**A4CC - Interview president of Cocoa association - male, Montenegro, 68 - 5-7-2022**

**Well, before anything else, good morning still. To begin this interview tell us about you. Give us an interview on who you are, about yourself. To what organization do you belong or to what area do you belong, to what sector do you belong.**

Well, my name is [name]. I am 68 years old. I was born here in Montenegro, Quindio. I’m very linked to the agro- sector, since I was young, because of the friendships at home. Because my dad used to have a hardware store but it was very related to… because the town was small so you would know everyone and you would visit one plot, visit another plot, visit the crop fields. I started to like it and I studied agronomy, at the National University campus Palmira. I focused… The crops at this time were the banana, coffee and yucca. So I strongly specialized in those and ditched the rest. Within them cocoa, because I thought I would never work on something else other than what was related to banana, coffee and yucca. After university I started giving technical advice on coffee and well, I’ve studied coffee a lot. A lot, a lot. Achieving good productions, good handling. And there were coffee crisis’s so I retired. Then people started to ask me, because they ask me a lot, about cocoa. If cocoa is working out, that they had ask around. Because I didn’t know anything about it, I started to do research and to connect with people around cocoa. Then I gathered, well, some valid and strong information. After that we started to call, the ones that wanted to grow cocoa, to meetings and I brought technicians on the growth of cocoa from the Colombian Federation of Cocoa growers to teach us. And they got us excited about cultivation it. And so the association started already in nineteen-hundred… in April of 2017. We started… We registered at the Commerce Chamber. We started as 13 people and they named me president because I was the one who had gathered them. You know? But I don’t have cocoa. I didn’t, back then. Now I have started 13 hectares. But I have more contacts than the farmers that were growing cocoa. Contacts in the scientific, economic and commercial aspects. So, of course, I was happy and I saw I could perform a good job there, to avoid the association from disappearing. And we are doing fine. Now we’ve been around for some years. And they want me to keep being the president. We’ve had good accomplishments. We have grown a lot. We reached 600 planted hectares. We are reaching a good point in terms of production. Meaning that now… Since the crops are new, they are between 3 and 4 years, most of them, and the maturity age is 5 years. Therefore, the results so far are very good. Very good in terms of productivity. We still have to adjust, from the association side, from the farmer side, a better management of… of the beneficio, the fermentation. A better management to be able to have good prices because there are 16 out of… there are 16 farmers that are doing good. They’re doing good and getting a good price. And that hypes you to… seeing that the crop is very important at the global level, it is a very important crop. Highly necessary. There is a lot of deficits. But what we need to do is jumping, and the National Federation of Cocoa growers and the Colombian national government have made an effort, and we have about 30 fine materials, improved in aroma and taste, are from here, from Colombia. Improved here in Colombia. Therefore, that will give a very special plus on the international level, to have good cocoa. We are not too relevant now because they don’t know us, yet. Although, last year, we got 4 international prizes. With cocoa from here. And a very good one because for the first time in Colombia, a girl that has a factory name Terradulce won last year… Exactly last year she won a prize… In Colombia, I’m not sure, it was the first time someone got a prize of a transformed (product), meaning chocolate. Colombia has won prizes but for cocoa, meaning the fruit, but it hadn’t won on transformed product because for transformed product Europe is ahead by light years. *Unintelligible.* We can’t compete with that industry. But she submitted and she won, she had an advance position, last year. And this year, 8 days ago, she got the first prize. With a chocolate bar with a mix of 30% cocoa and… I mean, 70% cocoa, from here, from this plot, and 30% coffee. Then it was a very important mix because it included 2 fruits from here from Colombia and it went well. We are doing well.

**Mr. Ramirez, please remind me one thing. When did you start or how long ago did you start to get interested? And what was the name of the association that you started in 2017?**

Oh well, when… It was very easy. We used to assemble many times because… like 3 or 4 times we gathered to see what we could do. Then a person from Fedecacao came and he guided us and recommended us to create a… To group. To make any kind of group. And then I asked what was better. If a cooperative or a… What type of guild would be better. Here in Colombia cooperativirty is not well managed, not well developed. Then, for the country, meaning for the government what works best are the associations. To be connected by associations. So we created the association. The association is called [name].

