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ADAM QUARTERLY PERFORMANCE AND MONITORING REPORT 2010 18th Quarter: April – June 2010





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Cover Photo: ADAM beneficiary children drinking from the Rio Negro aqueduct in Popayan, Cauca.

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DISCLAIMER

The author's views expressed in this publication do not necessarily reflect the views of the United States Agency for International Development or the United States Government.

PREFACE

“Colombia’s recent elections showed a firm commitment to the basic principles of democracy, including freedom of speech, a free and independent media, and protection of human rights. Colombia’s experience is proof that a strong democratic government that respects civil rights and individual liberties is the surest path to peace and prosperity”

Excerpted from Secretary of State Hillary Clinton’s remarks on Colombia’s Bicentennial

Colombia is one of the world’s largest producers of illicit crops and exporter of drugs, mainly cocaine. This not only weakens the Colombian state and hurts Colombians, but also harms the rest of the world. Colombia has made important strides in halting the spread of narcotics-related activities, but it still has much to do. Plan Colombia has three end goals: (i) **order**, to enforce laws and penalize illegal activity; (ii) **opportunities**, to provide viable economic alternatives to illicit activities; and (iii) **governance**, to effectively respond to the needs of its citizens. The United States, via the U.S. Agency for International Development (USAID) has been a long-standing partner of the Government of Colombia in the promotion of alternative development (AD) that focuses on the latter two goals. AD responds to a key learning: people in isolated communities, with little or no state presence and limited economic options are more likely to cultivate illicit crops. The USAID-financed Municipal-Level Alternative Development (ADAM) Program funds activities that provide incentives for Colombian citizens—in some of the most marginalized areas of the country—to remain part of, or rejoin, a legal culture. This report presents the recent achievements of ADAM and how USAID’s innovative AD model can work in practice.

TABLE OF CONTENTS

OVERVIEW	1
RESULTS AGAINST INDICATORS	3
SUMMARY OF REGIONAL PROGRESS	4
ALTERNATIVE DEVELOPMENT	9
LOCAL GOVERNANCE	13
SIF/IDP PROJECTS	15
TEP ACTIVITIES	17
MONITORING AND EVALUATION	18
COMMUNICATIONS AND OUTREACH	19
CONTRACTS AND GRANTS	21
FINANCE	23
ADMINISTRATION/SHARED SERVICES	25
SECURITY	26
ANNEX A. LOCATION OF 75 ADAM MUNICIPALITIES	27
ANNEX B. 75 ADAM MUNICIPALITIES WITH LEVEL OF CURRENT ACTIVITY	28
ANNEX C. INITIATIVES AND ACTIVITIES BY REGION	29
ANNEX D. ADAM CORE TECHNICAL ACTIVITIES	49
ANNEX E. ADAM SUSTAINABILITY ACTIVITIES	52
ANNEX F. ADAM TRANSITION ACTIVITIES	55
ANNEX G. BREAKDOWN OF ADAM MEDIA EXPOSURE IN Q18	58
ANNEX H. SIF/IDP ACTIVITIES COMPLETED THROUGH JUNE 2010	61
ANNEX I. RESULTS AGAINST INDICATORS	69
ANNEX J. ADAM PRESS	80

ACRONYMS AND ABBREVIATIONS

AD	Alternative Development
ADAM	Areas for Municipal-level Alternative Development <i>Áreas de Desarrollo Alternativo a Nivel Municipal</i>
APROCASUR	<i>Asociación de Productores de Cocoa del Sur de Bolívar</i>
ARD	ARD Inc.
APAC	<i>Asociación de Productores Agropecuarios del Cuembi</i>
ASOPACA	<i>Asociación de Productores Agropecuarios de Caicedo</i>
ASOPRAO	<i>Asociación de Productores Agropecuarios de Orito</i>
ASOPRAVG	<i>Asociación de Productores Agropecuarios del Valle del Guamuez</i>
ASPROAGES	<i>Asociación de Productores Agropecuarios de la Esperanza</i>
BIOANDES	Biodiversity Conservation in the Andes
CCI	<i>Corporación Colombia Internacional</i>
COMFAMILIAR	<i>Caja de Compensación Familiar del Putumayo</i>
CONFECOMUNAL	Confederación Nacional de Acción Comunal
COOAGROPAN	<i>Cooperativa de Productores Agropecuarios del Urabá Norte</i>
CPGA	<i>Centros Provinciales de Gestión Agroempresarial</i> Agribusiness Management Regional Centers
CSR	Corporate Social Responsibility
DANSOCIAL	Departamento Administrativo Nacional de Economía Solidaria
DIAN	<i>Departamento de Impuestos y Aduanas Nacionales</i>
DMS	<i>Programa Departamentos y Municipios Seguros</i>
DNP	National Planning Department <i>Departamento Nacional de Planeación</i>
ECAS	Farmer Field Schools <i>Escuelas Calificadas de Agricultura Sostenible</i>
ECOPETROL	<i>Empresa Colombiana de Petróleos</i>
ESAP	<i>Escuela Superior de Administración Pública</i>
FAO	Food and Agriculture Organization
FARC	Colombian Revolutionary Armed Forces <i>Fuerzas Armadas Revolucionarias de Colombia</i>
FEDECAP	<i>Federación Departamental de Comunidades Afropurumayense de Putumayo</i>
FEDECOCOA	<i>Fondo Nacional del Cocoa</i>
FENACON	<i>Federación Nacional de Concejos Municipales</i>
FESCOL	<i>Fundación Friedrich Ebert de Colombia</i>
FINAGRO	<i>Fondo para el Financiamiento del Sector Agropecuario</i>
FRUPAT	<i>Frutas del Patía</i>
GIS	Geographic Information System
GoC	Government of Colombia
GPS	Global Positioning System
GTZ	<i>Gesellschaft für Technische Zusammenarbeit</i> German Agency for Technical Cooperation
ICO	<i>Índice de Capacidad Organizacional</i> Organizational Capacity Index
IDP	Internally Displaced Person
IDP2 Program	<i>Programa de Atención a Desplazados y Grupos Vulnerables,</i> PADF-IOM Alliance, formerly known as the PILAS Program
IGAC	<i>Instituto Geográfico Agustín Codazzi</i>

IICA	Inter-American Institute for Cooperation on Agriculture <i>Instituto Interamericano de Cooperación para la Agricultura</i>
INCODER	<i>Instituto Colombiano de Desarrollo Rural</i>
ICBF	<i>Instituto Colombiano de Bienestar Familiar</i>
IQC	Indefinite Quantity Subcontracts
JAA	J.E. Austin & Associates
JICA	Japanese International Cooperation Agency
LG	Local Governance
MAVDT	Ministerio de Ambiente, Vivienda y Desarrollo Territorial
M&E	Monitoring & Evaluation
MIDAS	<i>Más Inversión para el Desarrollo Alternativo Sostenible</i>
MEHTD	Ministry of the Environment, Housing and Territorial Development
MERA	Monitoring, Evaluation, Reporting and Analysis
MMPDP	Magdalena Medio Peace and Development Program
MOU	Memorandum of Understanding
NDP	National Planning Department <i>Departamento Nacional de Planeación</i>
NGO	Non-Governmental Organization
OIM	<i>Organización Internacional de las Migraciones</i>
PADF	Pan American Development Foundation
PTAR	Sewage Water Treatment Plant <i>Planta de Tratamiento de Aguas Residuales</i>
RFA	Requests for Application
SAGAN	<i>Sociedad de Agricultores y Ganaderos de Nariño</i>
SENA	Servicio Nacional de Aprendizaje
SIF	Social Infrastructure Fund
SIMA	<i>Sistema de Información y Monitoreo ADAM</i>
SSPD	<i>Superintendencia de Servicios Públicos Domiciliarios</i>
TOR	Terms of Reference
UN	United Nations
UNDP	United Nations Development Program
UNICEF	The United Nations Children's Fund
UNIFEM	United Nations Development Fund for Women
UNIOM	United Nations International Office for Migration
UNODC	United Nations Office on Drugs and Crime
UMATA	Unidad Municipal de Asistencia Técnica Agropecuaria
USAID	U.S. Agency for International Development

OVERVIEW

Reflecting on metrics and the Recent Past: The laborious and time-consuming process of gathering metrics to show ADAM's continuing and overarching progress to date is slowly coming to an end. Overall, ADAM has already surpassed its contractual and compliance performance standards. Of course the most notable were jobs created, families assisted, hectares supported, agricultural frontier expanded, private and public money leveraged, and personal incomes increased. The list is long and open to the public for review. Any way you slice or dice ADAM, the message is clear: From a developmental perspective, it was a high performance program with a clear focus to build the capacity and skills of institutions, organizations, farmers, women, youth and community leaders to take charge and to *own* their destiny. It created a positive framework to achieve a true culture of legality. Let it be said now that our emphases were on two key themes: embracing a *sense of urgency* in our work, and the powerful concept of *Colombianization* in all its forms.

Sometimes it is difficult to grasp the scale and relevance of what ADAM is continuing to accomplish on a daily basis. On the 1.8 million hectares where ADAM works, over 80,000 families, hundreds of thousands of people, are benefitting from a heightened sense of physical and economic security in their daily lives. In recent ADAM surveys, ADAM beneficiaries now have a very positive outlook on the culture of legality. ADAM brought a more secure sense of “state presence” and hope to rural people in this massive geographical landscape. We built schools, waste water treatment plants, soccer fields, maternity wards – in total over 163 infrastructure projects have been completed so far, with more to come. We taught farmers how to organize and produce and market better, and we strengthened municipalities to better serve people and make them want to participate in local decision making. ADAM was criticized a bit from the start on the perceived slowness of implementation and the intense focus and energy our team spent at every stage of planning. However, getting solid buy-in from everyone, from the Presidential Office of Accion Social to Governors and Mayors, all the way down to where it really counts – the community organizations and farmers themselves – is one of those transformational methodologies that indeed have longer lasting impacts to development than previously believed. The numbers are clear evidence of a winning GoC and USAID strategy.

What Now Counts for Impact: This Quarter 18 Progress Report will show continued performance in the regions and communities where we work. The ADAM program certainly lives on. However, it is slowly drawing to a close. What counts now is closing down in a dignified and professional manner, preserving the gains, and transitioning into the new, consolidated strategy of the USG and GoC. During these past 3 months, ADAM closed 4 Regional Offices in Tolima, Huila, Pasto and Magdalena Medio. Around 98% of the Alternative Development Projects (173 activities) are now completed. We have substantially reduced our Bogota and Regional staff and are declaring a victory in what is described as the containment and maintenance of a licit culture in those areas.

In the Local Governance division of ADAM, we closed 157 activities with 91 live projects pending official close out. During this time, LG is continuing to provide significant support to the National Police and the “Secure Departments and Municipality” Program, continuing to build alliances with private and public partners, and consolidating the gains made with comprehensive training events including a “rounding out of ADAM initiatives” in areas of health, education and youth.

In the infrastructural sector, the success of building classrooms, school cafeterias, bathrooms, potable water systems, and housing for displaced persons continues unabated. The whole ADAM team worked together to advocate for infrastructural works and to ensure that the appropriate teachers were staffed in these schools and that maintenance costs were adequately budgeted for in the regional and community development plans. As a part of the close out in these areas, we designed a solid “Sustainability Program” for the last wave of 16 producer organizations, to ensure that they too reach a level of technical and market sustainability. Please read Annex J (turn to the very back of this

report) to read what ADAM achieved, and how we supported the cacao and coffee “value-chains” during the past 3 months. In geographic areas dominated by coca growers only several years ago, the farmers exported over 50 tons of “export – ready” cacao. In Huila where the ADAM program helps farmers produce, process and market –RainForest Certified – specialty coffee, these farmers actually won the top prize for the best tasting coffee in the entire world this year at the annual SCAA (Specialty Coffee of America) event in San Diego, California.

On the USG compliance side of this transformational development program comes the required audits, contractual and administrative grant and subcontract closeout. The challenge of closing over 750 different contractual instruments and completing this task according to the ARD Gold Standard is no easy feat. A preliminary review of the audit findings clearly shows that our ADAM team of contractual, financial, and administrative experts are not only doing an exceptional job on budget control and management, but they are continually looking for ways to save and plow these savings back into the program.

The Transition Activities: As you can read in more detail in this report, the centerpiece of our work and progress during Q18 was in our concentrated efforts to start the implementation of 31 activities in the two Transition zones, Nudo de Paramillo and Tumaco. We reported in our Q17 Progress Report how we achieved a significant efficiency in designing, packaging and signing grants and reducing the “processing time”. The rapid design and approval process which normally takes several weeks to accomplish for complicated agricultural projects was cut in half, and by the end of March and early April, all Transition activities were up and running. As a part of the new strategy, the focus was on consolidating the production and marketing gains of cocoa and rubber and other products, and to move into new more conflictive territory to provide immediate and short term livelihoods to several thousand households. It was evident that by the close of the first months of operation and the end of this reporting period, the majority of infrastructural and agricultural activities were on sound footing to finish on time by the end of the production cycle. We did experience some delays with several projects due to security related incidents during the last weeks of the quarter, which necessitated special envoys to the region to analyze the risks, analyze options and to speak frankly with USAID on matters of common sense contractual no cost extensions. However, the operations and assistance continued without missing a beat, which speaks to the courage and steadfast nature of the team, working together closely with the police, military and civilian leaders in these zones.

The delivery of food aid to those communities experiencing forced or manual eradication of the 2009 and 2010 campaigns started during this quarter. It was complemented by short and medium term crop technical assistance including rice, plantain, and yucca, and longer term productive activities. Several lessons were learned during these early months of the work in these geographical areas, which will help operations and Consolidation Center leaders better plan for the future. Our focus now is to continue to preserve relationships and alliances with the public and private sector actors in these Transition zones, work closely with USAID to consolidate the gains, and, above all, mitigate the social or political risks that may arise in the next several months.

RESULTS AGAINST INDICATORS

The closeout of ADAM has become even more evident in Q18 as the pace of indicator accumulation has begun to slow with the close of activities. That said, activities in the Antioquia and Tumaco regions still continue to add hectares, jobs, and infrastructure projects to ADAM's accomplishments. This Quarter, Life of Project Indicator Goals were adjusted to include the Transition and Sustainability goals. The change in indicator growth was small; the largest being the increase in hectares free of illicit crops, which grew by 4.47%. During Q18, 31 transition activities were begun or continued to be implemented: 12 in infrastructure, 12 productive activities, and 7 in the local governance component.

The indicator increases show progress in the transition activities, however with the closeout dynamic firmly in place, the majority of the indicators increased only marginally against last quarter. With the LOP target increase, the only indicator which shows a sub 100% completion rate at this stage is SIF projects completed; actually 19 SIF projects are in execution (12 of which are transition, 2 are sustainability, and 5 are IDP activities). Overall performance against all key indicators is shown in Table 2 below:

Table 1: ADAM's Progress Against Program Goals

Indicator	Achievement through Q17	Progress during Q18	Percentage increase during Q18	Achievement through Q18	LOP Goal*	Achievement of LOP Goal
Families Benefited	78,493	1,974	2.45%	80,467	59,069	136%
Hectares Free of Illicit Crops	368,709	17,262	4.47%	385,971	288,017	134%
Hectares of Licit Crops Supported	106,830	4,337	3.90%	111,167	86,527	128%
Social and Productive Infrastructure Projects Completed	156	7	4.29%	163	174	93%
Strengthened Municipalities	73	0	0.00%	73	71	103%
Social Organizations Strengthened	1,415	20	1.41%	1,436	909	158%
People Benefited by National Programs	66,432	28	0.04%	66,460	32,436	205%
Public Sector Funds Leveraged (US\$)	28,625,010	754,497	2.57%	29,379,507	11,651,100	252%
Private Sector Funds Leveraged (US\$)	166,941,520	1,753,886	1.03%	169,834,786	88,664,575	192%
Communities/Producer Associations Signing Illicit-Free Agreements	1,995	5	0.25%	2,000	1,534	130%
Families under Illicit-Free Agreements	144,443	408	0.28%	144,851	106,818	136%
Full Time Equivalent Jobs Created	69,360	511	0.73%	69,871	61,192	114%
Sales or GMV of Licit Production (US\$)	130,264,200	83,866	0.06%	130,348,066	72,192,516	181%

A more detailed description of each indicator's performance can be found in Annex I.

SUMMARY OF REGIONAL PROGRESS

This section was first introduced in the 2008 Annual Report and is now being modified as the ADAM regional offices continue to close. The information is broken down by ADAM's regional structure, and this quarter contains summaries from Cauca, Nariño, Tolima, Putumayo, and Antioquia/Cordoba. The objective of this section is to provide the reader with a clear, summarized review of the progress in each region. More detailed activity-level information provided by ADAM's regional offices can be found in Annex C.

A regional breakdown of LOP indicator targets is provided in Table 2 below.

Table 2. Breakdown of Key Indicator Targets (LOP) by ADAM Region

Indicator	Achievements by Region for 2006-10						
	Cauca	Nariño	Huila	Tolima	Putumayo	Mag. Medio	Antioquia
Families Benefited	19,623	14,023	13,539	7,980	5,864	7,592	11,845
Hectares supported	14,884	18,506	21,093	10,824	10,415	22,591	12,853
Municipalities strengthened	14	13	13	8	7	9	9
Sales (US\$)	8,893,417	25,995,238	75,014,612	11,623,987	4,497,851	11,685,421	2,637,540
Jobs created	12,478	9,075	20,594	7,205	4,491	9,912	6,120
SIF projects completed	30	20	30	17	14	25	27

CAUCA Regional Office

During Q18, the Cauca Regional staff dedicated themselves to working on project closeout, especially in Local Government and Alternative Development activities, which resulted in a significant staff reduction. All infrastructure projects in the region were completed in Q17.

