**F10CF - Interview farmer #10 male, 28, Mistrato - 15-7-2022**

**Specialties/difficulties:** Note: In Latin America, *bachiller*, which is literally translated to bachelor, in reality means high school. In the document I did the literal translation but please notice this.

The farmer would sometimes refer to *arrobas* (@). It is an old weight unit, equivalent to approximately 25 pounds.

**First, could you start with a small personal introduction?**

Personal introduction? Ok. Well, my name is… Yeah?

**Yes.**

My name is [name]. Coffee producer for about ten years. 2 years with specialty coffee. Son of *“crianza”* coffee producers. Third generation.

**Third generation?**

Third generation of coffee growers. We have a plot located in Mistrato, Risaralda. It consists of approximately 2 hectares and different varieties. *Caturro, Castillo, traditional Arabic* varieties. Many. *Costa Rica’s…* Well… And banana producer too.

**And you are 28 years old?**

28 years old.

**Who do you work with in that plot?**

In that plot? It is a family-owned company. Here we work together with my siblings… my brother, my mom, my dad, my uncles. Some by contract. All by contract. Recollection by contract, then the processing I do it myself as the administrator and that’s it. It is family owned.

**And are there other workers that work, for example, on the harvesting or it is only the family?**

In reality, only family. But if the harvest peak is big, broad, we do make use of one or two extra workers, from other places. Acquaintances, friends, neighbors. Yeah.

**Do you belong to the local association**?

Yes, the associated is my mom. The associated is my mom. She has belonged for about ten years to the association. She is an active member and she belongs to the female committee. And, as a right, I belong to the youth committee. Generational overlap.

**What do you do in this youth committee?**

Well, the youth committee. What is sought by the youth committee is to create an overlap with our parents, with our uncles, with the producers that have been doing it for years. It is now about replacing but creating an overlap. It is old knowledge plus new knowledge, and try to brin added value to everything that has been done. Farming, we know. Overall processes, we know. But, in reality, we are not reaching the last link of the chain which is what? Final consumer. So, with this, we aim to that. Aside from education, to reach the final consumer with our coffee, with our product.

**Ok. Could you describe a regular day?**

A regular day?

**Yes. Yesterday, for example, what was it like.**

A normal day. A normal day in the plot?

**At what time do you get up?**

A normal day in the plot. Women are up around 4 am, 3 am, 5 am, depending. On the regular, we men do get up around 6, 6:30. If it is in harvesting time, at 6 am we are already, how is it said here? We are already processing. We are already harvesting coffee. Normally, it is a 7 to 4 in the afternoon workday. Yeah? That’s the work day. 7 to 4 in the afternoon. During harvesting, we start at 6 and finish… As an example, I start at 6 am and finish at 8, 9 at night. Usually.

**It is a long day.**

Yes, it is a long workday. Because, the thing is, since it is a small plot, you also collect coffee. So you go into the plot, recollect coffee, you don’t need to be paying attention since you know the workers. So, you are just working. Then at 4, after all the workers come to the beneficio, weight their coffee, right? Then the administrator’s activities start. Mine.

**Because you are the administrator of this plot?**

Yes, and so the things regarding beneficio start. Depulping, washing, drying, everything. After 4 pm until around 6, 7 or 8, when there are harvesting peaks.

**And when do you rest?**

Usually, Saturdays after noon or Sundays. But depending on the weather, you don’t rest.

**Nbo?**

No. Because if it is raining a lot, there is a lot of water, the coffee goes ahead of time. It becomes lighter and it falls and get lost. So you won’t collect until Saturday at 4 pm. You have to depulp it, finishing until 7 or 8 pm, and next day you have to get up to wash it. To wash the coffee. To sell it wet, to move it into the silo, to move it to the marquee, to dry it. Then, if you rest, you rest after noon. That’s for sure. But that’s on harvesting peak which is only 2 times a year.

**So from August to November?**

From August to November, sometimes December. Depending on the weather. And the last one was from February to March. The half *unintelligible*.