**Ok. You told us that you do… you are the president from [name]. Tell in a little more depth what is the current situation of the cocoa sector in the Quindio and at the Colombia level.**

Well, talking about Colombia or the Quindio. Well, in Colombia it has been a position… let’s call it forgotten and of low importance. You know? It was of low importance. But let’s say that starting 10 years ago until now, it gained a lot of importance because the global production went down. Colombia used to stock from the cocoa of… Because Colombia consumes… Colombia consumption is 140 thousand tons. And last year we got to a record production of 65 thousand.

**But that is seeing like that, mathematically. But economically is not like that. Why?**

They have plots there. So they get the cocoa from… They stock up there. So we have to have a price sustained by the stock exchange and up to there is the upper limit. It is the upper limit of the stock exchange. Then, what is that we are happy about? That us in the association, because of the cocoa quality generated in the area which is confirmed because of the soil… The environmental offer we have here in the Quindio is extraordinary to cultivate cocoa. And it has evidenced it by high performance, few diseases and very good quality. The good quality is measured because the fact that 4 people have already earned international prizes shows us a lot of progress. And that brough along that this year we had a problem. The following happened. The National Federation of Cocoa Growers, since we are new, this year we have the opportunity to belong or to have a member in the Federation’s national council. But we didn’t accomplish it because we decreased the production. They look at you and… the minimum quota is 1 000 tons. Last year we had them, more than the 1000. This year, where we are, we have around 400 tons. Meaning that in these five months left of the year we won’t get the missing 500. But that derives from what? That because of the cocoa’s quality, then the sales haven’t been official. They haven’t been in the collection point we have but instead the farmer has sold directly to the manufacturer. Then, what is the advantage and what can be learn? That the farmer, the cocoa grower can earn good money because he goes from having a very neglected, very low price, the international price which currently it is around 8 000 pesos, to be bought from a manufacturer by something between 10 000 and 25 000 pesos. The difference is significant, anyone will sell and it goes very nicely. But then that shows us that we need to have a different management of the prices. What do we have to do? Do primary transformation so we don’t have to go back to selling, the association’s aspiration is not going back to selling raw material instead of something to ready to be consumed. Either as cover or as coso. As one of those. Or transformed into bars.

**From [name], are you performing activities with the 16 associates, right?**

No, we are 76.

**Oh, 76? You have mentioned 16…**

Manufacturers.

**No, manufacturers. 76 associates. What practices are you developing from [name] with these 76 associates?**

No but… There are two parallel things. One is that we are very young. Then, we are very young. For the government you have to have more than 3 years, 5 years, in order to be considered. Why? Because there a lot of institutions on paper, that are around for 1 or 2 years. So the government pays no attention. For anything. Which is something the associates don’t understand. The associates join and then they’re asking for money, for help, but they don’t understand we don’t have anything. We have to wait for the governmental aid or for some activity conducted with help from a foreign country, some country, or institution. Well, in that sense we are young. And we are young because the crops are young. The oldest is 5 years old. But very few because the majority are between 2 and 3. But we are doing very well because we are going forward with all the technology. Those small coca growers have the most recent technology because it turns out that with cocoa, unfortunately, all the information there is written dates from the last century. The last century and is very reduced to a very reduced area here in Colombia. For example Santanderes and Uraba. That’s all that is included. And the rest of the country has had no research, no nothing. We arrived… luckily these materials arrived here at the Quindio, and an amazing environmental offer was found. Everyone is frightened, because the plant’s behavior is excellent, with very good quality and very good product growth. But we only have that age, you know? And that age is also for the producer. The producer, since we didn’t know anything about cocoa, we have had to slowly learn… Has slowly learned about the fermentation… Last year we starting doing trimmings. It was time to do trimmings. Doing trimmings accordingly to the plant’s eulogy and to the environmental offer. A plant behaves very differently here than in other parts of Colombia or the world. So with that we have witnessed its goodness.