TEP productive activities (5) and Forestry, Fishery, and Vegetable projects on the plateau are still being implemented. The Brix Patía strengthening activities have been extended to further improve marketing processes. In avocado marketing, FEPAC has been formed and the office is waiting for CCI's producer association marketing plan. The team and JE Austin began work with Forestal Cauca to improve their administrative management and marketing strategy. Much work lies ahead in terms of strengthening producer associations, given setbacks in crop growth and delays in marketing exercise implementation.

The *Sabor de mi Tierra* business strategy continues in full swing, in partnership with Carrefour stores. Due to the large number of pre-requisites for this kind of agreement, this was an excellent learning opportunity for ADAM's beneficiary organizations. However, even though the original negotiations were favorable for the *campesinos*, Carrefour's failure to comply with all negotiated agreements made the process more difficult than anticipated. Even given these setbacks, the partnership has been a useful exercise to improve ADAM's producer associations' management capabilities.

Strengthening of the *Consejos Comunitarios* of the Pacific continues as part of the LG component. The pace of work has slowed due to public order issues. The last phase of the land title formalization

pilot in the municipality of Tambo continues as well, with the provision of a technical consultant to work with local government attorneys to strengthen their knowledge of land titling.

All activities in Cauca will end in Quarter 19 and the regional office will close.

Table 3. Progress Towards Key Indicator Targets in Cauca

Indicator	Results through 2009	Target 2006-10	Results through Q18	% Achievement 2006-10 target
Families Benefited	19,442	12,794	19,623	153%
Hectares supported	14,668	10,450	14,884	142%
Municipalities strengthened	14	14	14	100%
Sales (US\$)	\$ 7,384,508	\$ 4,565,086	\$ 8,893,417	195%
Jobs created	11,808	10,981	12,478	114%
SIF projects completed	29	30	30	100%

NARIÑO Regional Office

During Q18 quarter in the region of Nariño, two cocoa projects, two coconut-cocoa projects, and one fishing project began to liquidate as part of the closeout process. In addition to one ongoing panela project, the majority of effort has been directed toward implementing transition activities. These activities are primarily food security related, but also extend to agri-food chains, coconut, and cocoa.

In the municipality of Tumaco, the process of closeout and liquidation continues in the Community Councils of Alto and Bajo Mira y Frontera and the classroom construction projects in the San Juan *vereda*. School construction in the Guachal Barranco *vereda* is moving forward, as is the construction of two milk reception and chilling centers begun in the Andean zone, which are 60% completed.

Transition activities were also initiated with the construction of a vehicular bridge on the road via Robles – Nerete; two pedestrian bridges over the Robles – Banco – Las Varas – San Vicente road; and two vehicular bridges and works of art over the Robles – Santa Maria road. Two other transition projects have been identified and begun: construction of a pedestrian bridge in the Piñal Dulce *vereda* and construction of a Sports and Recreation Center Los Robles.

The LG activity in the municipality of Mallama in the Pacific foothills was successfully completed.

Administratively, the office in the city of Tumaco was successfully set-up during this quarter, allowing us to carry out regional tasks in an appropriate and efficient manner and allowing internal staff, institution members and our beneficiaries to conduct project activities.

Table 4. Progress Towards Key Indicator Targets in Nariño

Indicator	Results through 2009	Target 2006-10	Results through Q18	% Achievement 2006-10 target
Families Benefited	12,646	8,820	14,023	110%
Hectares supported	14,343	16,352	18,506	107%
Municipalities strengthened	13	11	13	118%
Sales (US\$)	\$15,343,310	\$11,789,135	\$15,995,238	136%
Jobs created	8,072	8,325	9,075	102%
SIF projects completed	17	25	20	80%

TOLIMA Regional Office

Though regional programming was closed out in Tolima in Q18, it was nevertheless an active quarter for a number of activities. Coffee continues to play an important role in Tolima's regional development, as evidenced by the Specialty Coffee Activities operated by the *Comité Departamental de Cafeteros* and CORPOAGRO, through which the processing infrastructure was standardized for 1,980 coffee-growing families. This was made possible by supplying and stocking ecological coffee mills to improve the quality of the coffee, paired with technical assistance and producer association training and strengthening.

Another quarterly highlight was the series of training activities which included:

- Farmer Field School training provided to 1,164 families in May on sustainable management of cocoa crops; and in June, to 1,190 families in certification processes.
- Six cocoa producer association trainings to improve their administrative and tax processes.
- ASOCAT, ACASANTOL and ASPROCARIO received assistance to restructure their Boards of Directors.

Similarly, the formalization process for APROCACHARCO was continued through the Chamber of Commerce of southern and eastern Tolima. Once formalized, this organization will provide regional services on productive project operation, loan consolidation, and trade union representation for regional, national and international public and private institutions.

The Tolima office has effectively closed as of the end of Q18.

Table 5. Progress Towards Key Indicator Targets in Tolima

Indicator	Results through 2009	Target 2006-10	Results through Q18	% Achievement 2006-10 target
Families Benefited	7,890	4,452	7,980	179%
Hectares supported	10,593	7,542	10,824	144%
Municipalities strengthened	8	8	8	100%

Sales (US\$)	\$ 8,760,549	\$ 7,868,588	\$ 11,623,987	148%
Jobs created	5,776	6,270	7,205	115%
SIF projects completed	17	17	17	100%

PUTUMAYO Regional Office

The challenge faced by the Putumayo regional office during the quarter was to keep ADAM beneficiary communities committed to maintaining their land free of illicit crops. ADAM's presence during the sustainability phase makes it possible to accompany beneficiaries and their organizations in solving problems that arise during the short-term resource investment and crop establishment period. This technical assistance leads beneficiaries through the point where ADAM resources are no longer available and the strength of activities carried out and the process of appropriation by small producers and organizations in the benefited areas are put to the test.

In terms of infrastructure, two *Juntas de Acción Comunal* were assisted in this quarter:

- Electricity networks in El Limonal *vereda* in the municipality of San Miguel were completed (48 homes electrified).
- An aqueduct in the Campobello *vereda* was improved, providing 68 homes with potable water.

In the Local Governance component, a number of activities were liquidated as part of the closeout process. However, liquidation of the *Concentrados Putumayo* plant is still pending because the Mayor of Orito has refused to settle interests and rights for the company's liquidation; this process may be finalized thanks to the Mayor of Villagarzón's interest as well as efforts made by the national and regional departments of ADAM's local government component.

Table 6. Progress Towards Key Indicator Targets in Putumayo

Indicator	Results through 2009	Target 2006-10	Results through Q18	% Achievement 2006-10 target
Families Benefited	5,789	6,285	5,864	93%
Hectares supported	10,374	7,607	10,415	137%
Municipalities strengthened	7	7	7	100%
Sales (US\$)	\$ 3,871,607	\$ 6,666,352	\$ 4,497,851	67%
Jobs created	4,055	2,68	4,491	207%
SIF projects completed	12	14	14	100%

ANTIOQUIA/CORDOBA Regional Office

The Regional office is carrying out eight (8) transition and sustainability activities in Bajo Cauca, Antioquia, and the southern region of Córdoba. The activities are being executed by APROACA, ASOBOSQUES, and ASCAP.

The ADAM Strengthening and Sustainability Activities in the northern region of Urabá and the southern region of Córdoba continued through Q18. All activities are geographically distributed among 12 municipalities in the Departments of Antioquia and Córdoba.

The Regional challenge continues to be leaving behind sustainable capacity through the implementation of projects with high social and economic impact, based on the ADAM Program and emphasizing partnerships as the backbone of the process.

Table 22. Progress Towards Key Indicator Targets in Antioquia/Córdoba

Indicator	Results through 2009	Target 2006-10	Results through Q18	% Achievement 2006-10 target
Families Benefited	8,813	76,53	11,845	155%
Hectares supported	12,853	13,190	12,853	97%
Municipalities strengthened	9	10	9	90%
Sales (US\$)	\$ 2,627,815	\$ 2,021,506	\$ 2,637,50	130%
Jobs created	6,110	10,096	6,120	61%
SIF projects completed	22	33	27	82%

ALTERNATIVE DEVELOPMENT

In the second quarter of the calendar year, 7 activities were completed. With these new closures the component has completed 173 of the 176 total AD activities productive activities, or 98% of the AD portfolio. A couple of activities in particular stand out this quarter:

Four (4) activities came to a close in Cauca, representing a USAID investment of USD\$2.5 million, plus public and private resources that brought the total activity value to USD\$7.1 million, and led to the following results:

- 786 families producing fruits and vegetables (tomato, blackberry, maracuyá, canteloupe, watermelon, papaya, mango, avocado) on 734 hectares, using cleaner production techniques. These activities have generated 2,031 full-time jobs and USD\$697,952 in sales.
- 195 families producing aromatic herbs and fish on 2 hectares, generating 37 full-time jobs and sales of USD\$21,961.

In Nariño, three (3) productive activities closed out, which utilized a USAID investment of USD\$2.16 million and an additional USD\$2.06 million of financing from public and private sources. The activities contributed to the following results:

- 900 families with cocoa, coconut, and subsistence crops in the municipality of Tumaco establishing 1,958 hectares, creating 615 full-time jobs, and generating USD\$246,917 in sales.
- 250 families rehabilitated their cocoa plantations by replanting cloned cocoa, improving their production methodology, and increasing production yields. This activity generated 111 full-time jobs.

As evidenced in these examples, the program has created important changes in agricultural activities in the ADAM regions by steering beneficiaries towards competitiveness through improved technical methods and organization of the productive base.

CREDIT

During this quarter, application timeframes for new loan requests closed and efforts focused on ICR (Rural Capitalization Incentive) procedures, whose payment depends on FINAGRO's availability of resources. ICR payments were low this quarter because resource transfers to this organization have not been made.

In Tumaco, ADAM is assisting producers to obtain bridge loans, with the assistance of *Juntas Directivas de las Asociaciones de Productores* and the *Consejos Comunitarios*. So far, 582 loans have been obtained and 407 loans have been disbursed, totaling COP\$1.892 million. An additional 175 applications for COP\$875 million are currently being processed.

Filing of loan requests at the *Banco Agrario* were completed for Santa Rosa del Sur (specialty coffee) and Cauca (avocado).

A credit model for Afro-Colombian communities is still in development, as of the end of Q18.

Table 8. Loan Summary Through June 30, 2010

Region	Number of Disbursements	Value of Disbursements	Under Review	I.C.R Credited	I.C.R Value Credited	I.C.R In Process	I.C.R to be Presented
Antioquia-Córdoba	377	3,043,340,000		7	51,928,338	343	
Putumayo	216	1,896,971,500		15	73,777,009	7	
Cauca	465	2,112,640,165	86	192	608,051,941	136	
Nariño	494	2,416,441,196	175	93	366,160,048	28	257
Huila	2,399	12,413,857,097		377	838,580,880	1,024	
Magdalena Medio	662	5,021,089,907	44	353	1,872,398,286	221	41
GRAND TOTAL	4,613	26,904,339,865	318	1,037	3,810,896,502	1,759	298

SUSTAINABILITY

In line with the sustainability plan, a number of producer associations in Antioquia have been receiving organizational strengthening support from ADAM. They have made progress in democratic management, administrative and financial regulation, and strengthening of business services. Additionally, these organizations have received support in management when dealing with municipalities, departments and national organizations.

Current activities with Agroindustrias de la Amazonia, Condimentos Putumayo, and Forestal Cauca are operating under the Sustainability Framework, meaning that all activities are coordinated with the target companies but the companies themselves make all decisions. The goal is for each company to become responsible for its own activities and for the Board of Directors to take control of company management and begin managing their own companies.

During this quarter, Agroindustrias de la Amazonia continued to expand upon its sales of bottled water. Filling equipment is currently being tested and plans are in the works to launch the product under new, improved labeling. Product sales are expected to increase by 30%. To date, the company has sold COP \$20 million a month in water alone. New agreements have also been signed with firms in the EU and US for 34 containers of hearts of palm over the next year. Prices will range from \$30 to \$33.50 per box. Smaller sales were made on the Canadian market and negotiations continue with EXITO for the development of a generic brand.

Condimentos Putumayo struggled this quarter, due to unfavorable weather conditions which limited harvests and the lower than expected turnover of packaged supermarket product (which has led to a closing of that line). Harvests are expected to increase to 10 tons during the second half of the year, and the firm expects to bring in COP\$65 million per month.

After several meetings, an agreement has been reached whereby Cartón Colombia will sell their product to Forestal Cauca for COP \$116,000 per square meter of pine, 10% below the market price, while ensuring quality and supply. As the sale price for timber has increased from \$225,000 to \$260,000 per square meter even for a product of bad quality, this will be a great boon to Forestal Cauca. Sales have been primarily from inventory and consisted of only COP\$29.7 million for the quarter. Sales are expected to increase in July due to the new production manager, visits to potential buyers, and the supply of wood from Cartón Colombia.

TRANSITION

The implementation Transition activities began in this quarter in Tumaco and Nudo de Paramillo. The following results have been achieved so far:

Nudo de Paramillo

All of the 1,882 beneficiary families in Nudo de Paramillo have been identified for the 8 planned transition activities. As of June 30, 100% of the 1,882 beneficiaries have been identified; emergency care kits have been given to 400 families who were involved in manual eradication; 1,022 gardens have been established for food security; and 622 families now have crop arrangements for the generation of short-term income. In urban areas (*corregimentales*), 3 tailors, 3 bakeries and 4 fisheries were established for displaced families and women heads of household to earn an income.

There are two Activities in this sub-region that suffered setbacks due to the failure to identify families that were subjected to illicit crop eradication in 2010 (500 in total). To move past this setback, and in coordination with the Regional Coordination Center, resources were redirected to families in the southern region of Córdoba who were subjected to eradication in 2009. This flexibility in implementation exemplifies ADAM's ability to adapt and cooperate with the RCCs.

Tumaco

In Tumaco, the goal is to assist 2,293 families through 4 activities, of which 1,893 have already been identified. As of June 30, 371 food security gardens have been established, 197 emergency response kits have been handed out, 153 hectares of coconut have been rehabilitated, and 7 cocoa nurseries have been established.

The main purpose of Activity 681 in Tumaco, for example, has been to work with local communities to produce 450,000 cloned cocoa seedlings using improved techniques. The seedlings will be sold to the new USAID partner in Tumaco, generating net income for the families involved in this activity. Significant participation of the local youth in this activity has created a new source of income for this group, who until recently were involved in planting and harvesting of the coca leaf. Thus far, this project has:

1. Expanded upon the 10 Tumaco communities' practical knowledge in the production of rootstock and grafting.
2. Formally certified 10 nurseries, with improved technical management, in several different communities.
3. Generated, in the community councils, a high level of commitment and responsibility to management and administration of these nurseries. These are authentic bio-factories that have been set up and are now in working order within these territories.

This activity will create excellent incentives for cocoa producers, as it also provides them access to fermentation and drying units for processing. This will improve the quality of the cocoa being produced and provide producers access to niche markets.

In a completely distinct Tumaco assistance model, *Acción Social*, the Government of Nariño, the *Rescate Las Varas* community council, the ARD-AD transition team, and the municipal government have designed a multi-tiered livelihood program to both eliminate coca from the community territory and provide transitional assistance in short and long term food security. The activity follows a clearly sequential process:

1. The community must be first certified as zero-illicit, as a prerequisite of the program.
2. Assistance begins with the provision of food kits, containing items such as rice, yucca, and vegetables. Kits are provided to participating families periodically over the course of the activity.
3. Technical assistance and planting material are concurrently provided to participating families for the development of short term food security gardens. These crops, such as maize and

- beans, are intended to bridge the food security gap between the kits and maturation of long term crops.
4. Technical assistance and planting material are also provided for development of long term crops, such as cocoa and coconut. Proceeds from the sale of these long term products will supplant sale of coca as the main income for beneficiary families.

Assistance is complemented by provision of health and education services through social and productive infrastructure activities.

By the scheduled close out of the activity in August 2010, 1,256 gardens will be fully established and in production. This process has created an important dynamic within the community where women, young people and children participate in every aspect of field work. The achievements made during this activity can be seen as the community further buys in to the licit economy.

LOCAL GOVERNANCE

The Local Governance component, in coordination with the ADAM Office of Contracts and Grants, is in the process of closing out activities. During this quarter, approximately 157 activities were officially closed, leaving approximately 91 activities pending official closeout.

Since the beginning of 2010, the LG component has decreased its level of activity in the field and focused its efforts on the process of technical and administrative closure of the activities. In this quarter a reduced number of technical activities have been executed, out of which the following stand out.

During Q18, organizational strengthening TEP activities reached 96% completion. The increased capacity of these organizations is enabling them to address local public policy and participation issues in their communities. Similarly, in the region of Urabá, the transformation of communal action councils into participatory mechanisms is making the Afro-Colombian and Indigenous communities more visible and allowing the inclusion of ethnic issues in municipal planning. The Afro-Colombian ethnic development plans in the central area of the Department of Cauca and in the foothills of Nariño were also completed during the quarter.

Throughout 2010, ADAM continues to provide support to the National Police and its Safe Departments and Municipalities Program (DMS), in carrying out events to coordinate actions between mayors and police commanders, presenting the strengthening strategy for the 50 DMS prioritized municipalities, and in the handling of territorial safety. During Q18 events to this end in the Departments of Boyacá, Santander, Córdoba, Cauca, Guajira and Antioquia were held.

