

Empowering cocoa farmers for accessing green markets in Orinoquía, Colombia

The World Bank (WB)
Colombia

REQUEST FOR EXPRESSION OF INTEREST No. 2002572



Empowering cocoa farmers for accessing green markets in Orinoquía, Colombia

WB Procurement Number: 2002572
Country: Colombia



The World Bank Group
Washington DC, USA

Subject: Expression of Interest "Empowering farmers for accessing green markets"

July 31st, 2023

To whom it may concern,

Responding to the World Bank's invitation to tender published on the 3rd of July, I have the pleasure of addressing you to offer our professional services to conduct the **"Empowering farmers for accessing green markets"**. On behalf of OIKO, I would like to express our interest in participating in this bid.

OIKO has gathered over 20 years of experience providing consulting services and technical assistance for climate change mitigation and adaptation to international organizations and governments around the world, and especially in Latin America. Through our ongoing and recent projects, OIKO brings international expertise in sustainable agriculture and agroforestry value chains, low carbon and restorative farming practices, green financing strategies and digital monitoring systems. Our regular clients in the region include the World Bank, the FAO, the United Nations, the Inter-American Development Bank and the European Union. We are currently carrying out two similar ongoing projects with the World Bank, hence developing a solid understanding of its procedures and practices that we expect will facilitate the efficient implementation of this project.

To successfully respond to this assignment, OIKO has decided to form a strategic partnership with Gramor and Fundación Tejido Ambiental Colombia, two robust organizations that have a specific added value to this project. Gramor, based in Colombia and Germany, promotes and implements technical capacity building for producers and key stakeholders of the agricultural value chain, specializing in cocoa production. They have a strong reputation in the country by promoting fair and sustainable governance, self-sufficiency, visibility, green growth and biodiversity regeneration in Colombia. Fundación Tejido Ambiental has the capacity to mobilize regional stakeholders in the different departments of the Orinoquía region and provide the facilities for training and workshop development.

Our well-founded consortium has been created with the common goal of identifying the most adequate and contextually relevant strategies to empower cocoa farmers in Orinoquía in accessing green markets. Our overarching aim is to increase farmer and producer ownership and benefits derived from participating in these markets, whether through carbon and biodiversity markets, payments for ecosystem services, or zero deforestation programs. For this reason, we have carefully devised a multidisciplinary team of experts highly knowledgeable about the current context of green markets for agricultural products in Colombia, and with a strong presence and network in the Orinoquía region.

I hereby confirm that our company has the technical, administrative, and financial capacities and abilities to conduct this assignment fulfilling the requirements and contractual obligations described in the Invitation to Tender.

We hope this proposal meets your expectations and standards and we will take any opportunity to discuss how our proposal can respond to the assignment. Should you require further information, please do not hesitate to contact me directly, I will be glad to respond personally to your enquiries.

We remain,



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Yours sincerely

Authorized Signature - Name and Title of Signatory
Miguel Fernández Trillo - Chief Executive Officer CEO - OIKO
Authorised representative of the bid (OIKO and PARTNER NAME)
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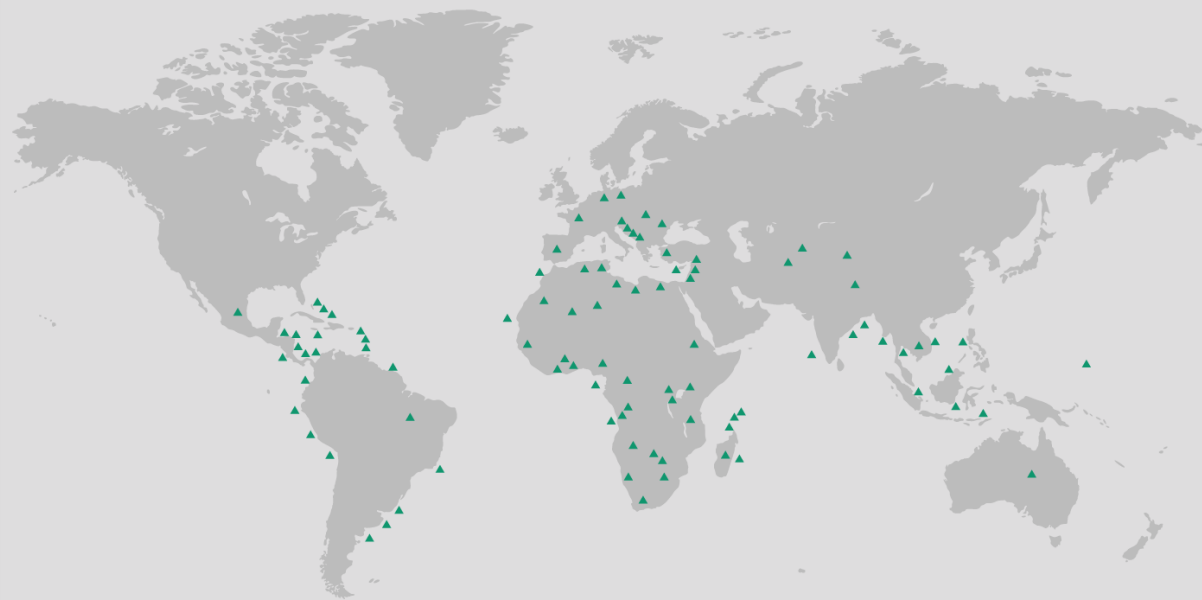


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A satellite map of the Atlantic Ocean, showing the continents of North and South America on the left and Europe and Africa on the right. The ocean is a deep blue, and the landmasses are in shades of green and brown. A thin white horizontal line is positioned above the title.

Oiko's Expertise



OIKO's Expertise

OIKO LOGICA S.L. (OIKO) is an independent, global, and dynamic consulting firm working in the field of sustainable development. Established in 2003 in Spain, OIKO has been a consistent provider of consulting and research services to governments of countries in transition in Latin America and the Caribbean, Africa, the Middle East, Southeast Asia, the Himalayas, and Eastern Europe.

OIKO is committed to achieving sustainable development of human life on our finite planet. We focus on the desirable future state for human societies where the living conditions and resources on Earth are logically and rationally balanced in time and space. Our success is due to a rapid and reliable response to client requests, respect for nature's ecological cycles, flexibility to adapt to the socio-economic basics of beneficiaries, application of rigorous methodology and adaptability to cultural particularities and regional scales.

Over the years and with our experience, we have become a leading provider of technical analysis and advice catalysing sustainability, climate adaptation and resilience in public and private projects and investments, facilitating the integration of climate science into business and policy decisions. OIKO has worked with major international organizations, such as the World Bank, the Food and Agriculture Organization (FAO), the Inter-American Development Bank, the Caribbean Development Bank, UNDP, the Global Climate Change Alliance (GCCA), the European Commission...

Our main asset is our global network of partners. We have worked in developing countries since our foundation and we are aware of the relevance of working with Latin American and Caribbean Networks to communicate, raise awareness, induce policy changes, achieve policy incidence and social transformation. We have developed a reliable network of more than 300 professionals ready to be mobilized and committed to the fight for sustainability and equity in the World.

Africa		Americas		Europe	Asia & Oceania
Algeria	Madagascar	Argentina	Mexico	Albania	Afghanistan
Angola	Mauritius	Barbados	Montserrat	Belarus	Australia
Botswana	Mozambique	Bolivia	Nicaragua	Bosnia Herz.	Bangladesh
Burundi	Niger	Belize	Panama	Czech Rep.	Bhutan
Burkina-Faso	Morocco	Brazil	Paraguay	Croatia	Cambodia
Cape Verde	Nigeria	Colombia	Peru	Cyprus	India
Central Afr. Rep.	Namibia	Costa Rica	Salvador	France	Indonesia
Dem. Rep. Congo	Rwanda	Cuba	St. Kitts & Nevis	Greece	Kyrgyzstan
Egypt	Sao Tome & P.	Dom. Republic	St. Lucia	Hungary	Marshall Islands
Ethiopia	Senegal	Dominica	St. Vincent & Gr.	Jordan	Myanmar
Ghana	Seychelles	Ecuador	Suriname	Lebanon	Mongolia
Ivory Coast	South Africa	Grenada	The Bahamas	Montenegro	Philippines
Kenia	Tanzania	Guatemala	Trinidad & Tob.	Macedonia	Timor-Leste
Lesotho	Tunisia	Guyana	Uruguay	Palestine	Vietnam
Libya	Zambia	Haiti	Venezuela	Romania	
Mali	Zimbabwe	Honduras		Serbia	
Mauritania		Jamaica		Spain	
		Martinique		Turkey	

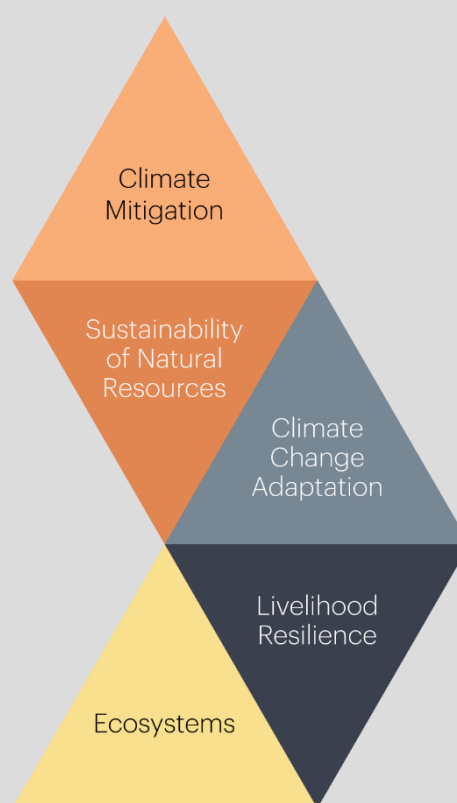
Areas and Services



Areas and Services

OIKO provides both advice and analysis to our customers in the areas of close interaction between climate variability and the livelihoods of vulnerable households, which often dependent on natural resource sustainability. We work on climate change adaptation, measuring and monitoring climate risk, mitigation of the sources of climate change, ecosystems sustainability, livelihoods and vulnerability, accessibility to scarce resources and sustainable resources management.

To achieve this, we focus on a diverse set of services covering, policy advice, analysis and research, training and capacity building, knowledge management and facilitation of access to climate information, earth observation data and scientific knowledge communication and delivery up to the last mile for a rational use of resources under an ever-changing climate and environment.



Areas of Work

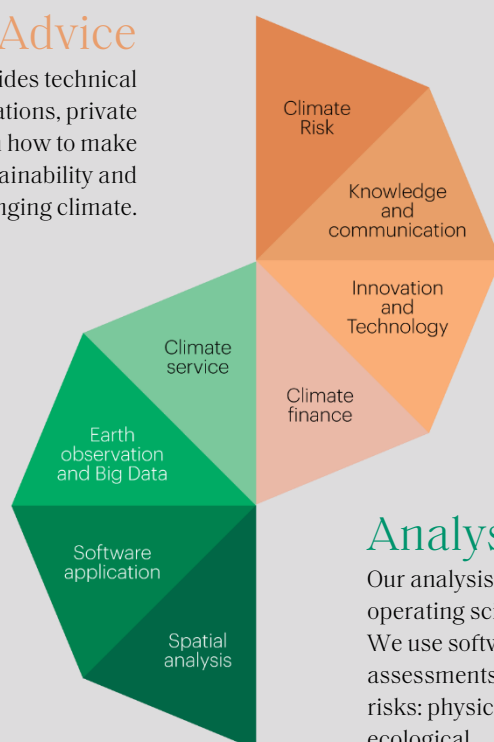
Our consulting division provides technical advice, research and analysis to international organizations, private sector, and governments on how to make informed decisions about sustainability and changing climate.