**Now, from your position as president of [name], what do you consider are the main challenges and problems from the current system?**

Well, the challenge is what I have mentioned already. The challenge is that if we don’t sell here in Colombia, officially, to a good extent, we are nothing. We are wrong. But it turns out that the outside prices, by outside prices I mean the ones offered by the primary manufacturer, es very high. That’s a challenge, we have to solve that anyhow, somehow. To find a system in which the association buys to the farmer and the manufacturer buys from the association. Give that step, in order to conserve the production count and to be able to register it, for it to be a production register and based on that registration, the government now can help us. How are we going to ask for help to 76, 100 associates, a help, for example, to create a transformation center and it turns out that for the country we are producing only 300 tons? Where are the other? There are too many people producing too little. But is not that it is like that. The thing is that there is no registration accordingly. That’s one thing. And the other is… what it leads to is to international markets but… but… but… for primary transformations which can be either liquor or cover. And the other is in bars. Why? Because it turns out that we can’t compete, or participate in… yeah, to get into a market that is light years ahead. Germany, Switzerland, Sweden, New Zealand, England. They are light years ahead because of the sophisticated equipment used for transformation. And here what we have is very elementary. Starting already at the administrative level. I was told by the owner of the most antique chocolate factory in France… I mean, sorry, Switzerland. The most antique one, it has 128 years. He said “The thing is that in Switzerland it is very easy. In Switzerland you come with the idea of starting a chocolate factory and the government gifts you the electricity”. They gift them the energy. On the other hand for us, immediately after you get the idea to start manufacturing you have to deal with *JAEL,* public health, the *INDIMA*, the DAS. Oh sorry, not the DAS. The DIAN, the commerce chamber… Well, all the institutions and they drown you. And you can’t move. In the meantime, what happens in Europe, or in Switzerland particularly, well they help you because your idea is to export and it is the one who buys, the buyer, who pays the taxes. On the other hand for us the taxes from all the way down. They don’t let us breathe. They drown us. Therefore, we can participate in the international level, based on the quality we’ve already measured, with bars. Which is a very easy transformation that can be done by anyone.

**Without going to far from there, we are already going into sustainability topics. The question is… Well… More than a question it is… First, what are the challenges for the cocoa growing sector in the region, meaning in the Quindio, to be sustainable? What are these challenges?**

Well, up to now, we are doing phenomenal. We are a phenomenon. Therefore we didn’t need to look into cheating or strategies to achieve sustainability but the crop itself has indicated us an orientation. Firstly, it is strictly organic. The crop arrived at a time when people don’t have money to fertilize. People haven’t fertilized. Not because they’re organic by nature but because it is compulsory. So right now there has been zero fertilizing and the performance is the highest in the country. That is one thing. The other is the handling of agrochemicals. Zero. Because we have noticed, and people is very respectful of it, the only insect that does the pollination. And the thing is that with anything being applied, kills it and we lose production. That has been very easily understood by the farmer because he sees the results. He sees the results if you apply anything. Because it has happened. People that want to move forward, they take the agrochemical products and without knowing and without respecting the pollinization process, they have failed. Then it has gone pretty well. And for sustainability because the beautiful thing is that in this area cocoa allows for that interaction or hand-to-hand between the farmer with the crop. That permanence because he is producing weekly. The farmer can harvest weekly his little pods, and with that he commercializes and sustains himself. So it is very well perceived, they’re very thankful. They’re very happy because they don’t have to wait for many years, nor dry seasons, nor harvesting peaks as it is with coffee or with yucca, like banana or citrics. No. Here there is productivity, production, constantly. And that helps for the farmer, by accident or without any… how is it called? Without any normativity, is agro-sustainable.

**And there, from [name], have you generated or developed some kind of activity that foments sustainability for the sector? For the associates, specifically?**

Yes, yes. Well, it is not that it doesn’t come from us but… That… How can I say it? Allowing for governmental institutions, the industry and the university approach us and gives us that follow up. It doesn’t come from us but we look for who knows things or who can add to us, and it has been very well received. From all the perspectives. From the social side, the productivity side, the crop handling side, the financial side… All of this has been locked from the outside, it hasn’t come from us. On the other hand, we have allowed and sought the sources for that.

