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Gobierno
de Colombia

INTERNATIONAL COOPERATION STRATEGY

“Towards a new
transformation of the
**Colombian rural
sector**”





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Office of International Affairs
MINISTRY OF AGRICULTURE AND RURAL
DEVELOPMENT



INTERNATIONAL COOPERATION STRATEGY

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GRATITUDE

To the entities attached to and linked to the Ministry of Agriculture and Rural Development and international entities that contributed to the development of the ECI.

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PREFACE

The agricultural and rural sector of Colombia has immense importance within the productive and social apparatus of the country. For the year 2020, the agriculture, livestock, hunting, forestry, and fishing sector represented 6.8% of the national GDP (DANE, 2020). The last three years (2018-2020) have gained participation, representing 6.2% in 2018 to the 6.8% as mentioned above in the previous year.

In the face of the COVID 19-fuelled global pandemic of 2020, resulting in contracting markets, uncertain international, and putting almost all the companies and productive industries in check, the rural sector of our country stood out and grew 2.8% in contrast to the drop of 6.8% experienced by the Colombian economy.

In social matters, according to the latest National Population and Housing Census, 24% of the national population is located in rural areas (DANE, 2019). In terms of employment in the last moving quarter, December 2020 - February 2021, the agriculture, livestock, hunting, forestry, and fishing line was the second generator of jobs at the national level with a total of 3.3 million employed, representing 16.2% of employment in Colombia (DANE, 2021).

The figures precisely demonstrate the importance of the agricultural and rural sectors in our country and reaffirm that reactivation bets

must be focused on the sustainable development of the Colombian countryside, calling for an integrated rural development based on digital transformation inclusive innovation.

Challenges for the sector persist in terms of access, formalization and regularization of rural property, the development of agro-industrial value chains, the provision of equipment and sectoral services to improve agricultural competitiveness, land use and the provision of public goods and financial inclusion. This is why not only should intervention and execution of public policies focus on territorial development hand in hand with communities, but also to combine efforts with strategic partners through international cooperation. This will allow us to coordinate efforts, structure projects and lead initiatives that promote the development of our territories.

It is in this sense, below, that we present the International Cooperation Strategy - ECI of the Agricultural Sector "towards a new transformation of the Colombian rural sector". It is an instrument that serves as the roadmap to guide the articulation exercises with the affiliated entities, the thematic axes on which the relationship and implementation of the cooperation of the sector will be based upon, and which in turn intends to shed light on the approach in terms of dialogue with international partners to respond to the challenges that we as a sector face.



The ECI defines the focus on the challenges identified as crucial to enable development in our territories. In this sense, we have prioritized the axes of productivity + profitability = competitiveness, modern and technical institutions and rural development. These are the dimensions in which we hope to focus the dialogue with international partners in order to focus joint action, identifying projects, resources and different cooperation modalities that make it possible to strengthen these main axes.

We hope that this document will focus and unify the national vision, with the 2030 Agenda for Sustainable Development and its Sustainable Deve-

lopment Goals and all the actors of the international cooperation system, to achieve the outlined objectives and promote permanent dialogue with the International Community in favor of sustainable development for our Colombian rural sector.

We are grateful for the commitment of the Presidential Agency for International Cooperation of Colombia, the Global Green Growth Institute, the affiliated entities and the technical directorates of MADR, and each of the donors that have made possible the formulation of the International Cooperation Strategy of the Agricultural Sector.

Rodolfo Zea Navarro

Minister of Agriculture and Rural Development



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ACRONYMS

Rural Development Agency	ADR
National Land Agency	ANT
Presidential Agency for International Cooperation of Colombia	APC-Colombia
Official Development Assistance	ODA
Colombian Agricultural Research Corporation	AGROSAVIA
International Cooperation Strategy	ECI
Greenhouse Gases	GHG
Colombian Agricultural Institute	ICA
Ministry of Agriculture and Rural Development	MADR
Memorandum of Understanding	MoU
Sustainable Development Goals	SDG
Office of International Affairs	OAI
United Nations	UN
Organization for Economic Cooperation and Development	OECD
Development Programs with a Territorial Approach	PDET
Institutional Strategic Plan	PEI
National Development Plan	PND
Rural Land Planning Unit, Land Adequacy and Agricultural Uses	UPRA
Special Administrative Unit Aquaculture and Fisheries Authority	AUNAP
Special Administrative Unit for the Management of Restitution of Dispossessed Lands	URT



INTRODUCTION

In recent years, the agricultural sector has represented one of the strategic areas with the most significant opportunity for economic development in Colombia. Yet, problems related to the COVID-19 pandemic, in addition to other factors such as land concentration (the Gini coefficient for the country is 0.526) (DANE, 2020), low productivity, access to education, income generation (the rural poverty

rate for 2020 was 42.9%) (DANE, 2021), have made it difficult to boost the competitiveness of the sector.

On the other hand, the economic growth of Colombia in recent years has suffered a significant contraction as a consequence of the pandemic, with a gross domestic product growth of 2.9% in 2018 to -6.8% in 2020. According to the DANE GDP Technical Bulletin (DANE, 2020) for the end of the



2020 period, however, the agricultural sector was one of the few sectors of the economy that grew, reflected in an added value of 2.8% annual average, compared to the same period for the valid for 2019, and closing the last quarter of the year with a growth of 3.4%, where the growth of 4.8% of the sector stands out for the establishment of temporary and permanent crops with the exception of coffee, as well as a growth of 1.7% in livestock, 1.6% in forestry and timber extraction and 22.1% in fishing and aquaculture.

In this way, the potential of the agricultural sector to boost productivity within the framework of the economic reactivation of the country, the modernization of the primary industry, the articulation with international markets and sustainable rural development is recognized. This sector is considered key in meeting the goals associated with the pact for entrepreneurship, formalization and productivity, and in the pact for sustainability that are part of the National Development Plan 2018-2022 'Pact for Colombia, Pact for Equity' (PND).

According to the "Analysis of the behavior of the non-reimbursable International Cooperation received by Colombia in 2019" (Agencia Presidencial de Cooperación Internacional [APC], 2020), of the USD 713.43 million received by Colombia in this period, 82.3% were directed to five Sustainable Development Goals (SDG) mainly: SDG 10 - Reduction of inequalities with 39.33%, SDG 16 - Peace, Justice and solid institutions with 16.52%, SDG 11 - Sustainable cities and communities with 14.70%, SDG 2 - Zero hunger with 8.05% and finally to SDG 8 - Decent work and economic growth with 3.80%. These numbers show that the agricultural sector plays an essential role in the allocation of international cooperation resources.

For the same study, 23.87% of the total resources received were allocated to the Comprehensive Rural Reform. This contributed to SDGs 11 and 2, aiming to strengthen planning capacities, increase agricultural productivity and rural income.

Based on the above, the need arises to develop the ECI of the Agricultural Sector "Towards a transformation of the Colombian Rural Sector" to propose the objectives and actions to be implemented from the identification of needs and opportunities of the sector, articulated with the guidelines and goals of the Strategic Plan for the Agricultural Sector 2019-2022 (PEI), the National Strategy for International Cooperation 2019-2022 (ENCI) of the Presidential Cooperation Agency (APC-Colombia), the PND, the SDGs and the Agenda 2030.

Sectoral policy guidelines that promote and strengthen the agricultural sector were considered to build the International Cooperation Strategy (ECI). They are based on the three pillars of equity defined as: 1) rural development, 2) competitiveness as a result of profitable productivity and 3) a modern and technical institutional framework. For each pillar, a situational analysis of supply and demand was carried out with the national entities of the sector, identifying the main bottlenecks that require priority attention for the strengthening of the agricultural sector through the support of international cooperation to the management carried out by the national government.

Within the guidelines of the sectoral policy, three fundamental themes were identified: i) gender approach; ii) climate change; and iii) consolidation and stabilization of the peace policy with legality.



Concerning the first issue, it is necessary to clarify that rural development considers a gender approach. According to the Rural Women Directorate, in the document on the situation of rural women in Colombia 2010-2018, women represent 47.2% of the population living in rural areas of the country. Yet, the role of women in the rural and family economy and, therefore, its social and economic conditions have historically been invisible. For this reason, within the framework of the ECI, the need to involve rural women in the prioritization and formulation of comprehensive rural development plans, programs and projects stand out.

Likewise, taking into account the strategic agenda between the Ministry of Environment and Sustainable Development (MADS) and the Ministry of Agriculture and Rural Development (MADR), among their priority lines for 2019-2022 they agree on the land use planning of agricultural production in areas of special environmental interest and stabilization of the agricultural frontier.

The ECI coordinates the implementation of climate-smart agriculture projects, reducing deforestation, allowing producers a source of income while taking care of the environment.

The Rural Reform is aligned with the consolidation and stabilization of the peace policy with legality,

seeking the transformation of the countryside and generating conditions of well-being for the rural population. The projects identified under the ECI are oriented to peasant, family and community agriculture, and income generation.

To enhance technical and financial assistance by developing countries, the MADR Office of International Affairs (OAI) collected information on the Agricultural sector's cooperation priorities from the MADR's dependencies, attached entities, and Mixed Economic Corporations to the MADR. This information considers the COVID-19-induced changes and articulates the objectives, goals and guidelines of the PND and the ENCI.

Based on the policy guidelines and needs of the agricultural sector described in Section 1.1, the OAI developed the International Cooperation Strategy for a multi-level dialogue with international donors through the participation and consultation tables defined by the MADR, where the main activities are described in Section 4. These working tables aim to join efforts to structure and implement projects that respond to the sector's demand and promote efficient management of resources based on participatory diagnoses of the sector's national entities under the leadership of the National Government.





1



CONTEXT



1.1

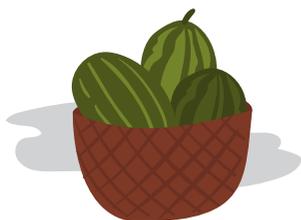
Conceptual Framework



The ECI of the Agricultural Sector “Towards a new transformation of the Colombian Rural sector” is one of the actions to be implemented within the framework of the PEI 2019 - 2022 of the MADR. It aims to achieve the objectives, indicators, and goals that the PND establishes for the agricultural sector to transform current conditions to accelerate economic growth and equity in the rural sector.

The guidelines for agricultural and rural development of the PEI of the MADR were taken into account to identify Colombia’s international cooperation needs, centered on three policy pillars:

- I Rural Development:** strategies oriented towards prioritizing sectoral and inter-sectoral investments that favor enabling conditions to advance competitiveness and equity in rural areas.
- II Productivity + Profitability = Competitiveness:** This pillar focuses on the development of plans, programs, strategies, and policies aligned with the PND, which respond to the needs of the regions by optimizing the growth potential of production according to proper land use and improving the social and economic conditions of the regions to promote the competitiveness of the agricultural sector.



III Modern and Technical Institutional (transversal):

Ways to improve are necessary to develop a process of modernization, modernization and consolidation of the sectoral institutional framework, strengthening the strategic, operational, administrative and financial capacity of the MADR and thus optimizing its value chain, promoting digital transformation and enhancing information and knowledge management to improve institutional capacities.

In addition, the economic reactivation program of the MADR “Together for the Countryside” (*Juntos por el Campo*, in Spanish) was identified, given the health emergency caused by COVID-19.

This program is a crucial concept within the implementation of the ECI based on identified needs and opportunities. It seeks to generate an impact on commercialization, technology and innovation, rural public goods, financing and management of agricultural risks, agricultural extension, production management that benefit small and medium producers. Finance is needed to make agricultural purchases, acquire machinery, and provide financing options for small-medium producers.





In addition,
the economic
reactivation
program of
the MADR
“Together
for the
Countryside”

This program requires an initial investment of COP 130,000 million, and despite having resources, complementary international support is needed to strengthen and ensure sustainability.

On the other hand, it is essential to point out that the country's entry into the Organization for Economic Cooperation and Development (OECD). This represents that Colombia is classified as an upper-middle-income country, acquiring a new role in international cooperation. Precisely, within the framework of Colombia's international commitments and prerogatives as a member of the OECD, on October 29, 2020, the urgent need for the recovery of countries affected by COVID-19 was highlighted within this organization. For the mandate of mutual cooperation, the OECD is compiling data, analyses, and recommendations on various topics to address the emerging health, economic, and social crises.

In this sense, Colombia today solicits international cooperation and provides it, as in South-South Cooperation and Triangular Cooperation. Colombia has signed a Memorandum of Understanding (MoU), strengthening its international relations in search of a more competitive, rural development that involves addressing and complying with the SDGs, articulating the commitments of the National Government

with the interests of donors.