As part of the beneficiary expansion process for national programs in the municipality of Tumaco, days for issuance of identity documents have been carried out, in coordination with the Registry, in the Chagui, Mejicano and Rosario. During the month of July, this initiative will expand to cover the *veredas* of San Luis Robles and San Vicente, areas in which SIF projects are currently being executed and where days of issuance of identity documents are planned, as well as sexual and reproductive health events led by Profamilia.

The LEA, CEICOS and ALIANZA GLOBAL Foundations have begun activities aimed at strengthening SIF organizations in issues of oversight and organizational development while also hosting days for the issuance of identity documents and sexual and reproductive health in the municipalities of Quibdó, Apartadó, Turbo, Tarazá, Cáceres, Caucasia, Nechí, El Bagre, Zaragoza, Montelíbano Puerto Libertador, and Valledupar and Tumaco, respectively.

EVALUATION OF LG COMPONENT

As part of the evaluation process, a quantitative and qualitative analysis of American partnership in strengthening the governance of ten Colombian regional centers during the 2000-2009 period has been carried out. This exercise has demonstrated a synchronicity between territorial evolution and taking a cooperative approach to finding LG solutions. This evaluation is one of the set of documents that will be published by the Local Governance component prior to closure of the ADAM program.

After holding meetings with beneficiaries, operators and consultants of the *Juntas de Acción Comunal, Mujeres, Jóvenes y Indígenas*, the component expedited the process of revising and consolidating information from the event, with the intention of identifying achievements, successes, lessons learned, methodologies and recommendations for the development of new processes for institutional, governance, and advocacy strengthening.

In the month of May, a meeting of community councils was held in order to share successful experiences supported by ARD, update rural Afro-Colombian issues and discuss special policies that

serve the Afro-Colombian population, particularly in rural areas.

TRANSITION

Within the transition framework, the Local Governance component has begun implementing a series of activities in Institutional Development and National Programs in the Antioquia/Córdoba and Tumaco regions.

In the municipalities of Bagre, Cáceres, Zaragoza, Tarazá, Montelíbano and Puerto Libertador, the component is working to strengthen Juntas de Accion Comunal. In coordination with municipal administrations, and with the intention of consolidating these organizations as development leaders, the component is providing internal strengthening tools and familiarizing them with the decision-making structure at the municipal level.

The land legalization process in the Municipalities of El Bagre, Cáceres, Montelíbano and Puerto Libertador has begun very successfully. The gathering of information and training of the community surveyors has been encouraging, raising expectations that a larger number of plots will be included in the regularization and legalization days. Such events have been supported since 2009 as part of the Ministry of Agriculture's RET Program methodology.

In response to high crime rates in the Bajo Cauca region, the National Police, the local authorities and the ADAM Program are supporting the development and implementation of a safety and living plan in the municipalities of Cáceres, Taraza and Caucaasia as part of the framework of the Safe Departments and Municipalities Program. This initiative is intended to accompany municipal governments in developing and structuring such plans, in agreement with both the relevant communities and authorities, for maintaining municipal security.

In agreement with the Regional Coordination Center of Tumaco, the process of appropriation and operationalization of internal regulations has been taking place in the Consejo Comunitario of Las Varas. The council's boards of directors and the *vereda* committees have been involved, the latter having the goal of renewing leadership and strengthening community-based learning.

SIF/IDP PROJECTS

ADAM uses a separate budget for infrastructure activities targeting IDPs and reports its contribution to indicators that pertain to USAID's third strategic objective (SO-3), *Successful Reintegration of IDPs and Support to Other Vulnerable Groups*, although ADAM does not have separate targets/goals for these indicators. The description for each indicator is based on the cumulative results at the close of June 2010. During Q18, ADAM began 5 IDP Activities, four in Antioquia and one in Chocó. As of June 2010 ADAM had completed or was in the process of implementing 77¹ IDPs activities: 72 closed and 5 in execution.

Through June 2010, ADAM has spent \$16.04 million on the 77 infrastructure activities targeting displaced persons. A total of 36,986 families have benefited from these activities, of which 8,447 are displaced families. The table below provides the specific breakdown by sector and department of ADAM's SIF/IDP activities. Such activities tend to concentrate mainly in school construction and/or school improvements, including classrooms, bathrooms, and school cafeterias. Other SIF/IDP projects include housing for displaced communities, water, and basic sanitation such as aqueducts and family and recreation centers.

Table 9. Number of social infrastructure activities targeted to IDPs

	Schools	Housing	Water & Basic Sanitation	Community & Recreation Centers	Electric Networks	Health Centers	Roads	Other	Total by Dept
Antioquia	12	1	1						14
Bolívar		3							3
Cauca	9	1	1			1	1		13
Cesar		1		1					2
Chocó	1		1						2
Córdoba	1	2		1					4
Huila	9	1	2	2					14
Nariño	2	4						1	7
Putumayo	5		1		2				8
Santander	2	1							3
Tolima	3		2	2					7
Total by sector	40	14	7	6	2	1	1		77

• **Number IDPs Benefited:** A total of 115,459 IDPs benefited from the 77 SIF/IDP activities completed or in implementation through June 2010. The composition by age corresponds to 39.7% children under the age of fourteen, 24.9% youth (ages 15-24 years), and 35.4% people over the age of 25. Among IDP beneficiaries, 48.9% are men, while 51.1% are women. The majority of the displaced persons benefited are *mestizo* (83.3%), while 11.3% are Afro-Colombian and 3.4% are Indigenous (the remaining 2% haven't specified their ethnic group).

• **Number of Families Provided with Adequate Housing:** ADAM has contributed to the construction of adequate housing (mainly through sewage and aqueduct networks) in fourteen housing activities targeting IDPs in Pasto, Santa Rosa, Montelibano (two phases), San Pablo, Tumaco, Neiva, Valledupar, Landázuri and Cauca. One thousand five hundred and thirty (1,530)

¹ One of the activities had to be closed earlier than anticipated and other was a geotechnical study.

families have benefitted from these activities, of which 1,265 are IDP families and 265 are classified as vulnerable. These families are 75.8% *mestizo*, 14.8 % Afro-Colombian and 11.4% Indigenous.

• **Persons with Improved Access to Adequate Safe Water:** Thirty seven infrastructure activities targeting IDPs, in nine departments, contribute to people's improved access to safe water, including two water treatment plants, four sewage networks, improvements to cafeterias and/or sanitary units in twenty three schools, and construction of sewage and aqueduct networks for 8 housing activities. Fifty seven thousand three hundred and fifty two persons benefited; of these 32.32% are IDP.

Table 10. Social infrastructure activities by sector

Sector	Act.	Department	Total Persons Benefited	Gender		Ethnic Group				Type	
				Women	Men	Afro-Colombian	Indigenous	Mestizos	No Answer	IDP	Vulnerable
Water treatment plants	2	Tolima and Cauca	11,9	6,072	5,828	33	146	11,721	-	1,894	10,006
Sewage networks	4	Huila, Putumayo, Tolima and Antioquia	2,217	1,002	1,215	357	6	1,854	-	1,922	295
Sewage and aqueduct networks for Housing Activities	8	Bolivar, Cauca, Córdoba, Huila, Nariño and Santander	5,062	2,576	2,486	921	724	3,417	-	4,106	956
Sanitary units and/or improvements cafeterias in Schools	23	Antioquia, Cauca, Córdoba, Huila, Nariño, Putumayo and Santander	38,173	19,768	18,405	6,201	1,067	30,773	132	10,615	27,558
TOTAL	37	9	57,352	29,42	27,93	7,512	1,943	47,795	132	18,5	38,815
PERCENT				51.29%	48.71%	13.10%	3.39%	83.28%	0.23%	32.32%	67.68%

• **Private funds leveraged:** To date, 77 infrastructure activities targeting displaced persons in 11 departments include private counterpart contributions totaling COP\$5.474 million (approx US\$ 2,546,330)

• **Public funds leveraged:** To date, 77 infrastructure activities targeting displaced persons in 11 departments include public counterpart contributions totaling COP\$21.000 million (approx US\$ 10,033,312).

• **Full time jobs created for IDPs:** A total of 1,016 full time equivalent jobs have been created for displaced or vulnerable persons through their participation as construction workers in infrastructure activities.

COMPLETED SIF/IDP ACTIVITIES²

Seventy one (71) infrastructure activities and one consultancy have been completed through the end of Q18, 2 of which were completed during the quarter. These projects have benefited 25,332 families of which 7,478 are displaced. A complete list of these activities can be found in Annex H.

² The criteria of completed correspond to the disbursement of 100% of ADAM/USAID resources.

TEP ACTIVITIES

As of the end of Q18, 90% of TEP activities have been completed. Main developments included development of local government actions in Afro-Colombian communities driven by the TEP strategy, specifically through income-generating programs; the inclusion of local planning; the development of diagnostics for the community councils located in the northern region of Cauca; and the improvement of management capacities when dealing with different agencies. This strategy has facilitated better relations with local government in order for Councils' authority to carry more weight, as per Decree 005 of the Constitutional Court.

On the Pacific coast of Cauca, community councils have made progress in completing 80% of internal regulations, of which the most significant are the measures and protocols required to protect human rights and international humanitarian law. Community councils from the municipalities of Guapi, Timbiqui and López de Micay participated in this activity and, despite the public order situation, were able to successfully achieve their objectives.

The Nariño activity with the Gran Mallama reservation was fully completed this quarter. Improved governance activities came to an end and the indigenous people consolidated the three pillars to expand their capabilities inside and outside of the territory: the High Council of Justice, the system of personal rights, and the Indigenous Guard. These instruments have contributed to better response capabilities and confidence within the communities and the environment in which they carry out their actions.

Finally, the Management Plan in Cauca for the indigenous communities of Totoró, Polindadra, Panoquita, Jevala and Noviorao was completed. This Plan constitutes a basic tool for the use of forests and the development of productive activities within the areas of management and conservation.

MONITORING AND EVALUATION

During Q18, the ADAM Monitoring and Evaluation activities involved: 1) analyzing the existing quantitative and qualitative source data that will serve as the basis for the ADAM M&E Evaluation Report, and 2) designing and administrating the baseline survey for the transition activities in Bajo Cauca and Tumaco. A summary of the activities in both of these areas is provided below.

ANALYZING EXISTING QUANTATIVE AND QUALITATIVE SOURCE DATA

The ADAM M&E team is conducting a thorough analysis of all existing quantitative and qualitative data in order to write the ADAM M&E Evaluation Report, which is to be completed in September 2010. A series of discussions have been held with the ADAM core management team to discuss evaluation results to-date and obtain input for inclusion in the report. The team has also reviewed the regional M&E reports that were submitted last quarter (6 of 7 regional offices have completed their reports) in order to analyze the efficacy of the ADAM model, achievements toward the intended program outcomes, operating methodology, program successes and lessons learned. The regional M&E reports include the findings from the 76 municipal focus groups, 100 key actor interviews, and the ADAM beneficiary survey.

Three case studies of ADAM interventions that were conducted by *La Corporación Ambiental de la Universidad de Antioquia* have also been received and reviewed. The case studies research, investigate, and report on specific ADAM interventions and related outcomes in Putumayo, Huila, and Magdalena Medio.

The M&E team is compiling data on illicit crop cultivation in ADAM municipalities from 2003 to 2009. This data is being pulled from the UNODC/Simci Project. Municipal data for 2009 is to be released by UNODC in mid-July. In addition, internal data on the number of ADAM *veredas* certified to be free of illicit crops is being updated to reflect most recent certifications carried out of the UNODC.

ADMINISTERING TRANSITION ACTIVITY BASELINE SURVEY

A 10-minute survey was designed for beneficiary families involved in the transition activities in Bajo Cauca and Tumaco. The survey tracks beneficiary participation and satisfaction related to the food security kits, food subsistence crops, and long-term crop cultivation. A pilot of the survey was conducted at the end of June. The survey is to be carried out in the field in early July. A representative, random sample of 400 beneficiaries will be surveyed for the baseline, and these same beneficiaries will be surveyed again at the end of the transition activity. An illustrative sample of 200 non-beneficiaries is also being planned to serve as a control group.

During the next quarter, the ADAM M&E team plans to complete the ADAM M&E Evaluation Report using all of the data mentioned above to support the program outcomes, long-term impacts and interventions. The two additional M&E activities being planned in the next quarter are the verification of the ADAM Information and Monitoring System (SIMA) program data to be used in the final reporting processes, and the development of a web-based document search system for ADAM program documents.

COMMUNICATIONS AND OUTREACH

OVERVIEW

The second quarter of 2010 (Q18) marked a significant change for ADAM Communications and Outreach (C&O) in accord with the modified strategy outlined in the previous quarterly report. In summary, the team was slimmed down from twenty to just six staff, the media focus moved from massive volume to a more selective approach targeting high-profile pieces in key national media, and emphasis was firmly placed on documentation and dissemination of ADAM-USAID's significant impact to date. The final episode of the highly successful documentary series – “Trafficking Dreams” – was aired on Colombian national TV on Easter Saturday, with the focus now turning to finalizing the boxed set for sale and positioning the series internationally.

PROGRESS & IMPACT

Major progress continued to be consolidated in several areas in Q18, including:

Media Outreach

In accord with ADAM's revised objectives of both (i) avoiding a “media vacuum” for USAID as regional offices closed, and (ii) developing more selective pieces for key media, Q18 was remarkably successful. During the quarter, 45 TV, radio, newspaper and magazine pieces were published with 50% appearing in high-profile national media.

Of these, the 6-minute *CM&S* News Program on USAID's success in promoting a licit culture in Putumayo (entitled “Putumayo Ceases to be a Sea of Coca”) and the 6-page article in *Gente* Magazine on USAID's promotion of the specialty coffee sector in Huila (entitled “The Coffee Miracle”) stand out as particularly impacting media products. A detailed breakdown of all media exposure for Q17 can be found in Annex G.

Programmatic outreach

ADAM's own outreach strategy during Q18 focused on: (i) finalizing the updated website to facilitate easier browsing; (ii) beginning work on ADAM's new electronic search tool to improve information access, and (iii) continuing to develop and disseminate commercial-grade communications products that reflect the quality of ADAM-USAID's work in the field. It should be noted that the finalization of these products, in most cases reflects a development process of between 6 to 12 months. The product list includes:

1. Production of a combined technical manual and associated educational video on the management of cloned cocoa in Colombia's Afro Colombian Pacific Coast, entitled “The Cocoa Route.” One of ADAM's most experienced Regional Director's recently referred to this as “the most impressive farmer outreach product” he has seen in more than twenty years of development work.
2. Production of four sets of internal regulations to strengthen Afro-Colombian territorial governance in Community Councils in Tumaco. This is a first for Colombia and plans are underway to replicate this with other Councils.
3. Production of a 10-track CD and associated video-clip (of the signature song, entitled “Identity”) to enhance awareness of the opportunities for Afro Colombian communities of the Statute # 70 (*La Ley 70*). The CD blended the innate talent of young Afro Colombians, the capability of an experienced Bogota music producer and some top-notch Colombian musicians to create a product that is already being played on national radio.

4. Pre-production of a two-product educational pack (including facilitator guide and audio products) that builds on the successful transmission of ADAM-USAID’s radio products – *Rio de Pasiones* and *Cambalaches* – and is designed for use by teachers, priests, community leaders, etc. to strengthen licit values in local communities. Again, this is a first for USAID AD in Colombia.

In addition, work is progressing well on the production of:

- An educational video and associated technical manual on the ADAM methodology for the creation of community-managed public service operators.
- An educational video on applied integrated pest management (IPM) in coconut production on Colombia’s Pacific Coast.
- An educational video on the ADAM methodology for the strengthening of producer associations.

TV and Radio projects

In Q18, the first USAID-financed TV documentary series highlighting positive social change in support of a licit culture came to a close on Colombian National TV. The three episodes based on USAID-supported AD experiences in Southern Bolivar, Tolima and Putumayo – entitled “Ripped from the Heart”, “Unstained Love” and “Against the Current” – registered an overall share of 27% (meaning that almost a third of all monitored TV’s in Colombia tuned in to the three shows) and a total estimated audience just shy of 6.5 million viewers.

For the first time in Plan Colombia’s history, a broad cross-section of ordinary Colombians has had access to intellectually coherent and emotionally impacting stories from the world of AD. As ADAM’s ex-CTO commented before his departure, this project alone has “significantly changed expectations” for communications efforts linked to AD in Colombia. ADAM is working hard to ensure that a boxed set of the documentaries (including a fascinating “behind the cameras” view of the project) will be released in Colombia next quarter, and initial negotiations with international TV channels are also beginning.

Continued demand for ADAM’s radio products - *Rio de Pasiones* and *Cambalaches* – saw the addition of 22 radio stations that form part of Colombia’s National Radio network throughout the country, 4 more linked to the Army radio network, as well as the *Minuto de Dios* radio station linked to one of the Catholic Church’s most impressive social outreach programs in Colombia. As well as significantly expanding audience coverage (adding approximately 200,000 potential new listeners), the most impressive feature of this quarter’s uptake is the diversity of radio stations, which strongly confirms ADAM’s initial “wager” that high-quality commercial products have generic appeal; a very important lesson for future USAID communications efforts.

Support to VIP visits and other USAID events

During Q18, ADAM organized 3 official visits. These were:

- April 8-9, Mocoa and Villagarzon, Putumayo. Visit by USAID to indigenous representatives in Putumayo.
- April 13-14, Puerto Asis, Putumayo. Media visit to Putumayo to report on impact of USAID-financed activities.
- April 23, El Pital, Huila. Visit by US Ambassador, USAID, AS, departmental authorities and ADAM beneficiaries to USAID-financed coffee and infrastructure activities, and in particular to participate in the Rainforest Alliance certification of Huila specialty coffee farmers.