**Yes, you are very good in the area. Now, here is a question regarding about bioenergy. From… Well, it is a compound question. One is, based on your experience, from your education and all of your journey through the sector, and all other sectors too, from [name] has there been any approaching to, or do you know anything about, bioenergy?**

No. I do have had the opportunity to learn tests and proposals but that’s personally. But not the association. Knowledge, well, people do get information from the outside like “hey, we should do this” but it hasn’t been achieved yet. We haven’t done that incursion.

**From that… from what you know or understand about the existence of bioenergy, what do you consider to be the challenges and opportunities brought by bioenergy in the sector?**

Well, here… Like… Like the word is very easy… The thing is we are a very lazy community. And very easy. Easy because everything is easy to us. We don’t have difficulties regarding anything because public services reach all the plots. The electrical coverture extends to all the plots. There is ease to move around to sell the products. It is very easy. We haven’t had that sort of tripping, hard ones, that lead us to think and seek solutions. So everything, everything, absolutely everything gets wasted. We are poor living on top of a fortune.

**Ok. Next, I’ll show you this small element which is basically the research being conducted by Siba and Susan understanding… Well, firstly, the study is on biohubs and the idea is a win-win. Ok? A win-win collaboration. Let me tell you how. Let’s understand this green area as the rural zone, in this case Colombia, where residues will be collected, or will be produced, which they pretend to utilize for the production of biofuels. The intention, and this is a hypothetical introduction, a biorefinery, ok? That, by means of this biomass, produces energy. Bioenergy. This is done by a thermochemical process in which… Let me explain it more easily like this: They put this biomass in a pot. It is subjected to pressure, and heat, pressure and temperature and this results in… High pressure and high temperature, and this results in water, biochar, biocrude and gas. In it…This process requires water so water would be reused in this transformation process. The char, which is carbon, would be used for soil improvement. The gas is also an energy source and the crude, which is what they’re actually after, used for the production of biofuels, specifically for the maritime industry. Where is the win-win? There are communities, the cocoa producing communities in this case, and according to the research they’re conducting, cocoa and coffee, and the producers of the biofuels meaning the biorefineries. Here, the biorefineries, here, which is where they separate the biomass compounds. Or here, where they are already refining if they transform that crude into gasoline or plastic, etc. Then this links… This project links land usage, equipment, jobs, the social part, the technical part, and the… environmental, social and economic. That’s the pyramid being sought. That balance. And the organic residues are provided for that process. Like this, as a rough picture, is what they are doing. According to this I’ve just told you, regarding the impact that you see there, which is… This is a compound question. What would be the benefits, challenges and even the prejudgments that a project like this could have?**

Well… That’s our salvation board because here we can’t have industry. Because the energy here, the public services are the highest in the country. We can’t operate here. Here… Here… For example, let’s create a case. Our manufacturers have to do the transformation in Pereida because it is more expensive here. And firstly, there are no equipments here so they go to Pereida, although that is regarding us. But in any other… any other type of agroindustry that starts, disappears because of the energy cost. Of the public utilities themselves. This challenge would be very important. Very important. Because we have… Here the region is densely populated. So that allows that these, let’s call them products, no by-products, that could be developed there, go very fast, get a very short trip, that reduce the cost to the consumer. Thinking of the region here. And that would be a very appropriate alternative. To get energy, for example, since it is very expensive here. Very expensive.

**Now, following this line, would [name] be interested in being part of this new value chain, in any point of this chain?**

Of course. Of course. For us it is very importante and very… How is it said? A privilege to be taken into account. That you count with a new product that is growing. Right now we have 670 hectares. But next year we will habve around 3000. The whole production will increase because there are 4 companies very interested in… No, not very interested. They are already developimng the packages to plant 3000 hectares.