**And what do you do on the times when there is no harvesting?**

You do cleanse either of weeds, or well… You do control for drilling beetles, for diseases, for plagues. You do fertilization. You do renewal of crops. All of this. Which, normally, we are harvesting every day. In a plot, in this region, you recollect every 20 days. Every 20 days you harvest coffee.

**What do you enjoy of…?**

What do I enjoy?

**Yes.**

I enjoy… I enjoy… For me, the most valuable thing is knowledge and I enjoy when I can apply it. And I enjoy it the most when there are benefits. Both personal and economic. For example, if I produce a very good coffee, it gets paid very well. I love that. Because economically I’m doing well. Personally I did what I like. And I’m working on my land. So everything, everything. Familiar and personal. That’s what I enjoy the most.

**You have 2 hectares and you have said that your mother owns a plot and do you also own plots that are yours or?**

No. In reality I’m not an owner. They are my mom and my dad. In the largest amount my dad. He has around 8 300 trees. My mom owns 2 000 trees. That’s the proportion for each.

**How did you learn to do this job?**

To do this job? By my mom and my dad. They taught me. And then I studied. I studied on the farming area. And now also with the guys. We are learning not only on the field of farming but also in the area of processes, on the area of cups. Barista. Tasting. Things like that.

**Then what did you study?**

I’m an agricultural technologist and a farming technician.

**And where did you study?**

As agricultural technician… Technologist, agricultural technologist, in the Santa Rosa University. The unisar. The farming technician at the CENA. I graduated as a technical bachelor. A technical farmer bachelor. That were the basic ones. Because then there are more studies in systems, countability, and others. But these are courses or certifications, throughout my life.

**Do you also take courses at the association?**

Yes. We are Qprocess and two. We are Qprocess and two… We are 10 people in Qprocess and two, in coffee. Those are, like a level, in the coffee process. Second level. We did it by means of the federation, the coffee committee… Federation, cooperative and association. That was in Risaralda… No, more! That was a program given and it was even for free. You only needed to provide your time. Nothing more.

**And to be a member of the association do you have to pay?**

When you get in you have to pay a price of, currently, 200 000 pesos.

**200 000 pesos per…**

Per person. By head.

**Per year or…**

No. Entering fee.

**One time. Oh, ok.**

And then you pay fees… You make contributions. You make contributions. Around 5 000 to 7 000 pesos, monthly.

**Ok, ok.**

That’s what is given as fee. And, some, the requirement is to have a coffee growing permit. To belong to the coffee committee. Exactly. And essentially, to be a person that wants to be there, that wants to produce coffee and that wants to produce a good coffee. To have belonging sense.

**You said that for two years you have been the administrator of this plot. Why?**

What’s the reason? My dad’s age. He is currently 82 years old. At 80 he said he didn’t want this anymore. No, the body can’t keep up. So the decision was taken. I got in as the administrator.

**And why did you decide to keep working on this sector, on the coffee.**

On farming? Because I have always liked it. Because it is mine. What my dad has is everyone’s land. Additionally I studied it. It would be very illogical for me to study something and not working on that. Right? So, mainly it is love. Love for it. Love for the land. Nothing more.

**Are there also things you don’t like?**

Yes. In reality what we are the most troubled by is the topic of guarantees. It is difficult. It is very difficult in farming. Guarantees such as pension, health, you have to be very organized on everything. And the topic of prices. The market. Not only regarding coffee. Everything. We are not prepared. We are not prepared to do negotiations. We don’t have the culture of negotiating on the long term. Saying “I will sell all of my harvest at this price and you will respect it. And not only it will be respected but I also have my fixed production costs.” This morning coffee price was at… Before it was at 260. This morning it was at 230. From yesterday to today I lost 30 000 pesos per @. In a load it is 300 000. So it will never be fixed. In addition today the fertilizer and supplies could be 15 000 pesos higher, 10 or 15 thousand pesos lower. Everyday. It changes, it changes. So you are working by the day. You have to be very organized in order to keep fixed costs. But, in reality, it is an organization thing. That’s it. Preparation.