The international community recognizes the National Government's efforts as it is considered a 'Country of special attention' due to the internal armed conflict, drug trafficking, forced displacement, and Venezuelan migration. These adverse conditions have meant challenges for the sustainable development of the agricultural sector.

The National Government's efforts with donors to receive international cooperation in technical and financial assistance are focused on developing projects to implement public policy in the sector and knowledge and experience exchange. These projects are oriented towards productive transformation, agricultural competitiveness, a gender approach in the countryside, climate change mitigation and adaptation, consolidation and





stabilization of the peace policy with legality and rural development. These projects should promote conditions that stimulate goods and services, investment, entrepreneurship and growth for more significant rural equity.

Finally, to complement these initiatives, international cooperation may support

commercialization issues, leveraging resources to strengthen the Contract Agriculture Strategy to benefit small and medium producers. Agricultural extension is an issue that requires the collaboration of the work carried out by the Dairy Value Chain Project.

1.2

Justification



The ECI presents new schemes and dynamics needed for Colombia to adapt to the country's challenges in terms of the effectiveness of the programs for the payment for results, income improvement, formal employment and the stabilization and consolidation of cooperation in the national territory.

Colombia's emerging needs are visualized as adaptation and mitigation of climate change, agrolistics in the supply chain of agricultural products, the strengthening of safety and traceability access to international markets and response to the new sustainability demands of already accessed markets, adaptation to new international commercial regulations, green growth and the circular economy, organic products and non-traditional rural economy based on ecotourism and agrotourism.

Agricultural sector priorities need also be aligned with the Government's sectoral policy called "A countryside for equity", with a vision based on three fundamental aspects: a) the competitiveness of the agricultural

sector, b) growth and sustainable development and c) improvement of public policies to improve access to public services and quality of life.

Therefore, it is necessary to consider actions such as long-term structural reforms, improvement of land rights and land use, greater integration into international agri-food markets, and adoption of reconstruction plans of fisheries. Lastly, actions that implicate changes in the application of monitoring systems, particularly in terms of registration and licensing of small-scale fishers and aquaculture.

Colombia's economic reactivation strategy recognizes the agricultural sector as one of the most relevant sectors. It specifies the need for rural jobs, to increase and regulate sustainable production, ensure food supply to the entire nation, and facilitate access to sectoral non-sectoral public goods. A strategy that





Colombia's economic reactivation strategy recognizes the agricultural sector as one of the most relevant sectors.

addresses the sector's needs and opportunities as part of economic reactivation must therefore consider:

- ◆ The transversality of:
 - ◆ Productivity, competitiveness and value addition.
 - ◆ Logistics and marketing.
 - ◆ Financing and risk management.
 - ◆ Information systems.
- ◆ Orientation to the reactivation of the sector.
- ◆ Environmental, economic and social sustainability.

Finally, the ECI of the agricultural sector promotes actions to strengthen and harmonize international relations, dialogue, and coordination to achieve goals associated with sector policy and donor interests, articulated within the framework of the economic reactivation plan determined by the National Government.





1.3

Legal aspects



National



International cooperation actions for the agricultural and rural development sector in Colombia have the following regulations:

- ◆ Law 318 of 1996, which establishes mechanisms for the management of financial resources to fulfill international economic commitments, the Colombian Agency for International Cooperation and other provisions are issued to promote international cooperation.
- ◆ Law 1150 of 2007, article 20, introduces measures for efficiency and transparency in Law 80 of 1993 and dictates general provisions on contracting and the legal regime applicable to contracts executed with resources from international organizations.
- ◆ Decree 4660 of 2007, regulating article 58 of Law 863 of 2003. (Information that must be provided by public or private entities that enter into cooperation and technical assistance agreements).
- ◆ Decree 4152 of 2011, creating the Presidential Agency for Social Action and International Cooperation functions - Social Action are split and the APC - Colombia.
- ◆ Agreement 07 of 2012, establishing the Inter-institutional Coordination Committee is established and regulated to elaborate thematic, sectoral and territorial strategies for international cooperation.
- ◆ Decree 1985 of 2013, which determines the structure of the MADR is modified and the functions of its dependencies.
- ◆ Agreement 02 of 2015, which modifies Agreement No. 07 of June 8, 2012, APC-Colombia.
- ◆ Resolution 358 of 2017, which establishes the procedure for registering non-reimbursable international cooperation resources before the APC-Colombia.
- ◆ The National Planning Department (Departamento Nacional de Planeación - DNP for its acronym in Spanish), as the entity in charge of leading, coordinating and articulating the medium and long-term planning for the sustainable and inclusive development of the country, as well as the current PND that sets the guidelines for the presidential term of the institutions and their territories to achieve growth and development goals.



◆ Conpes 3918 of 2018, establishing the reference areas were designated as input for identifying areas of interest for rural, economic and social development.

◆ Conpes 3958 of 2019, establishing the strategy to implement the public policy for the multipurpose land registry.

International



Colombia, over the years, has been a participant in the various agreements promoted by the international community, serving as the foundation for international cooperation. The following agreements are highlighted:

◆ The Paris Agreement, on July 13, 2018, the Colombian ambassador to the United Nations (UN) deposited the instrument that ratifies the Paris Agreement at the organization's headquarters. The Congress of the Republic ratified the Paris Agreement through Law 1844 of July 14, 2017.

◆ The SDGs turn out to be a crucial frame of reference in the structuring of the ECI. Through Decree 280 of February 18, 2015, the high-level commission was created to effectively enlist and implement the 2030 Agenda and its SDGs.

◆ The OECD: On April 28, 2020, the Republic of Colombia deposited the Instrument of Accession to the "Convention of the Organization for Economic Cooperation and Development". Through Law 1950 of 2019, Colombia's adherence to this international organization was ratified.

◆ The Rome Summit, which was held in 2009 at the headquarters of the Food and Agriculture Organization of the United Nations (FAO), with the participation of more than 60 countries that analyzed topics such as food security, the increase in food prices, the global financial crisis and the adequacy of food.





1.4

Cooperation Management Mechanisms



There are currently different types of cooperation, such as Technical Cooperation, Official Development Assistance (ODA), Financial Cooperation, Non-reimbursable Financial Cooperation, Reimbursable Financial Cooperation, Technical between Countries, South-South Cooperation, and Col-Col Cooperation. However, the weakness in implementing innovative access mechanisms to these types of cooperation is sometimes evident due to ignorance of highly complex international models.

It is necessary to generate more capacities in the entities of the agricultural sector to improve management, monitoring and evaluation of cooperation. Previously, this has been a weak point and made donors less interested in working with the entities.

In the same way, it is necessary to strengthen the information systems that link international cooperation, making a prior diagnosis of the lessons learned and successful experiences as future references in cooperation matters.



A woman wearing a white wide-brimmed hat, glasses, and a tan work jacket is smiling and holding a bunch of pink carnations. She is wearing blue gloves. The background is a field of green plants, possibly a greenhouse or nursery. The image is overlaid with a brown diagonal graphic on the left side.

2



FRAME OF REFERENCE





2.1

Sustainable Development Goals



The UN member states approved the 2030 Agenda for Sustainable Development, as a roadmap towards a new vision of the integral development of the human being. In this comprehensive vision, new relationships are established with the planet, prosperity, peace and alliances between nations, the public and private sector, and civil society.

The Agenda has 17 SDGs, guiding the work of the UN until 2030. These objectives are civilized, inclusive, comprehensive, indivisible for the sustainable growth of all nations on the planet.



Figure 1. Sustainable Development Goals – SDG Source: United Nations (n.d.).

The SDGs fully reflect the needs, aspirations, transformation and dreams of the Colombian people. The eradication of poverty and reduction of inequality, as well as equity and justice, are pending debts of Colombians that are reflected in these objectives as a near reality,

dictating a roadmap in the formulation and implementation of coherent public policies and essential to advance as a nation. This is especially important for the agricultural sector, which is the engine of the country's economy.

2.2

National Development Plan 2018 –2022 “Pact for Colombia, Pact for Equity” (PND)



The SDGs were included and articulated to the criteria and guidelines to build the PND, given their importance and Colombia’s commitment to their compliance. The PND was built on 3 fundamental pacts:





Figure 2. Agreements of the National Development Plan 2018-2022
Source: Departamento Nacional de Planeación (n.d.).

Pact for Legality:



Focused on the consolidation of the Social State of Law. This guarantees coexistence and ensures access to efficient and effective justice so that everyone can live freely and in democracy. This Pact consolidates the State's presence throughout the country and, particularly, in those territories where the absence of institutions and the gaps in authority have persisted.

Pact for Entrepreneurship and Productivity:



For a dynamic, inclusive, and sustainable economy that empowers all talents. This pact enables the productive transformation of Colombia, increases labor and business formalization, and makes better use of the opportunities offered by free trade agreements. The pact for entrepreneurship also includes an alliance to boost development and productivity in rural Colombia.

Pact for Equality:



For a modern social policy centered on the family, efficiency, quality, and market connection. The pact guarantees equal opportunities in terms of social and productive inclusion. Social inclusion refers to efficient and quality access to health services, childcare, education and human capital training, food security and housing. Productive inclusion focuses on access to labor markets and decent incomes, emphasizing the connection to labor markets by the poor and vulnerable population. This last point structurally connects social policy with the Pact for entrepreneurship and productivity.

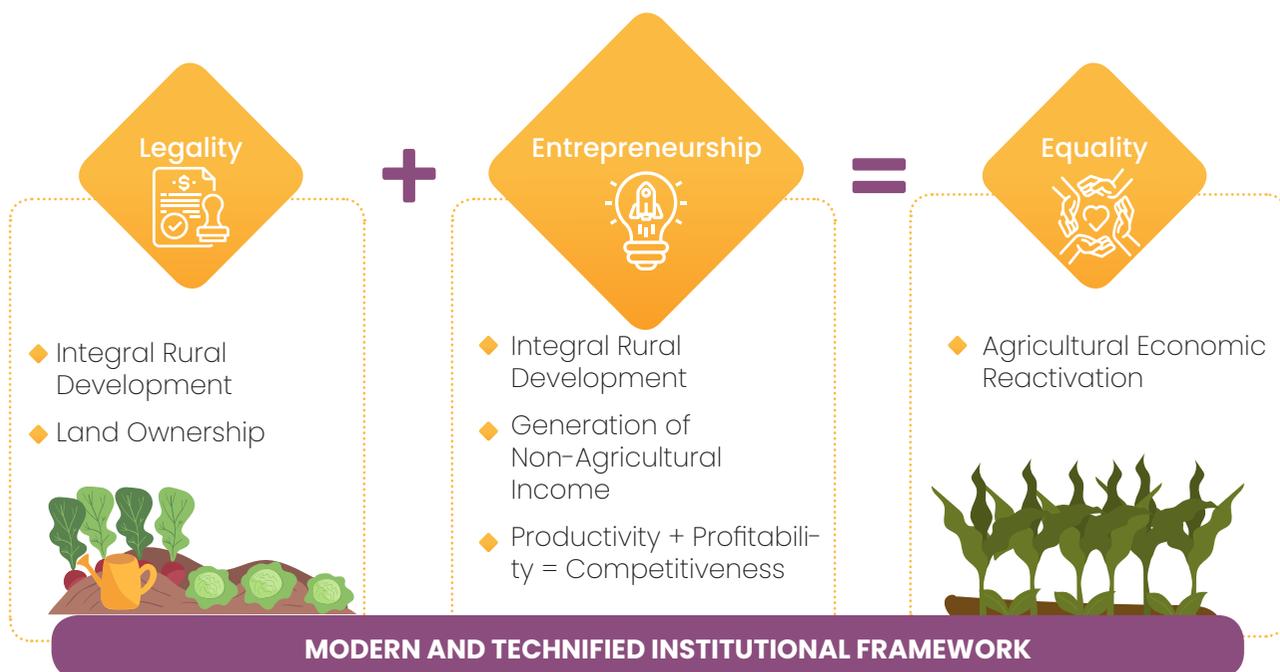


Figure 3. Agreements of the National Development Plan 2018 – 2022
Source: Departamento Nacional de Planeación (n.d).

2.3

Institutional Strategic Plan 2019 – 2022



Based on the PND, the proposed strategic guidelines for the country’s agricultural and rural development corresponding to the Ministry of Agriculture and Rural Development are grouped into three policy pillars: a) Rural Development, b) Productivity + Profitability = Competitiveness and Modern and Technical Institutional. The implementation of these strategic guidelines seeks to comply with the goals set out in the National Development Plan 2018 -2022.