**Whitin…**

3000 hectares here. But in the area in front of here we are checking, it is the valley area, there are 7000 hectares already planned. This would be of impact for us because it is closer to us than to the valley. They depend of us who are here.

**Within this new value chain that we call biohubs, where does [name] identify it could be impactful?**

Well, the primary one, the basic one is with was we have as left overs, which is the fruits’ residues, the skin. It has many utilities. That would be it. Because the leaching is very little. Very little. You couldn’t consider it as an industrial… Well, yeah, it is available for direct usage but it is not useful for manufacturing. They are alcohols. Any point in the chain would work but because there is higher demand for nutraceutical usage, it would be easier to use it there as alcohol.

**What would be the benefits for [name] by participating in this… in some point of the value chain?**

That’s… At first, you can see that it is an addition to the development of a new technology. That’s the main thing. Because economically we cannot measure it because for now that product is thrown away. So we don’t know how much it is worth or what value it will have. We know it is important and that it will help but the price in money is unknown. It is an estimate.

**Taking into account, although you have already mentioned that the average Colombian, until he is immersed in a problem, he won’t look for a solution. From [name], being very young in the sector, as you mentioned, what would stop it or what stops it from developing a project like this one?**

That the… It is the recollection. Because the plots are very small and we would have to create a recollection central for the management of all the residues. Having them in a single place. Because going to pick it up to each plot would be very… The price would raise, it would be very high. The key here, is a recollection central.

**That brings up a question and it is, at this point [name] counts with 600 hectares. Are these 600 plots too dispersed?**

Yes, yes.

**Let’s say that… Maybe not exactly but, which are the ones that are further away the one from the other?**

The thing is we have associates in all 12 municipalities. We have in the mountain range, on the valley side, in the north towards Salento. We have them in every municipality. So we would have to establish the headquarters very centrally. Around Armenia, Tebaida or Montenegro, to be able to have an easy flow.

**Is there any other reason for which you still haven’t developed… Or is there anything preventing you from developing a project like this?**

No. Preventing there is anything but we… You see the product there but you don’t pay it attention nor relevance. We don’t have any need, it is not in our way, nor anything. Leave it just there. There is no issue.

**The other one is, what could or… what element could affect the development of a project like this one.**

Well… There… The… the… the… The raw material which would be the… the… the cob, is… It should have a minimum percentage in the lot, because that’s the birthing and reproduction source of the only pollinator. So if we pick it all to transform it, then the production gets reduced. Because it would have to find a different reproduction strategy. That would be one thing. But if you leave the skins there, it will automatically reproduce. I think, a percentage of the cob being utilized and a minimum quantity, what science says, what can be left from the lot to allow reproduction of the insect. That would be the ideal management.

**Ok. We hadn’t taken that into account. Now I’m going to show you a grid. In this grid there is a contrast between power and interest with the actors that Siba and Susan had determined in the cocoa farming sector. National government, municipal government, regional ones, the producers, associations, transport… what is this? Storing, this one here, this company here; and biomass collectors, sorry, the biomass collectors are here and are the ones that bring it to a collecting center in a hypothetical case, and this one would be the transport of the biofuels to their final consumer; and the academy are all here. They considered all the actors or groups of interest intervening in the cocoa growing sector. So, as a first question here, what actor or, who is missing in this grid? Who is not being included in this… in this square.**

It is ok. The pyramid is ok. The government. Regional, departmental, municipal. The collectors, the transformers, the academy and the institutions. I see it as being ok.

**Now the question is not who is missing but, are they properly located? Or would you move them? Who has more or less interest nowadays? Yeah? Or who… Who would you move and why? Who would you give more interest? Who would you reduce interest to, or power…?**

No, the grid is well done because the national government should be ahead. If you put it lower, we are decreasing its relevance, when it is very important. What we have to achieve is… is to inform them. Make them understand the very good expectation that cocoa has.