Our Services

Advice

Our consulting division provides technical advice to international organizations, private sector, and governments on how to make informed decisions about sustainability and changing climate.



Analysis

Our analysis division works collecting and operating scientific information and data. We use software to help clients conduct assessments of different types of climate risks: physical, economic, social, and ecological.

Climate Risk	OIKO has had first-hand experience of the striking increase in the number and severity of natural disasters and the impact on business and government policies.
Knowledge and Communication	We conduct research on consumer behavior and public climate change knowledge, climate attitudes, green taxes, and environmental policy preferences.
Innovation and Technology	OIKO has been a forerunner and active participant of climate debate and state of the art innovations. From earth observation and climate projection data to climate risk assessment and adaptation.
Climate Finance	With wide-ranging international expertise in public finances and policy advice, OIKO has been counselling governments, businesses, and financial institutions.
Earth Observation and Big Data	OIKO require the use of supporting technologies such as cloud computing, and big data tools to investigate climate, as well as intelligent analytics platforms and new technological progressions.
Spatial Analysis	OIKO conducts quantitative and qualitative analyses and map representations showing visual geographical interpretations to explain patterns of social, economic, and ecological human behavior.
Climate Services	We provide timely, appropriate, and innovative services using information technologies of the earth and space to improve rational choices to prevent climate impacts.
Software Applications	Application of new information technologies into climate change adaptation and mitigation measures, based on the best use and facilitation of access to scientific information, data, and knowledge.

Technical and Managerial Capabilities

Since 2010, our headquarters are in Palma de Mallorca, Spain. We have other offices in Madrid, Cameroon, and Costa Rica. We have a permanent staff of 10 professionals in our headquarters and a temporary staff of 35. Our on-going projects in Africa, Latin America and Asia employ today around 125 people.

OIKO has developed standardized project management and backstopping procedures, aimed at a smooth implementation of project activities and their planning. We have a reputation for quality and timely delivery of results, and our project implementation unit's work is governed by a set of principles: **ownership** of the results of the project for all project activities and outputs; **visibility** of the World Bank promoted throughout the project; **flexibility and responsiveness** to any request by the client and the donor; **full transparency and accountability**; **effective communication** between the Project Team and the Steering Committee; **interaction and coordination with other relevant activities and projects** supported by the World Bank and various donors in target countries; **continuous monitoring** of the extent to which the assistance provided is relevant and targets are met in a timely way.

In this way we stand out for having national, local, regional, and international management capacity, as well as coordinated and structured routes and action plans within the teams to respond to the requirements. Below are some examples of relevant projects that we have managed from OIKO and that highlight the technical and operational capabilities of our team. A more detailed description of each project can be found in the List of References' Section.

Table 2. Managerial Capabilities · OIKO ongoing projects

Project Examples/Budget/Dates	Location
Protection of biodiversity and natural ecosystems (Emerald Network) in Azerbaijan. The World Bank. 152,170 USD. April 2023-August 2024	Azerbaijan
Technology Needs Assessment (TNA) and Technology Action Plan for the implementation of Cote D'Ivoire's NDCs. CTCN/UNON. 372,870 USD. September 2022-Ongoing	Ivory Coast
Paraguay Bioeconomy Analysis. 77,050 USD. The World Bank. October 2022- Ongoing	Paraguay
Designing nature-based solutions to increase the resilience of rural mountain communities affected by extreme weather events. 235,979 USD. September 2022-Ongoing	Honduras
Development of an Implementation Plan, Financing Strategy and M&E Framework for the Regional Framework for Development Resilient to CC in the Caribbean. 118,000 USD. 2022-Ongoing	(14) Caribbean Countries
Provision of Technical Guidance and Support to conduct a Climate Technology Needs Assessment and a Climate Investment Plan for Paraguay. 205,250 USD. 2021-ongoing	Paraguay
Research and Development RD&D of climate change technologies for circular economy and the reduction of GHG emissions in dairy farms in Uruguay. 92,124 USD. 2021-ongoing	Uruguay
Formulation of National Sustainable Development Strategy. European Union. 130,000 EUR.-2019	Mongolia
Support to the implementation of an integrated Water-Energy-Livestock project for the Dairy Value Chain in the municipalities of Petté and Wina in North Cameroon. 174,440 USD. 2021-ongoing	Cameroon
Conduct of knowledge, attitude and practices surveys related to climate variability and change. GCCA+ Program, Caribbean Community Climate Change Centre. 411,000 EUR. 2020-2021	CARIFORUM countries
Technical Assistance for the Development of a Methodology to create Climate-Smart Communes in Togo and formulate 4 Mitigation and Adaptation Action Plans. 453,000 USD. 2021-ongoing	Togo
Provision of Technical Guidance and Support to conduct a Technology Needs Assessment and a Technology Action Plan for Equatorial Guinea. 170,000 USD. 2020-ongoing	Equatorial Guinea
Climate Finance Assessment and Strategy for Mediterranean Coastal Countries. Secretariat for the Union of the Mediterranean. 175,000 EUR. 2020-2021	Mediterranean Countries

Our Consortium



Gramor



Gramor (<https://www.gramorcolombia.org/>) is an organization based in Colombia and Germany that generates viable economic alternatives “gramo a gramo” with rural families through ecological, regenerative and syntropic agriculture initiatives. Their premise is to preserve and restore ecosystems, creating sustainable and climate resilient alternatives with the local

communities, while promoting well-being and decent employment. Gramor was created in 2012 with the objective to diversify food production while preserving ecosystems, working in cooperation with a wide network of farmers, producers and rural entrepreneurs to generate a sustainable and diverse offer of organic foods and natural fibers. To this date they have carried out over 37 projects in collaboration with a wide range of partners; have produced over 30 varieties of agricultural products through regenerative and syntropic techniques; have designed over 5 campaigns to generate awareness, traceability and education about sustainable agriculture.

Gramor guides people, producers, and organizations to learn, work and invest in regenerative, syntropic and supportive agriculture initiatives. They focus on seeking the profitability of the projects they implement with farmers, while aligning with the national and international public policy regarding the current SDGs, and in coherence with their corporate principles of conviction, transparency, coherence, perseverance, and sustainability. Specifically, they agree, evaluate and analyse each price to make sure that whoever sows, harvests and manages each food item earns what is fair for their work and according to their personal well-being expectations.

Their vision is to continue being a leader of the agrobiodiversity network of Colombia, seeking to be a reference for numerous communities, organization and institutions that are also searching for alternatives to conventional agriculture, alternatives based on regeneration and climate change mitigation. Their work is guided by four main pillars:

- ▲ **Gramor bonds:** Citizen co-financing of projects that support agrobiodiversity.
- ▲ **Seed Reserves:** Care and replication of organic ancestral seeds of high nutritional and potential quality.
- ▲ **Visible costs:** Campaign articulated with organization to strengthen transparency and trust throughout the supply chain.
- ▲ **Technical strengthening of projects** and providing advice on the virtual positioning of products and services.

Key Services	Main Partners
▲ Regenerative agriculture	▲ ABC – Casanare
▲ Climate-smart agriculture	▲ CORPOSAVIA – GUANDUL
▲ Sustainable green markets	▲ FOLU Colombia
▲ Partnerships in agri-food sector	▲ GIZ Colombia (MEJR)
▲ Capacity building for smallholders and relevant stakeholders	▲ MINAMBIENT COL. (NV)
▲ Food security	▲ AGROSOLIDARIDAD Colombia
▲ Farmer-oriented monitoring and traceability systems	▲ UNIANDES – COCOA
▲ Sustainable tourism	▲ FEDECACAO
▲ Ecosystem preservation	▲ CLIMATE ACTION

Most relevant to this consultancy, Gramor carried out a campaign in the European Union to promote Colombian cocoa produced through regenerative and syntropic agricultural techniques. They worked in the **Cacao Biodiverso Projects** in La Mesita (Caquetá), Nilo (Cundinamarca), Sierra Nevada de Santa Marta y Yopal (Casanare).

Below is a representation of Gramor’s main partners:



Figure 1: Regional Cooperative Network of Gramor Colombia

Fundación Tejido Ambiental



Fundación Tejido Ambiental de Colombia is a leading environmental and social organization, created in the eastern plains of Orinoquía, Colombia, in 2016. Its objective is to develop, on a national scale, the creation of spaces dedicated to sustainable development and environmental preservation, through community processes that combine international, national, regional, and local policies.

The mission of the foundation is to promote actions towards sustainable development, addressing climate change and the preservation of biodiversity in Colombia, through community education and environmental governance programs, consistent with international, national, regional, and local policies related to the cultural and socioeconomic aspects of the country. Their vision is to be a leading organization in sustainable development by 2030 and promote the preservation of biodiversity in Colombia.

Likewise, the Foundation has been accompanying Villa Oso since 2019, in the design processes, planning of the line of agriculture, conservation and rural tourism. Villa Oso is an NGO based in Villavicencio (Meta Department) and are linked to Corpo-Orinoquía. Together with Gramor, they have been advancing environmental education, conservation and food safety initiatives in the region.

In partnership with VillaOso, Corpoguavio and the Community Action Board for the conservation of the palm bear (*Myrmecophaga tridactyla*). Fundación Tejido Ambiental has carried out community ecological restoration projects for 4 wetlands on farms dedicated to livestock in the village of San Pedro de Guajaray, Medina Cundinamarca. Moreover, they have led a biological education process with children from the village of San Pedro de Guajaray, Medina Cundinamarca. Lastly, a biological education project for the conservation of the Orinoco Crocodile in alliance with Permian Colombia and Villa Oso in areas surrounding the Guayabero Cocodrilo reserve, Municipality of Macarena Meta, working with several local communities. The program has 210 children from 10 rural educational institutions in the Municipality of Macarena Meta.

