**G3 - Interview Alcaldia Pereira - Rural development - 1-7-2022**

**Specialties/difficulties:**

* **Cumplir: comply**
* **There were some other terms and phrases for which I translated based on context. One example is:**
  + **Pertinencia: would “pertinence” but I used “capacity”.**

**To begin, you can introduce yourself a bit more. You have said that you have experience on different sectors, so you can explain a bit more.**

My name is [name], I have a bachelor’s degree in economy, I have an specialization in environmental management and a master’s degree on Agro-industrial development from the Technological University of Pereira. I was born in a municipality from Risaralda, which is 40 minutes away from Pereira. It is coffee-growing, cocoa growing and banana growing municipality, mostly. More than 90%, around 96% of Marsella is rural, like Pereira, which is 94% rural, it´s almost all rural. When I was 1 year old, I came to live to Pereira so now I have been living here for 43 years. I have been able to be part of private companies: I was an employee in the private sector for 14 years, more in the commercial sector in companies such as Warner-Lambert, Galletas Noel, Alpina. I ended up in Colanta, which is a dairy cooperative, the biggest one in Colombia. Then I moved to the public sector, because of my specialization in environmental management my first contact with the public sphere was the Corporación Autónoma Regional de Risaralda, CARDER. I was around 9 years at the Subdirection of Territorial Environmental Management, which is more about the environmental offer than the sectoral demand; with the offer of environmental education, culture, public participation, the proposal for the change of behavioral patterns of families at the territory for a better environmental management. From the corporation I was in contact with the Parque Tematico de Flora y Fauna de Pereira, Ukumari Park, which is an important bet the municipality made for the wild fauna and the overall fauna. Nowadays, I am the Director of Rural Development from the Pereira Municipality. The Secretariat is called Secretariat of Rural Development and Environmental Management.

**Could you talk a bit more about this Secretariat? What are the objectives of the Secretariat?**

It has as its objective 2 important fronts: rural development, the integral part comprises both of them. The productive part, which is agricultural production and farming production. There´s an important working team, a professional´s team, technicians, plant workers. They oversee overseeing, to comply with the norms, to comply with the goals of the development plan about productivity, safety, sustainability, strengthening. The farming team is very similar to the agriculture one.

There´s also the associative component, the farming or agricultural productive associations. We oversee all of that with an interdisciplinary team. There´s also environmental management where all the ecosystem services are, everything that has to do with water resources from the high part of the municipality. Not only from Pereira but it also converges with the Caldas department, Quindio department, Huila department – which is where the Nevados park is at, there we have the Otun lake which is where the source of water for all Pereiranos is born, the Otun River, its high basin-. We play an important role in the environmental management of that territory, what has to do with Pereira and we share territory with other departments. There´s an interdisciplinary team.

There´s the thing about climate change management, there we have Eduardo, and we also comply with the norm that is demanded, like the rest of the country. But we also are in all the participation tables with the Risaralda department, other departments, with the country and we comply with everything that is demanded by the norm. There´s the stuff about basic sanitation, it´s a huge thing. We also have the domestic wastewater treatment systems, we oversee that they receive correct maintenance, that the collection of that water gets in the same conditions to the water sources and are constantly training and educating for the maintenance and adequate use of those wastewater treatment systems.

And, drinking water, in here we have 58 rural aqueducts, some of them are from companies in very good conditions, some others have medium or regular conditions. We oversee the administrative part, we have an interdisciplinary administrative team so that the administrative part of the aqueduct is fine, that they comply with the norms, environmental related procedures, all that part.

But also, we involved in the process of education and culture about rational and efficient use of water and that it pairs up efficientlywith the stuff about basic sanitation, that the management of the drinking water pair up well with everything related to sanitation so that it is a thing about circular economy, that it´s done efficiently. That´s the Secretariat.