CONTRACTS AND GRANTS

During the reporting period, the Contract & Grants Office (OCG) continued working closely with the technical staff to follow-up on the implementation of the Transition and Sustainability Activities. The OCG has continued supporting the consolidation of the Sustainability Plan, to better strengthen the processes of the productive activities that were established by the ADAM program in different regions, and has of course continued focusing on closing out contracts and grants.

ACHIEVEMENTS DURING Q18

Seventy two (72) instruments were signed during the quarter (including 24 subcontracts, 6 purchase orders, 25 task orders and 17 grants), increasing the total number of signed instruments through June 2010 to 775.

The OCG has made all needed modifications to current contracts and grants currently under implementation in order to obligate the total of USAID funds devoted for the development of AD activities.

EXTERNAL AUDITS

15 final closeout external audits were carried out during the period, for activities totaling US\$8,307,567. No questioned costs were encountered.

During Q19 the OCG expects to carry out 29 closeout external audits on contracts and grants totaling US\$18,215,000.

Table 11: Visits for Compliance during Q18

VISITS FOR COMPLIANCE/ prior to Audits	DURING Q18	TOTAL THROUGH JUNE 2010
Visits DA		16
Visits GL		0
Visits TEP		7
TOTAL		23

Tables 12-13: ADAM Signed Instruments through June 2010

INSTRUMENT	DURING Q18	TOTAL THROUGH JUNE 2010
Signed Contracts	24	283
Signed Purchase Orders	6	68
Signed Task Orders	25	62
Signed Grants	17	362
TOTAL	72	775

INSTRUMENT	DURING Q18	LOP
Signed C&G DA	13	123
Signed C&G GL	9	278
Signed C&G SU	0	14
Signed C&G FIS	0	95
Signed C&G SIF-IDP	4	78
Signed C>EP	0	30

Signed &G Transition- DA	0	12
Signed C&G Transition- FIS	10	10
Signed C&G Transition- GL	5	5
TOTAL	41	645

Table 14: Contractual Actions during Q18

CONTRACTUAL ACTION	DURING Q18	TOTAL THROUGH JUNE 2010
Waivers (Approved by USAID)	1	26
Modifications	53	601
Close out	88	352

GOALS AND ACTIVITIES FOR Q19

The OCG will continue focusing on closing out grants and contracts during the next quarter. For Q19, 369 instruments are expected to be closed out. Training will continue to be given to the awardees of the transition activities on the proper closeout of standard grants, as well as training and support by the OCD compliance team.

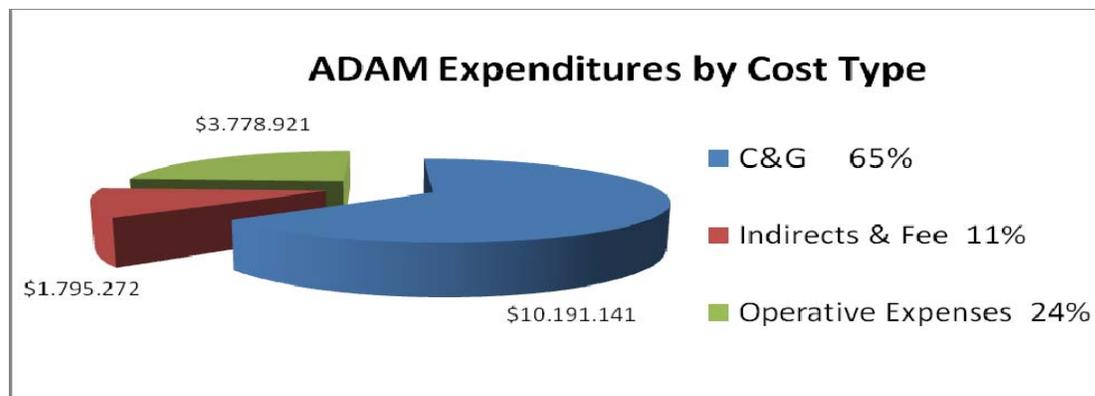
Twenty Nine (29) external audits are in the works for Q19. The compliance team will perform twenty three (23) visits during Q19 (including visits to transition activities grantees), to resolve compliance issues and prepare the awardees for the required external audits.

FINANCE

TOTAL ADAM SPENDING

Through June 30, 2010, ADAM has spent 94%, or \$173,242,830, of its total obligated amount of \$184,317,880. Of the 2010 Annual Workplan Budget total of \$25,606,902, ADAM has spent \$15,765,334, or 62%, through June. Of this amount, 65% of ADAM's 2010 spending has been in contracts and grants and 35% operative costs, as seen below.

Figure I. ADAM Expenditures by Cost Type



EXPENDITURES IN QUARTER I8

ADAM's spending in Q18 totalled \$7,265,979, and are distributed by clin below.

Table I5. ADAM Expenditures by Clin

CLIN	ADAM Expenditures Q18 (USD\$)	
	Q18	Through June 20, 2010
AD	\$4,952,847	\$119,015,048
LG (including SIF-ADAM)	\$1,209,037	\$31,935,789
SIF - IDP	\$728,090	\$16,037,394
TEP	\$376,005	\$6,254,609
TOTAL	\$7,265,979	\$173,242,839

Of the \$4,697,436 spent through contracts and grants this quarter, 46% was related to traditional ADAM activities, 10% to Sustainability activities, and 44% to Transition activities. The proportion of funds spent on Transition activities increased markedly this quarter, and it will continue to increase through the end of the ADAM program, as shown in the following chart.

Figure 2. ADAM Q18 C&G Expenditures by Activity Type

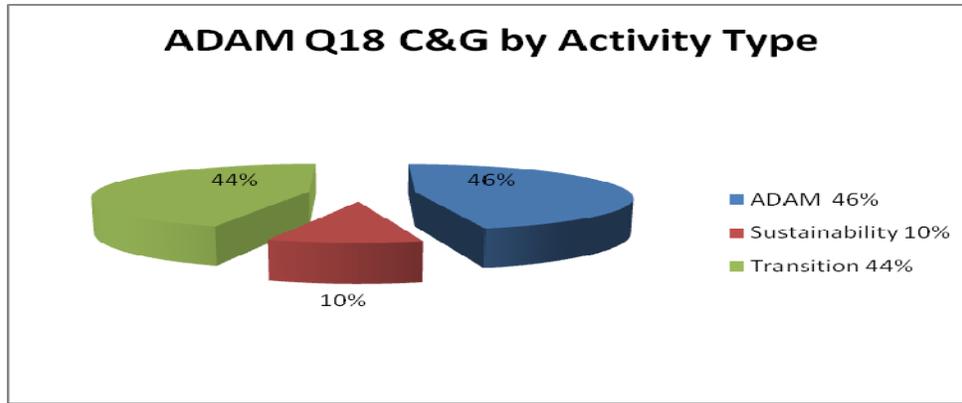
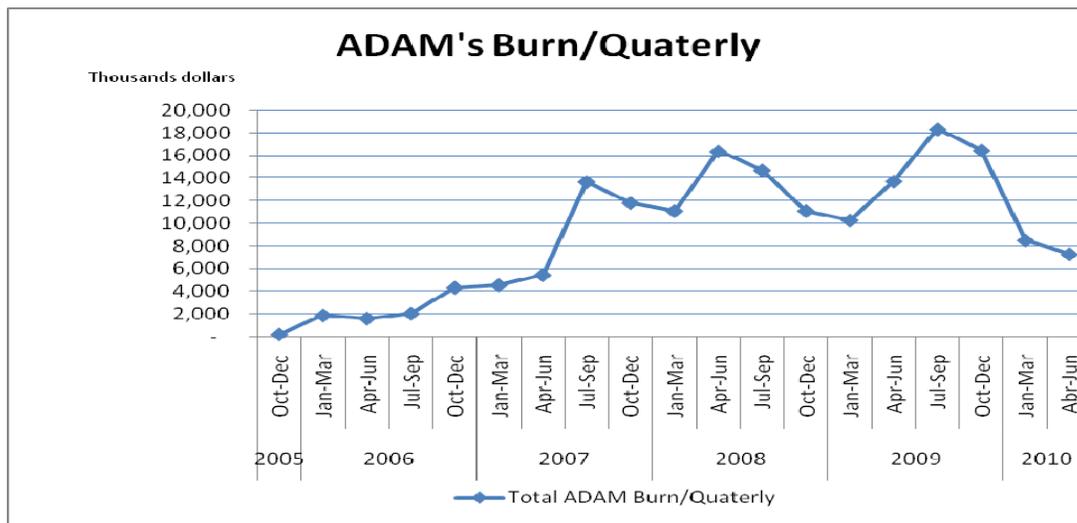


Table 16 ADAM Spending to date and monthly projections through October 2010

Month/year	Actual Expenditures	Projections
2006-2009	\$157,477,504	
January 2010	\$3,170,245	
February 2010	\$2,725,832	
March 2010	\$2,603,278	
April 2010	\$3,358,370	
May 2010	\$1,393,864	
June 2010	\$2,513,746	
July 2010		\$2.89 million
August 2010		\$3.15 million
September 2010		\$2.21 million
October 2010		\$1.25 million

Quarterly expenditures for ADAM from the start of the program through the current quarter can be seen below.

Figure 3. Level of ADAM Expenditure per quarter, life of project



ADMINISTRATION/SHARED SERVICES

ADAM and MIDAS's Shared Services continued to provide high quality support to the program through Q18, and their contribution to the Program is only expected to increase in importance as we approach Program closeout. Amongst Shared Services' highlights in Q18 were the opening of the long-awaited Tumaco office, the administrative takeover of the ADAM Caucasia office (which had formerly been managed by PADF), and the closeout of the ADAM Pasto office. Upon receipt of approval of the inventory disposition plans for PADF and ARD Colombia as a whole, Shared Services also donated 1,587 assets to beneficiaries, non-profits, and other community organizations.

Figure 4. Summary of ADAM Disposition of Property

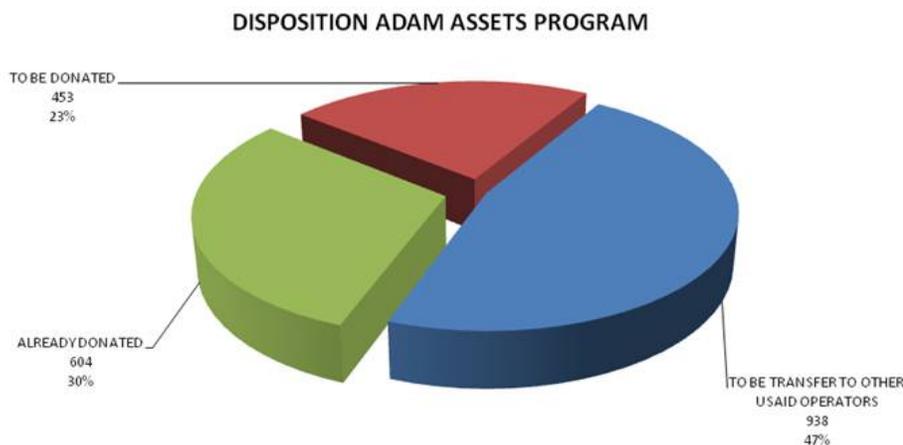


Table 17. ARD Colombia Employee and Consultant Summary as of June 30, 2010

Description	Shared Services & C&G	ADAM	MIDAS	PAP	TOTAL
Employees hired April-June 2010	2	5	2	0	9
Lay Offs, Resignations	5	21	16	3	45
Total Employees as per June 30th, 2010	45	58	58	0	161
New Consultant Contracts	0	0	11	1	12
Total Ongoing Consultancies as of June 30th, 2010	0	5	14	0	19

Travel

- COP \$17,136,094 was saved on airline tickets purchased from Avianca taking advantage of the corporate incentive program.
- COP \$9,300,000 was saved in negotiations for events and using hotel incentive points.

Highlighted Activities for Next Quarter:

- Continue internal audit of ADAM and MIDAS's inventory disposition plans to ensure that all assets are donated / transferred in accordance with USAID regulation and approval.
- Continue to manage staff downsizing plans.

SECURITY

HIGHLIGHTED ACTIVITIES

- Security briefings were conducted for seventeen staff / consultants / interns / visitors.
- Security reports were prepared analyzing current risks in Tumaco, Bajo Cauca and the Coastal area of Cauca. Recommendations were shared with staff traveling to these areas.
- A security brief was prepared analyzing risks posed by *Los Restrojos* due to threats made by this criminal group against NGOs that work to support IDPs.
- Safety recommendations were shared with staff as a precaution for the first and second rounds of the presidential elections in April and June.
- An action plan was prepared and is being carried out in response to observations made by an ARD Colombia internal audit of security protocols and the company’s risk management subcontract with Honor and Laurel.

Table 18. Trips Coordinated, Approved, and Monitored

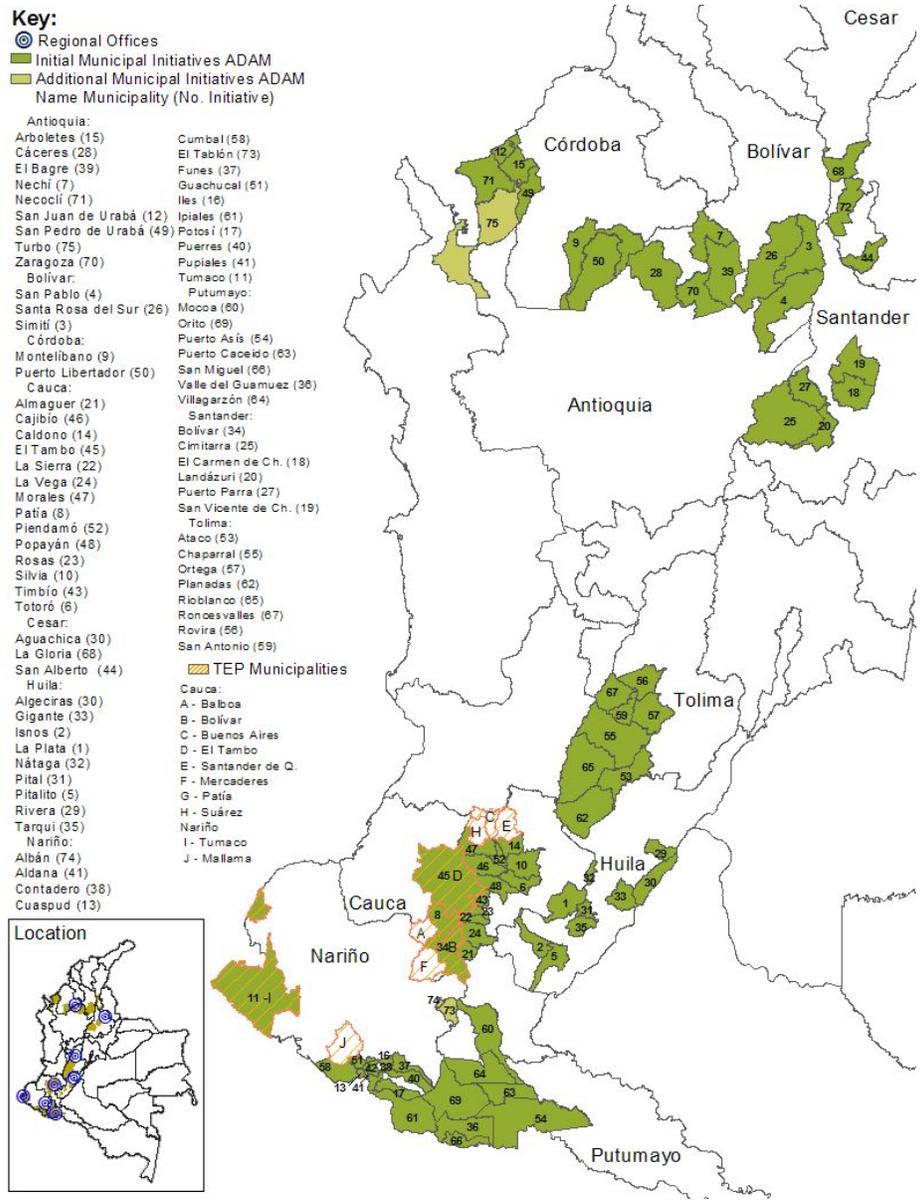
PROGRAM	CAPITALS	MUNICIPALITIES	VEREDAS	TOTAL
MIDAS	315	152	120	587
USAID	2	5	1	8
ADAM	140	239	310	689
SHARED SERVICES	17	18	11	46
TOTAL	474	414	442	1,33

SECURITY INCIDENTS

- On Wednesday April 14, amid riots and protests by the students of the *Universidad Pedagógica*, the exterior windows of the ARD headquarters were pelted with stones. The safety glass withstood the attack, but the episode was of such duration and intensity with tear gas entering the building that ARD management authorized the evacuation of the premises.
- On Thursday April 22, the CODHES NGO informed the media about a threat received from the criminal group known as “Los Rastrojos” towards several NGOs including *Pastoral Social*, an organization which develops productive activities in Tumaco in agreement with ADAM. Staff were instructed to take greater precautions with internal project information and when traveling.
- On May 6, the residents of Lopez de Micay and Timbiquí, Cauca announced that for security reasons they would not be attending a meeting in Guapí that had been organized by ADAM TEP. They expressed concern about the presence of illegally armed groups and increase in piracy on the waterways they travel on. The meeting was cancelled and the officials who were already en route returned immediately to their places of residence.
- On June 3, at 10:00 a.m., the FARC kidnapped 7 people at a road block near Diviso on the road from Tumaco to Pasto, Municipality of Barbacoas. At the time, ADAM staff from the Tumaco office were traveling on the same road and passed by the location