**Meaning, increasing their interest?**

The thing is… I had, for example, the year before last, two years ago I had a… What shoul we call it? A… it was a very difficult case, a very bad one, which is proof of what I’m telling you. They are uninformed. The national alliances director came here, to Armenia. He came to talk to us and he went on to say “There is good money for the alliances, but for the good alliances, with good products. Don’t go and ask for a supposed alliance about cocoa. What for?”. So I went to complain, he responded very badly and we insulted each other. Because what we, the ones there, said was “He is the father of all alliances. For him, all of the alliances should be very important. Right? He can’t diminish us.” But why? Because of the guy’s ignorance. I don’t know if the guy, I don’t know what his profession is, but he doesn’t know the country nor he reads the press. He doesn’t know the importance of cocoa. Nor anything. That’s my say. So I had to go and defend it. Well, to defend cocoa and let him know. He got mad. And that’s government. They get to these positions and it is people who don’t have information or they have something wrong so all projects fail and crash.

**From these other, who would you move? Who would you… Like you did with government, who would you give more interest? Or less. Or take it away, because it might be. The same goes to power.**

Well, if national government cares and see the existing possibilities… It is just that cocoa hasn’t been given much possibilities. First because of the production deficit it has. There is an important challenge. The second, soil quality. Two so far, very important. Third, the opportunity there is for a proposal for the erradicartion of illegal crops. As support for small farmers and countrymen who live in regions distant from the centrals and for whom cocoa is the only produce that withstands those distances and allow them to be the responsible of the labor. Each has both, let’s call it, a virtue and a bad thing. The thing is, it generates very little work because you only need one worker for three hectares. So it is a very familiar job. The person, with three hectares, lives very nicely. Because it is more profitable than coc… more profitable than coffee, more profitable than banana, more profitable than tomato, at that scale. And even than cattle. In this country it is very hard for a person to live nicely but with cocoa, if he gets really into it, if he takes care of it, cultivates it, it is very profitable. You live very good. So as an alternative for economic and social development, it is very important.

**From the government, ok. Now, from the actors that are here, with which ones is [name] related and how are these relationships?**

Well, the relationship with government, municipal and departmental, very good. All the municipalities are very good here and the governors, too. With the national one I haven’t had relationships. Only with the alliance but it is not because we look for it. The thing is that it is an obligation. With technology providers there is a lot of chaos because there are many products, they think could be useful for us when they’re not. No, no… Very difficult. A lot of difficulties, why? Because, let’s say, the fertilizers are very risky because of the contamination and the transport of cadmium. The cadmium, we know, that it is highly linked to fertilizers and the soil. There are soils that have it but it turns out that the ones that don’t have it, we transport it or… we transport it, we add it with low quality fertilizers. Because low quality fertilizers contain cadmium. That’s… That’s with technology providers. Because cocoa, that’s the thing, doesn’t need technology. It does need technology in other stages but in the handling, the care, the attention, it is very manual. It is very manual. Therefore, the thing with fertilizers and fumigation, it doesn’t fit. It doesn’t fit in because it is a product… a very organic crop. Well, here, another one is transport but we haven’t had contact. Nor with biorefineries. With cooperatives we have had contact, with fedecacao too. Very supportive, giving us follow up. Same as with the university. CENICACAO, the cocoa research center, we have a connection. We had a connection with… with… damn it…

END PART 1

Then we are… Although the research institution here in Colombia, called Agrosabia, has come to check the behavior of all the materials. At the end it is theirs, it is called 1301, and it has looked properly into it. We are now proposing, either with Agrosabia or with the university, to look into the behavior of the materials that we at simple sight don’t see as very good. But we need to classify them. What of all the materials available in Quindio, that are mostly available in the Quindio, have a better behavior in the amount of fat they produce or in the productivity. For example, as *vox populi*, there are three that produce very well. The FA5, San Vicente 41 and the 1301. From the Colombian ones. They behave very well. And the one brough here initially, which as the CN40… CN51, from Ecuador supposedly for high performance. But any of the nine available here in the Quindio surpasses it. Meaning that globally it leads to good production, and here it doesn’t behave badly, but the others, I don’t know, don’t have any issue. It behaves very good. So we need that classification or that selection. Which one depending on the high, lay better fat contents. Which should be won according to the height. It should win. We know that from here, we are at 1 000 m height, until 1 570 they have a behavior that is almost the same. Almost the same. Meaning that, visually, you don’t see differences but we are missing records to have detailed information and for it to change. Because it has to change. The problem is that one gets excited and passionate and you don’t challenge it. But there must be some differences even if you see it very even. I mean, you see it very even and the producers are happy. “Oh, but I’m doing very well with this material”. They won’t compare anything against something he has and he is happy with, right? But science should walk in and accompany us to these determinations with a thesis, a job, with very specific measurements. And then we can classify.