**What are the main challenges regarding rural development in this zone?**

Related to sustainability, every action must be sustainable, so from the agricultural and farming point of view: we have a very important team of good practices, of good agricultural practices and good farming practices. Second, pairing up with institutions, we try to not work independently but paired up with the rest of the institutions; with the “corporacion autonoma”, with IICA, with Risaralda´s government, with the ADR (Agencia de Desarrollo Rural), with the Ministry of Agriculture. Pairing up with them so that the processes yield results and are efficient and so that we can achieve our goals because they are achieved in an interinstitutional way. Like, we achieve them here in Pereira, but that is done with the help of other public institutions and sometimes private and even mixed, like unintelligible. Also, a capacitated and ideal team that is always visiting and giving technical assistance, extension to the different producers. The goal there is to comply with production: how many tons are going to be produced and how are they divided in the year and between the 4 years of the current government? So that we can comply with productivity in a sustainable way.

Second, how can that productivity have a bigger yield? From the economic and social point of view. That productivity should foster the development of each city and unintelligible, that it´s not only about producing and then selling, instead it should be about the development of the territories. That is where rural extension comes in strongly. That´s from the productive point of view.

From the environmental point of view, the goal is to comply with the sustainable development goals. They are very clear to us, that was the first thing the mayor told us. To be aware of those objectives and comply with them, the difficult stuff at least start with the interdisciplinary actions with the different municipalities so that we can comply with the objectives. But also, that all the productive part to be efficient and sustainable with time, because that has been one of the biggest problems not only of this country or this territory, but even worldwide, that the productive part should not generate a negative impact on the environment.

**How is the dynamic between the municipalities, the regional government, the national government? Are there norms from the governments and the municipality? How does it work?**

It´s like what I said a bit ago: pairing up between central government, the Ministry of Environment and Sustainable Development – which has to do with our environmental development - , Ministry of Agriculture and Rural Development – which has to do with our rural development, agriculture and rural development related to production – and the government of Risaralda, it´s our government, we are a municipality out of the existing 14, so we also comply with the regional demands. Not only with norms… but also with institutional ones. Also, the link of this Secretariat with the Departmental Farming Secretariat, it´s the Farming Development Secretariat from the Department, so we are complying with that. We are also complying with law 1876 from the year 2017, which is important because it the rural “extension” law. It´s a law that talks about rural “extensionismo” and not only about assistance. It is not only to think about productivity, for example banana, the tons of banana we are going to get or the sacks of coffee we are going to get, no. It is about thinking the producing families, in the rural school there´s influence from producer families. In the unintelligible or the water resources that supply the families. About the education of those rural young people, the territory´s sustainability, everything that has to do with “extensionismo”, and obviously, productivity.

On the municipal side, we have some goals, a development plan, action plans. It´s almost an obligation to comply with that however we can. Every 3 months we do a follow-up to our development plan, to the action plans and to the Secretariat´s action plan, and there we realize how we are doing, and we take immediate measures when something is not going as it should be.

**You´ve talked about drinking water. Is there access to drinking water for all communities?**

Yes, there is access.

**Also electricity?**

Yes

**It´s not a problem?**

It´s not a problem. The transport of water, its conditions, could improve. We work permanently on that, every year we change, as best as we can, the water pipelines. We change where water is caught because they deteriorate with time. We improve the quality and quantity as best as we can. That is part of the rural aqueducts ‘ maintenance of operations.

**We are more focused on the coffee and cocoa sectors. Could you talk a bit more about the challenges in the coffee sector? What are the challenges.**

It´s a big question. I would answer it at the country, region, and city levels. I will talk about Risaralda.

There´s a concern, the thing is that the world likes Colombian coffee. If there´s a Colombian product that is recognized worldwide, it´s coffee. But, coffee growers, mostly the small ones – which are the most abundant, it occupies a large percentage of production – are not efficiently integrated into that [productive] chain. They are indeed integrated, but this should be more efficient. That´s one concern.

**What do you mean more efficient?**

That is a very broad answer as well. More efficient is to be integrated in the whole chain, up until the final consumer. It is hard, but we will get there.

Subproducts, special coffees: the small producers should be integrated in the whole chain and in all those opportunities. I say this not as Director of Rural Development but as manager of regional rural development: the important thing is that small coffee growers are integrated into the whole chain and into everything that the world is demanding from them. They should be efficiently integrated. Strengthening the associative part. Science, technology, and innovation nodes should multiply in Colombia, they have to grow stronger within the region.