The Partnership

OIKO, Gramor and Fundación Tejido Ambiental de Colombia have strategically formed a partnership to offer a wide array of specialized services complementing each other's expertise:



- ▲ Sustainable agricultural and agroforestry value chains
- ▲ Low carbon and restorative farming practices
- ▲ Green Finance
- ▲ Participatory mapping and geospatial analysis
- ▲ Digital monitoring systems
- ▲ Capacity building and development of training materials
- ▲ Capacity Needs Assessment
- ▲ Ecosystem Services
- ▲ Stakeholder mapping and engagement
- ▲ Community-based development



- ▲ Regenerative agriculture
- ▲ Climate-smart agriculture
- ▲ Sustainable green markets
- ▲ Partnerships in agri-food sector
- ▲ Capacity building for smallholders and relevant stakeholders
- ▲ Food security
- ▲ Farmer-oriented monitoring and traceability systems
- ▲ Sustainable tourism
- ▲ Ecosystem preservation



- ▲ Ecosystem restoration
- ▲ Environmental Education Programs for communities
- ▲ Climate Change
- ▲ Rural Development
- ▲ Sustainable tourism
- ▲ Community engagement methods
- ▲ Biodiversity conservation
- ▲ Natural Habitats
- ▲ Sustainable and ecological agriculture

In this partnership OIKO, as a leading firm, would be responsible for project coordination and establishment as well as providing international experience into Orinoquia region. Specifically, OIKO will bring international expertise in developing **sustainable agriculture and agroforestry value chains, low carbon and restorative farming practices, and digital monitoring systems** in the Latin America and Caribbean region. For example, in Paraguay we are currently formulating a program for the EU Delegation to enhance and foster sustainable value chains, as well as a National Bioeconomy Assessment funded by the World Bank. We carried out Research, Development and Deployment of low carbon technologies for dairy farms in Uruguay and Cameroon and have co-designed and applied roadmaps for the creation of climate-smart communes in Togo. For more information on these projects, see the Section on Relevant Projects.

In addition, OIKO specializes in the formulation of **green markets and climate finance strategies** for programs, projects and initiatives at all scales. Our services include assessing climate finance needs, contributing to institutional design for leveraging finance opportunities, and monitoring climate finance opportunities and modalities. We have a deep understanding of national and international funds, as well as **carbon market mechanisms**, loans, bonds, and green taxes.

Lastly, we have through the aforementioned projects we have developed experience strengthening institutions and **building the capacity of farmer rural communities and institutions to effectively implement climate-smart agricultural practices**. For instance, last month we started the development and implementation of a sector-specific curriculum for participatory Unmanned Aerial Systems (UAS) mapping and geospatial analysis, where we will carry out training courses, develop policy and operational manuals in Grenada and Guyana.

Gramor promotes and implements **technical capacity building for producers and key stakeholders of the agricultural value chain, specializing in cocoa production**. They have a strong reputation in the country by promoting fair and sustainable governance, self-sufficiency, visibility, green growth and biodiversity regeneration in Colombia. To advise farmers on how to comply with sustainability criteria for green businesses (SPG), Gramor proposes a training model of local experts and producers supported by virtual tools for knowledge transfer and management. Other applied methodologies and tools include Dragon Dreaming sociocracy; Design Thinking and principles of Systems Thinking; Efficient project and knowledge management maps (e.g., Logseq, Tana Capacities); and virtual applications for target work (e.g., Wordpress, Setmore, Mega, Teleport).

Fundación Tejido Ambiental Colombia will support OIKO by transferring international experience into the local reality. Their organization has the capacity **to mobilize regional stakeholders in the different departments of the Orinoquia region and provide the facilities for training and workshop development**. Their rooted knowledge of local norms, institutions and legislation will also contribute to facilitate stakeholder engagement, identification of the main opportunities and barriers for farmers regarding the access and attractiveness of green markets, traceability and monitoring systems.

Our team of consultants is composed by a nationally based team of extraordinary professionals situated in strategic regions in Colombia, Spain and Germany, specializing in capacity building, green markets, environmental development and restoration, agroecology, green entrepreneurship and sustainable project management. In order to effectively advise producers, social organizations, companies and state entities we will work in close cooperation with different institutions and organizations in the region.



Your request

Empowering cocoa farmers for
accessing green markets.

Your Request

Based on the invitation notice, the expected work is clear, and our team is well-placed to assess and consultancy services to support to the World Bank to identify pathways to empower cocoa farmers and farmers associations in Orinoquía to enter the emerging carbon economy, through meeting the demands for climate-smart commodities and reaping up the benefits of green markets.

The services are expected to provide a strong guidance to the World Bank in providing informed, evidence-based advice to the Government of Colombia, and expand the impact of the Bank's ongoing engagement in the region. Among the main objectives of the consultancy are the identification of knowledge gaps, constraints, needs, producers' interests, and requirements for farmers to access the different types of green markets. This assessment will focus on carbon markets, biodiversity payments and zero deforestation commodities markets, besides other relevant opportunities identified along the research. Based on the results, the consultants will identify pathways and specific actions for overcoming barriers preventing farmers to access and benefit from the new markets, while promoting inclusive enabling systems, that will be directly transferred through the farmers through training sessions.

The expected results of the consultancy are outlined in the Terms of Reference (TORs), namely:

- ▲ **Identify current and potential green market opportunities** for cocoa in the region, prioritising carbon markets, payments for biodiversity and zero deforestation.
- ▲ **Identify the barriers and requirements** for farmers to access these markets, studying the demands and costs of accessing these markets. Also analyse other initiatives in the region that sell carbon credits to understand the current status of digital systems for tracking and monitoring carbon emission reductions.
- ▲ **Pathways and specific actions** to overcome barriers that prevent farmers from benefiting from these new markets (information asymmetries, uncertainty about transaction costs), increase understanding of enabling conditions and how to facilitate the application of tracking, traceability and data sharing tools along the value chain.
- ▲ **Effective capacity building strategy** to promote inter-institutional cooperation and help producers access the emerging carbon economy while enhancing productivity and ecological and social benefits.

To meet the objectives of this consultancy we propose a team of consultants with a strong base in Orinoquía and Colombia. The team specializes in capacity building and knowledge transfer for local farmers and key stakeholders in the agricultural value chains, green markets, environmental development and restoration, agroecology, green entrepreneurship and sustainable project management.

This project will require constant interaction with key actors and a fairly robust work to engage farmers for capacity building. To facilitate effective stakeholder engagement, our team of experts will work in close cooperation with different institutions and organizations in the region. Nevertheless, a successful outcome will require **solid support and commitment from the counterpart staff from the BioCarbon Fund Initiative for Sustainable Forest Landscapes (ISFL) and regional institutional counterparts.**

Context

The cocoa sector in Colombia

The cocoa sector in Colombia has experienced significant growth and transformation in recent years. Colombia is renowned for producing high-quality cocoa beans which are highly sought after in the international market. The country's unique geographical location, with its diverse microclimates and rich soil, provides ideal conditions for cocoa cultivation. The cocoa sector has also played a vital role in rural development, providing income opportunities for smallholder farmers, and contributing to the reduction of illicit crop cultivation.

In recent years, Colombia has made substantial efforts to enhance the productivity and sustainability of its cocoa sector. The government has implemented various initiatives to promote cocoa farming, including providing technical assistance, improving access to credit, and supporting research and development. For example, in 2018, many key stakeholders signed the Framework Agreement for Joint Action on Cocoa, Forests and Peace (the Colombia Chapter of the global Cocoa & Forests Initiative). These efforts have resulted in increased production and improved quality standards. Moreover, there has been a shift towards organic and fair-trade cocoa production, catering to the growing demand for ethically sourced and environmentally friendly products. The Government of Colombia (GoC) in the framework of the New York Forest Declaration has committed to achieving zero-net deforestation at national level by 2030 and producers have taken some actions to encourage the uptake of zero-deforestation commitments.

In addition, Colombia has launched a Green Taxonomy in 2022, with the support of the World Bank, creating a classification system for economic activities and assets that contribute to the achievement of the country's environmental objectives and commitments. It seeks to facilitate the identification of projects with environmental objectives, develop green capital markets, and promote the effective mobilization of private and public resources towards low carbon development. Nevertheless, challenges persist in the Colombian cocoa sector. Smallholder farmers often face difficulties in accessing markets and navigating the complexities of the supply chain. Infrastructure limitations, including transportation and storage facilities, can hamper the efficient distribution of cocoa beans. Climate change poses a significant threat, with unpredictable weather patterns impacting cocoa production. Additionally, pests and diseases, such as cocoa pod borer and frosty pod rot, can devastate cocoa plantations if not adequately managed. Addressing these challenges and investing in sustainable practices will be crucial to ensure the long-term success and competitiveness of the cocoa sector in Colombia.



Figure 1: Colombia natural regions

The case of Orinoquia

While cattle ranching dominates the agricultural sector in the Orinoquia region, there is also a significant focus on crop cultivation. The region's favorable climate and fertile soil allow for farmers in the region to cultivate a variety of crops, including maize, cocoa, rice, sorghum, soybeans, cassava, and various fruits and vegetables. Namely, cocoa agriculture in the Orinoquia region is a growing sector that has gained significant attention in recent years. Various government and non-governmental organizations have been providing support and promoting the development of cocoa agriculture in the Orinoquia region. This includes technical assistance, access to financing, training programs, and market linkages to enhance productivity, quality, and market competitiveness.

The demand for high-quality, sustainably sourced cocoa has created market opportunities for farmers in the Orinoquia region. Opportunely, the small-scale nature of cocoa farming in the Orinoquia allows for a more sustainable and community-based approach. This includes agroforestry systems, where cocoa trees are intercropped with shade trees, promoting biodiversity and soil conservation. Sustainable practices also involve the use of organic fertilizers, integrated pest management, and responsible water management.

Specifically, **ISFL-funded initiatives** are investigating the new markets opportunities for farmers and solutions related to tracking deforestation and measuring the carbon balance in the cocoa value chain. The projects being carried out are studying the effectiveness of innovative systems to track deforestation in cocoa production areas, and the introduction of **Digital Technology Solutions (DTS)** for promoting climate-smart agriculture, including tools for monitoring, measuring carbon, and facilitating access to green markets.

In parallel, the Biocarbon Fund is implementing a project to estimate the carbon balance in the typical cocoa agroforestry models implemented in the region. The project will develop methodologies for monitoring the contributions from the cocoa sector to the Orinoquia Emissions Reductions Program and will evaluate methods to tracing carbon balance at farm level.

In order to effectively promote sustainable cocoa value chains in Orinoquia, these ongoing projects should be accompanied by adequate knowledge transfer, resource mobilization and capacity building of smallholders and producer associations. Moreover, pathways must be identified to the main barriers associated to meeting the demands of the green climate-smart commodity markets, and to capture a larger share of the added value these markets create. Overall, there is a demand for farmer-oriented solutions to make markets more accessible and attractive, that primarily involve knowledge transfer and the development of systems to drive down verification and traceability costs.