**Do you live by… Do you depend on 100% on your income from the coffee and the banana?**

No. 100%. 100% banana and coffee. Mostly coffee. In first place, coffee.

**Is it the same with bananas, that the prices fluctuate too?**

A lot. A lot. Starting the year… No, at the end of the year we had sales of 300 pesos per kilo. And at this time it was around 1 500, 1 600. It is a huge range. First, we were losing, or standard, regarding costs. And now we are earning almost a 500%. So, the price variation is high. This is cultural because if we wanted, we could do negotiation on the long term and export. But… but… But since we are small producers, for 10, 15 or 100 people to do the same is very hard. Because of our culture.

**And what is the difficulty?**

Pricing. Everyone wants… “Oh but maybe tomorrow it will be very well priced”. That’s the thing, pricing. “Most likely the price increases tomorrow so why should we compromise?”. They don’t want to compromise because of that. Because since in Colombia the price goes up and down, up and down, they say “How could we compromise to 1 000 if it could go up to 1 200 or 1 300?” And they don’t think that if… For example coffee, regarding me, regarding my plot, if I’m renewing, I’m doing things, I’m around 114, 110 the @. Production wise, meaning production costs. Usually, the @ is won’t cost above 80, 90 thousand pesos. But I’m doing coffee plants renewals so it increases. But usually it is 80 000 pesos, 90 000 pesos production costs. How is it not going to be profitable to sell 2 or 3 years at 200 000? You already have fixed costs. No, not costs but fixed prices. But since the production costs are not fixed, then you can’t compromise because the costs could increase that. That’s where the people don’t…

**Who decides their…**

The day to day.

**The day to day, on who….**

On who you sell to and since coffee is… coffee is, in Colombia, like gold. It is better than gold. You could go and ask to your neighbor to buy it and he will buy it. Because he knows he will sell it and he will win.

**And can you negotiate on the price or it is always a price…**

That’s a fixed price. It is a price given by the coffee federation. From there on, the agencies, the intermediaries, increase or decrease the price. But everything depends on the base stablished on the national level.

**Is it possible to save?**

Yes. Of course. Yes, of course. It is possible.

**And do you do it?**

Yes. It is done, of course. It is done. In this case, we totally depend on the plot, right? Therefore, we don’t do that much saving. But we do it. It must be done. It must be done.

**Before you have talked about pensions and guarantees. How is that? For example, your parents can…**

For example, paying ARL, health, pension.

**Do your parents get pension?**

No. No. Because they never had the capability to do it. Because there is so much variation in prices, so much variation in work. Some days you would have something left and other you wouldn’t. And in reality, they have had this plot for 35 years. Not all of it but they buy it little by little. It is their doing. It is their personal doing that they acquired this plot. And we, who are the new generation, don’t pay that. Economically, we are not… There is nothing left for that. But… I don’t know if it is lack of organization, lack of… But we don’t do it. In that sense, we are failing.

**Now that you have been the administrator of this plot for two years, have you changed something in the agricultural techniques or…**

Yes, of course.

**You did? What have you changed?**

The type of production was changed. The process standards. The beneficios. Drying methods. From one sale we moved to 3 or 4 sales. Types of commercialization. We wouldn’t… The coffee from this plot was never toasted nor grounded. Now we have sold it to other countries.

**Oh, really?**

Yes, of course. To the Netherlands.

**Oh, really? You export?**

No, but by means of the association.

**Oh, ok.**

But the coffee was from the plot. Even more, it won a price organized by the association. To launch the first edition from *Ola3*, which is the youth coffee. In the lot there were three participants and from the three they decided to keep two coffees. Mine. No, the one from Favio, who is another young participant, and mine. Because of the characteristics, they had very good score, standard, and it was a large volume. These two coffees were the winners.

**Oh wow, congratulations.**

Yeah, that has been one of the accomplishments and not only that but we have sent it to many places. Not as a personal brand but with our friends. With the people from the town. With the associations we have been able to do that. So in two years we have been able to do a lot. And the current project in mind is the brand. A brand. An own brand. And to learn.