There are examples, of other departments in Colombia that advanced, because some years ago – 10,8,9 years – they advanced in science, technology, and innovation, and they advanced in the coffee agroindustry, and they grew stronger in the associative part. Why they did it first than others? Like the Cauca department. Because they are departments affected by violence and narcotraffic. The state back them focused their efforts to improve those families’ conditions and it worked out. On my mind, that´s what we have to do: take that model, even when we are not that affected by violence and narcotraffic, but take that model because it is replicable in other departments. That’s the bet.

**So, why are those developments not here in Risaralda? Is it because of those resources that are not here?**

You just said it. They were not here before, but we are in the works of doing something similar at Risaralda. From the municipal perspective, but this is also more of a department´s matter, it´s interinstitutional. With the advice of those who were involved in the successful models. We already are doing part of the process, we have made progress, we are not at the beginning, but there are departments that have made faster progress because of what I told you: they were municipalities that were focused on due to the safety concerns, narcotraffic and more.

**What about the cocoa sector? What are the main challenges?**

As a manager of regional development. In 2016, 2017, 2018 I was the promoter of the Productive Alliances of the Ministry of Agriculture and Rural Development for Risaralda. Productive Alliances is the most important project for the small farmers of the country, I would say it like that. I discovered, more like I realized that cocoa is a very important chain in Risaralda. So, municipalities like Mistrató, Belén de Umbría, Pueblo Rico, Balboa, La Celia, Marsella – which is where I come from, a very important cocoa producer -, Pereira; I discovered that it is a very important chain. So, I focused my efforts so that cocoa strengthened, because I also identified some old crops, of advanced age. So, important cocoa hectares were introduced in 2017-2018, an important number of cocoa hectares with the support of Fedecacao. On the technical side we had the best support. In Productive Alliances as the name states is about alliances between various institutions; municipalities, CARDER, IICA, SENA, Risaralda´s government: everybody weighs in to benefit productive associations, in this case about cocoa, so they established important cocoa hectares and nowadays the best thing is that those cocoa producing families that were in trouble before, today are commercializing a lot of cocoa tons in the region and they have improved their quality of life. For me that’s the most important thing of the last decade of my life; that´s I´ve seen that the rural development proposal on cocoa has materialized. There´s still work to do. Meeting with you is what is next, also the transformation of the cocoa industry, commercialization.

There´s a proposal for Pereira which is for it to be the epicenter of the cocoa industry. That Pereira is the place where all the department´s cocoa commercialization takes place, even mix other departments, and so that here in Pereira every year the Cocoa Fair takes place. In some days, you know because of Diana Mesa, that the International Cocoa Congress will be here, so we will part of that congress but also from Pereira as the epicenter.

**Productive Alliances is only for the cocoa sector?**

No, for all

**Also, for coffee?**

Productive Alliances is for the agriculture and farming sector. The thing is that there are some prioritized chains, even by department and by cities. For Risaralda, I might be missing one, but coffee and bananas are prioritized. Cocoa, avocado and vegetables are prioritized. Pig farming, farming itself. I could be saying one more or one less perhaps, but those are the prioritized projects by this region.

**Here in the municipality do you have experience with projects that want to use sub-products or waste of the agricultural sector?**

It turns out that we were yesterday working, we had a meeting with Lina, the Dean of the Faculty of Agricultural and Agro-industrial Sciences at UTP. The proposal is to strengthen the productive coffee and cocoa chains because they are very similar in production, but mostly on the processing. They are very similar, very close. The idea is a proposal to strengthen those subproducts, particularly about the coffee and the cocoa peels, because parting from second-hand information and from some businesses, we already have it clear that we must work hard on that. So, yeah, we are on that, we are in the process.

**You are in the process but don´t have experience with a project.**

With some businesses yeah. There are some businesses that are already commercializing coffee subproducts. With cocoa here in Pereira I don´t know, but with coffee yes and they have been supported by the municipality and the department.

