishing co-op treasurer, to extend a formal invitation to the business workshops; however, there seemed to be some indifference and disinterest regarding the workshops since the fishermen have been very busy fishing and were currently fishing every night. Juan Alberto mentioned that in July the fishing co-op directive would be changing hands and that there would be an official election process.

During our trip, the majority of the fishermen were going out at night to catch shark, which is being transported by the co-op ice truck to Guerrero Negro where their buyer has storage, which saves the co-op the trip all the way to La Paz. In regards to the business workshops, there was little attendance from fishing co-op members – only four attended, none of whom are current directive members.

### *Future Objectives:*

Meet with the new directive during the September trip to align co-op and Baja Project goals in order to work together and understand how Baja Project can best work with the fishing co-op. Continue encouraging fishing co-op members to attend the business workshops.

## **I. Community Garden**

### *Summary of Prior Progress:*

During the April trip, the community garden was flourishing due to the hard work of Don Toño, Facundo and Professor Ivan along with students from the primaria. This team was planting a variety of fruits and vegetables including squash, corn, watermelon, radish, onion and tomato in order to experiment and see which crops grew best in the soil. The Baja team helped in the garden pulling weeds and planting onions.

*Trip Objective: To check on the progress of the garden and see how the Baja Project Team can continue supporting the success of the garden.*

Despite the summer heat, the last crops of the season (tomatoes and watermelon) were flourishing under small tents made by Don Toño and Facundo. According to the garden caretakers, the watermelon had grown quite large, but one day most of the crop was eaten by birds, thus for next season they will need to use a better technique to keep the birds away. The

tomatoes were growing well, but were not ripe yet. The squash, onion and radish harvests turned out well and Don Toño and Facundo distributed to the garden products to the children at the school. According to Don Toño, the participation of the primary school had diminished in the past few months.

Don Toño is very interested in keeping the garden going and solicited \$200.00 in funds to start planting new crops in the fall. The budget would go toward buying materials to make small greenhouses, which protect the crops from the sun and the birds, seeds and fertilizer.

*Future Objectives:*

The Baja Project plans to send Don Toño the necessary funds to make improvements to the garden and start planting crops in the fall. The team also plans to continue supporting the success of the community garden and promoting the importance of the garden to community members.

## **J. Women's Co-ops**

*Summary of Prior Progress:*

AMBAR, headed by Claudia, is the only incorporated jewelry cooperative. However, after fighting ensued, many members left or have just become inactive.

Mar Azul, the un-incorporated jewelry cooperative, headed by Chela, has been inactive as many members fell ill to the shell dust created by the machinery they currently use. They are hoping to get a grant for new machinery by CONANP. They have also solicited a silver workshop from CONANP.

Ofelia was having a difficult time finding enough chip bags to make her recycled purses. She didn't have very much to sell during our last visit.

The Sewing Cooperative was busy with work and seemed to be the most financially stable. The women had expressed interest in getting more industrial sewing machines that would allow them to make pockets through a grant. They had very little faith or interest in obtaining the machinery through saving.

*Trip Objective: Work with the women during the small business trainings. Also, we wanted to see if the women had pursued selling their products outside of El Barril.*

Both Claudia and Ofelia had pursued outside buyers. In fact, Ofelia recounted how she had received an order to make six small purses after a man saw the one she carried into Guerrero Negro. Claudia showed her catalog of jewelry and received orders for jewelry-mainly from Mrs. Jameson and friends. Claudia also showed us more advanced products that she was learning to make from a colleague.

Unfortunately, Mar Azul is still inactive.

The Sewing Cooperative was currently not working because they didn't have orders, and the temperature in the taller gets really hot. None of the women from the Sewing Cooperative came

to the small business workshops even though they told the team that they would be in attendance.

*Future Objective:*

Consultants would like to continue to enlist the women in the small business trainings, especially those that haven't come, and encourage them to seek out markets outside of El Barril. In fact, the owner of a popular gringo restaurant/Souvenir shop in Rosario said that if we brought her some of the women's products she would be happy to sell them in her shop.

## **K. Telecommunications**

*Summary of Prior Progress:*

Six months ago the town received a communal electricity system, cutting their electricity expense in half. Also, a nearby ranch called Piedras Blancas (owned by Luis' cousin) received a telephone/internet antennae, and this made having internet and telephone access become more of a reality for El Barril. The Valle de Los Cidrios government was going to provide the service to El Barril provided El Barril pay for a percentage of it. Desarrollo Social expressed interest in helping El Barril pay for the antennae. Luis said that it would take roughly six months to install.

Meanwhile, consultants looked for other possibilities that would provide a "plan B" in case the government fell through. There were discussions with Qualcomm Wireless which has a program that provides telephone and internet access to the needy, however, after further investigation, it appeared that the wireless program was directed at towns that weren't as remote as El Barril.