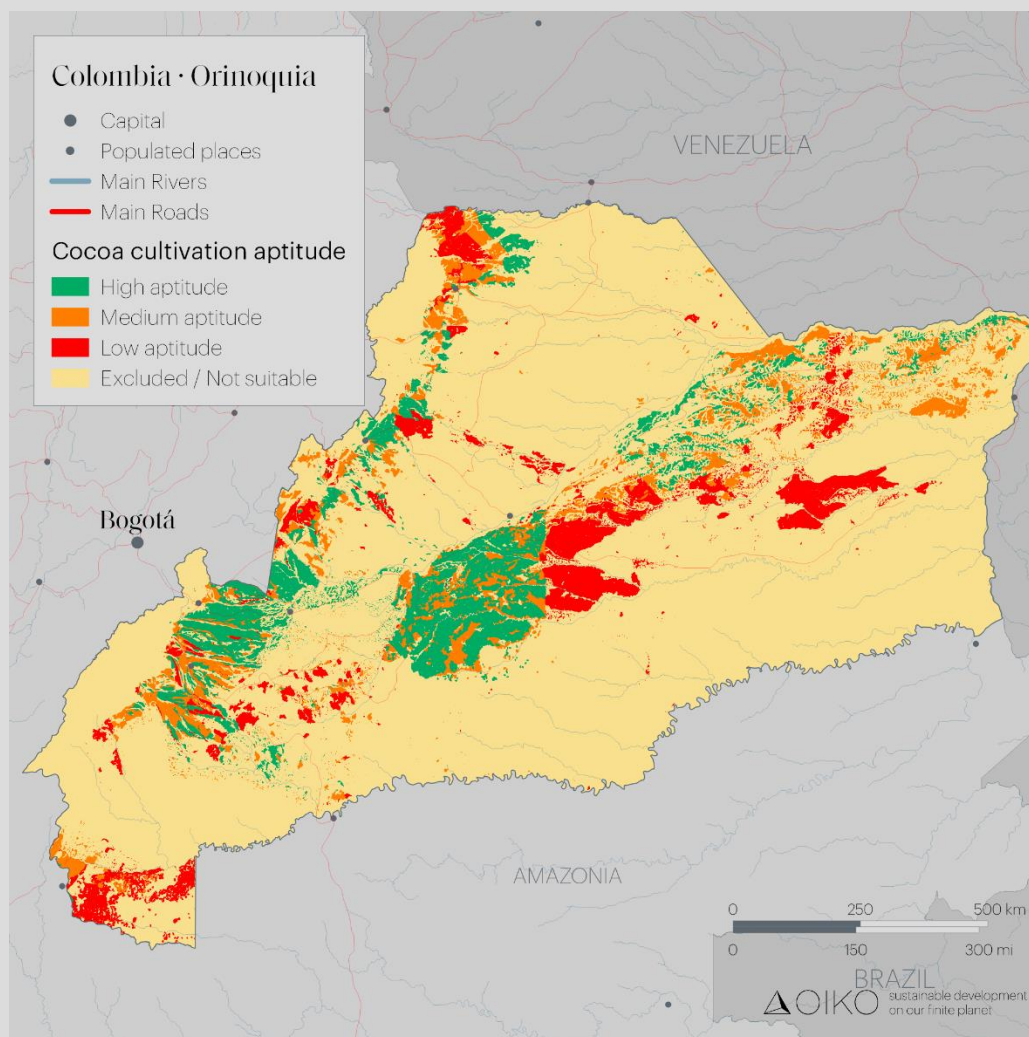


Figure 2: Cocoa cultivation aptitude in Colombia

Our proposed approach to your request

Our proposed approach to this assignment is framed by our international and regional experience carrying out studies, projects and programs to promote sustainability and resilience of the agri-food supply chains. We combine the tools, lessons learnt, and best practices obtained through several years enhancing our local knowledge of cocoa value chain in Colombia and the Orinoquia region, its institutional and social framework, together with our experience transferring innovative end-user customized technological and digital systems to monitor the agri-food sector.

Our technical approach will entail different components throughout the project:

Participatory Approach and Ownership	We will use transparent and accountable processes to enable governments, stakeholders, and citizens to own the outputs of the assignment. Our proposed locally embedded team will engage with all the relevant stakeholders: from Municipal entities and private sector key players to researches, NGOs and local communities. Their participation will ensure local ownership of the benefits of the project, and this will in turn increase acceptance among the population and make the knowledge transfer more efficient.
Blending of Bottom-up and Top-down Approaches	Our experience in climate resilience allows us to understand the challenges faced by municipalities and their key role in planning development scenarios and operating climate action plans. In addition to it, the perception and experience of local communities as "citizen science" is vital component for enriching the scientific data. We will blend these two aspects to reach our objective: to select the adequate nature-based, circular, and net-zero solutions that both local governments and the urban communities can implement.
Building on Existing Strengths	We will capitalize on existing information, systems, mechanisms, and resources, drawing on the expertise of local experts. In addition, the learning experiences from good initiatives which are implemented or in the process of implementation will be analyzed. We will build upon the progress made by other similar assignments in the region and provide services aligned relevant regional and state legislation, plans, programs, and projects, such as those listed in the Terms of Reference.
Promoting Gender and Social Inclusion.	We will ensure that the needs and priorities of the most vulnerable and disadvantaged are reflected in our outputs, using equitable and inclusive approaches specifically adapted to enable vulnerable women, men, disadvantaged, poor, old, girls and boys to contribute meaningfully throughout the whole process. We incorporate measures to ensure that gender equality and ethnic considerations are an integral dimension of the design, implementation, monitoring and evaluation of our projects. Among our objectives is to ensure equal participation in decision-making, as well as an equitable distribution of the benefits derived from the application of the reinforced political framework.
Long-term vision in addressing current problems	Despite of the idea that planning process should firstly address today's problems, we believe that engaging in green markets of the small-scale producers is impossible without long-term visioning and commitment. Our team of experts will consider this in the perspective in the development of the two reports and capacity building strategy to ensure long-term positive impacts from participation.
Being aware of the challenges	Assignments in developing countries are usually associated with challenges connected to gathering reliable data, inability to implement relevant actions in the local policies, lack of decision-making power of local governments, lack of social participation in the planning and policy-making processes. We have worked in different contexts with several challenges and know how to react on those challenges and how to overcome them to successfully deliver the project outcomes
Embeddedness	Our approach lies in the belief that to ensure consistency and for the achievement of development goals, it is necessary to integrate local and international knowledge. While international best practices can be recommended and successfully transferred, to implement coherent and efficient mechanisms these must be adapted and tailored to the local

context. While OIKO's expertise will ensure the consistency of the study with international programs and interest, the proposed team is mainly composed by regional and national experts who will offer their rooted experience in the field and the knowledge of the implementation zone's particularities.

Assessing green market opportunities and barriers

For this project we expect to carry out a complete, integrated, and coherent analysis of the challenges, bottlenecks, knowledge gaps and requirements that hinder the participation of farmers in the Orinoquia region in green markets. For this, we will conduct a detailed assessment of past and ongoing similar projects or pilots implemented in the region, obtaining quantifiable and qualitative data on their implementation and impacts. Through this data we expect to be able to analyse the lessons learnt and challenges for implementation.

For example, for cocoa farmers in Orinoquia that are already selling carbon credits in the national and international market, we will obtain information on:

- ▲ How farmers are measuring the carbon captured on their farms (MRVs adopted)
- ▲ How they are registering the emission reductions (IT systems, traceability and monitoring models).
- ▲ The price paid for the credits and how much farmers received.
- ▲ Partners and intermediaries that are coordinating farmers' participation in the transactions, and the buyers.
- ▲ Requirements and improvements that these new markets demand from farmers, including costs of implementation.

Furthermore, this assignment requires a detailed analysis of green market demands, providing information on requirements and evaluating step-by-step the improvements that these new markets demand from farmers, including costs for implementation.

Based on our analysis, we will identify which are the green markets that have best potential for cocoa farmers in Orinoquia. Specifically, we will focus on national and international opportunities for carbon and biodiversity markets, payments for ecosystem services and zero deforestation:

Carbon markets

- ▲ Carbon markets create a revenue stream that incentivizes farmers to adopt practices that reduce greenhouse gas emissions (GHG), enhance soil carbon storage, preserve water, and restore biodiversity.
- ▲ Carbon markets are progressing at unprecedented scale and speed, but still are characterized by significant uncertainties and information asymmetries between the buyers, partners, intermediaries, and producers, especially impairing the latter.
- ▲ There are several obstacles hindering participation of smallholder producers which can be overcome by addressing knowledge gaps, limitations and requirements for accessing these markets.
- ▲ In the case of agroforestry such as cocoa cultivation, carbon markets include voluntary international markets and the national Colombian markets, REDD+ initiatives, jurisdictional initiatives, etc.
- ▲ Currently, ASA is evaluating a series of **Digital Technology Solutions (DTS)** for promoting climate-smart agriculture, including tools for monitoring, measuring carbon, and facilitating access to green markets

Biodiversity markets

- ▲ The current biodiversity credits market has originated from two decades of practice across a range of different approaches. One lesson learned from this experimentation is the essential need for clarity on the difference between biodiversity offsets and biodiversity credits.
- ▲ **Biodiversity offsets** are designed to compensate for significant residual adverse biodiversity impacts arising from project development after appropriate prevention and mitigation measures have been taken. The need for equivalent ecosystems helps explain why biodiversity offsetting schemes are almost entirely local.
- ▲ **Biodiversity credits** are an economic instrument that can be used to finance actions that result in measurable positive outcomes for biodiversity (e.g. species, ecosystems, natural habitats) through the creation and sale of biodiversity units.

	<ul style="list-style-type: none"> ▲ Colombia is a pioneer in designing and testing voluntary biodiversity credits through Habitat Banks (e.g. a blockchain-based climate marketplace designed by ClimateTrade and Terrasos). ▲ Orinoquia is a highly biodiverse region. Hence, the ecological cacao production in Orinoquia can be merged with sustainable tourism by offering biodiversity tours where people can learn about the regional fauna and flora.
Payments for ecosystem services	<ul style="list-style-type: none"> ▲ Recent decades have witnessed a considerable increase in Payments for Ecosystem Services (PES)—programmes that exchange value for land management practices intended to provide or ensure ecosystem services—with over 550 active programmes around the globe and an estimated US\$36–42 billion in annual transactions. ▲ Four key features stand out for scaling up PES: motivated buyers, motivated sellers, metrics and low-transaction-cost institutions. ▲ The Orinoquia Biocarbon project carries out important actions to strengthen the PES strategy promoted by the Ministry of Environment in the departments of Arauca, Casanare, Meta and Vichada. ▲ In 2021, Vichada formed the Technical Committee for Payment for Environmental Services, an initiative led by the Ministry of Environment and Sustainable Development through the Green and Sustainable Business Office, the Ministry of Agriculture and Economic Development of the department and Corporinoquia, with the support of the Biocarbono Orinoquia project. ▲ Previously, in 2020, Meta formed the first Technical Committee for PES in Colombia, positioning the Orinoquia as a pioneer region in this mechanism for the conservation and restoration of ecosystems in strategic areas.
Zero deforestation	<ul style="list-style-type: none"> ▲ In 2018, many key stakeholders signed the Framework Agreement for Joint Action on Cocoa, Forests and Peace in Colombia. Moreover, the GoC, in the framework of the New York Forest Declaration has committed to achieving zero-net deforestation at national level by 2030. ▲ Commitments from global cocoa companies to zero deforestation have created an emerging demand for traceable products from deforestation-free areas. ▲ However, such markets are characterized by uncertainty regarding the transaction costs of traceability and monitoring systems, and economic benefits, leading to a significant reluctance of smallholder farmers to participate. ▲ Under the advisory project being implemented by the International Finance Corporation (IFC) in collaboration with Andean Cacao, a system to track deforestation from areas of the cocoa supply is being tested

Capacity building Strategy

For this project, our team will use tools and lessons learned through numerous prior experiences coordinating and implementing workshops to strengthen the capacities of producers, communities, national and local government officials, including to ensure the monitoring and operationalization of climate policies, programs, and instruments.