**I would like to show you this image which is the concept we are working on and is called BioHubs. It is like a cluster where the idea is to have a win-win scenario; the final consumer and the biomass-producing part. The idea is that in this green area there are various communities that produce biomass but are not using it, like the agricultural and forest waste or perhaps invasive species. That would be transported into a biorefinery or maybe different smaller biorefineries where they would be converted into biofuel that can be used in the maritime sector but also can be used to produce bioplastics and other stuff. In the same process other products such as biocarbon can be produced, which could be used again in the area**

**AT THIS POINT AUDIO WITH PART 3 STARTS, BUT IT DOESN´T FOLLOW UP WITH WHAT WAS ASKED BEFORE**

In there, it says that it is not to be repeated, that people only work but shouldn’t repeat it. Since I am a public officer, all the information that comes from public officers is official, so it has to go through an internal filter. Since this is not going to be repeated, its going to be for research, it has to be unintelligible. It shouldn´t happen, that´s something only for you to work on.

**We will save it, analyze it and not repeat it.**

I know that you will pass it to the one who edits it, that person must work on it, that´s fine, but only for the process, not to let it out to the world because I could be involved in a legal process.

**So that’s the concept, and the idea that the communities that have a lot of biomass that is not being used, for it to be transported into a biorefinery where it will be converted in different products such as biofuel but also biocarbon which can be used in the area as fertilizer or for water filtration. There´s different uses for it. There´s also biogas and water that can be used in the plant. What we want to understand is if it is possible to implement a system like this in the region and how we can do it such that it is beneficial to the region and to the small producers, which have a very important role. So, what do you think about this concept and which benefits do you think it should bring to the region?**

The first thing is that we already are taking too long, this should have started before. Even nowadays, on the XXI century, July 1st 2022, there is still pollution of the water sources with the waste from the coffee and cocoa production. Still they are contaminating. So, THIS, should happen. This and other models of circular economy with those subproducts. This one is perfect, and it came right on time because we are already working on it, we are checking options, talking with the stakeholders of the productive chains to look for a solution or to begin looking for it. So, you came right on time because, it is a coincidence that we have been talking during the last few months about it constantly and that you come here at this time of the year, because this could even be the short-term solution.

**So, it´s an environmental benefit? Are there any other benefits that should be generated?**

Economic ones, for the families. The environmental one is of the most important ones for us. For the region because I told you about the water sources, because that is a permanent pollutant, but also it is an interesting economic process because now they will sell a subproduct not only the coffee and cocoa pulp, but now they will sell a subproduct and that is very important. It will generate development; it will result in development for the territories. It is about culture; I think this will generate a behavioral pattern in both chains: they will not only think about the production but also about the integration of the waste into the regional and familiar economy. It is an interesting topic. I think it´s good.

**Which are the obstacles that there are to achieve this?**

There can be some. But they will be mitigated as long as this is being established in the territory. For example, first, it´s about education of the farmers, of the families, of the territory. The farmer doesn´t consider the subproducts, for them it is just trash, they don´t see any money on it. It is a thing about education.

Second, when it begins to give results, it will be integrated efficiently into the chain and the most benefitted ones will be the producing families, also the environment but mostly the producing family. So, I think that the obstacles exist, there is equipment that should be obtained, logistics, land, it´s about building stuff, and it is about economic, physical and financial resources So that’s the main limit. Nothing more because from the institutional and legal point of view there are no inconvenient because it is an unintelligible project.

**You said it is very important to work with the subproducts and circular economy. Why did it not exist before? Why haven´t you already done it?**

That’s a very good question. First, because there is no culture. Let´s begin with the farmers, there is no culture of efficient use of subproducts neither on coffee nor on cocoa. unintelligible. They don´t see it, it has not been identified. From the institutional part, we have begun, but establishing those models generates logistic and unintelligible costs, about the budget, and it has not been efficiently established in the chain. I am talking about unintelligible from the region, the efficient processes for this subproducts to be used efficiently have not been established. They have not been used because the resources will always be low. How resources are used is prioritized.