*Trip Objective: The team wanted to see the progress made with Desarrollo Social and the Valle de Los Cidrios government.*

According to Lino and Luis, their contact in Desarrollo Social was replaced by a new person. El Barril will have to build a relationship with the new contact in order to obtain the same agreement made with the other contact. The owner of Piedras Blancas Ranch, who purchased three antennas which lie between his ranch and Guerrero Negro, connect his ranch to internet and telephone from Guerrero Negro. He said that if El Barril put up the two antennas needed to connect Piedras Blancas ranch with El Barril, he would be willing to create a contract giving El Barril the right to use of his antennas to connect to Guerrero Negro's internet and telephone access. Luis estimates the project (purchase and installation of two antennas) would cost El Barril \$10,000. However, the owner of Piedras Blancas gave us the name and number of the person that installed his antennas.

*Future Objective:*

Baja Project consultants would like to help El Barril expedite the process of connecting to internet and telephone, especially considering the internet at La Mancha has become so spotty making communication with the town nearly impossible. Consultants will make a call to the installer to get a cost proposal and more information regarding the antennas.

## **V. CONCLUSIONS**

The June 2011 trip to El Barril was a success. The team was pleased with the results of the business workshops and was happy to see progress in the community garden, women's co-ops and kinder. The Baja Project conducted follow up community health surveys, met with many of the community groups and was pleased with its level of overall productivity.

As was mentioned earlier, the leadership and accounting workshops proved to be useful and a great way to get cooperatives to interact outside of their regular settings. Conducting the health surveys was also a good use of time as the team was able to spend time talking individually with community members while learning more about health needs in the community. Additionally, the team was able to develop the framework for a proposal to expand the health clinic.

The Baja Project had the opportunity to focus on education as they were invited to the primary and kinder graduation ceremonies that took place during the trip. The team was pleased with the results of the kinder's first year as well as the community's evaluation of Zaira. In addition, the team was happy to see the community garden under Don Toño's capable hands and met with him to discuss the necessary materials to ensure the garden's continued success.

The Baja Project also aided the community in tracking and evaluating the community's water consumption and diesel use for electrification. Although the solar panels had yet to be installed in the community, the team worked with Luis to make arrangements to get the panels to the community as soon as possible.

The team continues to work with all of the community's cooperatives, but some are making greater strides than others. The Baja Project will continue to invite all cooperative members to the business workshops. Ambar and Ofelia have had success in finding outside buyers for their goods, but Mar Azul continues to be inactive. Due to the season, the fishing cooperative was very busy working and the sewing cooperative was not active during the summer because of few orders and the heat inside their building. The aquaculture group had not made significant progress since the last trip.

Finally, the Baja Project visited all of the families of scholarship recipients to assess their academic progress and met with the owner of Piedras Blancas Ranch to assess the steps needed to bring telecommunications to El Barril. The team learned that if El Barril were to put up two antennas to connect Piedras Blancas to El Barril, then a contract could potentially be realized to bring internet and phone access to the community.

In conclusion, the trip was busy and productive. Although communication between the team and El Barril was lacking between the April and June trips, the Baja Project was pleased with the status of most community projects at the conclusion of the trip. The team members furthered their relationships with the community and look forward to the upcoming trips.



## Appendix I: Pictures



Amanda, Amy and Natalie celebrate graduation with the first kinder class.



A discussion about the jewelry and fishing co-ops



The accounting workshop participants review a few concepts with Amy and Amanda.



Accounting workshop participants practice goal setting.

## Appendix II: New Contacts

RX Earth--San Diego alternative energy & sustainable development company

Jason Moon

[jmoon@rxearth.org](mailto:jmoon@rxearth.org)

619-573-2784 (cell)

Health:

Dr. Steffanie Strathdee

Director of UCSD's PRIME program

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## Appendix III: Business Workshop Pre and Post-Test Questions

- 1) ¿Qué entiendes por la palabra liderazgo?
- 2) Escriba tres cualidades de un buen líder.
- 3) Es mejor trabajar en equipo o trabaja solo?
- 4) ¿Qué es ingreso?
  - a. Lo que uno debe
  - b. Lo que uno compra
  - c. Lo que uno gasta
  - d. Lo que uno gane
- 5) ¿Qué significa activos fijos?
  - a. Lo que uno debe
  - b. Lo que uno gane
  - c. Lo que le pertenece a uno
- 6) En la contabilidad de una cooperativa, es importante tomar en cuenta la depreciación de los equipos y las máquinas? ¿Sí o no?
- 7) La ganancia bruto de una compañía son los ingresos menos los costos de venta. Cierto o falso.
- 8) El ingreso neto de una compañía son todos los ingresos menos los costos de venta. Cierto of falso.
- 9) Si hay 20 trabajadores en una compañía y gana \$100 pesos al día y trabajan 9 horas al día de lunes a viernes, cuántos son los gastos para salarios de esa compañía?
- 10) ¿Qué esperas aprender de esa capacitación?