**But in general they are good, the relationships with the different actors from the sector?**

Yes, yes. Very good. Yes, yes.

**Now, to conclude, because we are concluding… Let me tell you…**

Here, it is done like this or like this. Not like that.

**Ok. I show you here coffee grounds, coffee pulp, calphos, trimmings waste, that’s why the questions about the orange trees trimmings, it would enter as… Since the study is specific on cocoa and coffee there are no other residues. And skins. The coffee skin would fit in here. Through a refinery we generate these 4 products that I mentioned. Water, gas, char and crude, where char is used for soil improvement. Even for energy. Water and gas are reused in the process and the crude, which is the, let’s say, the most important thing, because this crude, which is what Siba is working on; would be used to produce biofuels for the maritime sector or air sector and it also is useful to do all of that. Being biopolymers to make plastics, they could be used in paints, adhesives, all about cosmetics, fertilizers, dense plastic, even textile fibers, wheels. So that is, let’s say in the broad spectrum, the relevance of the project Siba and Susan are developing. Do you have any question about what it is they are developing? This is your opportunity to ask.**

No, no. I think that a better question would be, because here we have… To change the scene. We have, up there… we have the center for final disposal of solid waste. For all of the Quindio deparment. Plus the cities of Caicedonia, Alcalá, Cartago, Ulloa… All of that goes there. All of that comes here. It is not given any use. Because of the volumes that are handled, a plant like this would be ideal there.

**It is important… (To Siba) Different kind of residues, not only biological residues, non-biological residues, sorry for the word, agro-, agro-residues overthere, at the entrances is a… (To farmer) How is that plant called?**

Final disposal of solid waste from the Quindio

**(To Siba) which is the place give… used to… how the residues, *unintelligible*, water, etc., etc. If it has potential to also transform that and produce another. And always this kind of disposition of other residues make any different kind of situation for the environment? It is just a position. It is a suggestion.**

**We have talked about that, regarding burying these residues will always be the easiest thing, for them. And we have talked with them about what is that they are missing. We talked about what is that they’re missing. Oh, in the townhall. If they realize that something could be done. And what they say at the townhall is that it is mainly a lack of vision.**

**(Siba) I have one question. So now he has like 400 hectares.**

**(Interviewer) 600. The association, 600.**

**(Siba) and that’s pretty much around this area. I assume. And they already have cocoa residue, plant residue. Would they be interested if I want to have a pilot project… who should I contact? Is it the plot owner or the association president?**

**(Interviewer to farmer) Takin into account that the association has 600 hectares and a volume of skins, if there was the opportunity to launch a pilot plan, who should be contacted to implement that pilot plan? With you as the president of the association…**

Of course.

**Or with someone…**

No, no. To me.

**(Siba) Ok. Good. And he would be interested? Oh, that’s it. Very good.**

**(Interviewer to farmer) Mr… my dear president, to thank you for your time, for your availability, for your responses, this would be the end of the interview. This is what is written in the questions.**

Concluding, on the paper, very attractive, very necessary, very… very modern. But the problem I see is the volume. For us being only cocoa. But for a pilot thing, yes.

**(Siba) We are planning to have multiple feedstocks.**

Because having a pilot thing, unintelligible, so if I bring more things, it would be better.

**Yes, he mentions that…**

We… we are waiting that by September we are given an area, a plot. It is something we could set up there. It is 40 hectares. That could be the collection center and the plant could be build there.

**Ok, ok. That would be interesting.**