**What is necessary for the model to be done?**

It´s what Mauricio said, that´s why he came. We are waiting for a proposal; we are building but it is an input for unintelligible. And we must validate it from the local, regional, and national perspectives so that in the short term, max on the middle term, it can be done, that those processes can be established in the region. We are working on that with the Technological University, with academia overall but mostly with the university, with SENA. I think that it is a coincidence that you are here because we have the same goal, and this is a necessity for the territory.

**For example, to develop a plant like this here, which would be the challenges?**

Why it doesn´t exist? Because of what I just told you: there´s no proposal, it´s being built. Second, there´s no way of establishing it if it´s not done through a project, an institutionalized one that is validated in interinstitutional way to be established in the region. For me, this is a regional project, it´s not municipal so unintelligible. It must be validated nationally, not only from the department. First is the department then nationally. So that´s how it is, it is being built.

**Is there support from the regional government for things about bioeconomy, like incentives?**

Yes, from the 2 Ministries involved with both chains there are interesting proposals. We must integrate ourselves to them, and we have been working on that. I would think that we are relatively close to efficiently sustaining that proposal.

**What would be role of the municipality in the system?**

More like of the municipalities. First, to characterize the farmers very well. If it´s not there, well, then we must update the characterization. A characterization involves a lot of factors, so it should be well characterized, that´s one role.

Second, each municipality should integrate efficiently into the general proposal, each municipality. The department must be the promoter. From the part of the institutional offer, the circular economy, sustainable development, and good practices are very clear; we must comply with them. This is a fundamental topic that can comply with those needs. Each municipality should comply with the norms but also with the bets of the different development plans. They have the capacity to do so

**Do you think that that new value chain or system could interrupt or damage an existing system? Like bringing negative impacts.**

Interrupting something that already exists… no, at all.

**We want to understand a bit more the different stakeholders that could play a role in a new value chain and what is the relation between them. We built this matrix on the coffee sector of the different stakeholders that may play a role, and what is their position regarding their power like high or low, and regarding interest, if they have interest in the new value chain, if it´s high or low. I would like to ask you about the matrix, the stakeholders and their position. Maybe we need to change them a bit. We want to understand the dynamic.**

Biomass collector are the producers, or not necessarily?

**No, more like logistics companies that can go to the farms to collect…**

Coffee growers?

**The ones who produce coffee.**

There are fine there.

**They are fine? You think they have low power but high interest, is that true?**

Small producers have low power, but the Federation has high power, Fedecafe. But not the small ones. The gruop of the small producers that have a federation, have high power.

**How is your relationship with the Coffee Federation? From the municipality. Do you work together?**

There´s a lot of things to do, a lot. But the limiting factor are resources: human, physical, and financial. We get to comply with what is necessary, the minimum required, but yes, we must move forward. That´s why cooperation and integration are fundamental to move forward.

**What do you think about the position of the Coffee Federation in a new value chain? What would be its..?**

I don´t think there would be a problem. I am sure there is no problem

**So, they are okay here with high power and high interest?**

High power and high interest. Supporting it well with the rural development polices from the outgoing government and the incoming one, unintelligible

**What about the position of the cooperatives or associations? What do you think?**

They are the most benefited ones.

**So high interest?**

Productive associations, cooperatives, and people from the Ministry of Agriculture and Rural Development have a high interest. They will deliver.

**What is their position regarding power? Of the associations.**

The Federation is divided in the departmental committees of each region. It´s the highest coffee authority in each region. Regarding power, it´s up there. unintelligible. The Federation is divided in each region, and they are the highest authority in each region, so they are fine regarding power.

**And the associations? I am interested on the smaller associations. What is their position in this matrix?**

The government is the Federation, the big one and is divided in the departmental committees. Each committee puts together those little associations, so in the end the power is high.

**They are all in the Federation**

They are represented efficiently unintelligible.

**Where would you put the position of** unintelligible of the **municipalities? Here I have it in high power and low interest, but I don´t know how it is in reality.**

High power, low interest… There I think is wrong because interest is not low, interest is high. If we talk about the past, then yes, but nowadays interest is high and we are working on that.