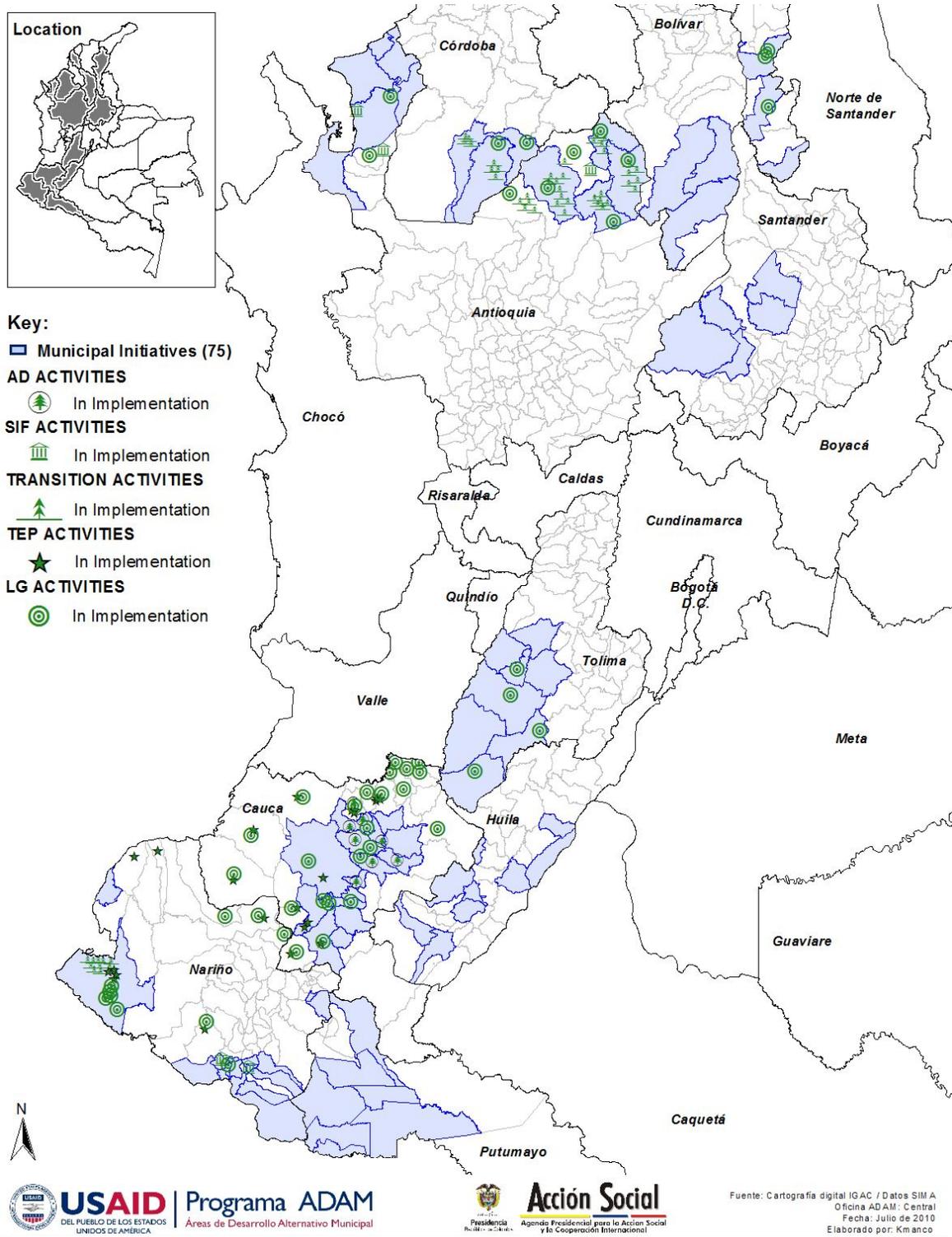
ANNEX A. LOCATION OF 75 ADAM MUNICIPALITIES

Map I: 75 ADAM Municipalities³



³ At the beginning of the program there were 72 ADAM Municipal Initiatives. This number included the Municipal Initiative of Aguachica. Later Acción Social requested ADAM to include three more Initiatives: Tablón, Alban and Turbo. For a total of 75 ADAM Municipal Initiatives (MI). In previous reports we had mistakenly included Tarazá as having a MI. Tarazá, as well as Valledupar, Quibdó and Buenaventura was given specific support, but never established as an MI.

ANNEX B. 75 ADAM MUNICIPALITIES WITH LEVEL OF CURRENT ACTIVITY



ANNEX C. INITIATIVES AND ACTIVITIES BY REGION

This section is intended to provide information and analysis on activities in the ADAM regions during Q18. The section is organized by department and divided by the four USAID strategic regions

Suroccidental (Nariño, Cauca and Valle de Cauca)

Macizo Putumayo (northern Putumayo, Huila and Tolima)

Magdalena Medio (parts of Santander, Bolívar and Cesar)

Urabá/Nordeste Antioqueño (including the sub-region Cauca; most of Urabá, Córdoba and parts of Chocó and northeastern Antioquia).

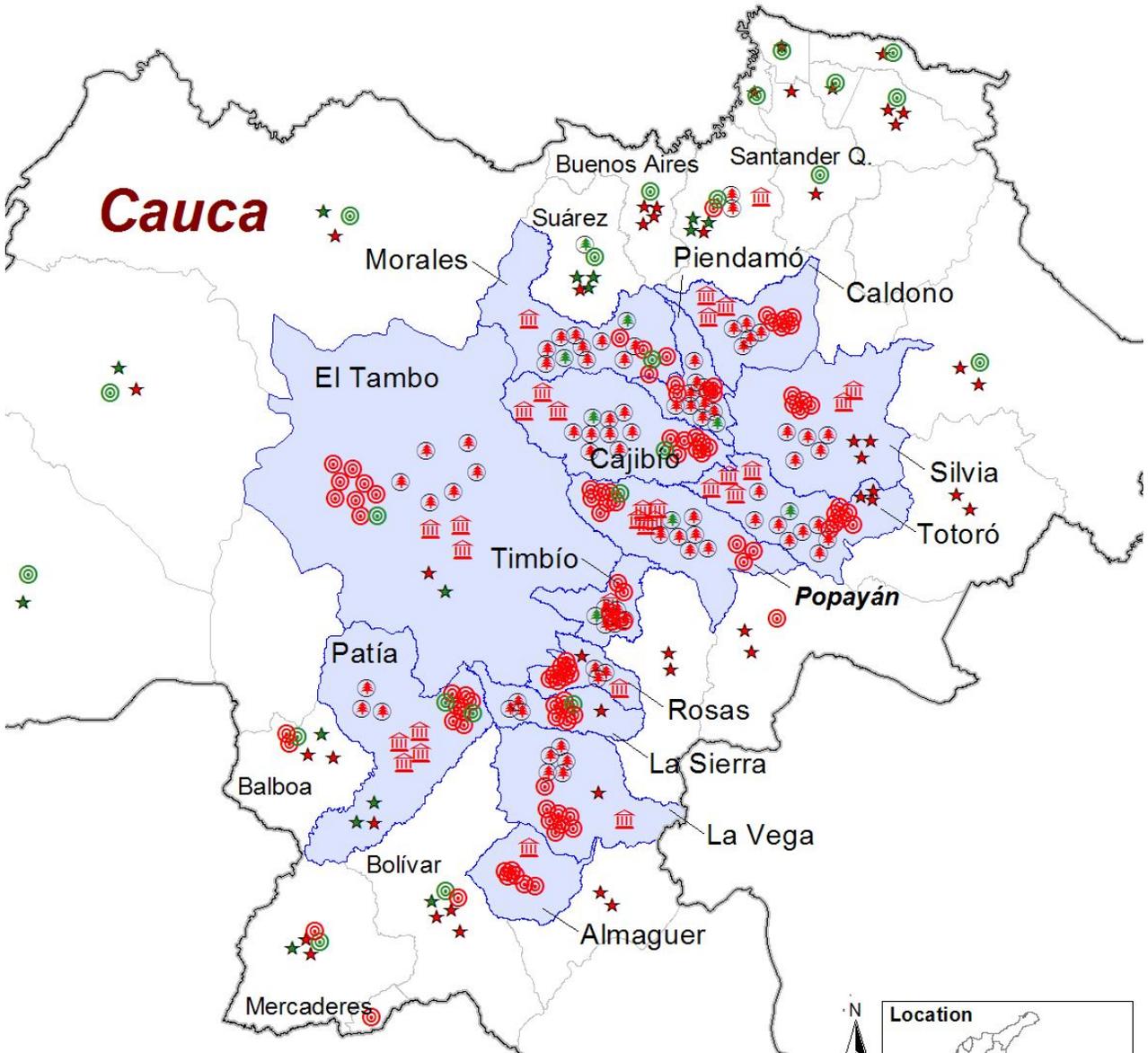
ADAM has seven regional offices in these four regions: Tumaco (Nariño) and Popayan (Cauca) in the first region; Puerto Asís (Putumayo), Ibagué (Tolima) and Neiva (Huila) in the second; Bucaramanga (Santander) in the third, and Caucasia (Antioquia) in the fourth. ADAM has a decentralized operational structure, whereby implementation is lead by regional personnel who manage local and regional institutional relations and work directly with operators and beneficiaries.

The decentralized focus of ADAM has been clearly evident as the project has progressed. With 75 municipal initiatives finalized and in implementation, the regional offices ensure that the projects – many run by local operators – are implanted effectively, so as to achieve ADAM’s goals.

The following sections offer a summary of progress in each region during Q18. Each section begins with a map demonstrating the location of currently active activities. The narrative describes such activities and includes a table showing progress in ADAM’s major indicators (including indicators associated with active and completed projects). These key indicators are: families benefitted, hectares supported, sales generated, and completed infrastructure projects.

As it would be exceedingly difficult to describe all the regional activities taking place in a given quarter, the following narratives describe a few of the most important events and progress and main goals for the next quarter. Annexes D and E show financial information for each activity currently under implementation.

Map I: Cauca – ADAM Municipalities and Activities in Cauca



Key:

 Municipal Initiatives (14)

AD ACTIVITIES

- 🌳 In Implementation
- 🌳 Completed

SIF ACTIVITIES

- 🏠 In Implementation
- 🏠 Completed

TRANSITION ACTIVITIES

- 🌳 In Implementation
- 🌳 Completed

LG ACTIVITIES

- 🎯 In Implementation
- 🎯 Completed

TEP ACTIVITIES

- ★ In Implementation
- ★ Completed



Fuente: Cartografía digital IGAC / Datos SIM A
 Oficina ADAM: Central
 Fecha: Julio de 2010
 Elaborado por: Km anco

CAUCA Regional Office

Synopsis

During Q18, the Cauca Regional staff dedicated themselves to working on each project closeout, including Local Governance, Infrastructure, and Alternative Development, with a significant reduction in the number of staff members.

The following activities are still being implemented: TEP productive activities (5) and Forestry, Fishery and Vegetable projects on the plateau. We completed all infrastructure and local government projects and are only left with four consultants. It was decided that the municipal organizations that make up Brix Patía would be strengthened and they would be given time to adjust to the development of the marketing process. In the case of avocado marketing, FEPAC was formed and we are waiting for the marketing plan that CCI should present to us on the organization of producers. In Forestry, we have been working on putting together the indigenous administrative team that will lead the company; with the support of JE Austin, they must finish creating the entire marketing strategy. We still has a lot of work ahead in strengthening producer associations, given the delay in the growth of crops and the fact that it has not been possible to carry out real marketing exercises.

We continue to support the *Sabor de mi Tierra* business strategy, in partnership with Carrefour stores, mainly because of the large number of requisites that this kind of agreement demands and the limited experience of the participating organizations. We therefore identified this as an excellent learning opportunity for the participating producer organizations. However, even though negotiations were favorable for the *campesinos*, Carrefour's failure to comply has made the learning process more difficult than anticipated. Despite this, we still believe that it is a worthwhile process given all the knowledge that has been gained.

As part of the Local Government component, we continue to support the strengthening of the *Consejos Comunitarios* of the Pacific which, due to public order problems, have had to reduce their pace of work in the area. Territorial planning in the municipality of Totoró, intended to define spaces for the pine plantations belonging to the indigenous company *Forestal Cauca*, has also ended. The last phase of the land title formalization pilot in the municipality of Tambo continues, with the support of a consultant working to strengthen the governments group of attorneys. Along with the government, we continue to work with this consultant to create the *Afro Consejería*. This support has had some delays caused by an inability to reach an agreement with the consultant on the level of depth required of the deliverables.

Table 19. Status of Key Indicators in Cauca

Indicator	Results through 2009	LOP Goal	Progress through Q17	Progress through Q17 (%)
Families Benefitted	19,442	12,794	19,623	153%
Hectares Supported	14,668	10,450	14,884	142%
Municipalities Strengthened	14	14	14	100%
Sales Generated (US\$)	\$ 7,384,508	\$ 4,565,086	\$ 8,893,417	195%
Jobs Created	11,808	10,981	12,478	114%
Infrastructure Projects Completed	29	30	30	100%

Alternative Development

Coffee: The only relevant activity this quarter was *Café Afronorte* TEP 357, which ended on April 30, 2010. The activity completed the implementation of funds from both the TEP project and the

agreement with *Acción Social* (additional resources in the amount of \$310,000,000) with only a couple problems in the certification process. However, physical goals in hectares and families, and the improvement of coffee benefit systems were successfully met.

Panela Sugarcane: The only relevant activity during this period was *Caña Afronorte* TEP 382, which was extended through June 30, 2010. Progress was made in the improvement of six (6) mills (5 in Santander de Quilichao and 1 in Buenos Aires) and construction work began on three remaining mills (1 in Buenos Aires and 2 in Suarez). The activity will be closed after expending 100% of its associated funds, including technical assistance and training activities.

TEP Traditional Farm: The activity was approved for a time extension through June 30, 2010, justified mainly by the delays in delivery of the cocoa plant material. Part of the material was delivered to the property but 50% is still in the supplier's nursery and in the process of clone establishment and growth before being given to the farmers. The operator made a commitment to the beneficiaries of delivering 100% of the plant material prior to the activity closing date.

Cocoa (Agroforestry arrangement): The activity was approved for a time extension through June 30, 2010, justified mainly by the delays in the delivery of the cocoa plant material. 75% of the material has been delivered (100% in the municipalities of El Patía, Mercaderes and Balboa); the rest is destined for the Municipalities of Bolivar and El Tambo. The deliveries have been made with corresponding technical assistance, and training sessions on harvesting and benefits have been carried out by the national expert. Tours for producers and the technical team of the Department of Santander have also been organized in order to recognize agro-forestry systems, genetic material produced at the farm level of FEDECACAO research and the chocolate transformation process with SENA.

Dairy (Patia): The activity was approved for a time extension through April 30, 2010. This was justified by the need to carry out a budgetary transfer that allowed the use of savings for the strengthening of animal nutrition supplies and to purchase equipment for artificial insemination. This transfer would also facilitate the preparation of final reports and the conducting of municipal evaluations (3) with the participation of the producers from each of the associations.

Horticulture baskets (CCI): The activity was approved for a time extension through June 30, 2010, justified mainly by the delays in the delivery of avocado plant material. To date, there are still 27 hectares pending installation (scheduled for July) in addition to the marketing plans for the 17 producer organizations. There is an agreement between ADAM and the CCI operator to guarantee 100% of the pending plant material. The activity has ADAM support in Sustainability through the funding of 4 field and 1 producer strengthening technician until September 2010. This continued support will ensure avocado line accompaniment until 100% of its goals are fulfilled.

Salvajina Fish Farming DA 411: The activity ended on April 19, 2010 and has ongoing ADAM support in Sustainability for four months (from mid-April to mid-August of 2010). This support has included technical assistance and training for the Productive Committee (9 fish farmers), which is intended to improve technical capacity so that the fish farming associations (3) can assume control of *Estación de Mindala* operations. The completion of infrastructure work at the station has been delayed, but as of June 30 it was 95% complete.

Forestal Cauca Company: The activity was approved for a time extension through August 30, 2010. Progress has been made during the current period in the areas of: guaranteeing the supply of raw materials by agreement with *Cartón Colombia*, hiring of company personnel, contracting a Business Plan with *Biocomercio*, and the preparation of work plans. This activity has ADAM support under the Sustainability plan through August 2010.

Local Governance

Municipal Finances: All of the activities from this component closed-out in Q17.