**What sources… How do you look for information? How do you find information?**

Internet. Friends. Courses. Institutions. Everything. Everything. As much as I can get. Talks.

**Is there something you would like to learn? Are the specific things that you are currently thinking, I would like to learn more about this?**

Yes, yes. I think that in order to be a food coffee producer you must know what it is that you are producing. Then, I would like to learn on the topic of tasting, on what I’m producing. Know how to score my coffee. Firstly, it helps me to do what? It helps me to sell. If I know my coffee is good, I won’t allow for them to pay badly for it. And I also know what market to look for it. So, learning about tasting. And, secondly, standardizing processes at the plot. So we know, what, how and when to do.

**Because this was not the case before?**

No. It’s been in progress for two years. But it wasn’t like that before.

**And what do your parents think about these changes on the plot?**

The truth is that for them they have been good. They have been ok. They don’t have any issue up until now. What’s more, my mom is the associate and she allows me to do all of this. So I have total support from them.

**There is a house here but you live in the town?**

In the town, yes. They own their own home there.

**And do they live… Who do you live with?**

It is three people. My mom, dad, and myself.

**Ok, ok. Do you have energy sources here, at home?**

Energy, yes. Normal energy, from the service provider. And water comes from the communal aqueduct. The village aqueduct. You pay for both.

**How is the safety in this area?**

Very good?

**It is? You feel safe?**

Yes. Truth is, safety is very good here.

**Has it changed through the last years or has it always been…?**

No, it has changed. Now it is safer. Now it is safer. Now it is… Well, total freedom.

**What relevance does the environment has to you?**

Everything. I eat thanks to it. So, for me… For me, taking care of it is everything. Because if I want to live nicely, I need feed myself properly and breathe properly. Then… I have to drink good water. So I depend from it. I depend on the environment.

**In which ways do you take care of it?**

Truth is, I don’t use insecticides if not obliged. Why? Because of the weather. Because of spontaneous plagues. If it is not required, I won’t do it. I try to avoid it. My whole plan in this plot is preventive. Here it is preventive. Organic. The only chemical thing I depend on is fertilization. Because I haven’t been able to go by with organic.

**Why not?**

Because of the production level.

**Production goes down?**

Production goes down and since I don’t have a market that pays enough for this organically produced coffee, I don’t produce it. But that’s the only thing I depend on.

**Because the price you can get from an organic coffee is not enough to…**

I’m still not trained to… nor to produce it nor to process it, nor to sell it. So I don’t sell it.

**For the whole process you have to…**

Yes, because it starts from the growing until the final buyer. And it must be a very good final buyer. Because if the production decreases from 168 to 60, to 70, 80 maximum per hectare, in @s, I must get double or triple out of it, the least. In price. Firstly, it depends on the market to do that. And on a lot of time, because an organic seal is not obtained in a year. I have lots… I have a lot that has been free of chemicals for about 4 years. Zero, zero, zero chemicals. In terms of insecticide, fungicide, herbicide. It only depends on fertilizing. And it is a… it is a… It is an eco-friendly lot but not organic. Those markets, we don’t have them yet. I mean, I don’t have it. The are some who do but not me. So I don’t produce like that. Bu I am… This plot has been eco-friendly for two years. Controls with herbicide are few. Few. We only do herbicide control on paths. And that’s it. But not on this. And we do a *bense* management, we have a 35% shadowing, we use native species, birds. We leave bananas for the birds, for the rodents, for the species from the town. Native species from the town. Animals and everything.

**What are your dreams? Are there things you would like to achieve?**

To achieve? A brand. My own coffee brand on the international level.

**And a personal brand?**

Personal brand.

**From this plot?**

Yes, from this plot. No, not a brand of myself. For the plot. For the plot.

**Of the family.**

Of the family. But on the international level. National, very nice. But international, that’s my goal. Rolling. Rotating throughout the world. That would be nice.