**So, we have to put it higher.**

I think so, because we are not talking about the past, we are talking about the present and the future, the interest is high.

**Are there any stakeholders that we should include? That we haven´t put in the matrix.**

No unintelligible, the fundamental chain stakeholders are there. I would add the final consumer because it is also part of the chain, it is not there but I understand why it is not there.

**Here we have the maritime industry, which is the focus of the project, but it could be another stakeholder.**

The final consumer is fundamental in the chain, not of the subproduct, but the coffee consumer. Because when demand has ups and downs, when its high, supply should be higher and the subproduct will be then higher.

For example, if Colombian coffee´s demand grows, that the world is demanding more, which is already happening mostly with the special coffees. So, the coffee production will increase and the subproducts will also increase. That´s clear although I didn´t see it. But I understand why not, because we are talking about the subproduct and the maritime industry.

**We have the same thing for the cocoa sector. I don´t know if you see it differently for both sectors, the position of the different stakeholders.**

They are the same. Coffee is a product of higher commercialization, it´s stronger in Colombia, we are coffee-producing country. However, cocoa is lower in production and commercialization, but the interest is high and its going higher. Almost from 2 decades ago and before, it has been growing in production, commercialization and now in agro-industry. There´s a strong interest in cocoa agro-industry.

**And the dynamics among the stakeholders is the same as in coffee or are there any differences?**

The dynamic is the same. There´s Fedecacao, which is the homologue to the coffee one. Producers are similar, territories could be similar. No, I don’t see a difference. And I say it technically because I have studied it. Demand of cocoa could increase, it´s increasing already, so I don´t know where we will get to. Everyday there are more agro-industrial cocoa businesses. Everyday. That is increasing and will increase a lot: all those young people who are getting their degrees related to the field, a lot of them are betting on cocoa. Either they are producers, or only transform it and/or sell it. It´s growing.

Related to coffee, I don´t know if they will ever be at the same level or even surpass it, but it is growing. This one is going slow, it´s growing and has already grown a lot and it is not stopping, it keeps going. It has its ups and downs unintelligible but it keeps on growing.

**Do you know why is that?**

There´s a lot of factors. Quality. Those prizes that some have won worldwide. The other thing is that it is a product that the Colombians consume: there´s no family in Colombia that doesn´t eat chocolate. Third, businesses are new, one decade ago there were very few products from coffee that did not come from to the big cocoa businesses, big companies that transformed cocoa such as unintelligible. But now there are more, a lot! It´s growing and that´s okay. Those are the cocoa businesses.

And the government has an interest in increasing the cocoa crops in the country. Fedecacao is working efficiently on it, technology, clones. That´s very good. Everyday there are more cocoa hectares in the country, there´s interest.

**That´s what I wanted to ask, if you think that the hectares will grow?**

Yes. unintelligible.

**Will they replace crops?**

They will replace crops such as the illegal ones. It would be an important change in the country to go from illegal crops to others. A big product is cocoa, because it captures CO2 very well, its root system is important for soil protection, because it is a promising product that sells well and is profitable. Various factors.

**Are there projects about the illegal crops in Risaralda or is it more somewhere else?**

In other places. Nowadays I would say that there are none here. They existed here, but not anymore, or they are just starting. They have been switched a lot by cocoa or banana, or other products from that region. But there´s a bet that cocoa will be the strongest product in the region, the department, because there are others, there´s banana, there´s another that I can´t remember. It grows down there in unintelligible.

**I think those were my questions. Is there anything else you would like to add?**

I asked you about the time schedule, you said approximately 1.5-2 years. My question is, how should this whole process end for you, for your coworker, for the university? And that is integrated with who? Which people are integrated in there so that it ends well.