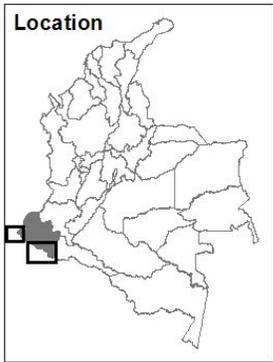
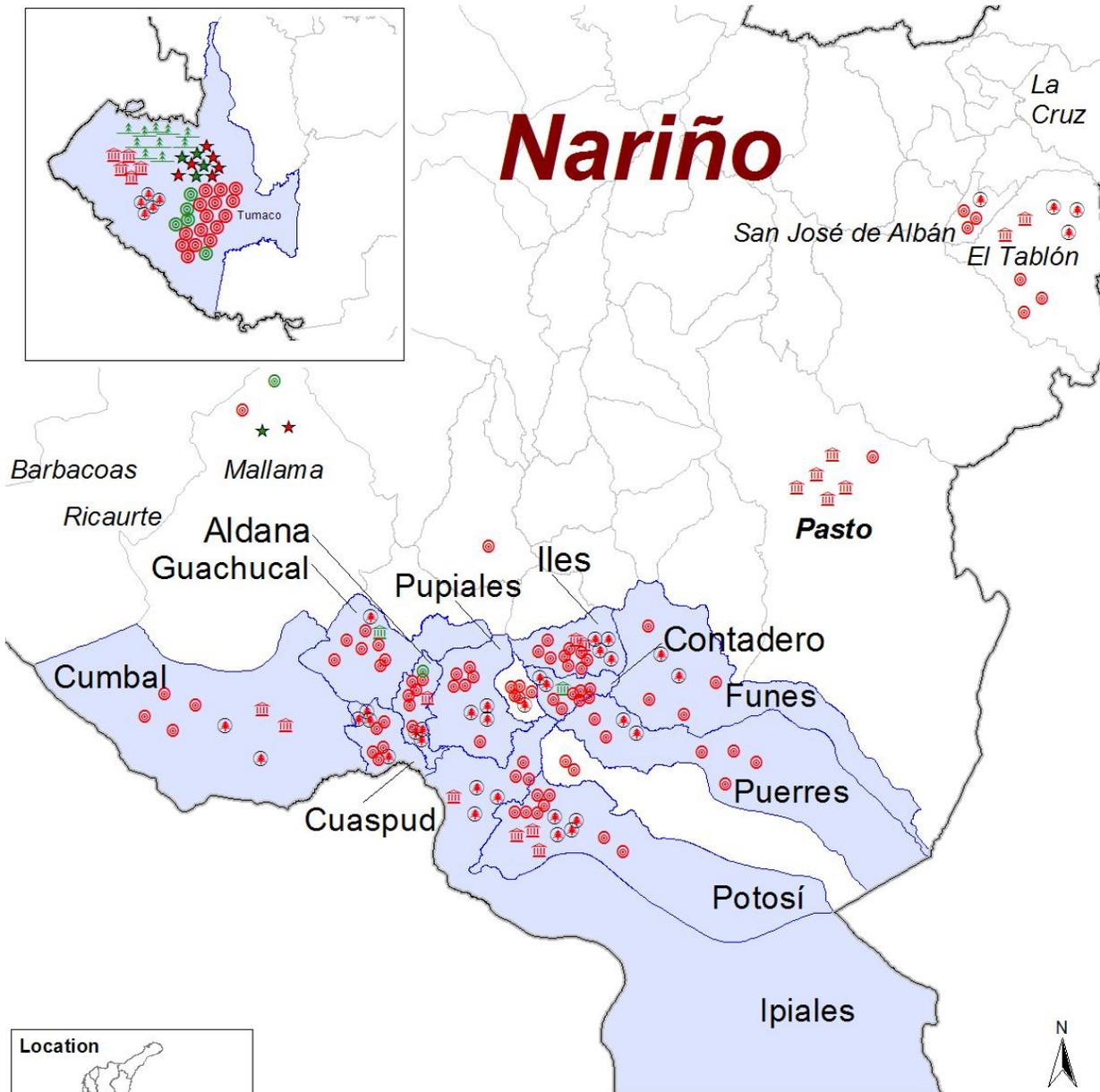
Public Services: Support for the establishment of the *Empresa Comunitaria del Sistema de Acueducto de las veredas de Ruiz y Juan Ruiz* ended with the final training sessions for company personnel.

Citizen Participation and vulnerable groups: The process of territorial environmental management for the Jibalá, Totoró, Polindara and Paniquitá reservations ended in Totoró, the product of which was given to the *Forestal Cauca* board of directors as a working tool for the forestry company. In the south, resources from the consultant who did complete his deliverables were used for activities to strengthen the *consejos comunitarios* through support for the preparation and celebration of Afro-Colombian week. This was done within the framework of work carried out by the afro-Colombian Mayor of the municipality of Balboa. Grants continue for the strengthening of the *consejos comunitarios* of the Pacific. Support continues for the Government of Cauca in the formation of a Division of Afro Affairs and the creation of a public policy for rural afro women. The process of land titling continues with a consultant lawyer who is working with the Government of Cauca for titling land in the municipality of Tambo.

Infrastructure

All infrastructure projects were completed last quarter

Map 2: Nariño – ADAM Municipalities and Activities in Narino



Key:

- Municipal Initiatives (12)

<p>AD ACTIVITIES</p> <ul style="list-style-type: none"> 🌳 In Implementation 🌳 Completed <p>LG ACTIVITIES</p> <ul style="list-style-type: none"> 🎯 In Implementation 🎯 Completed 	<p>SIF ACTIVITIES</p> <ul style="list-style-type: none"> 🏠 In Implementation 🏠 Completed <p>TEP ACTIVITIES</p> <ul style="list-style-type: none"> ★ In Implementation ★ Completed 	<p>TRANSITION ACTIVITIES</p> <ul style="list-style-type: none"> 🌳 In Implementation 🌳 Completed
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Fuente: Cartografía digital IGAC / Datos SIM A
 Oficina ADAM - Central
 Fecha: Julio de 2010
 Elaborado por: Km anco

Nariño Regional Office

Synopsis

During Q18 quarter in the region of Nariño, the following Productive Activities began the closeout and liquidation process: Cocoa (DA 370), Coconut-Cocoa (DA 74 – 77), Cocoa (TEP 368) and Fishing (TEP 404); Cocoa-Coconut (TEP 332) continues in liquidation procedures. Panela sugar cane (TEP 334) continues under implementation. The greatest effort has been directed toward implementing of the activities formulated in the Transition Plan: Cocoa – Nurseries and Benefit Center (DA – 681); Las Varas Agri-food chains (DA – 682); Food Security coconut improvement (DA – 683); Food security attention Tumaco inlet (DA – 684); making progress in socialization, family registration, workplanning, formalization of individual zero-illicit agreements and purchasing of materials and supplies. To date, the Program has benefited 19,623 families with 14,884 supported hectares. The progress made in this quarter is reflected in 739 new families benefited with 4,264 supported hectares and the creation of 391 full-time jobs.

Table 20. Status of Key Indicator Progress in Nariño

Indicator	Results through 2009	Goal 2006 – 2010	Results through Q18	Results 2006 – 2010 (%)
Families Benefitted	12,646	12,733	14,023	110%
Hectares Supported	14,343	17,313	18,506	107%
Municipalities Strengthened	13	11	13	118%
Sales Generated (US\$)	\$15,343,310	\$11,789,135	\$15,995,238	136%
Jobs Created	8,072	8,914	9,075	102%
Infrastructure Projects Completed	17	25	20	80%

Alternative Development

- **Restructuring cocoa in areas affected by PC in the Unión Río Rosario and Rescate Las Varas Community Councils *Activity* ADAM – ARD – DA - 370:** The process of planting 154,000 cocoa clones continues in the productive nuclei of Ambupí, Bocas de Caunapí, Chapilar, El Coco and la Quinta, located in the Unión Río Rosario Community Council. These were to be delivered by CORPOICA; therefore the corresponding wages have been paid. This activity is in the liquidation phase.
- **TRANSITION DA – 681 Activity:** “Increase food security through the production of plant material and the construction of cocoa benefit centers in the Tumaco inlet”. The activity’s socialization process was carried out in the Community Councils of the Tumaco inlet; in the process of recording the Environmental Management Plan’s goals and indicators in the SIGA; the identification, georeferencing, and adaptation of the sites where the nurseries for cocoa clone production and cocoa pod benefits centers will be located; moved ahead with the quote and acquisition of supplies, seeds and equipment for the establishment of the nurseries and plant material production. Progress made in the shaping and training of the Oversight Committees.
- **TRANSITION-DA-682 Activity:** “Establishment of agri-food chains in the Rescate Las Varas Community Council”. The activity’s socialization process was carried out in the Community Councils; they are in the process of registering the beneficiaries in SIMA, the formalization of individual zero illicit Agreements and recording of the Environmental Management Plan goals and indicators in the SIGA; moved ahead with the quote and acquisition of some supplies, seeds and equipment; the establishment of the food gardens and georeferencing of the sites is also underway. Progress has been made in guiding and training of the Oversight Committees.

- **TRANSITION DA-683 Activity:** “Increase food security through the improvement of coconut growers in the Tumaco inlet”. The activity’s socialization process was carried out in the Community Councils; beneficiaries have been identified and are in the process of registering in SIMA; individual zero illicit Agreements have been formalized and the Environmental Management Plan’s goals and indicators have been registered in SIGA; the acquisition of all the supplies and equipment were made in advance; the application of the Execution Plans for property investment, the IPM Plan and property georeferencing are also in the process of being carried out. Progress was made in the shaping and training of the Oversight Committees.
- **TRANSITION DA-684 Activity:** “Multimodal model care for Food security in the Tumaco inlet”. The activity’s socialization process was carried out in the Community Councils; they are in the process of registering the beneficiaries in SIMA; individual zero illicit Agreements have been formalized and the Environmental Management Plan’s goals and indicators have been registered in SIGA; the acquisition of all the supplies and equipment were made in advance; the establishment of the food gardens and the georeferencing of the sites is also underway. Progress was made in the shaping and training of the Oversight Committees. Recently, public order situations led to the displacement of families from Afro-descendants located in the Río Mejicano community council *veredas*. These families were provided with 144 food kits.

Territorios Étnicos Productivos – TEP

Cocoa-Coconut Activity ADAM-ARD-TEP-332 (Tumaco inlet): Currently in the liquidation phase.

Sugar Cane Activity ADAM-ARD-TEP-334 (Mallama): Based on the Studies and Designs performed, the construction of a *panela* processing plant and the adaptation of the Providencia communal mill were agreed on by the Operations Committee, with the participation of 216 small producer families. The Oversight Committee continues to participate actively, demonstrating ownership of this Activity.

Cocoa Activity ADAM-ARD-TEP-368 (Llorente - La Guayacana): 100% of the new cocoa plantations have been established in the six productive nuclei. Loans were planned and presented to the *Banco Agrario* for the approval process and which AGROLLORENTE will handle directly.

Fishing Activity ADAM-ARD-TEP-404 (Llorente - La Guayacana): Management practices in the upgrading and preparation of ponds, growth samples and recording product parameters have all continued. A cold room is under construction that will provide freezing capabilities and a design will be projected for the construction of a processing room, to be carried out with ECOPETROL and Acción Social resources.

Coconut Improvement Activity MIP ADAM-ARD-TEP-417 (Tumaco inlet): Currently in the liquidation phase

Local Governance

In the municipality of Mallama on the Pacific foothills, the GL Activity ended successfully, strengthening their own government (Council of Elders and Indigenous Guard) and group of indigenous women in the territory of the Gran Mallama Indigenous Reservation. All other LG activities in the region have closed.

Infrastructure (SIF- IDP)

In the municipality of Tumaco, the process of closeout and liquidation continues in the Community Councils of Alto and Bajo Mira y Frontera and the classroom construction projects in the San Juan *vereda*. School construction in the Guachal Barranco *vereda* is moving forward with additional

construction, made possible by resources found in cost savings. The construction of two milk reception and chilling centers began in the Andean zone: one in the Yaez *vereda* in the municipality of El Contadero and the other in the Cristo *vereda* in the municipality of Guachucal, they are 60% completed so far. Social building work began in the municipality of Tumaco as part of the Transition Plan developed with USAID, beginning with the construction of a vehicular bridge on the road via Robles – Nerete; two pedestrian bridges over the Robles – Banco – Las Varas – San Vicente road; and two vehicular bridges and works of art over the Robles – Santa Maria road. Development of two transition projects have been identified and begun: construction of a pedestrian bridge in the Piñal Dulce *vereda*; construction of a Sports and Recreation Center Los Robles.

Completed Projects:

- ***Social Infrastructure Project in the Municipality of Tablón de Gómez.*** The activity, “Construction of three classrooms and a sanitary facility at the Pompeya Rural Co-Educational School”, concluded on May 23, 2010.
- ***Project, “Construction of risk mitigation works for the Juan Pablo II Housing Development in the Municipality of Pasto”.*** This construction was executed by IOM. Construction work ended in June 2010.
- ***Project, “Construction of School Classrooms and Complementary Works at the Educational Institute of the San Juan Vereda of the Alto Mira and Frontera Community Council, Municipality of Tumaco.”*** This construction ended on May 18, 2010.
- ***Project, “Construction of a School at the Educational Institute of the Guachal Barranco Vereda of the Bajo Mira and Frontera Community Council, Municipality of Tumaco”.*** This construction ended on May 21, 2010.

Current Projects:

- ***Construction of a Milk Reception and Cooling Center in the Cristo vereda, Municipality of Guachucal.*** The construction of this building began on April 12, 2010 and is scheduled to end in the beginning of August.
- ***Construction of a Milk Reception and Cooling Center in the Yaez vereda, Municipality of Contadero.*** The construction of this building began on April 12, 2010 and is scheduled to end in the beginning of August.
- ***Construction of a vehicular bridge on the Robles – Nerete Road, Municipality of Tumaco.*** The construction of this building began in June 2010 and is scheduled to be complete in the end of September.
- ***Construction of Pedestrian Bridges on the Robles – Banco las Varas – San Vicente Road.*** The construction of this building began on April 12, 2010 and is scheduled to be complete by the end of September.
- ***Construction of Vehicular Bridges and Works of Art on the Robles – Santa María Road.*** The construction of this building began on April 12, 2010 and is scheduled to be complete by the end of September.

Goals for the next quarter

Alternative Development

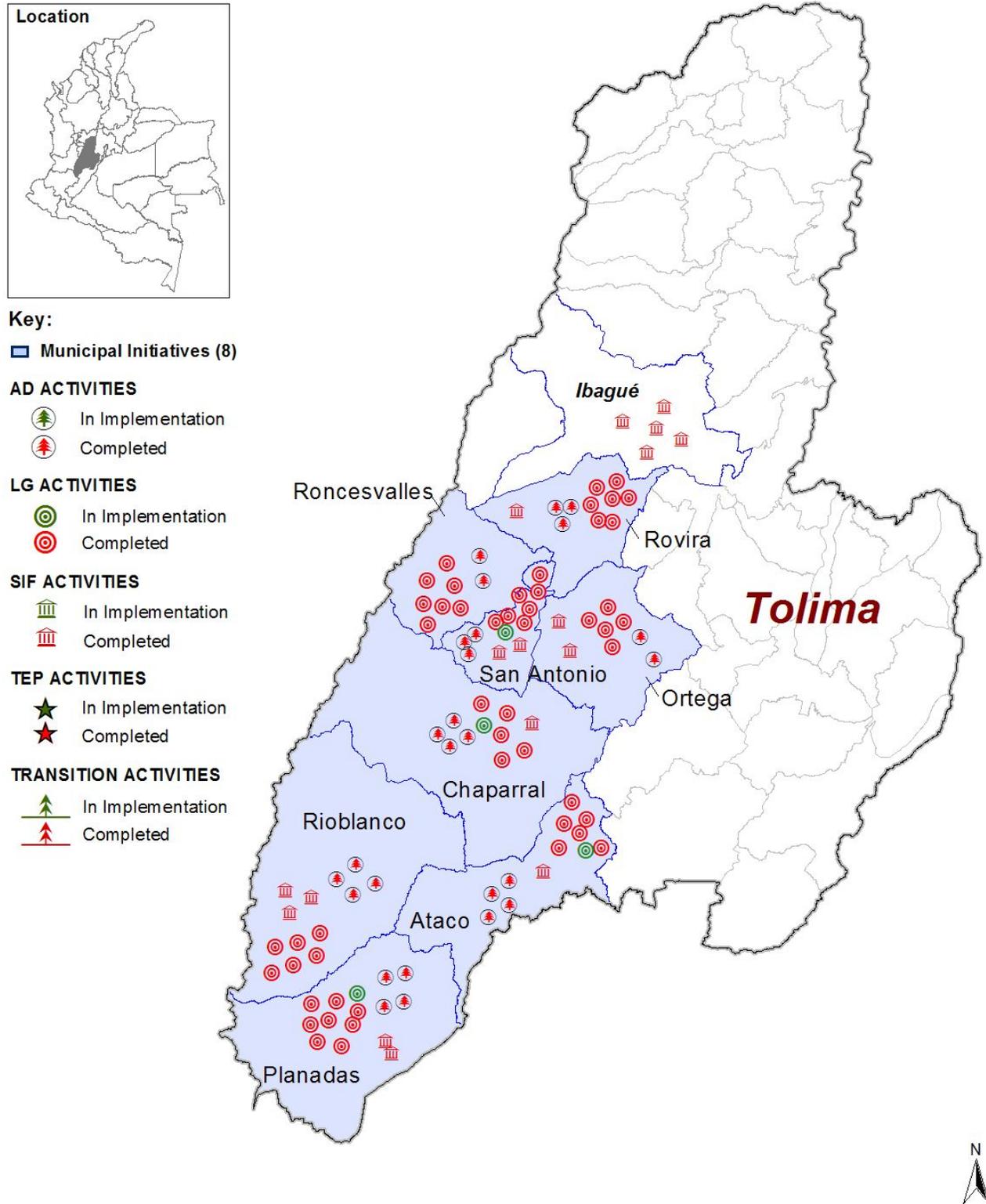
- 1) Carry out an integrated and coordinated execution of Transition Activities in partnership with the Operators for Territory and Community Institutionalism, that allows the timely accomplishment of the proposed goals within the terms and under the established program policies.

- 2) Align appropriation processes with the Community Organizations aimed at the consolidation of sustainable alternatives for Productive Activities.
- 3) Identify the motivation for National, Regional and Local Institutionalism to develop public policies that will allow the future sustainability of Productive, Social and Community Organizations and Productive Activities and Governance set forth within the ADAM Program.
- 4) For the various Program component closeout procedures to enable the Organizations and Beneficiaries to continue the processes being carried out during the execution of the Project.