**And do you feel you have the opportunity to do so?**

Yes. Yes, of course. If it has reached through other people, through intermediaries, why wouldn’t it reach by itself. It is about working. Working with services but it is reachable.

**How is your health? Physical health?**

Physical is good, with certain limitations, but it is good.

**You can do what you can do what you have to do in the plot?**

Yes, in the plot, yes.

**And do you feel happy and satisfied?**

Happy and satisfied… Happy? Yes. Satisfied? Not yet. No, not yet. I need more. Of course. I need to achieve more in order to be satisfied. I want to achieve more. But with what I’ve had I’ve accomplished a lot, so I’m ok.

**And how is life here in the community? Do you have much contact with your neighbor or how is it?**

A lot. We are friends with the majority. With all neighbors. Very good. The town. The town is a town that welcomes everyone. So very nice. Calm. Very good.

**Is there discrimination, inequality between different people, groups.**

Well, I think there is. That is always there. That is there but at least I don’t do it. We don’t do it. For us blacks, whites, if he is disabled, for me it is the same. For me everyone is capable. Every person is capable. It is all about wanting.

**And do you feel you have the same opportunities as others here?**

Yes, yes. The thing is that I must want it. I must want it. Studies. I was able to study and I was able to study in my town. I have my plot. I have my association. I have friends. If I want to progress, it depends on me. Yes. Economically, there is a lot. If I need a loan, there are. If I need training, there are. If I need of an entity that trains me, there is. It is only about looking for it.

**There are opportunities.**

Yes. There are opportunities. Good or bad, but there are opportunities. The thing is sometimes there is wrong education or a communication… Or maybe they tell you something that is not true. But there is.

**Aside from… well, there is the association that does training. There is... CENA? Are there other institutions that come here with projects?**

CENA, universities, the federation have training programs, trading firms have trainings. Yeah, there are trainings. You better take advantage of it.

**Now I would like to do an exercise. We have talked about different topics and I would like to know which are important for you to feel good, to live good. And I would like to talk about them one by one. And I would like to ask you if this topic is the most important or less important, or something in between. And why. First, safety.**

Safety? How important it is?

**Yes. And if you could put it somewhere in this scale.**

By safety we are talking about what? Are we talking about normal…?

**Whatever you understand.**

Safety. Well, safety is very important.

**The most important?**

The most… Well, yeah, the most.

**And do you feel safe?**

Here, yes. Here, I do. In this town I feel safe.

**Education and knowledge?**

Can I repeat? Or I can’t repeat? Of course. Of course.

**Above?**

Yes. Education and knowledge.

**Public participation?**

Public participation. I would have to put it in the middle.

**In the middle? Because you participate in the association? Are there more things you participate? In politics or I don’t know? In the community.**

I do participate in topics of the community and politics but in a more distant way. What I participate the most is the association.

**Mental health?**

Uf… This has to go here. It has to go there. Mental health. To be in peace, to be fine, to be focused. It must be uff, essential.

**And how is it for you? Are there things to need in that sense?**

I do think so. I do think that something people need but it is more about guidance. More focus. Trying to polish weaknesses you might have.

**Free time and leisure?**

Free time and leisure. Over here.

**Lower.**

Yes.

**What is that you do when you don’t work?**

I take walks. I dance. And party.

**Are the parties in the town?**

Yes. But in reality, it can go down.

**Lower.**

Yes. Yes. Yes. Free time and leisure are good to some extent. To some extent they are good. As long as they are healthy. As long as it is healthy. Because if you allow for your life to be consumed by a vice… if I can’t stop going out two or three times a week, failing in my responsibilities then… In some extent it is good. It is needed.

**Satisfactory work.**

It must be important. Very important. A satisfactory work. Yes, the thing is it is very good to feel good. So high.

**Higher. Do you feel satisfied with your work?**

Yes, of course. My work, I’m focused in it. I like this, so I do it.

**Mobility.**

Mobility. It is important. It could be here. Or no, no. Here. Because I depend a lot of it. I depend a lot of it.