OIKO has already developed several Training programs in the region to raise awareness and build knowledge about climate change actions within governments and vulnerable communities. For example, last year we developed and implemented a training program aimed to enhance the capacities of national stakeholders of CARIFORUM countries to implement climate change Awareness Strategies, and a Training and Development of Climate Risk and Coastal Scenarios Program in six Caribbean Pilot Programme for Climate Resilience. We conducted participatory training and support in the use of models to enhance understanding of climate risk with the purpose of developing climate resilient spatial planning.

At the begging of this assignment, we will perform a mapping exercise to chart key stakeholders that should be involved in the process. Moreover, we will review existing materials from similar projects or strategies conducted in the region, including previous reports from previous and ongoing projects of the ISFL program developed under the ASA and the BioCarbon initiative. To facilitate the participatory processes, a number of thematic working groups will be established to carry out consultations. The following table shows a preliminary list of key actors and stakeholders:

Preliminary list of Key Stakeholders

▲ Small-scale producers	▲ Corporación Autónoma Regional de la Orinoquía (Corporinoquia)Asociacion De Productores Agropecuarios De La Orinoquia
▲ BioCarbon Fund ISFL project stakeholders.	▲ Asociacion Empresarial para el Desarrollo de la Orinoquía (ASORINOQUIA)
▲ Departmental Ministries of Environment and Sustainable Development through the Green and Sustainable Business Office.	▲ Research institutions
▲ Departmental Ministries of Agriculture and Economic Development	▲ Civil society organizations
▲ National Agricultural Planning Unit	▲ NGOs
▲ Local governments from Arauca, Meta, Casanare and Vichada.	▲ Fedecacao

Our experience in participatory methodologies, and the planning and coordination of workshops, will provide the necessary tools to guarantee the participation and commitment of key actors from public bodies, the private sector and civil society to identify the opportunities to engage farmers in promising new markets.

Specifically, our team of experts will consider a combination of different types of participation, which may include public assemblies or meetings, workshops and seminars, face-to-face and virtual consultations, focus groups, round tables, discussions as part of conducting surveys or censuses, or awareness and dissemination campaigns. To identify the best solutions for a farmer-centered capacity building program, adapted to the cocoa farmers in the Orinoquía region, our team will work with a number of farmer associations, selected in agreement with the ASA team.

Through several consultations with relevant stakeholders, we expect to conduct a detailed study on current farming practices, needs and attitudes. Through a gender-based and inclusive approach, we expect to obtain information from producers and farmer associations on:

- ▲ Information asymmetries, perspectives on uncertainty and transaction costs associated with carbon markets.
- ▲ Current methods to measure soil carbon.
- ▲ Receptivity of farmers to engage in green markets and willingness to adopt environmental practices demanded.
- ▲ Barriers to farmers engagement.
- ▲ Youth perspectives on green markets and capacity building training, including suggested strategies on how to increase attractiveness of cocoa farming.

Similarly, consultations with relevant involved stakeholders from the public and private sector, and institutions providing technical assistance, will feed our data to produce a report that outlines:

- ▲ Best methods and types of materials for farmers training.
- ▲ Step-by-step guide on requirements of the selected green markets with best potential for cocoa farmers.
- ▲ How associations can implement enabling systems to facilitate farmers engagement
- ▲ Approaches to incentivize better environmental and carbon data collection and reliability.
- ▲ Establishment of partnerships along value-chains to implement training programs.

Finally, by testing several formats and media, our consortium will put into practice its experience developing training materials and dissemination strategies to identify the most adequate training tools and methods to engage farmers, extensionists and youth.

Through our previous experience in the **Participatory approach and Ownership**, we will design ad hoc series of capacity-building activities to promote collaboration among different actors in the cocoa value chain, enabling conditions to empower farmers to access green markets.

Our team of advisors



Our team of advisors

Our proposed team has been carefully selected to best address all of the components of this assignment. We propose a multidisciplinary team with demonstrated expertise or based in Colombia, and a strong presence and network in the Orinoquía region.

Required areas of expertise	Professional skills of our team to respond to required tasks	
Managing multidisciplinary teams	<ul style="list-style-type: none"> ▲ Strategical vision in the execution of projects, using collaborative and innovative approaches. ▲ Ability to build trust and cultivate relationships through empathy. ▲ Experience in Project Management and Country Representative. 	<ul style="list-style-type: none"> ▲ Delivery of lasting results and meaningful impact ▲ Build rapport and align key stakeholders to bring cross-disciplinary actors to solve pressing challenges and foster transformational change
Rural and community development	<ul style="list-style-type: none"> ▲ Extensive experience in agricultural and agroforestry value chains, including cocoa. ▲ Value chain analyses, policy and food systems, market research and business intelligence. ▲ Adoption of low-carbon farming practices 	<ul style="list-style-type: none"> ▲ Decision-making skills to determine what plans or solutions are most capable of serving the community. ▲ Profound knowledge of the agriculture sector in Colombia and the Orinoquía region. ▲ Social impact, responsible and ethical practices
Green markets	<ul style="list-style-type: none"> ▲ Advice on trade and market access promotion for SMEs and sustainability standards ▲ Scoping, shaping and executing new commercial development strategies in the agri/food sector 	<ul style="list-style-type: none"> ▲ Use of benchmarking tools to conduct policy assessments of legal and institutional frameworks. ▲ Map the policy environment and assess the legal and regulatory framework.
Stakeholder engagement and capacity building	<ul style="list-style-type: none"> ▲ Capacity needs assessments. ▲ Organize surveys, workshops, and conferences with relevant stakeholders. ▲ Stakeholder management ▲ Communication skills to address the rural community's needs. 	<ul style="list-style-type: none"> ▲ Designing and implementing capacity building programs for producers and other key stakeholders in the agri-food sector ▲ Developing training materials for smallholders



Diana Maritza Vanegas Leiva
Team Leader

Diana Vanegas is a Socio-Environmental Manager with professional studies in Agricultural Production, and specialized in Rural development, Environmental Education and Environmental Management.

She has more than 15 years of professional experience in the environmental and productive sectors, working in close communication with peasant and indigenous communities. She has also focused her experience on the formulation of environmental plans, programmes and projects that are articulated in all their phases with the different actors of the territories, private enterprise, productive sector, organisations, mayor's offices, public entities, Community Action Boards, among other actors in the departments of Guaviare, Meta, Cundinamarca and Casanare.

She has significant experience in the knowledge of the socio-economic and environmental dynamics of the Orinoquia region with transition to the Colombian Amazon, and during his work he has acquired a broad ability to work with rural communities and other actors that are typical of the real contexts in the different areas of the region. She is highly skilled in the use of participatory methodologies and participatory diagnosis, implementation of Social Management Plans (PGS), Social (PGS), Environmental Compliance Reports (ICA) and Corporate Social Responsibility. Responsibility.

Currently, she is a legal representative of the Fundación Tejido Ambiental de Colombia (Colombian Environmental Fabric Foundation) and co-founder and project leader of Villa Oso (www.villaoso.org).



Johanna Díaz Poveda

Agriculture Specialist

Johanna Díaz is a senior consultant with over 10 years of experience in agroforestry and agrobusiness. A true enthusiast for sustainable development processes, her mission is to lead actions for change that lead to the empowerment and collective commitment of our society.

Since 2013, she is the co-founder and manager of Manifiesto Cacao Co, a Colombian organization that works on the construction and development of projects aimed at solutions based on nature, contemplating shared value strategies, sustainable livelihoods, living income. Building technical, organizational and soft skills capacities in community groups and small rural producers, focused on sustainable practices, business ethics and quality

standards and quadruple baseline impact. Among her main skills are strategic planning, business model and product development, as well as strategic and technical construction of basic guidelines in climate-smart landscapes.

Johanna specializes in the construction and development of strategies for conservation through restoration, enrichment, rehabilitation and restoration, enrichment, and education measures that benefit the intervened ecosystems and the livelihoods of the communities, in compliance with current regulations in force and environmental authorities. Moreover, she has led the identification and support the development of alternative productive activities and/or green businesses that are compatible with conservation objectives and generate income for communities. Hence, she is highly skilled in assessing the feasibility of implementing sustainable productive alternatives that reduce deforestation and improve the livelihoods of communities. She has accomplished meaningful liaison with interested counterparts, public, private and communities involved in the processes of natural resource use and compensation of natural resources.



Daisy Tarrier

Social Specialist

Daisy Tarrier has been a professional in the social area and a specialist in environmental issues and development cooperation for almost 20 years. She has worked above all in the design, monitoring and evaluation of projects for different public and private international cooperation entities (UNDP, French Environment Fund, WWF, French Ministry of the Environment...).

As an independent consultant and as director of an international forest conservation NGO, she has worked for different types of projects: cocoa and coffee agroforestry, paramos, forests, climate change, value chains, rural development, marine ecosystems, wetlands, protected areas. ; with a diagnostic approach, implementation of training for stakeholders, appropriation by civil society, technical improvements, project management. She has worked with

farmers, indigenous communities, and public actors.

After living in Colombia for nearly 10 years and having worked in different areas of the country, she has a good knowledge of the context as well as the actors. These experiences offer her a broad vision of the environmental, social and economic problems that are in the framework of all projects in tropical countries.

She is trained for a perfect understanding of what the logical frameworks and evaluation indicators are, and I have studied and practiced data collection techniques, and individual and group interviews, in application with participatory techniques of collective intelligence to extract the lessons learned. She has worked on qualitative indicators, answers to specific evaluative questions, relation to indicators of coherence, relevance and efficiency according to international methods, and has also developed specific methods for evaluating well-being, governance and project ownership.



Jenny Rueda

Sustainable rural business expert

Professional with 8 years of experience in environmental entities of the national and international public and private sector, strengthening rural entrepreneurship (peasant communities, fishermen, livestock farmers and artisans) with a focus on conservation and environmental protection. Expert in the formulation of projects related to sustainable use of biodiversity, value chains, regenerative rural development and organizational strengthening for green businesses.

Jenny has a master's degree in environmental and energy management and specializes in strengthening of sustainable production units with an agro-ecological approach. Over the last years, she has formulated green and sustainable business plans for the sustainable use of biodiversity. Moreover, she is experienced in the formulation of Environmental Management Plans for protected areas and Ramsar sites, and has profound knowledge in instruments (economic, financing and land management) for the sustainability of environmental projects.



Jessica Arévalo G.

Sustainable business and bioeconomy expert

Industrial Microbiologist specializing in Bioeconomy with national and international experience in pharmaceutical, cosmetics, food, textile, pigments, food, textile, natural pigment production and quality assurance. She has been the founder of Minacocomina, a sustainable textile start-up. Also, she has worked as the Head of Water and Food Quality Control Area of Colombian Military Force, Microbiology Coordinator at VM Laboratories, and Industrial Microbiologist for Asebiol and Quasfar M&A.

