



GLP Video Presentation Guide

Thanks for presenting the Guatemala Literacy Project (GLP) to your club! We hope this guide, and the accompanying video, will assist you in getting your club fired up about supporting the GLP.

What's the video about?

This engaging, 10-minute video introduces Rotarians to the need in Guatemala, one of the most illiterate countries in the Western Hemisphere, and explains how the Guatemala Literacy Project meets this need with its innovative and sustainable educational projects. You will learn exactly how the project works and how to join fellow Rotarians by getting involved. (Note: This video is also available for viewing at www.guatemalaliteracy.org.)

What should I present?

We suggest loosely following the outline below when presenting the video to your club:

- A. Introduce yourself and tell how you heard about the GLP (1 min).
- B. If you've already been on a GLP Project Tour to Guatemala, share a brief experience from your tour (2 min).
- C. Introduce & show the video (10 min).
- D. Ask for questions (7 min).

What are some other questions I might expect from my club, and how do I answer them?

1) Can we donate books and computers?

The GLP purchases the books and computers new in Guatemala because it is far more cost-effective than accepting donated goods in the United States and shipping them to Guatemala.

2) Where do the books come from?

The GLP purchases the books in bulk directly from a large Guatemalan publisher, thus securing the lowest possible price and contributing to the local economy. Purchasing new books in Guatemala also allows the GLP to provide books that adhere to the standards set by the country's Ministry of Education.

3) How do I go on a tour?

Go to www.guatemalaliteracy.org to learn more about GLP Project Tours.

4) What is CoEd's (Cooperative for Education's) role?

CoEd is a 501(c)3 non-profit organization that provides on-the-ground assistance, training, and follow-through for GLP projects. CoEd's staff in Guatemala and in the U.S. provides instruction at GLP computer centers, training to textbook program teachers, manages sustainability funds and oversees GLP programs. CoEd also provides some administrative support to the GLP. All of CoEd's services are provided to the GLP free of charge.

5) How many schools does the GLP serve?

Since 1998, the GLP's projects have served **211 schools** throughout rural Guatemala.

6) How are the projects sustainable?

All student rental fees collected go into a **fund managed by the CoEd**. After approximately **five years**, enough money has accrued to replace the books or computer equipment. CoEd even customizes the revolving fund to suit each community's unique circumstances. All families make a commitment to paying into the fund, and thus they have a vested interest in the project's success.

7) How much are the rental fees?

The rental fee is approximately **\$.90 month for four books** in the main subjects of math, science, social studies and Spanish language. The rental fee for the **computer centers** is approximately **\$2.30/month**.

8) Why doesn't the Guatemalan government provide the books?

The Guatemalan government lacks the resources to provide textbooks to most schools in the country. Two thirds of Guatemalans live in poverty, so the tax base is very small compared to the magnitude of the need.

9) How does the GLP choose the schools?

The GLP obtains lists of schools in each region from the Guatemalan Ministry of Education. In order to be eligible, a school must be poor and have a minimum of 50 students. GLP staff meet with principals, teachers and parents to explain the project and invite them to join.

10) Does the GLP work anywhere other than Guatemala?

No. The GLP focuses on Guatemala so that every child there will have the opportunity for a better life, beyond poverty. More than 10% of Guatemala's rural middle schools now benefit from a GLP program. But the need is vast, and much work remains in that country.

Further, while many nonprofits spread resources across a number of countries, the GLP builds long-term relationships with beneficiaries in one country, providing them with multiple programs that combat poverty. This approach will bring about long term, systemic change in Guatemala.

Where does the GLP get its statistics?

Here is a list of statistics cited in the video and their sources:

- Guatemala is one of the most illiterate countries in the Western Hemisphere
The World Bank, "Guatemala: Poverty in Guatemala." February 2003.
- 2 out of 3 people in Guatemala cannot read or write
The World Bank, "Guatemala: Poverty in Guatemala." February 2003.
- 90% of schools in Guatemala have no books
Based on the GLP's experience in meeting with schools to invite them into textbook program.
- 60% of jobs require computer skills
Based on a Cooperative for Education (CoEd) study of employment opportunities in Guatemalan newspapers, December 2008.
- 30% improvement in grades
"Una Herramienta de Papel: El Texto Escolar en Las Aulas." Editorial Norma, Guatemala, 1997.
- 70% improvement in comprehension of subject matter
Based on a CoEd study, which interviewed all project teachers who were currently using our textbooks and asked them to quantify improvements in comprehension, retention, and interest in subject matter when using textbooks in the classroom, 1999-2000.
- Once students acquire computer skills, their ability to find a job making a decent wage more than doubles.
Based on a CoEd study of employment opportunities in Guatemalan newspapers, December 2008.