The components of the structure of each of the pillars are shown below. These pillars represent the issues related to the intervention needs of the institutional framework of the agricultural sector:



RURAL DEVELOPMENT



Social and Productive Land Use Planning



Investment in Provision of Public Goods and Services



Generation of productive capacities and income with employability and profitable sustainable ventures



Figure 4. Components of Pillar I of the MADR Institutional Strategic Plan
Source: Author.

PRODUCTIVITY



PROFITABILITY



COMPETITIVITY



Transformation and management of agricultural production



Sanitary, phytosanitary and food safety risk management



Investment, financing and comprehensive risk management



Marketing optimization for small and medium producers

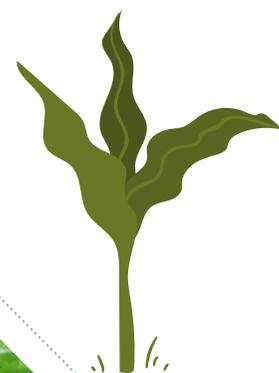


Figure 5. Components of Pillar II of the MADR Institutional Strategic Plan
Source: Author.



Pillar III - Modern and Technical Institutionalility is transversal to the two previous pillars. It encompasses compliance with the policies established by the Administrative Department of Public Function, aimed at improving management and the performance of the sector's institutions.

These pillars and their components must be aligned with the implementation of the National Agricultural Innovation System - SNIA, the land adaptation policy, the green growth policy, the Comprehensive Agricultural Risk Management Policy (GIRA) and the agricultural sector's information systems.

2.4

National Strategy for International Cooperation (ENCI) 2019-2022



ENCI 2019-2022 was created based on the PND guidelines on International Cooperation and addresses cooperation needs and opportunities and is based on compliance with the 2030 Agenda and the SDGs. Actions prioritized to access ODA come under the following thematic lines:

Territorial stabilization:



Identifying a cooperation opportunity through the implementation of the PDETs.

Rural Development:



Through seven strategic pillars defined as i) social ordering of rural property, ii) land use planning, iii) health diplomacy, iv) equipping public goods, v) improving financing and risk management schemes, vi) improvement of non-agricultural rural activities, and vii) institutional reform of the agricultural sector.

Conservation and environmental sustainability:



Identifying an opportunity for international cooperation through the implementation of programs and projects of productive reconversion that promote GHG reduction, circular agriculture, payments for ecosystem services to restore and connect strategy ecosystems, and finally, the formulation and implementation of adaptation initiatives.





3



PROBLEM IDENTIFICATION





The ECI identified the cooperation needs of the entities of the national agricultural sector, based on the diagnosis made by the APC - Colombia and articulating them with the sectoral goals of the PND, and the institutional policy guidelines of the MADR that seek to promote and strengthen the three pillars of equity associated with: 1) Rural Development, 2) Competitiveness as a result of profitable productivity and 3) Modern and Technical Institutionalility, within the framework of the economic reactivation to mitigate the impact of the COVID-19 pandemic.

3.1 Background

According to the APC-Colombia, recent international cooperation in Colombia is divided into financial support and technical assistance. The graph below shows the distribution and participation of international cooperation of 51 governments and local authorities for the period of March - April 2019:

PRIORITIZATION OF INTERNATIONAL COOPERATION IN TERRITORIES

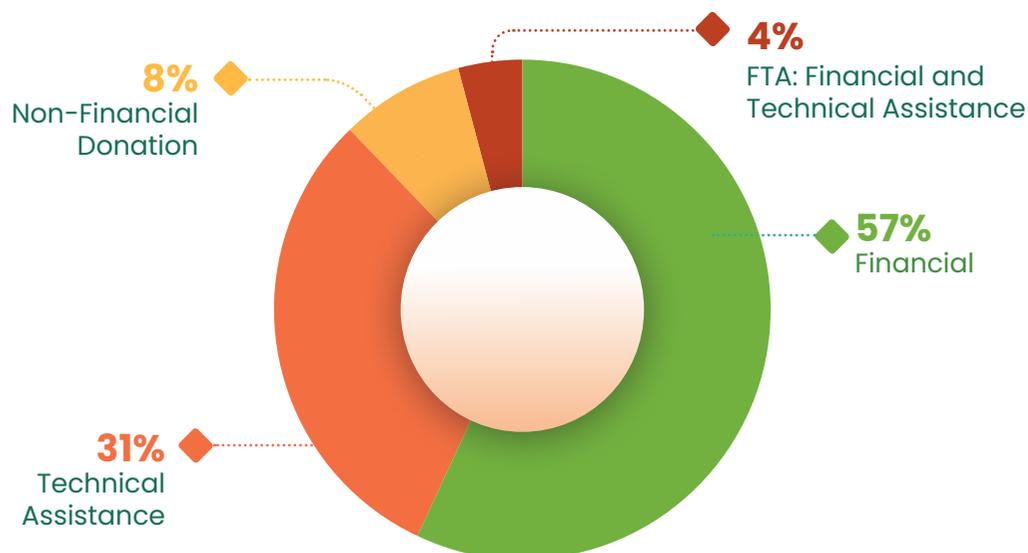


Figure 6. Prioritization of International Cooperation in Colombia
Source: APC-Colombia (2021a).





The OECD (2012) has considered Colombia to be a high middle-income country since 2013. And this classification means that international cooperation may not prioritize the country's needs within the development of its strategic lines. However, Colombia still represents a particular interest for donors due to the armed conflict, inequality, social inequality, and strategic location biodiversity conservation.

Colombia becoming a member of the OECD in 2020 has impacted its access to international cooperation resources. The graph below, adapted from the ENCI

2019-2022 data on APC-Colombia's management reports for 2011-2018, shows how ODA cooperation resources have decreased in the last year since Colombia's admission to the OECD.

However, this does not mean that cooperation has been reduced in its entirety. Instead, it is a call to departmental and local governments not only to demand resources from this modality of cooperation in the traditional way, as well as analyze other strategies that promote cooperation.

INTERNATIONAL COOPERATION RECEIVED IN COLOMBIA IN MILLIONS OF DOLLARS



Figure 7. ODA resources for Colombia (2011 – 2018)
Source: Agencia Presidencial de Cooperación Internacional [APC], 2021a.





The ENCI 2019-2022 shows that disjointed planning and low levels of participation and governance in some of Colombia's territories may mean that the current needs prioritized by the territorial authorities do not correspond to those previously identified in the national government's planning instruments.

In addition, communication within the sector is not optimal is reflected by duplicated actions and needs, generating operational wear and tear and low coordination at the institutional and organizational level. It is important to emphasize that one of the critical elements for managing cooperation resources is based mainly on the union of efforts and collective needs that demonstrate the territorial capacity to execute programs and projects with these resources.

Due to factors such as public order in some areas of the country, low institutional strength, and corruption risks have affected the international cooperation in some Colombian Departamentos, outlined in the map below. This distribution shows the need to improve the institutional framework in Departamentos with lower cooperation resources allocation and prioritize the available resources based on the demand for programs and projects that strengthen rural development with a territorial approach.

Departament	Ammount Thousands (USD)
Amazonas	39
Antioquia	51.928
Arauca	32.102
Atlántico	13.526
Bogotá D.C.	11.675
Bolívar	13.707
Boyacá	4.194
Caldas	377
Caquetá	20.194
Casanare	1.544
Cauca	21.721
Cesar	26.392
Chocó	14.546
Córdoba	13.527
Cundinamarca	6.818
Guainía	967
Guaviare	4.102
Huila	4.266
La Guajira	38.912
Magdalena	16.745
Meta	30.970
Nariño	40.794
Norte de Santander	54.319
Putumayo	8.368
Quindío	172
Risaralda	2.128
Santander	5.471
Sucre	9.526
Tolima	11.230
Valle del Cauca	19.421
Vaupés	160
Vichada	6.900
Grand Total	713.437



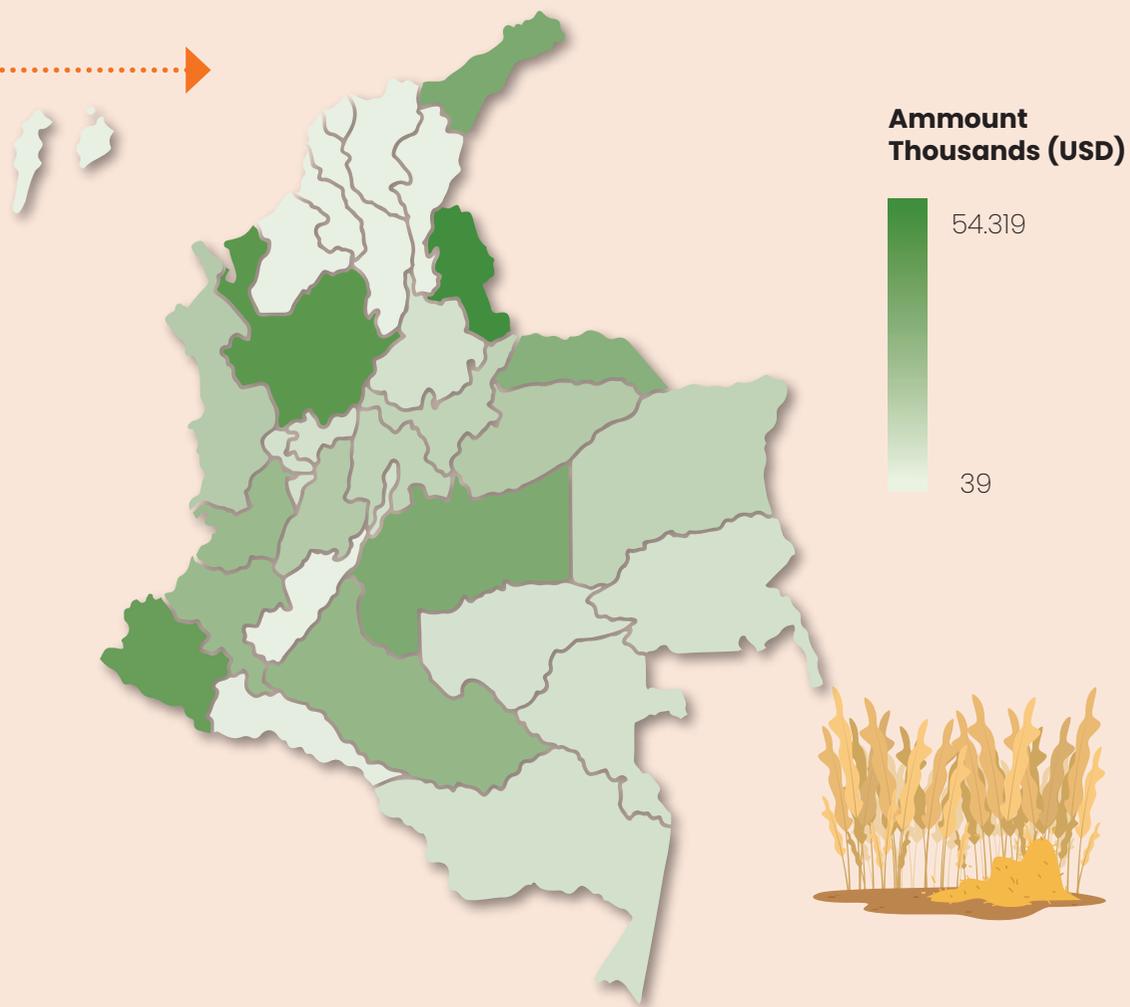


Figure 8. Cooperation resources for the sector Validity 2019
Source: prepared by the authors based on APC (2020).

3.2

Identified Problems in the Agricultural Sector



To develop the International Cooperation Strategy, the MADR collected information from the CICLOPE source of the APC-Colombia of the agricultural sector's cooperation priorities and the international cooperation supplied between 2018 - 2020. The following graph describes the share of international cooperation resources for the agricultural sector by percentage of participation from donor partners:



Country/Entity

IC RESOURCE SHARE 2018-2020



Figure 9. Percentage of participation of cooperation resources according to origin (2018-2020)
Source: Ciclope-APC Colombia database, OAI (2021b).



As of 2019, the ENCI 2019-2022 (in accordance with Presidential Directive No. 6 of 2020, of June 17, 2020) established a cross-sectional vision of the country's needs to address existing problems, identified by sectors and territories and framed in the 2018-2022 PND and the 2030 Agenda. These are needs determine the priorities of international cooperation and are divided into five thematic priority lines:

- a. Territorial stabilization
- b. Rural development
- c. Conservation and environmental sustainability
- d. Entrepreneurship and Orange Economy
- e. Migratory phenomenon.