Jessica is highly experienced in project development and entrepreneurship in bioeconomy, publishing through methodology and strategies with a sustainable approach. For example, she published the optimisation of HTC methodology with waste biomass from beer production in Germany. Other studies include the quantification of nitrogenous products of TNT and PETN for irreversible mitigation of irreversible damage in explosive soils.

Jessica has carried out numerous consultancy services in agro-industrial microbiology laboratory areas with a view to accreditation or certification. Specialized consultancy for the creation, evaluation and strengthening of projects and/or companies focused on the bioeconomy. Development of practices to ensure traceability of processes with quality standards for certification or accreditation for quality control laboratories. accreditation for quality control laboratories.



Relevant Projects

Relevant Projects



Regenerative pilot cocoa cultivation

Colombia

C4D · FEDECACAO · IRD

Gramor led the creation of pilot cocoa crops for research into new phytosanitary control techniques with a focus on regenerative and syntropic. Promotion and dissemination of special BIO and ORIGIN Cocoa.

Beneficiaries: Community of Sierra Nevada de Santa Marta; Asociación Guardianes de la Sierra and NILO Cund: Finca San Luis; Universidad de los Andes



Participatory Unmanned Aerial Systems (UAS) mapping & Geospatial analysis training courses, and development of policy and operations manuals

2023 · Ongoing

Grenada and Guyana

FAO · OpenPlan · GISCAD

Strengthen the knowledge and skills of the technical staff of the Ministries of Agriculture in Grenada and Guyana by providing training, policy and operation manuals, and guidelines related to the use of Unmanned Aerial Systems (UAS), spatial analyses, and participatory data collection techniques to support agricultural and disaster risk management applications.



Program formulation to enhance sustainable production and support to sustainable value chains.

2023 · Ongoing

Paraguay

EU Delegation in Paraguay

Formulate a new cooperation Programme aiming at improving the sustainable production and support to sustainable value chains through food systems, circular economy models, policies and legislative frameworks. The role of the private sector and SMEs will be assessed focusing on support of women-led enterprises and youth, and cross-cutting issues such as innovation and digitalization.



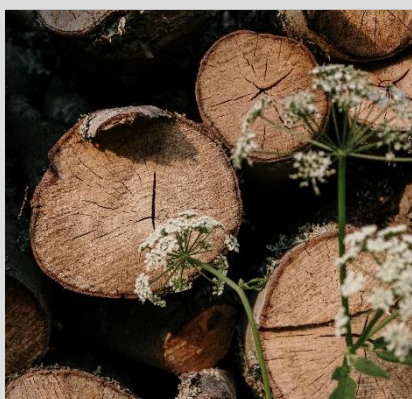
Creating sustainable livelihoods from “frijol guandul” cultivation through conservation and restoration

2020 · 2023

Casanare, Colombia

Fundación Santo Domingo · Red Gramor

Together with CorpoSavia and Una Casa para Zambo, Gramor is carrying out a project to identify sustainable economic alternatives from guandul beans for communities through a conservation and restoration approach. This project is being implemented in close cooperation with Comunidad de Paya Boyaca.



National Bioeconomy Assessment

2022 · 2023

Paraguay

The World Bank · Nova Institut

The project aims at analyzing the potential for bioeconomy opportunities in Paraguay, identifying growth in selected markets for high priority value chains for the bioeconomy. Gaps in policy, institutional and financial requirements will be identified in order to capitalize on the selected bioeconomy opportunities. The analysis will result in the identification of 3 value chains in the bioeconomy connected to the forestry sector where Paraguay could substantially increase its growth over the next 5-10 years.



Self-sufficient food systems in Cachipay

2014 · 2015

Cachipay, Colombia

UNILEVER · Cachipay government · KOYAWE · PERMACULTOR

Working in collaboration with Red de Permacultura and Comunidad de Aguadulce in Cachipay, Gramor led the creation of a self-sufficiency food program food through the construction of a water catchment collection system (huarkas).



Agroecological Market Creation

2016 · 2018

Cundinamarca, Colombia

Red de Permacultura Tequendama · Cundinamarca government

Gramor led the creation of "Agroecological Market and cultural fair sow peace" in the municipality of Anolaima.



RD&D of climate technologies for the reduction of GHG emissions in dairy farms

2022 · 2023

Uruguay

Climate Technology Centre and Network (CTCN) · UNEP · Consur

Establish a baseline and roadmap for the Research, Development and Deployment of climate technologies for the reduction of GHG emissions in dairy farms, through the circularity of flows and materials and the use of emission mitigation technologies. Centralized models that include waste from other agricultural industries will be evaluated to determine management models, assessing their economic feasibility and co-benefits, and identifying the actors that should participate.

List of references



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Year	Country	Project	Client	Description
2022 Ongoing	Honduras	Designing Naturebased Solutions with an ethnic and gender-equity approach in protected natural areas	CTCN	The objective of this Technical Assistance is to strengthen the resilience of rural mountain communities to the impact of climate change located in the Montaña de Celaque National Park in Honduras. Achieving this objective will require risk assessments, co-design of an Adaptation Plan built around Nature-Based Solutions (NbS), and capacity building in the communities, national institutions, and local government. As a result, the final outcome is expected to be the design and implementation of a model of co-governance for an ecosystem-based adaptation plan, which entails the possibility of replication and upscaling in other similar areas.
2022 Ongoing	(14) CARICOM Member States	Development of an Implementation Plan, Financing Strategy and M&E Framework to support Development Resilient to Climate Change	CCCCC / GCF	<p>Undertake a consultation with (14) CARICOM Member States and develop an appropriate comprehensive Implementation Plan, Financing Strategy, M&E Framework and re-establishment of a Regional Coordinating Committee on Climate Change (RCCCC) towards operationalizing the Regional Framework for Achieving Development Resilient to Climate Change (2019-2029). Main tasks to perform:</p> <ul style="list-style-type: none"> ▲ Assessment of mitigation and adaptation measures and or actions taken by various sectors, both nationally and regionally, towards the implementation of the Revised Regional Framework. ▲ Produce an Implementation Plan (IP) along with an associated Financing Strategy (FS) and a Monitoring, Evaluation & Reporting Framework (MERF). <p>Develop a draft Terms of Reference and an Annual Work Plan (AWP) of the RCCCC.</p>
2022 Ongoing	Uruguay	RD&D of climate technologies for the reduction of GHG emissions in dairy farms	Climate Technology Centre (CTCN) UNEP	Identify and study climate technologies and circularity practices for the treatment and use of flows and materials. In addition, technologies that have worked at the pilot level but have challenges for scaling up will be studied, with the objective of replicating the technologies at the national level. Centralized models that include waste from other agricultural industries will be evaluated to determine management models, assessing their economic feasibility and co-benefits, and identifying the actors that should participate.
2021 Ongoing	Togo	Development of a methodology to create climate-smart communes in Togo and formulate 4 mitigation and adaptation action plans	Climate Technology Centre Network (CTCN) UNON	<p>Provide Togo with a conceptual framework for the development of climate-smart communes in close cooperation with all stakeholders.</p> <ul style="list-style-type: none"> ▲ Apply this methodology to develop climate change adaptation and mitigation plans, defined based on 10 selected communes which will represent the Togo's diversity in terms of climate. ▲ Develop 4 mitigation and adaptation action plans for 4 communes, that will provide guidelines on how to develop climate-smart communes. The main sectors that will be considered will be energy, agriculture, transport, waste, and land use.

Year	Country	Project	Client	Description
2021 Ongoing	Paraguay	Technology Needs Assessment and a Technology Action Plan for Paraguay	Climate Technology Centre Network (CTCN) UNON	Provision of Technical Guidance and Support to conduct a Technology Needs Assessment and a Technology Action Plan for Paraguay, to strengthen the national processes and enable the technology transfer to aid in the realization of the climate change and development strategies.
2021 Ongoing	Cameroon	Renewable Water & Energy of dairy product supply chain	Climate Technology Centre Network (CTCN) / UNIDO	Formulation and Support to the implementation of an integrated climate Smart Water-Energy-Livestock project for the Dairy Value Chain in the municipalities of Petté and Wina in North Cameroon.
2021	CARIFORUM countries	Conduct of knowledge, attitude and practices surveys related to climate variability and change and development of awareness strategies	The Caribbean Community Climate Change Centre	<p>Support the climate compatible development of the CARIFORUM countries to combat the negative impacts of climate change, while simultaneously exploring opportunities presented. The project consists in the following phases:</p> <ul style="list-style-type: none"> ▲ Assessment of knowledge, attitude and practices pertaining to climate variability and climate change using KAP surveys. ▲ Formulation of country specific public education and outreach strategies on climate variability and change. ▲ Capacity Building using Training Programme aimed to enhance the capacities of key national stakeholders to implement the Awareness Programme and to train others, as necessary.
2020 Ongoing	Paraguay	Environmental Feasibility Study EUD Paraguay	European Union	Technical Assistance (TA) to the EU Delegation in Asunción in identifying strategic areas of support for its future cooperation with Paraguay in the climate change sector: "decarbonization of strategic sectors, urban mobility plan, climate risk of supply chain, conservation of natural resources, etc. to protection and fight against climate change".
2020 2021	Mongolia	Switch Off Air Pollution (SOAP) Project Scale Up strategy study	GERES / EU	<p>Support to the "Energy efficiency advisory and financial intermediation for sustainable housing in unplanned areas of Ulaanbaatar project" (Switch Off Air Pollution). The project, funded by the European Commission in "Asia SWITCH Asia II – Promoting Sustainable Consumption and Production" with the following objectives:</p> <ul style="list-style-type: none"> ▲ Defining possible climate technological options for scale-up of SOAP, with different levels of ambitions, corresponding social, economic and environmental impacts. ▲ Exploring with the local financial system and private bank, different avenues for climate financing.