**You do? What means of transportation do you have or use?**

Motorcycle. Motorcycle. I depend a lot on it. Both productive and personal transportation.

**For example, to transport the coffee or banana from this plot to the town, how do you do it?**

In it.

**On the motorcycle?**

On the motorcycle. So I depend a lot on it.

**Residence? Your house?**

It goes very high. Your house. Without somewhere to sleep it is, no, difficult.

**And are there things you would like to change?**

Yes, of course. I always want more. I always want to improve. Of course. Of course. Always. If I already have a… If my parents’ house is already there, why not having my own? Why not improve my parents’ one? Not a floor but two.

**Would you like to have your own home?**

Yes, of course. Of course. Firstly, plot, then a house. For me it is first producing, then a house.

**A house later. Ok. Taking care of the environment?**

Well, that will reach all the way up.

**It is important, too?**

Yes, very important. Of course. Of course. About health, about food. Everything. Everything. Everything.

**Social relationships?**

Yes. Social relationships here. Next to this one.

**At the middle.**

Yes. I have good relationships.

**Are there things you would like to change in that sense?**

You just have to have good relationships. You just have who you are with and who you aren’t. That’s one thing. To realize who provides and who takes away something. That’s it.

**And nutrition?**

Ush. Here. Eating properly.

**And do you always have enough food for you and your family? Is there always enough?**

Always… Always, no. But there is. Not always, but there is.

**Are there times there is not?**

Maybe not what you would like to eat. But there is. Not like “Oh, I want this so I get it”. No. But there is. There is. I mean, you don’t go a day without eating. No.

**Self-determination?**

How important it is? Self-determination. No, here.

**High, too.**

Yeah, high.

**Do you feel you can take your own decisions?**

Yes. Yes. I do feel… I feel I am capable of taking them. And I have had to take them. But I doubt. That’s why I want to have it up. Because I need to be more capable of doing so. Having more knowledge to do so. To have more determination. To have more, more. Because… Not doubting. Although that is hard, but not doubting.

**At the end I have physical health.**

Physical health. For me, in my case, physical health is very important, yes. But, for me, it would go here. Because it has been one of my most important limitations. That’s why… But it hasn’t… It hasn’t… I mean, how do I explain this? It has restrained me but it hasn’t limited me. It has restrained me. From home it also causes a lot.

**Here I have some white ones. I don’t know if there is topic that might be important but we haven’t discussed now.**

This one of social relationships also includes family?

**Family?**

Does it?

**Well, it is as you interpret it.**

Because for me family is extremely important.

**Family is high?**

Yes, it is high. Family goes high. You have to have it united. Fight for it. That’s what it is. A home. A wife. So, high.

**And if there is one thing or two things you would like to improve, to change, which one of these would it be?**

That I would like to improve?

**Yes.**

Knowledge.

**Knowledge.**

Knowledge. To increase it. Safety, environment, self-determination… Knowledge, the environment and self-determination. The other ones, I think I’m ok with them.

**For the end, I have some questions. Well, you have explained what residues are generated here and what it is that you do with them. And right now, you generate the pulp for compost.**

Yes.

**And do you do that with the UTP project or it is…**

Not really. It actually started as a personal thing in order to organize… To organize… For organization of the plot, because of smells. For everything. Because of contamination, for plague control. Diseases. That’s why it was started, to have order on that.

**Because before of that it was…**

No, before it was the crops. It used to increase the plagues. It increases the drilling beetle. So like that it is controlled. Smells… no.

**For how long have you had that? Two years?**

No, longer. I think that for longer. Because that was, wow, before the associ… before starting in the youth group. It was one of my mom’s personal projects. It was hers. Regarding the lixiviates, the honey, it was something new. The coffee washing method, was new. The handling of honey, is new.