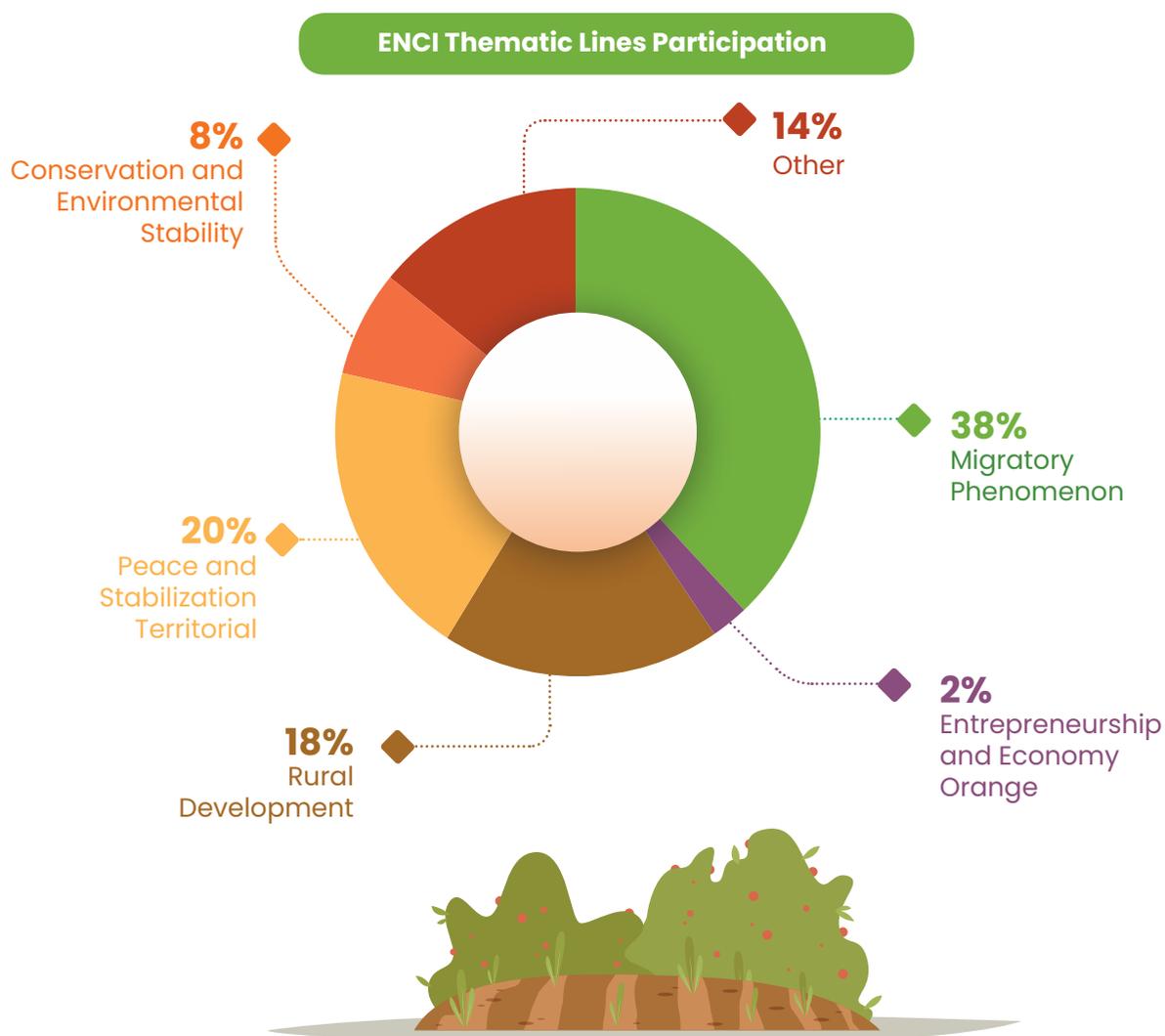


Figure 10. Thematic priority lines of the National Strategy for International Cooperation
Source: OAI elaboration, based on APC data (2021b).



According to the graph, 86.12% of cooperation resources are aligned within the five priorities of the ENCI. The remaining 13.9% are directed to development issues that are not directly related to any of the lines priority of the ENCI. Now, 93.4% of the resources directed to rural development are for implementing the peace agreement, primarily to point 1 of the Agreement (Comprehensive Rural Reform), emphasizing matters related to the Multipurpose Land Registry the Solidarity and Cooperative Economy. The largest donor in this line is the United States, with a contribution of 76%. It is followed by Canada and the European Union, with 10.6% and 4%, respectively. Partners for rural development include South Korea with 3.49% and the Sustainable Colombia Fund at 1.72%.

Finally, it is worth mentioning that 60.5% of the resources for rural development were directed to the PDET municipalities, with resources allocated to 13 main areas: south of Córdoba, Alto Patía - Norte Cauca, Bajo Cauca and Nordeste Antioqueño, Catatumbo, Cuenca del Caguán and Piedemonte Caqueteño, Macarena - Guaviare, Montes de María, Pacific and Nariñense border, Urabá Antioqueño, Sierra Nevada - Perijá, south of Tolima, Putumayo and Arauca. It can be said, therefore, that PDET prioritization is one of the strongest justifications for international cooperation to continue its contribution to rural development in Colombia.



A woman wearing a wide-brimmed straw hat and a light-colored work jacket stands in a lush green field. She is holding a large yellow plastic bucket. The background shows rolling hills under a clear sky. A blue graphic overlay with a dotted line is on the left side of the image.

4



**STRATEGY FOR INTERNATIONAL
COOPERATION OF THE
AGRICULTURAL SECTOR "TOWARDS
A NEW TRANSFORMATION OF THE
COLOMBIAN RURAL SECTOR".**





The ECI of the agricultural sector results from a situational analysis carried out with entities of the agricultural sector of the national order on the different needs and opportunities that were identified through the instrument: Analysis of Demand Priorities for International Cooperation, established by the APC-Colombia.

The ECI outlines an improved approach to international cooperation initiatives, aiming to support the objectives of the PEI of the MADR, PND 2018-2022 goals, SDGs, and the economic reactivation of the Colombian countryside. Rural development is defined in the ECI as property formalization, appropriate land use planning, increased productivity to Colombia's small and medium producers.

Likewise, the ECI identifies cooperation initiatives that respond to the interests of donors as well as the National Government. Resources will be used to improve the institutional framework, addressing the needs associated with technological modernization, process optimization, and knowledge transfer.

As part of ECI's implementation, a project will be developed for public-private alliances. It will improve agricultural marketability and priority services and the design and implementation of information systems to manage agroclimatic risks and a land information system.



4.1 General objective

The general objective of the ECI is to articulate international cooperation initiatives and tools aimed at improving the reactivation and repowering of the Colombian rural sector. The political and technical dialogue with donors for the design,

execution of plans and projects and the definition of actions and goals aimed at solving the crucial needs of the agricultural sector form the basis of this objective.

4.2 Specific objectives

OBJECTIVE	ACTIVITIES	GOALS TO REACH THE OBJECTIVE
1. Generate conditions for sectoral dialogue spaces with donors (quarterly technical tables).	<ol style="list-style-type: none"> 1. Classification of the mapping of actors according to cooperation interests. 2. Analysis of needs and interests to technical structure tables based on affinity criteria. 3. Definition of members and leaders with the participation of beneficiary entities. 4. Approval of goals and indicators. 5. Evaluation and monitoring of indicators. 6. Request evaluation and approval for possible modifications. 	Four (4) technical workgroups held per year.
2. Support the management of Technical Assistance for Integral Rural Development, Organization and Transformation of Production and Modern and Technical Institutionality. (Number of projects supported).	<ol style="list-style-type: none"> 1. Identification of new or ongoing initiatives that require strengthening in any of the strategic guidelines of the sector policy. 2. Link donors who express their interest in supporting the corresponding initiatives. 3. Identification of components of the initiatives that require greater support from international cooperation. 4. Structuring of the roadmap for the implementation of the plan / program / project / strategy. 5. Structuring of goals and indicators. 6. Preparation of possible modification requests. 	Three (3) projects supported under the international cooperation modality.
3. Exchange of experiences and appropriation of knowledge in modern and technical agriculture (number of technical cooperation projects supported).	<ol style="list-style-type: none"> 1. Identification of new or ongoing initiatives that require strengthening in the strategic guideline of sector policy. 2. Link donors who express their interest in supporting the corresponding initiatives. 3. Identification of components of the initiatives that require greater support from international cooperation. 4. Structuring of the roadmap for the implementation of the plan / program / project / strategy. 5. Structuring of goals and indicators. 6. Preparation of possible modification requests. 	Six (6) projects supported under the international cooperation modality.



<p>4. Manage resources to continue agricultural infrastructure projects (number of projects supported).</p>	<ol style="list-style-type: none"> 1. Identification of new or ongoing initiatives that require strengthening in the strategic guideline of sector policy. 2. Link donors who express their interest in supporting the corresponding initiatives. 3. Identification of components of the initiatives that require greater support from international cooperation. 4. Structuring of the roadmap for the implementation of the plan / program / project / strategy. 5. Structuring of goals and indicators. 6. Preparation of possible modification requests. 	<p>One (1) project supported under the international cooperation modality.</p>
<p>5. Offer south-south technical cooperation.</p>	<ol style="list-style-type: none"> 1. Identification of new or ongoing initiatives that require strengthening in the lines in which the Colombian agricultural sector is able to offer cooperation. 2. Link recipient organizations / governments that express their interest in receiving support in the corresponding initiatives. 3. Identification of components of the initiatives that require greater support from the national sectoral offer. 4. Structuring of the roadmap for the implementation of the plan / program / project / strategy. 5. Structuring of goals and indicators. 	<p>Five (5) projects supported under the international cooperation modality.</p>

Table 1. Specific Objectives, Activities and Goals of the ECI
Source: Author

4.3

Implementation Lines



The National Government, in its prioritization of the agricultural productive sector, seeks to stimulate and make the most of resources to bring it to the highest level of competitiveness and efficiency to national and international markets.

To achieve this objective, we are working hard on the redefinition of concepts in the sector, now the farmer is not only a food producer, he is also a demander and provider of goods and services.

The farmer demands knowledge, financial services, equipment and machinery. The farmer, in turn, produces better quality food and provides ecosystem services such as protecting water sources, preserving natural habitats, and plants trees as a contribu-

tion to environmental sustainability. An institutional redesign is also essential for articulating medium and long-term policies to respond to the challenges and dynamic territorial contexts to fulfill objectives.

The ECI responds to these challenges and is a tool of support, institutional and territorial articulation for Colombian countryside development. Obtaining and collecting information with the vice ministries, attached entities and the mixed economy corporation (AGROSAVIA) began with visits to each entity.

Meetings were held with the technical departments of the vice





The ECI responds to these challenges and is a tool of support, institutional and territorial articulation for Colombian countryside development.



ministries and the entities attached to the MADR to analyze and prioritize demands. The ECI was presented, reformulated and validated with the new directors of MADR between May and August 2020. The final prioritized demand lines were sent to APC - Colombia to map the donors and ensure articulation with the ENCI. The entities of the agricultural sector such as the MADR Directorates prioritized their demands based on the three pillars of the sector policy under the PEI 2019-2022: i) Integral Rural Development, ii) Transformation and ordering of production, and iii) Institutional strengthening (Transversal to the other two pillars).

For each priority, the MADR Directorates and the sector entities identified a series of general cooperation needs, which may vary over time, considering the possible adjustments that may arise in the execution of the ECI.

For the ECI's development, it was necessary to identify which cooperation initiatives are being carried out in the national territory and are active. In this way, the risk of duplicating functions and resources in actions that lead to the same goal is reduced, optimizing the management of the different sector actors in a complementary manner.