Year	Country	Project	Client	Description
2020	Botswana	Review and revise the Current Botswana Nationally Determined Contributions	UNDP	Review, revision, and re-alignment of the Botswana NDC to existing and new policies, frameworks developed in the country since 2015 and the Sustainable Development Goals to ensure an integrated approach, enhanced implementation of the NDCs. The process also includes a) an expansion of the existing NDC to other sectors, the Land use land use change and Forestry (LULUCF), Biodiversity and Ecosystems and Industry and Manufacturing and b) cost Effectiveness analysis of technological options to reduce emissions, c) Proposal of MRV.
2020 2021	(6) Caribbean countries	Training and Development of Climate Risk and Coastal Scenarios	Inter-American Development Bank (IDB)	Training and support the use of models to enhance understanding of risks from climate change related events in order that those risks can be managed through integrated interventions. This will include providing training to Government officials of six (6) Caribbean PPCR (Pilot Programme for Climate Resilience) countries, to build case-studies, using real-world examples of developing scenarios, to inform coastal and marine spatial planning decisions. The results will be used to inform national coastal and marine policy decisions in the different countries during a Master Course. The objective of the Master Course training (one year) is to develop scenarios to investigate the consequences of alternative planning policies and inform coastal management plans.
2020 2021	Equatorial Guinea	Technology Needs Assessment and Technology Action Plan	UNIDO	Technical Assistance (TA) to Conduct a Climate Technology Needs Assessment and associated Action Plan of climate change mitigation and adaptation needs identified in Equatorial Guinea's prioritized economic sectors. The objective of the TA is a) to present several strategic, long-term, participatory transformational technological measures across 4 identified and prioritized sectors, b) Provide climate finance strategy that will drive climate resilient and low carbon growth in Equatorial Guinea.
2020	Bhutan	Final Evaluation of the Technical Cooperation Project	The European Union Delegation to Bhutan	Final evaluation of the Technical Cooperation Project in Support of the Renewable Natural Resources Sector in Bhutan. Project achievements, factors that contributed, identification of the key lessons, proposed practical recommendations and a roadmap.
2020	Bangladesh	Climate Risk Assessment	UNDP	Conduct a Climate Physical Vulnerability and Social-Economic Risk Assessment with Infrastructure assessments of 9 LIUPC (Livelihoods Improvement of Urban Poor Communities) Cities in Bangladesh

Year	Country	Project	Client	Description
2020	Mali	Feasibility study on Reducing Emission from Deforestation and Forest Degradation in Mali (UNREDD+).	European Delegation in Lesotho Global Climate Change Alliance (GCCA Phase II)	<p>Preparation of the feasibility study on Reducing Emission from Deforestation and forest Degradation in Mali (UNREDD +). Funded by the second phase of the EU AGCC Mali Program.</p> <ul style="list-style-type: none"> ▲ Determine the basic elements necessary for mastering general knowledge. ▲ Identify the necessary tools for a better understanding of the technological and financial context of the REDD + mechanism. ▲ Identify the tools and procedures to prepare and take into consideration in Mali ▲ Identify standard tools for national projects. ▲ Development of technological needs and communication platform.
2020	Mediterranean Coastal Countries	Climate Finance Assessment	The Secretariat of the Union for the Mediterranean	<p>Technical assistance to conduct Feasibility Assessment and Financial Evaluation of climate finance instruments & mechanisms for the Mediterranean region with the aim of analyzing efficiency, effectiveness, coherence, and impact, and provide recommendation to enhancing mobilization of climate finance for specific vulnerable population or sectors,</p>
2019	Ethiopia	Ethiopian National Climate Change Strategy	European Union	<p>Technical Assistance to Support the formulation and implementation of the National climate Change Strategy:</p> <ul style="list-style-type: none"> ▲ Support development of scenarios and modelling of forest mitigation. ▲ Enhanced integration of climate action in budgetary processes. ▲ Support the planning and preparation of NDC on forest-based mitigation actions. ▲ Support the design and setting up of IPCC compliant MRV systems.
2019	Kyrgyzstan	IWRM	European Union	<p>Provided technical assistance to the Department of Water and Ministry of Planning to formulate a National Strategy for IWRM in Kyrgyzstan, which considered the key institutional challenges that needed to be addressed:</p> <ul style="list-style-type: none"> ▲ A lack of institutional arrangements that had effective approaches to public participation in water sector resources management. ▲ The lack of an overarching IWRM Strategy as well as an insufficient participation of women in the decisions regarding the national.
2018	Ghana	Local Climate Adaptive Living Facility Project (LoCAL)	UNDP Climate Development Fund	<ul style="list-style-type: none"> ▲ Provided Technical Assistance to contribute to increasing local governments' access to climate finance and building resilience to climate change. ▲ Climate change adaptation is mainstreamed into local government's planning and budgeting systems. ▲ Increased awareness and support for the role of local government in climate change adaptation. ▲ Increased amount of finance available to local governments and local economy for climate change adaptation and resilience.

Year	Country	Project	Client	Description
2017 2019	Morocco	Technical assistance for the integration of climate change in the governance of water resources	European Union	<p>Technical assistance for the integration of climate change in the governance of water resources in the Loukkous hydrographic basin:</p> <ul style="list-style-type: none"> ▲ Review and analysis of the management of environmental projects. ▲ Identification of development models for forest and natural resources adapted to climate change upstream of the Loukkous watershed.
2018 2019	Mongolia	EG4EG	European Union	Conducted the Final Evaluation of the EU-Mongolia Sustainable Growth Project (EG4EG).
2018 2019	Mongolia	National Sustainable Development Strategy	European Union	Technical Assistance to conduct the Formulation of National Public Sector Reform Programme. Conducted climate readiness and eligibility assessment and designed the NDC, strategy and climate policy lines.
2017	Jamaica	11th EDF programme for Environment and Climate Change in Jamaica	European Union	<p>Formulation of the National Climate Change Forestry Programme, assisting the Planning Institute of Jamaica and Min of Finance in identifying and prioritizing emission reduction scenarios:</p> <ul style="list-style-type: none"> ▲ Analysed and defined with the Cabinet the strategic climate actions, goals, climate finance sources, climate expenditures and public investment plans for the climate change strategy and policy. ▲ Provided the Cabinet with support on medium term and long-term sector financial (private and public) planning and budgeting. ▲ Formulated with the Ministry and relevant stakeholders the Performance Assessment Framework to ensure MRV implementation of institutional reforms. ▲ Provided the Cabinet with the capacity development actions to ensure performance-based payments for REDD+.
2017 2018	Timor Leste	Vulnerability Assessments and Community Action Plans	UNDP	The goal of this assignment is to conduct a vulnerability assessment and to develop community action plans for the communities living in the Dili-Ainaro Road Development Corridor (DARDC). In this assignment, we were undertaking participatory vulnerability assessments for the target communities, identifying mechanisms for integrations of the findings from the vulnerability assessments into municipal planning, developing climate risk responsive community action plans and mechanisms to mainstream climate risk and building capacity of the key national and sub-national government stakeholders engaged in the vulnerability assessment process.
2017 2019	Saint Lucia	Consultancy for Preparation of Ecosystem Services Valuation Iyanola Region	Gov. of Saint Lucia	Ecosystems Services Valuation (ESV) of the natural resources within the NEC-IR. This ESV will establish biodiversity and ecosystem services information on the economic value of marine and terrestrial ecosystems. These should include mechanisms for assessing and valuing ecosystem performance, as well as documenting results to build on work at the national level. The Consultancy will also identify mechanisms and measures to integrate the values of biodiversity into relevant national and local policies, programmes, planning processes and reporting systems, in a manner suited to national circumstances.

Year	Country	Project	Client	Description
2017	Lesotho	Improving living conditions and position of the Lesotho smallholder farmers	DLN UNIDO	The purpose of the external evaluation is to assess the Project (effectiveness, relevance, performance and overall potential sustainability) and to provide recommendation to steer its implementation towards the expected result. 4The overall Project objective is to improve living conditions and position of the Lesotho smallholder farmers in society through lobby and advocacy and capacity building for their engagement with government on policy and priorities in support of improved productivity, and market linkages.
2017	Caribbean Region	ECOMICRO Program	IADB	OIKOLOGICA has been selected by the Inter-American Development Bank to be part of the ECOMICRO Program, a microfinance program with the objective of facilitating microfinance services to smallholders and MSMES. IADB has requested assistance to OIKO to formulate climate adaptation and mitigation project investments with national financial private banking institutions.
2017 2018	ACP countries	ACP-EU Climate Services (and related applications) Programme	EU	The objective of this assignment was to support in the identification and formulation of an Intra- ACP Climate Services Programme to be included in the 2017 Annual Action Plan under the intra-ACP 11th EDF, in line with the Objective 2.2. of the Intra-ACP Strategy. Consultations with the key stakeholders in Africa, Caribbean, Pacific, and Europe shall be undertaken for this purpose. The specific objectives are: Prepare a context and sector assessment including an analysis of the sector, the regional context, and stakeholders; support in the identification of Intra-ACP Climate Services Programme.
2017 2018	Costa Rica	Introducing Climate Change Adaptation in Municipal Strategic Development Plans	Climate Technology Center Network UNIDO	The project consists in providing technical assistance to Costa Rica's SETENA, building capacity both in SETENA and in selected municipalities, and developing a software application and operational guidelines to introduce climate change adaptation into municipal strategic development & land use planning through a participative process with institutions, the academic community, and other relevant stakeholders, with the goal producing an operational Guidelines and GIS software tool.
2016 2017	Lesotho	Support to public Finance Management Reform	EuropeAid	The main objective to this Support to public finance Management Reform, was to review this vision 2020 and to asses the progress of the NSDP. Our team was expected to provide monitoring and evaluation technical support and capacity building for the Ministry of Development Planing (MoDP) M&E Department and relevant stakeholders, to establish systems that will enable effective implementation of national development initiatives for better results.
2016	Lesotho	Local Climate Adaptive Living Facility (LoCAL) Lesotho Design	UNCDF UNIDO	The objective of this consultancy is to follow up on earlier work to explore the opportunities to support the expansion of the LoCAL portfolio of programmes in Lesotho, by contributing to the design of a Performance-Based Grants System for Climate Resilience in Lesotho (PBCRGs), taking into account experience and lessons learned in the country and by LoCAL, at the various stages of the process (i.e. assessments and planning; vulnerability, financing and budgeting; implementation of adaptation measures; performance assessments and reporting).

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2015 2016	Kingdom of Bhutan	Local Governance Support	EU	Formulated the National Renewable Natural Resources Sector Program and integrated with the Global Climate Change Support Program. Conducted dialogue with Green Sector government agencies and development partners to formulate the action plan for the national Renewable & Natural Resources policy and strategies and to measure its performance and impact.
2015	Africa, Pacific, Caribbean	2nd Phase of Global Climate Change GCCA+/ACP Programme	EU + GCCA+ (Global Climate Change Alliance)	Conducted the identification and formulation of the 11th EDF Intra ACP Global Climate Change Alliance GCCA+ Programme. Conducted climate risk vulnerability, climate needs assessment, reviewed green regional and sectoral strategies and priorities, analyzed institutional and technical and organizational aspects of the new Programme. Conducted a detailed study and all necessary consultations with key stakeholders in Africa, Caribbean, Pacific and Europe and recommended allocation of financial support based on risk assessment and capabilities.
2015	Marshall Islands	National Renewable Energy Strategy and Policy	EU	Conducted an eligibility and vulnerability assessment by formulating a Support Program (8 mill. Euros) for the Energy Sector. Reviewing the macroeconomic expenditure, analyzed public financial management scenarios, conducted a thorough assessment of the Climate Change Mitigation—Energy Sector (SRC), and recommended concrete support for the Renewable Energy Sector in the outer islands of RMI.
2014 2015	Costa Rica	Evaluation for adaptation and mitigation of vulnerability and climate change for hydroelectric projects	ICE IADB	<p>The objective of the project was to analyze the vulnerability of the hydroelectric infrastructure of Costa Rica due to the risks induced by climate change. We developed new climate change projections for the country with a time horizon of 2050.</p> <p>The vulnerability analysis consisted of two stages:</p> <ul style="list-style-type: none"> ▲ The precipitation analysis ▲ The runoff analysis and plant capacity flow for existing and potential hydroelectric plants.
2013 2015	Guyana	National Action Plan (NAP) aligned with an EWS	UNDP Guyana	<ul style="list-style-type: none"> ▲ Inform the National Action Plan (NAP) for the Alignment process of an Early Warning System Protocol for Drought (EWS). ▲ Review, assess and propose suitable technical solutions and an approved methodology for measuring drought impacts (drought types) and an implementation plan for the EWS on Drought in Guyana. ▲ Identify resources and training which would strengthen the capacity of Agencies, and support implementation of the EWS for Drought. ▲ Identify the necessary partnership with the regional institution in charge of Weather and Climate Watch, to feed the EWS.
2014	Republic of Mauritius	National Climate Change Strategy	GCCA+	Prepared the National Climate Change Adaptation Strategy to the National Sustainable Development Strategy.