SIF and IDP

- 1) **FIS Andean Region**, complete the “Construction of a Milk Reception and Cooling Center in the Yaéz *vereda*, Municipality of Contadero”; and the “Construction of a Milk Reception and Cooling Center in the Cristo *vereda*, Subdivision of Muellamuez, Municipality of Guachucal”.
- 2) **Tumaco Transition**, complete construction of the Vehicular Bridge on the Robles – Nerete road, Pedestrian Bridges on the Robles – Banco las Varas – San Vicente road and Bridges and works of art on the Robles - Santa María roads. Execute two additional projects with Transition resources: Pedestrian Bridge in the Piñal Dulce *vereda* and the construction of a Sports and Recreation Center Los Robles.

Map 3: ADAM Municipalities and Activities in Tolima



TOLIMA Regional Office

Synopsis

ADAM Program Activities in the Department of Tolima have benefited 7,980 families in the Alternative Development, Local Government and Social Infrastructure components. This was accomplished by supporting improved quality coffee and cocoa, rehabilitating agro-forestry cocoa plantations, implementing a dairy model for Andean livestock, strengthening community-based organizations, supporting the development of municipal institutions, and expanding the coverage of public services.

Table 21: Status of Key Indicator Results in Tolima

Indicator	Results through 2009	Goal 2006 – 2010	Results through Q18	Results 2006 – 2010 (%)
Families Benefitted	7,890	4,452	7,980	179%
Hectares Supported	10,593	7,542	10,824	144%
Municipalities Strengthened	8	8	8	100%
Sales Generated (USD\$)	\$ 8,760,549	\$7,868,558	\$11,623,987	148%
Jobs Created	5,776	6,270	7,205	115%
Infrastructure Projects Completed	17	17	17	100%

As part of the Specialty Coffee Activities operated by the *Comité Departamental de Cafeteros* and CORPOAGRO, processing infrastructure was standardized for 1,980 coffee-growing families. This was made possible by supplying and stocking ecological coffee mills to improve the quality of the coffee, paired with technical assistance and producer association training and strengthening.

Cocoa processing infrastructure was also improved for more than 1,000 families across nearly 2,300 hectares as part of the Cocoa Rehabilitation Activities operated by the IICA and the *Unión Temporal APROCACHARCO*. This activity was implemented in a socially depressed area of the marginal coffee growing region.

Over 1,300 hectares of pasture were supported as part of the Silvopastoral Activity operated by the *Corporación Semillas de Agua* in the municipality of Roncesvalles. This activity allowed for progress to be made in the Andean livestock conversion process.

Community-based organizations from ADAM municipalities were strengthened through Activities run by the *Unión Temporal ZURUMBA* (comprised by the *Federación de Juntas de Acción Comunal*, the *Corporación Oye Mujer* and the *Asociación Cristiana de Jóvenes*) and the *Consejo Regional Indígena del Tolima – CRIT*. Additionally, municipal institutions were supported with technical assistance and training to improve the provision of public services; operation of city radio stations; field work for the RET pilot project (*Regularización de Tierras*) run by the Ministry of Agriculture and Rural Development; preparation of Development Plans and income and budget statutes; staging of events, such as the ADAM Sports Games and Youth Festivals, coordinated by community organizations and Municipal Administrations and with the intention of supporting citizen participation and coexistence.

Social infrastructure received support through the execution of 17 projects co-financed by the USAID/ADAM Program, Municipal Administrations and beneficiary communities. This combined support went toward the construction of classrooms, sewers, aqueducts, sports centers, a bridge, a solid waste management facility and a potable water treatment plant.

A Sustainability Plan was designed upon completion of ADAM activities in order to monitor and accompany the beneficiaries of these Activities. Part of the Specialty Coffees Activity included a demonstration of supplies and equipment for 35 beneficiaries in the municipalities of Chaparral, Planadas and San Antonio, all of whom had the equipment installed and coffee mills in working order. Four meetings were also held with the participation of supervisors and program beneficiaries from those municipalities.

As part of the Land Regularization Pilot Project, several meetings were held with the presidents of the *Juntas de Acción Comunal* from the ADAM Productive Nuclei *veredas* in the municipalities of Ataco, Chaparral, Ortega, Planadas, Rioblanco and San Antonio. At these meetings, 1,231 letters from the Ministry of Agriculture were distributed to each person who filled out a survey. The letters gave each person a response based on an information analysis of each submitted survey.

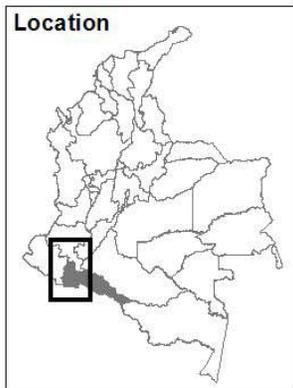
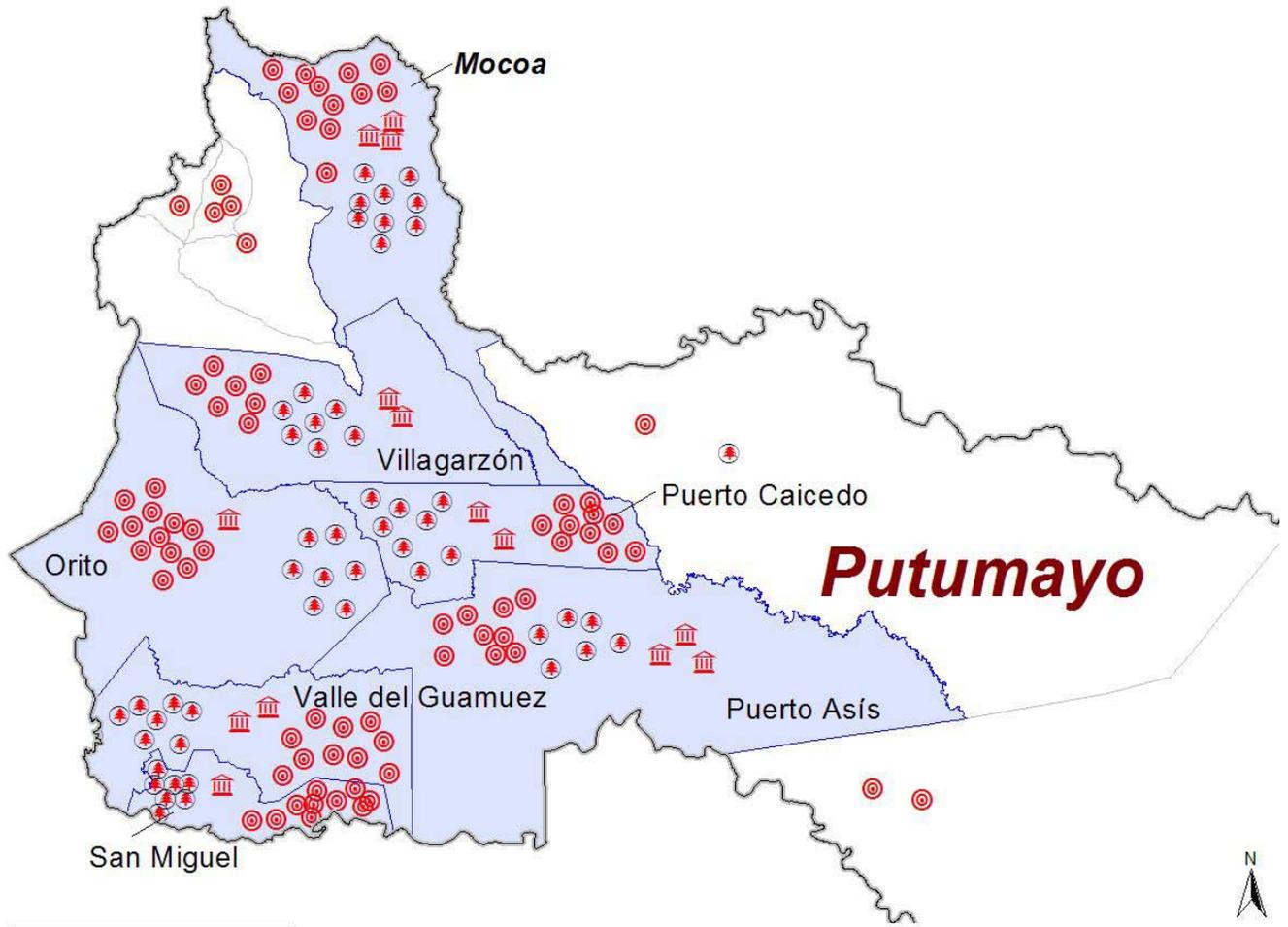
At the end of the quarter, an event hosted by the Ministry of Agriculture and the University of Florida, a USAID Operator, was held in order to present the results of this Pilot Project carried out in Tolima. The methodology that was used to conduct the assessment of land properties was presented and the 135 processes of agrarian ownership were submitted to the judges from the municipalities of El Guamo and Chaparral. The process of regularization continues with the sorting of legal information collected from surveys, enquiries made at the *Oficinas de Registro de Instrumentos Públicos* and the municipal property databases.

Youth Festivals and the Chess and *Tejo* Finals of the USAID/ADAM Sports Games were held in the municipalities of Planadas, Chaparral and San Antonio. The community attended and participated in these cultural events, thus promoting coexistence, tolerance and territorial identity.

912 benefited families were visited as a follow-up to the Regional Productive Cocoa Activity. These families were geographically distributed in the following manner: Ataco 237, Chaparral 183, San Antonio 117, Planadas 98, Rioblanco 128, Rovira 149. Assessments were made on the implementation of cultural practices for proper planting and handling of the cocoa clones and forest and fruit seedlings; delivery and use of supplies and equipment provided by the ADAM Program; and a rapid assessment was made of the installed Cocoa Agro-forestry Systems from an environmental, economic and social point of view in order to learn about the conditions of each family and organization of producers. This information serves as a base for the implementation of a Rainforest Certification project and FLO.

In May, 1,164 families received FFS training on the topic of sustainable management of cocoa crops and in June, 1,190 families were trained in certification processes. Six cocoa producer associations were supported in the improvement of administrative and tax processes and ASOCAT, ACASANTOL and ASPROCARIO de Ataco, San Antonio and Rioblanco received accompaniment during the *Asambleas Generales Extraordinarias* for the restructuring of the Boards of Directors. Similarly, the respective procedures were taken before the Chamber of Commerce of southern and eastern Tolima for the formalization of APROCACHARCO as a second-tier organization of cocoa producers from ADAM municipalities. The organization would serve as a purveyor of regional services such as productive project operator, loan consolidator and trade union representative before the various regional, national and international public and private institutions.

Map 4: ADAM Municipalities and Initiatives in Putumayo



Key:

▣ Municipal Initiatives (7)

AD ACTIVITIES

- In Implementation
- Completed

LG ACTIVITIES

- In Implementation
- Completed

SIF ACTIVITIES

- In Implementation
- Completed

TEP ACTIVITIES

- In Implementation
- Completed

TRANSITION ACTIVITIES

- In Implementation
- Completed



Fuente: Cartografía digital IGAC / Datos SIM A
 Oficina ADAM: Central
 Fecha: Julio de 2010
 Elaborado por: Km anco

PUTUMAYO Regional Office

Synopsis

The challenge faced by the regional office during the quarter was in keeping ADAM beneficiary communities committed to maintaining their land free of illicit crops. ADAM's presence during the sustainability phase makes it possible to accompany beneficiaries and their organizations in order to solve the kinds of problems that arise during a period of short-term resource investment for the establishment of crops, technical assistance and strengthening of producer organizations. These actions lead to the point where ADAM resources are no longer available and the strength of activities carried out and the process of appropriation by small producers and organizations in the benefited areas are put to the test.

In terms of infrastructure, the *Juntas de Acción Comunal* were accompanied in two projects during this quarter: Completion of the electrification of El Limonal *vereda* in the municipality of San Miguel (48 homes electrified) and optimization of the aqueduct in the Campobello *vereda*, providing 68 homes with potable water.

In the Local Government component, pending procedures were finalized for the liquidation of some activities. Liquidation of the *Concentrados Putumayo* plant, however, is still pending because the Mayor of Orito has refused to settle interests and rights for the company's liquidation; this process may be finalized thanks to the Mayor of Villagarzón's interest and the efforts made by the national and regional departments of ADAM's local government component.

Table 22: Status of Key Indicator Progress in Putumayo

Indicator	Results through 2009	Goal 2006 – 2010	Progress through Q18	Progress 2006 – 2010 (%)
Families Benefitted	5,789	6,285	5,864	93%
Hectares Supported	10,374	7,607	10,415	137%
Municipalities Strengthened	7	7	7	100%
Sales Generated (US\$)	\$ 3,871,607	\$ 6,666,352	\$ 4,497,851	67%
Jobs Created	4,055	2,168	4,491	207%
Infrastructure Projects Completed	12	14	14	100%

Alternative Development

Thanks to strengthened business partnerships and the resource management expertise of ADAM and its counterparts, producer organizations have now taken on the responsibility of managing their association resources and continuing to carry out established activities. The ASOPA LORO 1, involving ADAM cocoa producers, is highlighted both for its management of resources and for its cocoa bean marketing services with the current sale of one (1) ton per week. This has had significant results in terms of better prices for producers and the gradual improvement of the quality of the bean due to price and quality incentives and training in the benefits of cocoa. ASOPEZ and Coofortaleza have made important progress in the fishing industry in terms of gaining access to programs such as the Ministry of Agriculture's *Alianzas Productivas*. ASOPEZ received approval for a project with an incentive of COP\$320,000,000 whose formalization requires an additional contribution from the Putumayo Government. This contribution is currently in the process of being secured.

The heart of palm situation is critical due to Agroamazonía's low volume of end-product sales which has led to a reduced demand for the heart of the peach palm (*chontaduro*). Consequently, plantations were not harvested on time, resulting in loss of income and crops for many producers, particularly the beneficiaries of the activity of planting 200 hectares of heart of palm. This activity was created by Agroamazonía and supported by ADAM. Given this situation, the producers have requested support

from national government and international organizations in order to begin other activities. These requests deserve attention since profitable short-term plans for exportation of the product have not been successful.

Overall, pepper activity appears to be doing well although there have been difficulties in some *veredas* and properties due to unfavorable crop conditions generated by neglect of some maintenance procedures or by adverse phytosanitary conditions or, in some cases, by a glyphosate spraying incident (the relevant complaints were submitted without any results). An increase in sales has not been reported by Condimentos Putumayo S.A. as was expected, apparently due to the competition's higher prices.

Dairy arrangements introduced a significant number of small producers to the process of converting extensive livestock grazed on clean pastures to a more environmentally and economically sustainable system. This conversion is multiplied by way of the executor and agreements with regional and international environmental management agencies and has been considered successful and well-received. Although a very good carrying capacity was established, the producers have an insufficient number of cattle and cannot take advantage of this new capacity. This in turn means additional efforts to purchase livestock using FINAGRO loan resources.

Local Governance

The following events took place in June:

Notification and closing of Fixed Price Grant Agreement No. ADAM-ARD-GL-196-G-127 for the "Support for the design and execution of an accompaniment and methodological and technical consulting program for the participative formulation of municipal development plans with an emphasis in rural concepts, alternative development and the incorporation of the environmental component" activity.

A meeting with the legal office of the Villagarzón municipal administration was held to take up the issue of the *Concentrados Putumayo* plant in Orito. Mayor Luis Eduardo García Franco is interested in paying the total amount of taxes due in order to begin the liquidation process for this plant.

A meeting was held with representatives of the *Fundación para la Atención y Desarrollo Integral de Desplazados y Afro-colombianos del sur del país - FUPADES* and the *Federación Departamental de Comunidades Afro-putumayense – FEDECAP* organizations. The purpose of this meeting was to review the certificate of delivery of the computer equipment given to these organizations according to fixed price grant agreement No. ADAM-ARD-GL-125-G-081, "Strengthening of the *Federación Departamental de Comunidades Afroputumayense-FEDECAP* for the implementation of the *Afroputumayense* Development Plan".