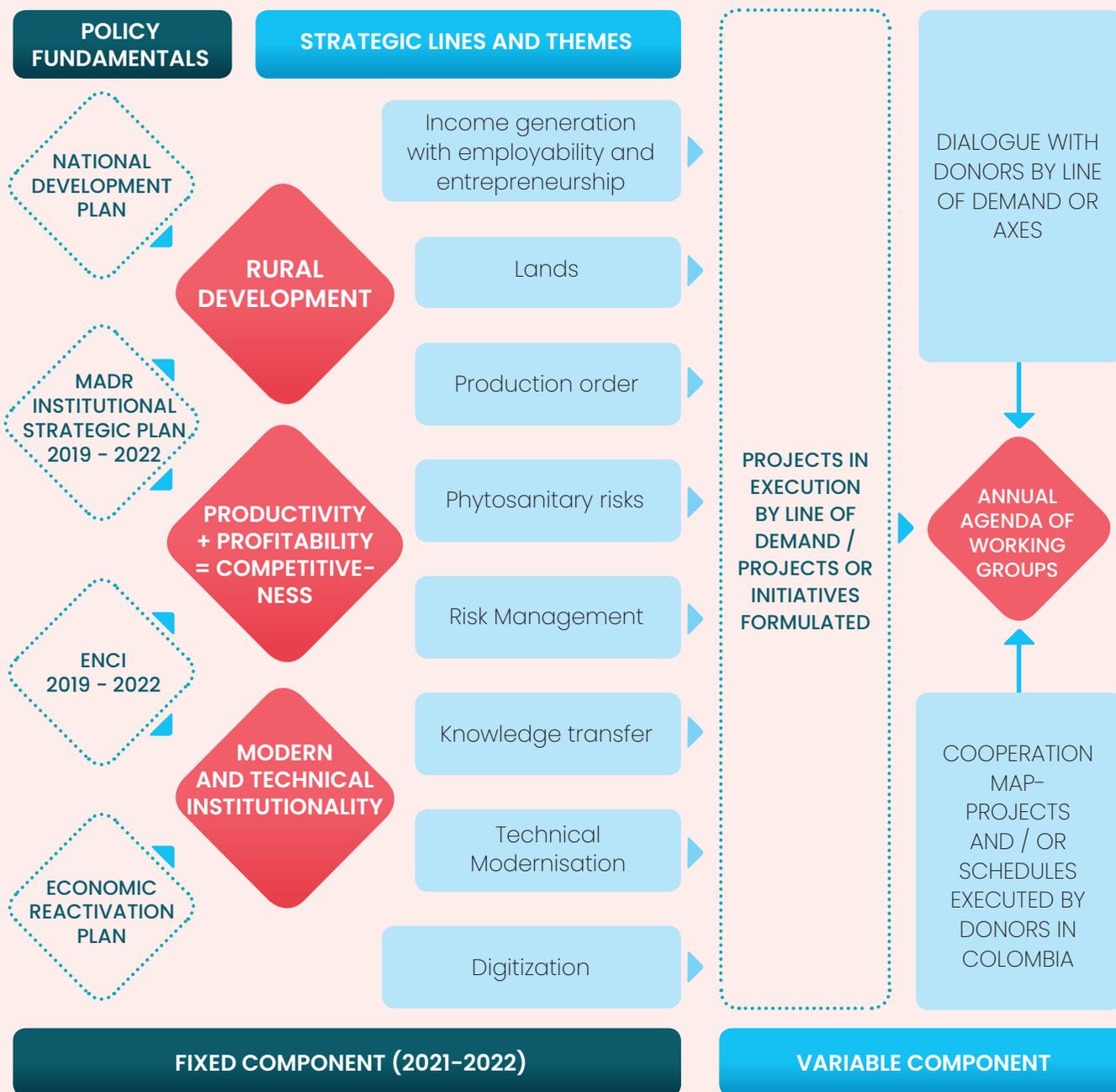


Figure 11. Structure of the International Cooperation Strategy of the Agricultural Sector.

Source: Author

The MADR OAI, prepared the following diagnosis to identify the lines of implementation of the ECI:



MAIN AXIS	SECONDARY AXIS	PRIORITY DEMAND LINE
INTEGRAL RURAL DEVELOPMENT National Impact	Income generation: From employability and rural agricultural and non-agricultural entrepreneurship	Improve agricultural and non-agricultural income
		Formalization of rural employment
		Rural Development Programs with a Territorial Approach
		Differential attention in the institutional offer
		Irrigation and drainage
	Lands: Social and productive land management, investment in the provision of public goods and services	Rural education
		Land Restitution
		Formalization of rural properties
		Planning of the territory and the agricultural sector
		Social and productive organization of rural property
Productive transformation Through the ordering of production, the development of clusters and agro-industrial value chains- Sectorial and Regional Impact	Organization of agricultural, livestock and forestry production, agro-industrial production transformation projects, Research, technological development and agricultural innovation, cluster development and value chain logistics, marketing optimization for small and medium producers	Strengthen the ordering of production through chain organizations
		Productive transformation areas
		Agricultural Extension
		Improve infrastructure and marketing
		Strengthening the value chain of Fisheries and Aquaculture production
Transformation and ordering of production: sanitary management, phytosanitary and food safety risks- Sectorial and Regional Impact	Transformation and ordering of production: Management of sanitary, phytosanitary and food safety risks- Sectorial and Regional Impact Comprehensive agricultural safety and traceability policy, Sanitary Diplomacy to take advantage of Free Trade Agreements - FTA, Sanitary and phytosanitary plans for a declaration from disease-free zones	Linking research results to the productive sector
		Access to genetic resources, intellectual property and traditional knowledge
		Validation of cutting-edge technologies in agro-industrial production
		Health Admissibility Plan-PAS, Health Diplomacy Agenda, Strengthening of the State Health and Safety policy
		Biodiversity and Genetic Resources
INSTITUTIONAL STRENGTHENING - (TRANSVERSAL) National Impact		Adaptation and mitigation to climatic phenomena
		Intersectoral articulation
		Improvement of technological capabilities
		Institutional adjustment
		Management of international agreements and multilateral trade policy

Table 2. Demands prioritized by axis and line of action
Source: Author



The following table shows the projects in execution and / or that are expected to be implemented.

PROJECTS IN EXECUTION BY DEMAND AXIS			
MAIN AXIS	SECONDARY AXIS	PROJECT/PROGRAM/ PLAN/STRATEGY	RESPONSIBLE
INTEGRAL RURAL DEVELOPMENT	INCOME GENERATION	Productive Partnerships for Life - 2020	Directorate of Productive Capacities and Income Generation
		Building business and rural capacities, trust and opportunity	Directorate of Productive Capacities and Income Generation
	LAND ALLOCATION	Strengthening the capacities of agricultural producers and their associative schemes in the generation and consolidation of national production chains BPIN 2018011000127	Rural Development Agency - ADR
		Tierras con legalidad / Legal Lands	National Land Agency ANT
		Juntos por el Campo / Together for our Countryside	Sectorial Entities
PRODUCTIVE TRANSFORMATION	MANAGEMENT OF AGRICULTURAL, LIVESTOCK AND FOREST PRODUCTION	ACC - Agrocadenas Colombia, Public-Private Partnerships for the consolidation of peace through the strengthening of marketing and primary services in favor of the Colombian agricultural sector	Directorate of Agricultural and Forestry Chains
		Harvest and Sell Fixed, Contract Farming	Vice Ministry of Agricultural Affairs
		Production Management Models	UPRA
		Agriculture low in emissions and resilient to variability and climate change in Colombia - LECRA	Directorate of Innovation, Technological Development and Health Protection
TRANSFORMATION AND ORDER OF PRODUCTION	MANAGEMENT OF SANITARY, PHYTOSANITARY AND FOOD SAFETY RISKS - SECTORIAL AND REGIONAL IMPACT	Strengthening of the National System of Agricultural Innovation - SNIA	Directorate of Innovation, Technological Development and Health Protection, ADR, UPRA
	AGRICULTURAL RISK MANAGEMENT	Comprehensive Agricultural Risk Management System - SIGRA - MADR	Financing Directorate
		Special Credit Lines - LEC	Financing Directorate
INSTITUTIONAL STRENGTHENING	(CROSS)	National Unified Rural and Agricultural Information System - SNUIRA	Sectorial Entities
		Agronet	UPRA

Table 3. Projects in Execution by Demand Axis
Source: Author



These are the plans, projects, programs, and strategies by strategic axes, managed by the MADR and its affiliated entities. These projects are prioritized to request support from the donors because they are currently in execution. It is essential to specify that they have concrete results and require technical and/or financial support to continue and guarantee their sustainability and compliance to the interested parties.

These initiatives have contributed to overcoming some challenges in the sector, achieving greater competitiveness and equity in rural territories, and positioning the sector as an engine of opportunities for national economic growth and development.

I. Rural development strategy with a territorial approach

Rural development with a territorial approach has represented, in recent years, a fundamental aspect in the growth of the agricultural sector, due to its intervention strategy in the territories to improve quality of life and generate income for rural people equitably and inclusively. Rural development responds to the population's needs that, due to its geographical location, has particular characteristics in cultural, productive, commercial, and economic aspects to achieve effective and efficient performance.

Within the framework of the PEI of the MADR, rural development with a territorial approach represents a key pillar in the Government's commitment to productivity, competitiveness and equity in the sector by prioritizing investments in rural areas promote sustainable use of natural resources.

There are two strategic objectives within the Rural Development pillar. One is to improve rural population income, strengthening information management for the social ordering of property throughout the rural territory. The other is to manage and articulate the supply of sectoral and non-sectoral goods and services to increase the economic and social development of the rural population.

For the ECI of the agricultural sector, the development of these two objectives has focused on the economic reactivation due to the COVID-19 pandemic, identifying the following lines of action within the Rural Development pillar to implement the ECI effectively:





INCOME GENERATION



Figure 12. SDGs Addressed by the Generation of Capacities and Income and its Strategic Lines
Source: Author

- Access of rural women and youth to education and training
- Formalization of rural, agricultural and non-agricultural work
- Improve agricultural and non-agricultural income
- Associativity for rural enterprises
- Marketing and development of markets for small and medium producers

LANDS SOCIAL AND PRODUCTIVE LAND MANAGEMENT



Figure 13. SDG Addressed by the Social and Productive Organization of the Earth and its Strategic Lines
Source: Author

- Formalization of rural property
- Land restitution



INVESTMENT IN PROVISION OF PUBLIC GOODS AND SERVICES



- Goods and Services for agricultural infrastructure
- Public services
- Non-sectoral goods

Figure 14. SDG Addressed by Investment in Provision of Public Goods and Services and its Strategic Lines
Source: Author



II. Rural competitiveness through higher productivity and profitability

For the National Government, agricultural sector transformation should be framed in developing and establishing agro-industrial clusters. These clusters are where small, medium and large producers converge to improve value chains through product marketing schemes and access to national and international markets such as contract farming.

In this sense, the MADR developed its PEI 2019–2022 based on the guidelines established by the National Government in its PND. Here, the needs of the territories arise as appropriate land use for the construction of solid economic and social bases in Colombia's territories, and the productivity and competitiveness of the agricultural, livestock, fishing and forestry chains. In this way, reducing urban-rural gaps social and productive inclusion of the rural population.

Within the framework of the Productivity + Profitability = Competitiveness pillar, there are three strategic objectives:

1. Productive transformation through the ordering of production, the development of clusters and agro-industrial value chains;
2. Transformation and ordering of production and
3. Investment, financing and comprehensive risk management. Both objectives aim to:

- ◆ Strengthen the articulation in the different links of the agricultural chains to improve competitiveness,
- ◆ The promotion of science, technology and innovation policies for agricultural development and the competitiveness of the sector,
- ◆ The generation of capacities for the adaptation and mitigation of the agricultural sector in the face of climate change,
- ◆ The management of policies that strengthen the capacities of rural inhabitants for the structuring of projects, financial decision-making, risk management and rural entrepreneurship,
- ◆ The strengthening of the agricultural and agro-industrial foreign trade policy aimed at taking advantage of commercial agreements and strategic markets and finally,
- ◆ The strengthening and optimization of the formulation, articulation, application and sustainability of a State Health and Safety Policy that impacts producers and consumers.

The ECI aims to develop these six objectives, focused on the following lines of action within the Pillar of Productivity + Profitability = Competitiveness:





PRODUCTIVE TRANSFORMATION THROUGH THE ORDERING OF PRODUCTION, CLUSTER DEVELOPMENT AND AGRO-INDUSTRIAL VALUE CHAINS



Figure 15. SDG Addressed by the Transformation and Management of Agricultural Production and its Strategic Lines

Source: Author

- Regulation of agricultural, livestock and forestry production
- Agroindustrial productive transformation projects
- Research, technological development and agricultural innovation
- Cluster development and value chain logistics
- Marketing optimization for small and medium producers



III. Transformation and ordering of production

MANAGEMENT OF SANITARY, PHYTOSANITARY AND FOOD SAFETY RISKS



- Comprehensive agricultural safety and traceability policy
- Health Diplomacy to take advantage of the Free Trade Agreements - FTA
- Sanitary and phytosanitary plans to declare disease-free zones

Figure 16. SDGs Addressed by the Management of Sanitary, Phytosanitary and Food Safety Risks and their Strategic Lines

Source: Author



INVESTMENT, FINANCING AND COMPREHENSIVE RISK MANAGEMENT



Figure 17. SDGs Addressed by Financing and Comprehensive Risk Management and its Strategic Lines

Source: Author

- Agricultural risk management
- Goods and services oriented to the culture of insurance and horizontal integration of the consolidated rural population and the corresponding insurance.