**I would like to show you an image with which we work. We are interested in the different types of residues that are generated, like the pulp or the cacao shells. Or banana, which we have also seen here. It gets transported to a plant like we see here, and in that plant, it gets transformed in different products like the biocrude and biocarbon, biochar, which can also be used in the plot, for example. And this biocrude can be used as starting material for different options. For example, in the maritime sector, in planes or like bioplastic or other things. We want to understand if it is possible to do it here and under what conditions. And if there is a possibility to sell or transport the residues that are generated in this plot. Would you be willing to…**

To sell or to negotiate? Or to transport or to do that process? Yes. Yes. Maybe… Maybe in small amounts.

**In small amounts?**

Yes, because truth is that we are not big producers. But by means of associating and organizing, yes. A lot is generated. A lot of residues. But yeah. Personally, I would be willing to hand in all of my product. All of my… what we call residues. But in small amounts because I’m not a large producer.

**Yes, but currently you also use it as fertilizer in the plot? Is that something that is important for the plot? To use it like that?**

Is it important? Yes. But that can change. Of course. It can be changed. It depends. It depends on the economic situation. Because if I generate that gives me more value, I can buy something of lower value that gives me the same. Then I would get earnings.

**There has to be economic attractiveness?**

Of course. There has to be economical attractiveness for it to replace what it stops doing.

**Are there also other conditions that are required to change or to… Well, you have said that you are willing to do this when there is an economic benefit. Are there other conditions that…**

Because, as an example, to say “I’m not going to use it in the crops but I will get rid of it”. No, no. Because it is providing a lot to the crops. So just like that, to hand it in, no. No because it would take a benefit away, so in that case no. But in reality, it would only be an economic benefit for the crops. Only that.

**What do you think about the transportation of the pulp towards somewhere?**

Here? Difficult. Here it is difficult. Not impossible but difficult. More annoying. But no… And it also depends on how this is transported. Processed or fresh, it is more complicated. Yes, more complicated. Because of the topic of paths. In the case of this plot. In the case of this plot. But in general, for this town, yeah. There are many plots who the owners can reach by car.

**Oh, ok. The car gets there. But here it is not possible to walk or go by…**

Yeah, in order to come here, there is no other option but by horse.

**By horse. You have said that you also cell the cherries to a company here and also to Belen? To the association there?**

I don’t sell to Belen. I don’t sell to Belen. But there are, yes, there are producers from my level that sell to the processing plant in Belen.

**What do you think of the idea of selling all of the cherries and for them to get transported somewhere instead of doing the beneficio process and perform it here? But only…**

It is good but only if there is a stable commercial process. For it to be profitable. Because it takes chores away. But... But… But yeah, it has to be profitable. And it would limit me on being able to do my processes, my coffees, my things. But that’s a matter of organization. How much do I allocate to that plan and how much I leave for me.

**Then there is a part to which the beneficio process is done here and a part that is sold.**

For example, currently we are doing a 60 here in the plot, 40% outside. 40% outside.

**Do you see obstacles to do this? From your personal point of view?**

Maybe cultural. Because they are not educated on that type of projects and things. But no, I don’t think so. Paths. We suffer a lot to it. Because of the paths you suffer a lot. Paths and culture. I don’t think there is more.

**And how do you see the new generation like you and the youth association? Do you think you are more open to changes like this one than the older generation or there is no…**

Yes. Yes. Of course. The new generations are more open to change. To the new, to the things. The previous generation are more closed. “No, I have used that my whole life. That’s how I do it”. So yeah, they are narrower. Although not as a generalization.

**No, of course not. There are…**

There are people 60, 70, 80 years old and they have more luggage, more experience than one, and they leave you impressed. But yeah, they tend to be more closed minded in aspects such as that one.

**Thank you very much. These were my questions. I don’t know if there is something that you would like to tell us.**

No, no, no. Excellent. Like this it is ok. We are ok like this. We are ok like this.

**Ok. Thank you very much.**

Only, kind of like. Like what? Hopefully this helps to generate a mark, this. A mark. I mean, something that is remembered, something that is useful.

**Ah yes, a lot, yes.**

Something that is useful. If the project is in pro of the environment, make it work. Don’t stay at stand by, still. Or only for a few. If it is something beneficial, multiply it. That’s it.