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2013 2014	Republic of the Seychelles	National Climate Change Strategy	GCCA+	Formulated the National Program for Climate Change Adaptation and Mitigation in the Seychelles for the Global Climate Change Alliance. Drafted the strategy and prepared the logical framework for five GCCA+ priority areas: sustainable agriculture and integrated watershed management, REDD, participation in the Clean Development Mechanism, disaster risk reduction, and mainstreaming climate change.
2012	Lesotho	Identification of Climate Change National Support Programme	GCCA+	The goal of the project was to prepare and design a national program for climate change for Lesotho. For this purpose we conducted a risk assessment evaluation, a prioritization of the main intervention areas in line with national priorities, and the assistance in the design of sustainability plans for the country.
2012	Namibia	Climate Change Adaptation and Mitigation, including Energy	EU Delegation in Namibia	Designed a project to allow non-state actors, local authorities, and parastatals to address issues of Climate Change Adaptation and Mitigation. Mapped agricultural and forestry residues for biomass utilization. Produced a soil map of possible interventions. Determined deficiencies in the enabling environment for renewable energy promotion.
2012	St. Vincent and the Grenadines	National Poverty Reduction Strategy 2011-15	Caribbean Development Bank	Formulated an appropriate, coherent, and comprehensive poverty reduction strategy, with climate change adaptation measures in coastal areas. Formulated a Disaster Preparedness Strategy including costing and a time-bound action plan for reducing poverty in St. Vincent and the Grenadines over the next five years.
2011	Bhutan	Bhutan Public Finance Management (PFM) Reform Program	EU	Supported the EU in assessing Bhutan's eligibility for sector budget support regarding the PFM system, including establishing the baseline. Assessed the eligibility criteria regarding the macroeconomic situation. Supported the EU in reaching a mutually agreed PFM grid to monitor and assess PFM reform progress.
2011	Bhutan	National Climate Change Adaptation Strategy	MWH GCCA+ EU	Formulated the Budget Support Program to the National Climate Change Adaptation Strategy. Assessed the risk and vulnerability of the sector to climate change. Proposed to enhance sustainable rural livelihoods through improved agricultural and livestock diversification, adaptation, productivity and commercialization, sustainable forestry & water.
2011	Cabo Verde	PEMFAR of Water and Sanitation Sector	World Bank	Conducted a Public Expenditure Financial Accountability Review (PEMFAR) of the water and sanitation sector which allowed combining the assessment of Public Expenditure Review PER with an assessment of public expenditure management and financial accountability (CFAA). Reviewed the budget for sustainable and preventive water policies which cover flood control prevention, disaster preparedness and early warning systems.

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2011	Mexico	Financing Program for Small Projects and Technical Cooperation	IADB (BID-FOMIN)	<p>Financing Program for Small Projects and Technical Cooperation for Marginalized groups of the South-East of Mexico (SP/TC-95-06-24-9-ME). The main tasks included:</p> <ul style="list-style-type: none"> ▲ The program's analysis, from the perspective of productive organizations and rural economy. ▲ The design of the methodology and relevant tools ▲ Field visits and direct interview with beneficiaries and financed institutions. ▲ Data analysis ▲ Including main findings in the Final Evaluation report of the program.
2010	Guatemala	National Food Nutrition Security Plan	EU	Contributed to the actualization of the Strategic Plan of Food and Nutritional Security (PESAN) 2009-2012. Analyzed and revised the food security monitoring system of SESAN. Developed the methodological and statistical basis for performance indicators.
2010	Ecuador	Technical Assistance for the PASES Programme	EU	Supported SENPLADES and other government institutions of Ecuador to implement the National Sustainable Development Programme—Good Living National Plan (GLNP). Provided technical assistance to SENPLADES to support the implementation of activities in the framework of the GLNP. Contributed to the Support Programme for an Economic, Solidary and Sustainable System (PASES).
2010	Honduras	Poverty Reduction & Local Development Strategy II	EU	Reduced the conditions for poverty in the country through decentralization and municipal development in three action areas: Institutional Framework and Policies to optimize the decentralization of the public sector, Strengthening Municipal Governments by the provision of an integral training and technical assistance and a pilot program of financial support for municipalities.
2010	Guyana	Poverty Reduction Budget Support Program	EU	Contributed to the finalization of the Action Fiche for the general budgetary support program to Guyana under the 10th EDF by providing the relevant information for the various sections. Prepared performance indicators for the 10th EDF General Budget Support Program using the guidelines.
2010	Guatemala	Result Based Management for Ministry of Health	EU	Provided training to government officials of Ministries of Finance and Health to improve results-based management of public expenditures.
2009 2010	Trinidad & Tobago	Socio-Economic Baseline in National Adaption Strategy	EU	Assessed the quality of data collection at the Central Statistical Office to monitor the implementation of the National Sugar Adaptation Strategy for Trinidad and Tobago (T&T NAS). Formulated socio-economic baseline conditions in the areas affected by the strategy. Helped improve data collection and curation by relevant government agencies.

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2009	Lesotho	Local Governance and Non-State Actor Support Programme	EU	Provided technical assistance to conduct a community and district profiling exercise in three mountain districts in Lesotho. Conducted agro-ecological and socio-economic assessment. Provided workshops with indigenous communities for poverty profiling. Conducted collection and collation of up-to-date, relevant, accessible, and accurate information. Designed a planning tool at community and district level.
2009	Saint Lucia	National Strategic Action Plan for Ministry of Agriculture	EU Delegation in Barbados	Formulated a National Strategic Action Plan for the Ministry of Agriculture, Lands, Forestry and Fisheries. Assisted the decision makers in St Lucia to assess agricultural resources (biomass, fisheries, forestry, agriculture). Assist in the formulation and implementation of a national agricultural policy and strategy, to improve competitiveness in the banana sector and to achieve agricultural diversification.
2008	Guatemala	National Food Security and Nutrition Program	EU	Formulated the National Food and Extreme Malnutrition Support Program in the framework of the National Strategy in Guatemala (PESAN 2007-2016). Analyzed the efficiency and effectiveness of poverty reduction and food security programs. Analyzed public revenues and expenditures. Designed the implementation modalities and a financing plan for implementation of the Food Security Sector Programme.
2008	Macedonia	Capacity Building for Aid Coordination	Government of Macedonia	Conducted an Impact Evaluation of the Capacity Building for Aid coordination Project. Analyzed national aid effectiveness. Assessed the donor coordination institutional context, changed the donor community strategy and trained government officials in an alternative approach to the provision of foreign aid. Strengthened and streamlined the operational features of the National System for Coordination of Foreign Assistance (NSCFA).
2008	Guyana	Ocean and River Defenses Sector Policy Framework	EU	Formulated the National Sea and River Defenses Policy Framework to reduce the potential impact of climate change in coastal areas, reduce the risk of floods, improve living conditions in the coastal zone and to reduce poverty. Designed a Policy Framework for the Sea and River Defense Sector.
2007 2008	Latin America Africa Asia	Impact Evaluation of Socio-Economic Microfinance Trust Fund	AECID DGPOLDE	Conducted an instrumental, intermediate, and formative evaluation of the MTF. The MTF fights against poverty in developing countries through enhancement of microfinance services. The MTF tries to meet the needs of economic and social sectors that do not have access to the traditional financial system, or it does not satisfy their needs properly.
2007 2008	Morocco	Evaluation and Impact Assessment	Ministry of Foreign Affairs of Spain	Evaluated social development programs to implement key policy actions for rural livelihood for the reduction of extreme poverty. Evaluated cost benefit, relevance, and level of attainment of the objectives and assessed progress in relation to relevance, cost-effectiveness, sustainability, and economical and social impact of food security operations.
2007 2008	Egypt	Agriculture-Trade Enhancement Program	EU	Provided technical assistance to the Ministry of Agriculture & Trade to conduct the negotiations on agriculture exports within the EU-Egypt Association Agreement (EEAA) on tariff reductions and increased quotas on selected agricultural products: fruit and vegetables, rice, cotton, sugar confectionary, dairy products, and frozen food.

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2007	Guyana	National Program for Poverty Reduction	EU	Formulated a national support program for poverty reduction in Guyana: a) identified and proposed to the Government of Guyana and the EC Delegation a revised set of indicators for the additional variable tranche along existing indicators within the PFM, social housing, and health sectors and to facilitate the negotiations on the same.
2007	Dominican Republic	National Economic Governance Programme	EU	Formulated the national Economic Governance Programme to enhance Government Public Service Delivery of Research, Innovation and Technology Services to improve Competitiveness. Assessed government institutions in the sector. Reviewed public expenditure. Analyzed the Technology Development Policy, Proposed policy reforms and regulatory framework for innovation.
2007	Bolivia	PROCOIN Workshop for Export Partnership Training	Republic of Bolivia	Facilitated workshops to enable a supply chain approach for the agricultural cluster as well as for export partnership training with a dynamic approach. Created alliances to ensure business agricultural export. Identified potential partnership groups in the agricultural sector in Bolivia. Prepared guidelines for training in creation, management, and follow-up of Export Partnerships, adapted to the Bolivian context and to the concerns of companies.
2007	Bolivia	PROCOIN Strategic Plan for Supply Chain Training	Republic of Bolivia	Identified and selected potential consortia partnerships to integrate groups of Small and Medium Size Enterprises (SMEs) into export production chains. Selected sectors with a high potential to form consortia partnerships and high commercial growing opportunities between Bolivia and the EU. Analyzed the viability of business association among SMEs.
2005 2006	Latin America	Diagnosis and Analysis for Regional Integration AL-DIAGNOS	EU	Addressed information gaps identified during the AL-Invest Programme. Provided targeted information on national and regional macro-economic and market conditions for trade and investment. Provided identification of activities for the development in other areas of intervention for EC economic and trade cooperation, e.g., through feedback from AL-Invest beneficiaries on EU- LA trade and investment co-operation.
2005	Costa Rica	Sustainable Development Strategy of the Brunca region	IADB	Formulated the Sustainable Development Strategy for the Brunca Region in Puntarenas, Costa Rica. Assessed agricultural land use, household vulnerability, potential climate change adaptation strategies and livelihoods. Developed a geo-referenced information systems (GIS) with alternative natural resource use scenarios. Developed an Indicative Land Management Functional Plan for baselines and to guide the strategic guidelines.

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