IV. Institutional Strengthening Axis (Cross-Section or Transversal)



Figure 18. SDGs Addressed by Financing and Comprehensive Risk Management and their Strategic Lines

Source: Author

As a fundamental pact for implementing the PND, there is the need for the MADR and its attached entities to have an institutionality that is efficient, effective and productive with a policy focused on obtaining results in each of its missionary processes.

In the same way, it is necessary to strengthen the capacities and abilities of personnel, increasing their productivity, consolidating teamwork proactively and assertively.

- Promote information and knowledge transfer
- Promote the digital transformation of the agricultural and rural sector
- Encourage and strengthen digital platforms



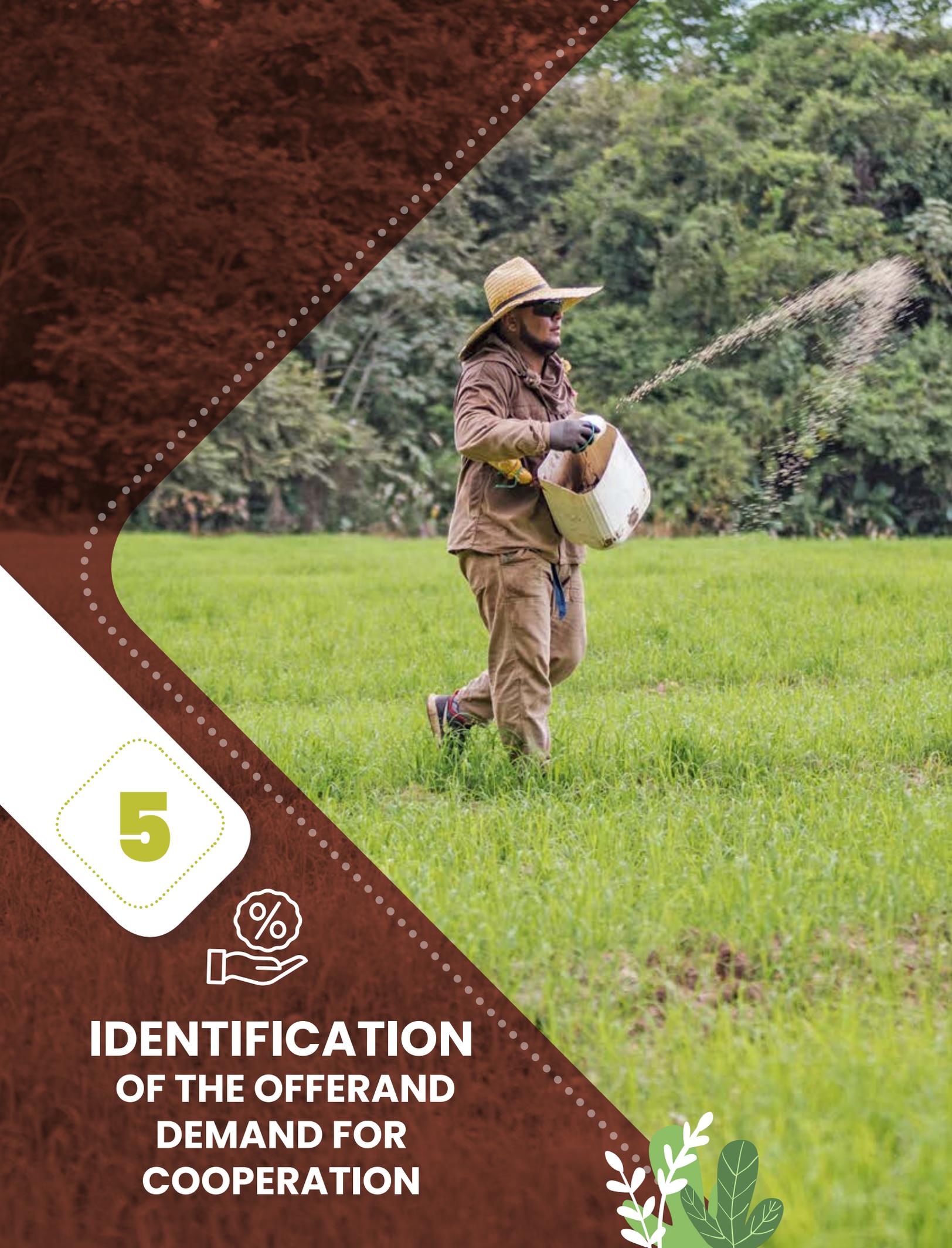
The identified demands correspond to the response to requests made to Vice Ministries, attached entities and a mixed economy corporation as follows:

◆ **Vice Ministry of Agricultural Affairs:** Directorate of Social Organization of Rural Property and Productive Use of the Land, Directorate of Rural Public Goods Management, Directorate of Productive Capacities and Income Generation, Directorate of Rural Women

◆ **Affiliated Entities:** Agricultural Planning Unit-UPRA, Rural Development Agency-ADR, National Land Agency-ANT, National Aquaculture and Fisheries Authority-AUNAP, Colombian Agricultural Institute- ICA, Land Restitution Unit-URT.

◆ **Mixed Economy Corporations:** AGROSAVIA





5



**IDENTIFICATION
OF THE OFFER AND
DEMAND FOR
COOPERATION**





5.1

Offer



National



Colombia is an OECD member country and honor the commitments acquired from the MADR. The following cooperation is offered in strategic components of technical assistance, research and education:

ENTITY	OFFER	COOPERATION TYPE TIPO DE COOPERACIÓN
	Associative work through the PIDAR	Technical Assistance
	Districts of Adequacy of lands rehabilitated on a small and medium scale	Technical Assistance
	Leadership for the consolidation of Public-Private Alliances for sustainable competitiveness	Technical Assistance
	National Land Agency (ANT) Knowledge in social dialogue and conflict resolution in territorial issues related to land issues.	Technical Assistance
	Agricultural & Livestock Colombian Institute (ICA) Models, methodologies, programs or plans for the prevention, detection, control, surveillance and / or eradication of each of the pests and diseases and diagnosis of the diseases and pests that are of economic interest to the country	Technical Assistance
	Project building rural business capacities, trust and opportunity	Technical Assistance
	Coffee growing	Technical Assistance
	Productive Alliances Project	Technical Assistance
	Contract Farming Program	Technical Assistance
	Cultivation and use of water in Sugar Cane	Technical Assistance
	Ministry of Agriculture and Rural Development Binational cabinets: Exchange of experiences, exchange on irrigation and drainage, exchange on family agriculture, exchange on Good Agricultural Practices-GAP (cadmium management in cocoa, research on purple potatoes and banana fusarium)	Technical Assistance
	Information System for Agricultural Risk Management-SIGRA	Technical Assistance
	Agroclimatic Technical Tables-MTA's	Technical Assistance
	Special Credit Lines-LEC and Incentive for Rural Capitalization-ICR	Technical Assistance
	Organic agriculture	Technical Assistance



ENTITY		OFFER	COOPERATION TYPETIPO DE COOPERACIÓN
	Rural Agricultural Planning Unit – UPRA	Identification of the national agricultural frontier	Technical Assistance
		Information System for Rural Agricultural Planning (SIPRA)	Technical Assistance
		Land evaluation and planning methodologies for productive management	Technical Assistance
	Land Restitution Unit (URT)	Model of the Colombian land restitution process	Technical Assistance
		Participation of women in the management of rural development	Technical Assistance
		Implementation of productive projects. Diagnosis of the area, productive capacities, definition of productive projects, implementation and technical assistance	Technical Assistance
		Strengthening of social and gender capacities. Strengthening of social leaders and women, awareness of the burden of care and organizational and community strengthening	Technical Assistance
		Property identification and information systems (Land node and data model)	Technical Assistance
	Agricultural Research Corporation Agrosavia	Universidad Nacional La Molina Peru – Improvement of livestock productivity through the establishment of Multipurpose SSP	Research
		CIMMYT – Reactivation of the Corn Program in Colombia	Research
		MinEducation Cuba – Agronomic and Physiological Studies	Research
		CATIE – Masters scholarships for the implementation of the PECTIA	Education – Research
		FAO – Support to the organization’s programmatic axes	Research
		SEI – Stockholm Environment Institute – Agricultural activities of mutual interest	Research
		DEMETER – The Hellenic Agricultural Organization – Management of crops of mutual interest	Research
		SWISSAID – Agricultural Research and Innovation Projects	Research

Table 4. Cooperation Offer of the Agricultural sector

Source: Prepared by the authors based on information from ENCI 2019-2022.





International



The major countries that offer cooperation to Colombia are Norway, Germany, and the United Kingdom, contributing a combined 44% of the total cooperation received. This support is mainly focused on reducing greenhouse gas emissions from deforestation, forest degradation (REDD +) and promoting sustainable development in the country.

Subsequently, there is the United States, with approximately 11.7% participation, which offers its cooperation in rural development, food security, climate change, land, post-conflict, crop substitution, with the cocoa, cassava, and panela chains. Through USAID, the United States has expressed interest in supporting the transformation of communities with the provision of public goods such as services, highways, property titles and economic opportunities, especially in PDET areas to facilitate and strengthen the commercialization and competitiveness of the territories with serious problems.

Likewise, the European Union, with approximately 6.6%, directs its cooperation mainly to mitigating climate change, sustainable agriculture, rural development, gender focus, strengthening the chains of: cocoa, coffee, rubber, African palm, dairy, avocado, mango, passion flowers, post-conflict and information systems.

Cooperation by the Government of Italy will support the implementation of the

project 'Agro-chains - public-private alliances for the consolidation of peace through the strengthening of marketing and priority services for Colombian agriculture (ACC)', whose main objective is to contribute to improving production and commercialization of four production chains considered strategic for Colombian agriculture, technological modernization and the implementation of sustainable productive chains in the departments of Tolima, Huila and Arauca, with an approximate contribution of € 3,680,435 euros.

Finally, the Republic of South Korea and Japan focuses mainly on gender, alternative crops, climate change, victims and rural development. In the absence of technologies and innovation for the sector to increase productivity and close technological gaps, Korea will support the sector with USD 10 Million in implementing the project 'Resilient rural communities. A commitment to rural development through training, alliances and technological innovation.'

Other multilateral organizations have supported international cooperation for the country on recurring agricultural issues such as food security, comprehensive rural development, agricultural risk management, and sustainable, agricultural productivity at and the establishment of climate funds.



5.2 Demand



National

The demands identified by agricultural sector institutions and their relationship with the PND pacts are:

ENTITY	DEMAND	PACT
	Agricultural Extension in matters of formulation of plans, monitoring and impact evaluation	ENTREPRENEURSHIP
	Land adequacy	ENTREPRENEURSHIP
	Contract agriculture marketing	ENTREPRENEURSHIP
	Co-financing of Comprehensive Agricultural and Rural Development Projects - PIDAR	ENTREPRENEURSHIP
	Comprehensive Departmental Plans	ENTREPRENEURSHIP
	Social Organization of Rural Property (Multipurpose Cadastre)	LEGALITY
	Legal management and access to land	ENTREPRENEURSHIP
	Digital transformation	DIGITAL
	Strengthening of social dialogue	PEACE
	Implementation of the PDETs in the prioritized territories - Economic Reactivation Pillar	ENTREPRENEURSHIP
	Implementation of PDETs in prioritized territories - Rural Education Pillar	EQUALITY
	Implementation of the PDET in the prioritized territories - Pillar Social organization of rural property and land use	SERVICES
	Implementation of the PDETs in the prioritized territories - Pilar Reconciliation, coexistence and peace	PEACE
	Implementation of PDETs in prioritized territories - Rural Health Pillar	EQUALITY