**First is that we want to organize a workshop at the end of our stay here, on July 28th, where we want to get together all the people that we interviewed, and we want to present some scenarios about this system and then discuss it with the stakeholders that play a role there. Then, when we have results, we would like to share then with all the people that we interviewed, in a way that could be easier to understand than an academic paper, so we need to think about which way is better.**

You are talking to me about this visit to Colombia. But this proposal won´t be delivered now, I imagine it is a general proposal from 3 countries. How should this proposal end? I am talking about 1.5-2 years from now. How should it end? What should happen.

**I will make some proposals on social themes like which values, stakeholders we need to include and what are the conditions under which this can be done in the region. My coworker will work more on the technical part, she/he will do a technoeconomic analysis and design more technical process. We want to bring together the social part and the technical part into a proposal with the conditions under this could be done, or like what are the obstacles.**

Technical and social? Technical is the machinery and equipment.

**Yes, and the whole process, the production chain process**

Like the processing of coffee and cocoa, the logistics.

**Yes. Well, the logistics is one of the challenges that we have with the small producers. But yes, that´s the idea. We also have coworker that is working in the laboratory so we will take some samples from here and he/she is doing experiments with that process. To see how biofuel can be generated out of this waste. The idea is that we put everything together. It is a complex thing; it will take time.**

This proposal for maritime industry about biofuel, are maritime companies expecting it?

**Yes, because they must change to more sustainable system because they emit a lot, but they do not have many alternatives, the sector cannot rely on electricity like cars. So, biofuels are right now the most sustainable alternative that they have. They are looking for new sources, like where they can find the amount of biomass that they need to produce the volumes they need. They are looking for new options.**

There was a time when we were the coffee producers with the best quality worldwide. We have always been one of the biggest coffee producers, so there´s quality and quantity. We were the first place in the world, now I think we are 3rd-4th. unintelligible. In terms of quantity, we are among the top 10 worldwide.

About cocoa we are new, we will never be the biggest cocoa producers. That condition has not been for free, it´s been due to multiple factors, but at the cost of others. What I´m trying to say? This situation will generate an important stimulus to the production chains. When you call us on July 27th for the last meeting and presentation, I will find my answer there, because you will say, “Yes, in Colombia we found this and that, and this needs to be improved”. The question: Africa is a bigger cocoa producer than Colombia unintelligible, based on what I´ve read and seen on documentaries. But social conditions are more complex. They have worse social conditions based on what I have been able to see from secondhand information on the internet. Spain, I don´t know how much and how well they produce cocoa.

**In Spain we have made some research about the olive oil sector, Colombia is cocoa and coffee and in Africa we will go to Namibia where they have an invasive species, like a tree that grows a lot, generates a lot of trouble so they must take it out. We will see if we can use that raw material. So, the idea is that we have the concept, and we want to understand how it can be organized in different contexts? How can the different perspective and context be included? Can we develop a model that can adapt to different contexts?**

Logistically we have worked a lot to improve the logistics, they are now a reality. We are to the port at the Pacific, here from the Bolivar park, around 4-4.5 hours away. But the biggest port on the Pacific will be built and will be 3 hours away, it will be a port on Antioquia. It is a reality that would be good to document.

There´ll be ports on Antioquia on the Pacific in a municipality called Turbo, there will be the port. It´s not the Pacific, is the Atlantic. The novelty is that it is in the Atlantic.

This is Colombia, right? We are around here. Here is the valley, Armenia, Salento, Santa Rosa de Cabal, Marsella which is where I was born, around here is Pereira. What I want to show you are the municipalities here in Risaralda, La Celia, Balboa, those. In Antioquia is where Turbo is located. This is the Pacific Ocean, there is Panama and the Panama Canal. But in Antioquia is Turbo, the port with the 4G highways that we are doing the trunk highway of the Pacific with will be very close to Pereira. It´s here, we just go in there and that´s it. It´ll be there in the Atlantic.

We have a port at Buenaventura, at the Pacific, we have a port 4.5 - 5 hours away. But we will have a port 3.5 hours away. That is key in logistics.

**And you will build it…?**

It´s a fact, it will happen. The money for is has already been allocated.

**When do they want to do it?**

Like when they begin building? I don´t know but I could make a call and ask a friend that is in this project. Let me call him because I don´t have the answer and I would like to know.