	Agricultural & Livestock Colombian Institute (ICA)	<p>Training and / or formal education programs. Technical, non-formal training, technical and specific training according to the missionality by dependencies of the institute, offered by each country and / or international cooperation agencies</p>	ENTREPRENEURSHIP
		<p>Implementation of models, methodologies, programs or plans for the prevention, detection, control, surveillance and / or eradication of each of the pests and diseases that are of economic interest to the country, regulated and officially controlled</p>	ENTREPRENEURSHIP
		<p>Methodologies, processes and / or technological tools that facilitate the internal mobilization of animals and plants, increase the response capacity of ports, airports, border crossings that facilitate international trade</p>	ENTREPRENEURSHIP
		<p>Exchange of experiences in the implementation of models and / or programs in outsourcing processes of official entities</p>	ENTREPRENEURSHIP
	Ministry of Agriculture and Rural Development	<p>Comprehensive Rural Development: Income Generation from employability and non-agricultural rural entrepreneurship</p>	ENTREPRENEURSHIP
		<p>Comprehensive Rural Development: Provision of sectoral equipment and services for agricultural competitiveness</p>	ENTREPRENEURSHIP
		<p>Production transformation and ordering: productive transformation through production ordering, cluster development and agro-industrial value chains</p>	ENTREPRENEURSHIP
		<p>Transformation and ordering of production: Management of sanitary, phytosanitary and food safety risks</p>	ENTREPRENEURSHIP
		<p>Modernization, modernization and consolidation of the sectoral institutional framework: Sectoral Institution</p>	ENTREPRENEURSHIP
	Rural Agricultural Planning Unit - UPRA	<p>Knowledge Management; Information systems for planning the agricultural sector</p>	ENTREPRENEURSHIP
		<p>Planning of the National agricultural ordinance</p>	ENTREPRENEURSHIP
		<p>Territorial agricultural and livestock planning</p>	ENTREPRENEURSHIP
		<p>Monitoring and evaluation of policy on efficient use, adaptation of land, social ordering and land market</p>	LEGALITY
		<p>Inter-ministerial Strategic Agenda between the Ministry of Environment and Sustainable Development (MADS) and the Ministry of Agriculture and Rural Development (MADR)</p>	PUBLIC MANAGEMENT
	Land Restitution Unit (URTI)	<p>Strengthening the productive and socio-entrepreneurial capacities of the restitution beneficiaries</p>	PEACE
		<p>Implementation of actions for the effective participation of victims in the land restitution process: restored women, youth and communities</p>	PEACE
		<p>Support for overcoming the existing lag in the presentation of lawsuits before the land restitution judges and for the management of possible cases of land restitution identified in the Single Registry of Victims</p>	PEACE
		<p>Increase in technical resources: Acquisition of GNSS sub-meter receiver equipment or RTK systems; updating of information and monitoring systems</p>	PEACE

Table 5. Demand for Cooperation in the Agricultural Sector

Source: Own elaboration based on ENCI 2019-2022 information



International



International Cooperation resources for developing the strategic axes / pillars raised in the ECI are linked to each of the donors' themes according to their economic, political, environmental and social development agenda. For the specific case of the agricultural sector, as it is an essential component for developing the economy and food security, and taking into account the impact it generates on the environment, on natural resources and GHG emissions into the atmosphere.

In this sense, today, the main issues of technical and financial cooperation for the agricultural sector by donors are concentrated in:

◆ **Climate-Smart Agriculture and Sustainable Agricultural Production:** Japan, France, United States, United Kingdom, European Union, FAO, International Center for Tropical Agriculture (CIAT), Inter-American Institute for Cooperation on Agriculture (IICA), World Bank and the Initiative of Sustainable Trade (HDI).

Climate-smart agriculture (CSA) is an approach that helps guide the actions necessary to transform and reorient agricultural systems towards more sustainable, low-carbon, efficient in the use of water resources, and resilient

to impacts and impacts of climate change. The CSA pursues three main objectives: the sustainable increase of agricultural productivity and income, adaptation and the creation of resilience to climate change and the reduction and / or absorption of greenhouse gases, to the extent possible (FAO, 2011).

Sustainable agriculture must guarantee world food security while promoting healthy ecosystems and supporting land, water and natural resources management. To be sustainable, it must meet the needs of present and future generations for its products and services while ensuring profitability, environmental health, and social and economic equity. Likewise, it is essential to improve environmental protection, the resilience of systems, and efficiency (FAO, 2021a).

The agriculture of the future requires the implementation of high-productivity production models that allow it to compete in international markets, but that are also more environmentally friendly, in terms of efficient use of soil, water, fertilizers and pesticides, and that do not impact ecosystems of strategic environmental importance, such as natural forests, moorlands and wetlands, among others.



● **Reconversion of livestock activities:** Norway, United Kingdom, Germany, Sweden, Switzerland, European Union, United States, New Zealand, CATIE, FAO and CIAT.

Livestock reconversion is defined as transforming the traditional livestock model into a more efficient one in terms of meat and milk production. This well-applied activity can generate wealth and prosperity for its owners and for the community. This is intended to achieve livestock that is aware of its environmental responsibility (FAO, 2021b).

These reconversion processes towards sustainable livestock systems, which implement silvopastoral systems, pasture management, rotation of pastures and livestock aqueducts, and improving the sector's productivity and increasing the carrying capacity, contribute effectively to the reduction of GHG (methane, nitrous oxide) emissions generated by livestock.

● **Food Security: FAO, Brazil, European Union, Spain and IICA.** Food security exists when all people have, at all times, physical, social and economic access to sufficient, safe and nutritious food that meets their daily energy needs and food preferences to lead an active and healthy life. Four primary dimensions must be ensured for food security – the physical availability of food (level of food production, levels of stocks and net trade); economic and physical access to food; the use of food (nutritional condition of individuals); and the stability over time of the three previous dimensions (Contexto Ganadero, 2019).

Due to the impacts of climate change, food security is threatened as small producers are the main su-

pliers of food for the population and have the least capacity to respond to extreme phenomena of variability and climate change.

● **European Green Deal: European Union, United Kingdom, Norway, Germany, France and Italy.** The 'farm to fork' strategy is an essential element of the Green Deal. It comprehensively addresses the challenges of sustainable food systems and recognizes the inextricable links between healthy people, healthy societies, and a healthy planet. The aim is to guarantee enough affordable and nutritious food without exceeding the limits of the earth, substantially reducing pesticides, antimicrobials and fertilizers, increasing organic farming, promoting sustainable food consumption and healthy diets, reducing food loss and waste, fight food fraud in the supply chain, and improving animal welfare (Council of the European Union, n.d.).

Buyers are increasingly aware of the impact on the environment generated by agricultural activities, which implies a boost to organic production, the substitution of pesticides and chemical fertilizers for biological control, and biofertilizers' production with residues from the same farms.



◆ **Reduction of Deforestation: Norway, United Kingdom, Germany and The United States.** Agriculture is the leading cause of deforestation globally. This makes it urgent to promote more positive interactions between it and forests to create sustainable agricultural systems and improve food security. Well-managed forests have enormous potential to advance food security and contribute to rural livelihoods and poverty alleviation through income generated from the production of forest goods and environmental services (FAO, 2016).

Reducing agricultural-related deforestation means that international markets require supply chains to ensure that the product they are going to consume is not associated with deforestation. Likewise, they promote the signing of a zero (0) deforestation agreement for the primary commodities of agricultural and livestock products, such as palm oil, soybeans, cocoa and meat.

◆ **Land Formalization - Multipurpose Cadastre: Norway, Germany, United Kingdom, France, Sweden, Switzerland, United States and the IDB.** The Multipurpose Land Registry is an information system that records updated land data, based on formal and informal properties. The information obtained contains specifications on rights, responsibilities, restrictions, geometric descriptions, values, and other data;

registers' interests on the properties, in terms of occupation, value, use, and urbanization (IGAC, n.d.). Additionally, it contributes to developing processes for formalizing land ownership, which is one of the main problems faced by small producers when accessing credit and financing for their productive activities.

◆ **Digital transformation of the field: Japan, United Kingdom and United States.** Market forecasts for the next decade suggest that a "digital agricultural revolution" will be the most innovative change that could help make agriculture meet the needs of the world's population in the future. Digitization will modify all parts of the agri-food chain. Resource management across the system can be significantly optimized and made individualized, intelligent, and forward-looking. It will work in real-time in a hyper-connected way, based on data. Value chains can be monitored and





coordinated at their most detailed level, while different fields, crops and animals can be precisely managed to improve yields. Digital agriculture will create highly productive, forward-looking and adaptable systems. This, in turn, could lead to greater food security, profitability and sustainability (FAO, 2019).

The use of the internet and artificial intelligence is becoming more available to agricultural activities every day. This will reduce production losses by weather, pests and disease effects, and improve environmental sustainability through more efficient use of soil, water and fertilizer resources.

◆ **Strengthening of production chains and competitiveness:** Korea, Canada, Japan, Switzerland, Denmark and Italy. Law 811 of 2003 organizes production chains into chain organizations that work in hand with the government to improve the productivity of their activities, the generation of added value, and their business models' sustainability. This permits access to international markets, increasingly demanding in terms of quality, safety and impact on the environment. To do this, they demand support from international cooperation aimed at improving their traditional production models, converting to more sustainable and safer production systems, and the qualities required by the market.

◆ **Gender focus: Canada, Korea, Norway, Germany, European Union and UN Women.** In rural areas, the roles of women, obligations and knowledge differ from those of men. As farmers, they plant, weed and harvest food crops and tend livestock. In their role as caregivers, they take care of their children and relatives, prepare food and take care of housework. In addition to carrying out these multiple tasks, they spend many hours collecting water and firewood. Despite their many obligations, women have much less access to the resources and services they need to increase their productivity and income and lighten domestic work burden (FIDA, 2019).

Added to this, a lack of access to education means women do not have equitable property rights and exercise limited control over resources. It is essential to recognize the key role of women in agriculture when small-scale agriculture is changing rapidly as a result of commercialization, globalization, climate change, new technologies and patterns of migration. Women need support to adapt to these changes and take advantage of the opportunities that arise (FIDA, 2019).





Recognizing the role of women as the strategic protagonist of the countryside will be the priority of this Ministry, based on the consolidation of a differentiated public policy that promotes equity and the social and productive inclusion of rural women as a fundamental axis of rural development in Colombia.

◆ **Stabilization and consolidation:** United States, Norway, Germany, United Kingdom, Spain, Sweden, Switzerland, France, World Bank and the IDB. The agricultural sector plays a significant role in peacebuilding. Enabling conditions

are needed to reduce the social gaps between the countryside and the city to improve rural residents' quality of life. In this sense, it is necessary to continue making progress on issues such as: access to land ownership, the formalization of land tenure, agricultural credit, the use of sustainable production technologies and agricultural extension.

The construction of peace in Colombia is a continued priority for the international community. International cooperation is essential to accompany the Government, particularly the MADR, in the search for real and effective solutions to the different problems that arise in the Colombian rural sector.





5.3

Effective Dialogue with Donors

A vision of dialogue with cooperation partners for ECI implementation is proposed in the graph below.

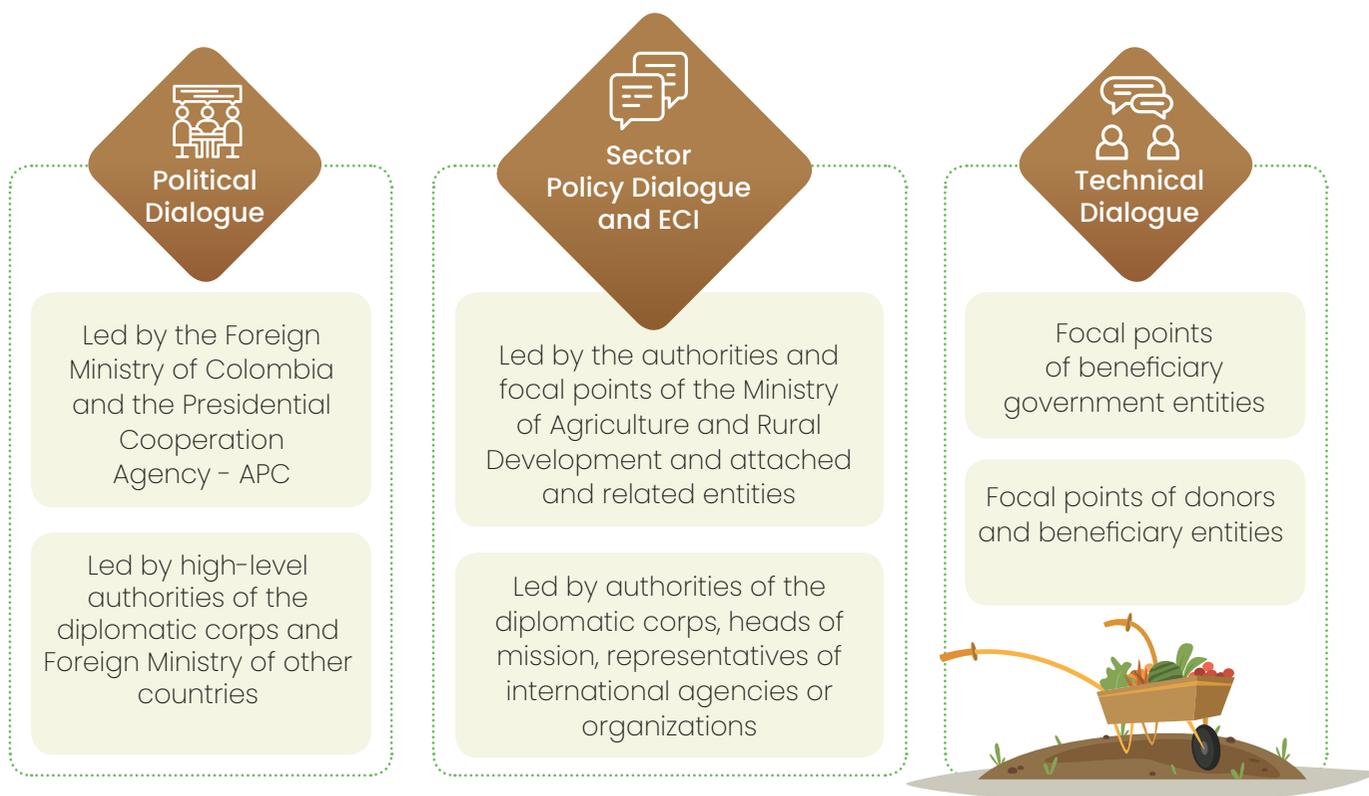


Figure 19. Dialogue scheme with Donors and institutions
Source: Author

Political dialogue will be maintained through the entities of diplomatic relations and foreign policy. Procedures and institutional coordination for ECI implementation would be discussed in policy dialogue. The technical dialogue will be led by each beneficiary entities to receive international cooperation. This is the mechanism envisaged to monitor progress in the execution of the initiatives defined in the strategic dialogue between the government and the donors.

The actions defined in the ECI will undergo consistent evaluation and monitoring by the coordination established in the institutional monitoring tables and will be adjusted if necessary to meet the proposed objectives and satisfy the needs of demand in Technical Assistance and Financial Support.





6



POTENTIAL PARTNERS





The mapping of donors corresponds to an activity to obtain, analyse and articulate the information available from potential donors that support the prioritized demands of the Vice Ministries and Entities Attached to the MADR by the main axes defined in the ECI. Below is a Summary Table with the mapping of donors.

MAIN AXIS	SECONDARY AXIS	POSSIBLE SUPPORTERS	IMPACT
INTEGRAL RURAL DEVELOPMENT	Income generation from employability and rural non-agricultural entrepreneurship	14 actors Norway, Israel, EU, France, Spain, UK, Sweden, Canada, Korea, Italy, USA	NATIONAL
	Land-Rural Development	17actors Norway, Israel, EU, France, Spain, UK, Sweden, Canada, Korea, Italy, USA	NATIONAL
TRANSFORMATION AND ORDER OF PRODUCTION -	Value chain logistics, Innovation, Science and Technology	19 actors	SECTORIAL AND REGIONAL
	Transformation and ordering of production: Phytosanitary risk	United Kingdom, France, Norway, Israel, Germany, Multilateral Organizations	
	Agricultural Risk Management	7 actors United Kingdom, France, Norway, Israel, Multilateral Organizations	SECTORIAL AND REGIONAL
INSTITUTIONAL STRENGTHENING - (TRANSVERSAL)	General	9 actors	NATIONAL
		United Kingdom, France, Norway, Israel, Multilateral Organizations	

Table 6. Mapping of Cooperators by Demand Axis
Source: Author





7



ROUTE
OF IMPLEMENTATION,
MONITORING AND
EVALUATION





Based on the institutional coordination structure for the ECI and in the dialogue scheme with the international community, a work route to promote participatory construction is proposed. It allows the implementation of the ECI to cooperation initiatives for the agricultural sector in Colombia.

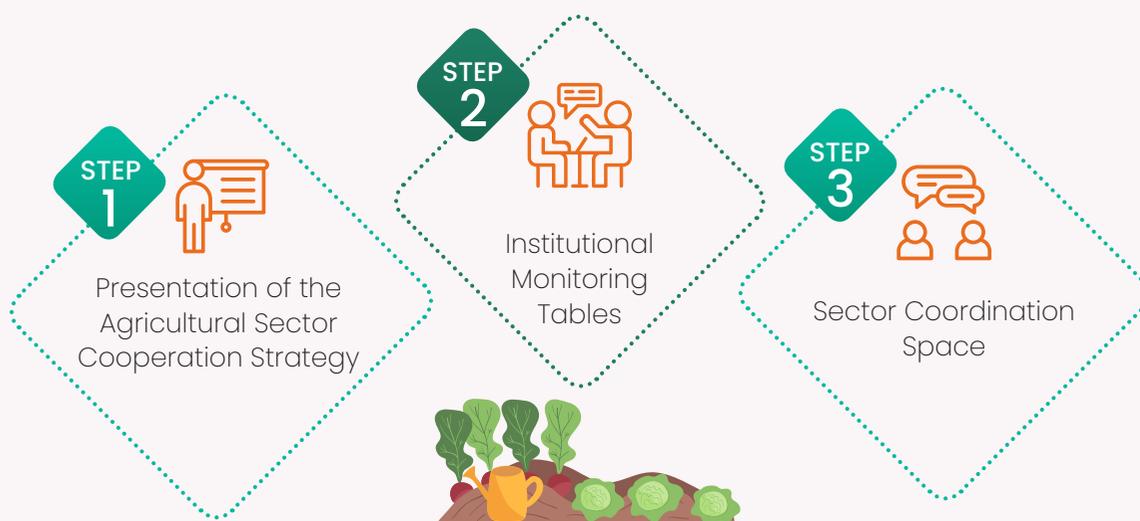


Figure 20. Proposed Route for the Implementation of the ECI
Source: Author

Step 1

Presentation of the Cooperation Strategy of the Agricultural Sector “Towards a new transformation of the Colombian rural sector”

Step 2

Institutional monitoring tables: made up of MADR, the APC and the affiliated and related entities of the sector, it meets (2) twice a year (first semester and second semester) in order to:

- ◆ Establish the institutional road-map of the ECI of the Agricultural sector.
- ◆ Update of the ECI with new priorities and resources for the subsequent semesters
- ◆ Coordinate the policy dialogue with the cooperation, where progress is presented on the initiatives and projects prioritized within the framework of the ECI in question.





Participants: entities, institutions, agencies, donors and diplomatic corps, involved in international cooperation initiatives or projects linked to the agricultural sector of Colombia or agropecuario de Colombia.

Step 3

Sectorial Dialogue Space - Bilateral Technical Tables

● **Sectorial dialogue space:** its objective is to present the main demands and cooperation priorities of the MADR and affiliated entities with the offer of donors to give rise to the bilateral technical tables. Additionally, the sectoral dialogue spaces have the function of:

- Accompanying the entities attached to and linked to the sector in support of the pertinent procedures and steps to carry out cooperation initiatives.
- Coordinate spaces with donors if the direction of the agriculture portfolio or any entity in the sector requests it.

- Articulate with the donors the offers of their development cooperation strategies to link them with the government sector priorities.

● **Bilateral technical round table:** a space for dialogue between the aid worker and the MADR / affiliated entities, with the coincidence of interests to define possible cooperation and establish the roadmap for joint work. It is estimated that five (5) bilateral technical round tables will be held per year.

Participants: entities, institutions, donors and diplomatic corps, involved in international cooperation initiatives or projects that are beneficiaries of international cooperation initiatives or projects.





GLOSSARY

Term	Definition
National Development Agency	Entity attached to the MADR, responsible for managing, promoting and financing agricultural and rural development for the transformation of the countryside and carrying out programs with regional impact.
National Land Agency	Entity attached to the MADR whose objective is the policy of social ordering of rural property formulated by the MADR.
2030 Agenda	In 2015, the 193 UN member states approved the 2030 Agenda for Sustainable Development, as a roadmap towards a new development paradigm in which people, the planet, prosperity, peace and partnerships play a role. central. The 2030 Agenda has 17 Sustainable Development Goals (SDGs), which replace the Millennium Development Goals (MDGs) and will guide the work of the UN until 2030.
Official Development Assistance	Defined by the Organization for Economic Cooperation and Development (OECD) as flows or flows directed to countries that appear on the list of recipient countries of the Development Assistance Committee (DAC) and to multilateral development institutions destined for recipients of that same list of countries.
Development Assistance Committee	It is the body that groups the donor countries of Official Development Assistance (ODA) which, in turn, are members of the OECD.
Financial Cooperation	Any transfer that is made to finance activities aimed at the development of the recipient country that is channeled in the form of financial resources, that is, credits or donations, or real content, such as the sale or donation of goods and services, transferred from donor countries to beneficiaries.
Non-Refundable Financial Cooperation	It consists of the donation of funds that does not oblige the recipient countries to be reimbursed and allows them, through these resources, to acquire equipment, contribute to infrastructure works, to face their development challenges.
Reimbursable Financial Cooperation	Resources destined for the human and economic development of the countries through investments or transfers of economic resources of a reimbursable nature.
Col-Col cooperation	It is a modality of intra-national cooperation that promotes local development in Colombia, through the exchange of knowledge and its subsequent appropriation and adaptation in various territorial contexts of the country. It is also a complement to the financial and technical cooperation traditionally received by emerging and developing countries.
South-South cooperation	It is defined as a collaboration between the countries of the South in the political, economic, social, cultural, environmental and technical spheres. It is normally formalized between two developing countries, but can be carried out between regions.
Technical cooperation	It refers to the exchange of technical and management knowledge, in order to increase institutional and personal capacities by promoting the development of participating countries.
Technical cooperation between countries	Technical Cooperation among Countries (TCC) is understood as the execution and management of development activities and projects between countries, in which they share experiences and mutual technical capacities, as well as their own resources. The exchanges can be bilateral, directly executed between countries, or with the advice and financial support of external sources when necessary, which is known as Triangular Cooperation.





Colombian Corporation for Agricultural Research	It is a decentralized public entity of mixed non-profit participation, of a scientific and technical nature, whose purpose is to work on the generation of scientific knowledge and agricultural technological development through scientific research, the adaptation of technologies, the transfer and the advice in order to improve the competitiveness of production.
Affiliated Entities	Entities with legal status, administrative autonomy and their own assets, responsible for executing the sector's policies. They have an important impact on the regions as they are represented in most departments and play a fundamental role in inter-institutional coordination at the territorial level.
National Cooperation Strategy 2019-2022	Through the attached entities, international cooperation materializes in Colombia, since they are the executors of public policy. In turn, they facilitate the research work carried out by organizations such as the Bioversity Alliance - International Center for Tropical Agriculture (CIAT) for its acronym in English CGIAR, among others.
Colombian Agricultural Institute	Entity attached to the MADR, responsible for agricultural health and food safety in Colombia.
Ministry of Agriculture and Rural Development	Governing body of public policy, which through its mission directorates is in charge of defining the directives and guidelines on international cooperation for the sector, coordinates with the entities and is the main technical link with the donors. Each affiliated or linked entity has a focal point for international cooperation that facilitates internal and external management, channels information and coordinates the pertinent matters with stakeholders.
Institutional Strategic Plan	This Plan defines the guidelines and actions that will be carried out during the current four-year period by the MADR for the achievement of the objectives, indicators and goals determined in the National Development Plan 2018 - 2022: Pact for Colombia, Pact for Equity
National Development Plan 2018-2022	The National Development Plan 2018-2022 'Pact for Colombia, pact for equity', is the roadmap that establishes the government's objectives, setting programs, investments and goals for the four-year period. It allows you to evaluate your results and guarantees transparency in budget management.
Sustainable Development Goals	They were adopted by all UN Member States in 2015 as a universal call to end poverty, protect the planet and ensure that all people enjoy peace and prosperity by 2030.
Rural Land Planning Unit, Land Adequacy and Agricultural Uses	Entity attached to the MADR that aims to guide the management policy of the territory for agricultural uses, through the planning of the productive and social ordering of the property, and the definition of guidelines, criteria and instruments that promote the efficient use of land for rural development.
Special Administrative Unit Aquaculture and Fisheries Authority	Entity attached to the MADR in charge of executing the fisheries and aquaculture policy indicated by the National Government. Promotes, coordinates and supports research on fishery resources and aquaculture production systems.
Special Administrative Unit for the Management of Restitution of Dispossessed Lands	Entity attached to the MADR whose main objective is to serve as an administrative body of the National Government for the restitution of lands of the dispossessed referred to in Law 1448 of 2011, "By which measures of care, assistance and comprehensive reparation to the victims of the internal armed conflict and other provisions are issued "





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