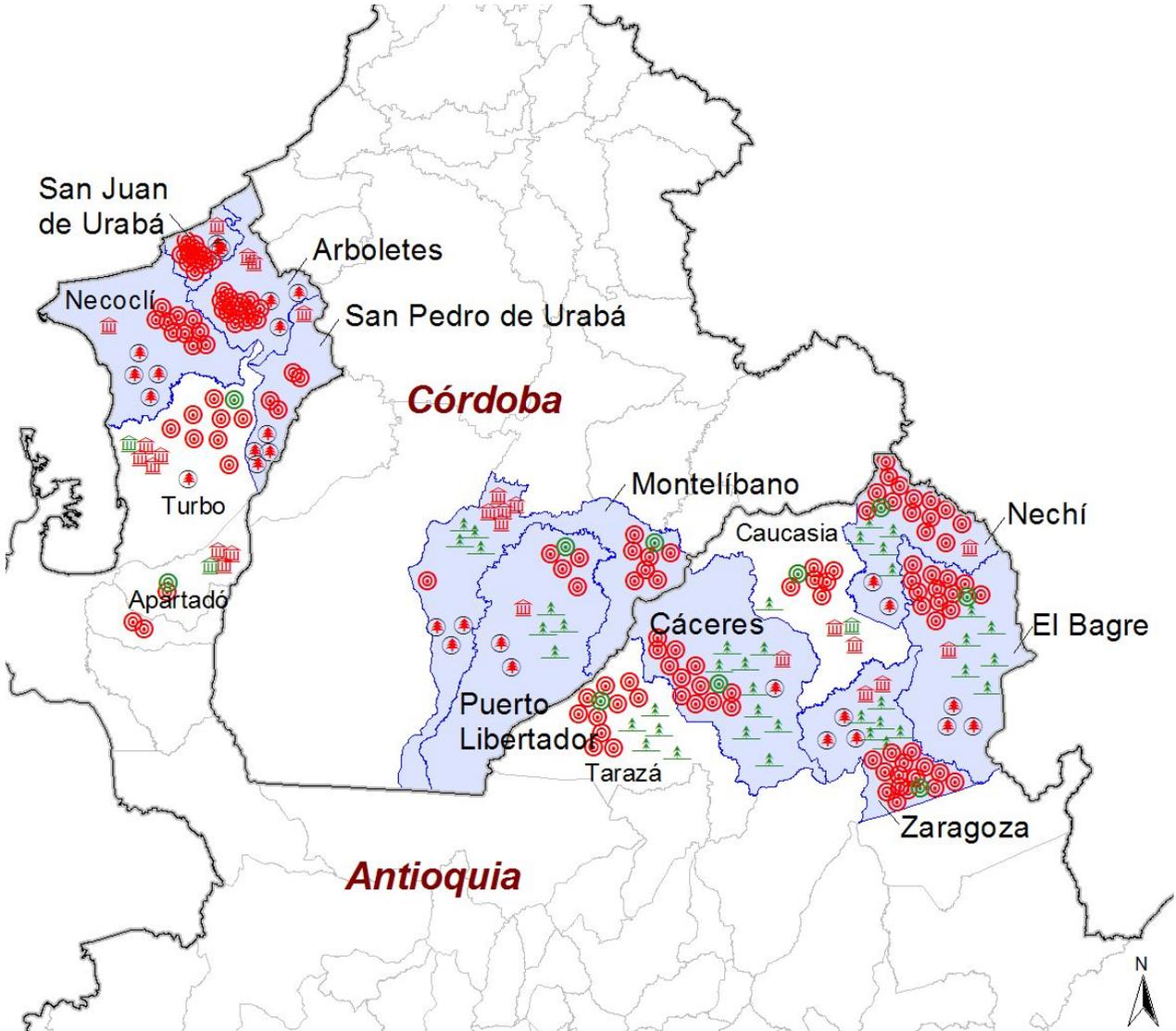
Infrastructure

The "Construction of an electric energy distribution network, Limonar *vereda*, in the Municipality of San Miguel" activity is currently being liquidated. The network is operating and benefiting 48 families (ADAM contribution \$145,000,000). It was agreed with the community that this activity would be officially handed over on August 13, 2010.

The "Aqueduct optimization of the Campo Bello *vereda* in the municipality of Puerto Caicedo" activity is currently in the process of liquidation and will benefit 67 families (ADAM contribution \$155,000,000). It was agreed with the community that this activity would be officially handed over on August 12, 2010.

Community based organizations (*Juntas de Acción Comunal*) were strengthened through processes of social control training, citizen oversight and by putting all these into practice in order to ensure the transparent management of public and private resources.

Map 5: ADAM Municipalities and Initiatives in Antioquia/Cordoba



Key:

- Municipal Initiatives (10)
- Antioquia (8)
- Córdoba (2)

AD ACTIVITIES

- 🌳 In Implementation
- 🏠 Completed

LG ACTIVITIES

- 🎯 In Implementation
- 🎯 Completed

SIF ACTIVITIES

- 🏛️ In Implementation
- 🏛️ Completed

TEP ACTIVITIES

- ★ In Implementation
- ★ Completed

TRANSITION ACTIVITIES

- 🌳 In Implementation
- 🏠 Completed

ANTIOQUIA/Córdoba Regional Office

Synopsis

The Regional office is carrying out eight (8) transition and sustainability activities in Bajo Cauca, Antioquia, and the southern region of Córdoba. The activities are being executed by APROACA (Asociación de Productores Agropecuarios de Cáceres), ASOBOSQUES (Asociación de Productores de Familias Guardabosques de la cuenca del río Nechi), and ASCAP (Asociación de Caucheros Agropecuarios de Puerto Libertador). The ADAM Strengthening and Sustainability Strategy Activities in the northern region of Urabá and the southern region of Córdoba also continued through Q 18. All of these activities are geographically distributed among 12 municipalities in the Departments of Antioquia and Córdoba.

The Regional challenge continues to be based on leaving behind sustainable capacity through the implementation of projects with high social and economic impact, based on the ADAM Program and emphasizing partnerships as the backbone of the process.

Table 23: Status of Key Indicator Progress in Antioquia/Córdoba

Indicator	Results in 2009	Goal 2006 - 2010	Progress through Q18	Progress through 2006 – 2010 (%)
Families Benefitted	8,813	7,653	11,845	155%
Hectares Supported	12,853	13,190	12,853	97%
Municipalities Strengthened	9	10	9	90%
Sales Generated (US\$)	\$ 2,627,815	\$ 2,021,506	\$ 2,637,540	130%
Jobs Created	6,110	10,096	6,120	61%
Infrastructure Projects Completed	22	33	27	82%

During Q18, eight (8) productive transition projects were started in the Antioquia and Córdoba Region. The goal of these projects is to benefit 1,721 families with continuous income generation and food security projects, as well as to offer support in emergency care and food security. During the quarter, 71% of the beneficiary families benefited. To date, the Antioquia/ Córdoba region has an accumulated achievement rate of 155% in terms of families benefited through both ADAM projects and Transition activities. 70% of georeferencing of benefited families for Transition projects has been completed; 24 *veredas* have been loaded into SIMA as part of “*Vereda* agreements” and of these, agreements have been made with 6, achieving 25% completion. On a similar note, 2 infrastructure projects have been completed during this quarter, with a cumulative total of 127 (82%) structures completed to date.

Alternative Development

As part of the Q18 productive transition activities, 50% of home gardens have been established and 70% of short-cycle projects completed. In terms of transfer of technology, 3,039 technical visits have been made to the beneficiaries and 143 training sessions have been held, 128 of which were technical trainings and 15 were related to strengthening producer associations. The nurseries for production of cocoa material are in the process of being built and are located in the municipalities of El Bague (*Matanzas vereda*) and Cáceres (*Guarumo vereda*). The purpose of these nurseries is to produce 60,000 cloned cocoa seedlings in each facility.

Strengthening of producer associations for productive activities began by socializing the project with the various *vereda* nuclei and beneficiary families involved and by creating awareness of the advantages and disadvantages of taking part in the development and benefits of the projects.

The topics covered included: Community as organization, human development, generating income, food security and gardens for better nutrition. While these workshops were being held, visits were

also made to the different *veredas* in order to provide technical assistance. Various activities were carried out within the framework of these visits, focusing on socializing the project, its parameters, benefits and commitments and also pairing them with workshops aimed at creating positive awareness towards the use of the resources provided through this project. The project is regarded as a system of processes and educational content and techniques that allow levels of consciousness to be overcome, discovering and reasoning to achieve community development, starting with social recreation in which practice-theory-theory-practice are joined systematically and permanently.

Based on the activities carried out in April and May, psychosocial work was emphasized in June while taking the following subject matter into account:

- Planting as a way of life for each individual and their family.
- Food security and the promotion of food security.
- The garden for better nutrition.
- Income generation.
- Environmental awareness.
- Recipe book using locally cultivated crops in order to promote variety.

Local Government

The Local Government (LG) component carried out the following activities during Q18:

Activities Under Implementation

Land Regularization: This activity is being implemented by a Consultant in the municipalities of Cáceres and El Bagre. During this quarter, the project was socialized in each of the intervention *veredas* and a preliminary diagnosis was also carried out to determine the land tenure situation of existing property in the ADAM Productive Nuclei *veredas* and the *veredas* proposed by the Coordination Center in Antioquia.

Strengthening Community Action Boards: This activity being implemented by two Consultants in the municipalities of Taraza, Cáceres, El Bagre and Zaragoza in the Department of Antioquia, and Montelíbano and Puerto Libertador in the Department of Córdoba. During this quarter, a diagnosis of the current state of the Boards was made and the first two training workshops were held on the topics of political training, social organizations and community organization and development. On average, 15 rural board meetings are being held per municipality, for a total of 90 in all six municipalities.

Development of a Comprehensive Coexistence and Citizen Safety Plan: This activity is being undertaken by one Consultant in the municipalities of Caucasia, Cáceres and Taraza. During this quarter, the project was socialized in each municipality and a diagnosis of the status of the main instruments of territorial management was carried out for each municipality as follows: Security Councils, Public Order Committees, *Territorial Security Fund*, and the Comprehensive Security and Coexistence Plan.

Infrastructure

During this quarter, the “FIS-IDP Expansion of the San Marin de Porres Sede Jesús Mora Educational Institute (Turbo)” activity was closed-out. The following activities are still being executed:

FIS-IDP Expansion of the Comunal San Jorge Sede La Piña Educational Institute (Turbo); FIS-IDP Expansion of the Santa María la Antigua Educational Institute (Apartado); FIS-IDP Expansion of the Santo Domingo Sabio Educational Institute (Caucasia); FIS-IDP Expansion of the Rural Cordero Icacales Educational Institute (Zaragoza).

TRANSITION: Construction of the bridge over La Trinidad creek – La Trinidad *vereda* (Nechi), construction of the bridge over the Villa Grande creek – La Bonga *vereda* (El Bagre), Expansion of the El Tigre Rural Educational Institute (Cáceres), Expansion of the Nancy Roció Rural Educational Institute (Zaragoza) and the Expansion of the La Caucana Educational Institute (Taraza).

ANNEX D.ADAM CORE TECHNICAL ACTIVITIES

ALTERNATIVE DEVELOPMENT ACTIVITIES

Ins.	Contract Number	Region	Detail	End Date	Total Value COP	To Spend COP	To Spend USD
1	ADAM-CCI-DA-003	Cauca	Horticulture	30/06/2010	3,701,678,908	159,218,242	86,064
2	ADAM-ARD-DA-003	Cauca	Forestry	31/08/2010	1,467,254,621	99,725,642	53,906
3	ADAM-ARD-DA-370	Nariño	Cocoa	31/05/2010	593,528,496	23,257,507	12,572
4	ADAM-ARD-DA-411	Cauca	Fish Farming	19/04/2010	517,023,536	1,186,244	641
TOTAL ALTERNATIVE DEVELOPMENT					6,279,485,561	283,387,635	153,183

LOCAL GOVERNANCE ACTIVITIES

Ins.	Contract Number	Region	Short Detail	End Date	Total Value COP	To Spend COP	To Spend USD
1	ADAM-ARD-GL-515	Buenaventura	Financial Strengthening	30/06/2010	335,000,000	85,000,000	45,946
2	ADAM-ARD-GL-648	Nariño	Jesus Alfredo Cortez	30/04/2010	8,600,000	2,600,000	1,405
3	ADAM-ARD-GL-649	Cauca	Maria Cristina Riascos	30/06/2010	30,000,000	15,000,000	8,108
4	ADAM-ARD-GL-653	Tolima	Ricardo Bayona	30/04/2010	13,500,000	5,400,000	2,919
5	ADAM-ARD-GL-680	Cobertura Transversal	Henry Alberto Maje	30/06/2010	4,419,387	4,419,387	2,389
6	ADAM-ARD-GL-711	Tumaco	SIF Strengthening Activities	26/09/2010	109,000,000	87,200,000	47,135
7	ADAM-ARD-GL-725	Cobertura Transversal	Evaluation	21/06/2010	4,000,000	4,000,000	2,162
8	ADAM-ARD-GL-733	Chocó	SIF Strengthening Activities	26/09/2010	150,000,000	120,000,000	64,865
9	ADAM-ARD-GL-741	Transversal	Success Stories	24/07/2010	10,440,000	8,352,000	4,515
10	ADAM-ARD-GL-PN-744	Transversal	National Police	08/06/2010	3,982,758	3,982,758	2,153
11	ADAM-ARD-GL-PN-751	Transversal	National Police	08/06/2010	5,800,000	5,800,000	3,135
12	ADAM-ARD-GL-PN-757	Transversal	National Police	25/06/2010	7,520,000	7,520,000	4,065
13	ADAM-ARD-GL-761	Antioquia, Córdoba Valledupar	SIF Strengthening Activities	26/09/2010	180,000,000	180,000,000	97,297
14	ADAM-ARD-GL-XXX	Nariño	Nariño Assistance	TBD	12,296,630	12,296,630	6,647
15	ADAM-ARD-GL-XXX	Cobertura Transversal	National Police	TBD	20,954,431	20,954,431	11,327
TOTAL LOCAL GOVERNANCE					895,513,206	562,525,206	304,068

SIF-IDP ACTIVITIES

Ins.	Contract Number	Region	Detail	End Date	Total Value	To Spend COP	To Spend USD
1	ADAM-ARD-FIS-IDP-695-G-344	Antioquia	Educational Institution in La Piña	19/08/2010	172,061,700	17,206,170	9,301
2	ADAM-ARD-FIS-IDP-718	Antioquia	Educational Institution in Santa Maria la Antigua	26/09/2010	380,024,185	190,012,092	102,709
3	ADAM-ARD-FIS-IDP-724	Antioquia	Educational Institution in Santo Domingo Savio	26/09/2010	469,966,457	234,983,229	127,018
4	ADAM-ARD-FIS-IDP-749	Chocó	Septic System in Villa Espana	26/09/2010	11,670,000	3,501,000	1,892
5	ADAM-ARD-FIS-IDP-753	Antioquia	Educational Institution in Cordero Icacales	26/09/2010	455,485,707	277,742,854	123,104
TOTAL SOCIAL INFRASTRUCTURE-IDP					2,994,675,772	323,043,415	174,618

TEP ACTIVITIES

Ins.	Contract Number	Region	Detail	End Date	Total Value	To Spend COP	To Spend USD
1	ADAM-ARD-TEP-334-G-196	Nariño	Panela	30/08/2010	453,538,490	218,600,310	118,162
2	ADAM-ARD-TEP-391-G-239	Cauca	Cocoa	30/06/2010	1,900,000,000	2,675,670	1,446
3	ADAM-ARD-TEP-GL-567-G-308	Nariño	Institutional Strengthening of Consejos Comunitarios	30/06/2010	331,350	33,135	17,911
4	ADAM-ARD-TEP-GL-600-G-317	Cauca	Institutional Strengthening of Consejos Comunitarios	15/07/2010	256,502,500	31,050,350	16,784
5	ADAM-ARD-TEP-GL-601-G-275	Cobertura Transversal	Development of activities to monitor TEP progress	15/07/2010	21,857,697	6,125,000	3,311
6	ADAM-ARD-TEP-GL-XXXX	Cobertura Transversal	Publications and Events	TBD	31,457,085	31,457,085	17,004
TOTAL TEP					2,994,675,772	323,043,415	174,618

ANNEX E. ADAM SUSTAINABILITY ACTIVITIES

SUSTAINABILITY ACTIVITIES

Ins.	Contract Number	Region	Detail	End Date	Total Value COP	To Spend COP	To Spend USD
1	ADAM-ARD-DA-670-C-310	Huila	Jaime Melendez	04/06/10	9.000.000	-	4.865
2	ADAM-ARD-DA-670-C-317	Huila	Rocio Rojas Barreiro	04/08/10	9.000.000	3.600.000	4.865
3	ADAM-ARD-DA-670-C-325	Huila	Andrés Gómez Sánchez	04/05/10	3.600.000	-	1.946
4	ADAM-ARD-DA-676	Cauca	José Tobias Palacios	04/05/10	9.500.000	-	5.135
5	ADAM-ARD-DA-698	Tolima	Antonio José Agudelo Soto	05/08/10	5.606.820	3.364.092	3.031
6	ADAM-ARD-DA-699	Tolima	Brenda Jobanna Rodríguez	05/08/10	5.606.820	1.682.046	3.031
7	ADAM-ARD-DA-700	Tolima	Carlos Fernando Lozano	05/08/10	12.110.760	3.633.228	6.546
8	ADAM-ARD-DA-702	Tolima	Dionisio Cabezas Vaquiro	05/08/10	3.987.090	1.196.127	2.155
9	ADAM-ARD-DA-703	Tolima	Ferney Cruz Ducuara	05/08/10	5.608.820	1.683.246	3.032
10	ADAM-ARD-DA-704	Tolima	John Quintero	05/08/10	5.608.820	1.682.646	3.032
11	ADAM-ARD-DA-705	Tolima	José Hernán Rodríguez Guzmán	05/08/10	6.229.800	1.868.940	3.367
12	ADAM-ARD-DA-706	Tolima	Pablo Alberto Mape	05/08/10	4.538.070	1.361.421	2.453
13	ADAM-ARD-DA-707	Tolima	Solain Guependo Cumaco	05/08/10	4.485.420	1.345.626	2.425
14	ADAM-ARD-DA-708	Tolima	Lucy Bahamón	05/08/10	3.562.630	1.054.789	1.926

15	ADAM-ARD-DA-709	Tolima	Pilar Andrea Martínez Manrique	05/08/10	8.970.930	2.691.279	4.849
16	ADAM-ARD-DA-710	Nariño - Tumaco	Roberto Alexander Preciado	30/07/10	1.400.000	700.000	757
17	ADAM-ARD-DA-712	Cauca	Diana Gauña	30/07/10	5.193.900	5.193.900	2.808
18	ADAM-ARD-DA-713	Cauca	Alvaro Cajas	30/07/10	5.167.170	5.167.171	2.793
19	ADAM-ARD-DA-714	Tolima	Victor Guillermo Escandón	05/08/10	12.716.280	3.814.884	6.874
20	ADAM-ARD-DA-716	Cauca	Ximena Guzmán	21/09/10	7.500.000	7.500.000	4.054
21	ADAM-ARD-DA-719	Nariño - Tumaco	César Quintana	26/09/10	21.000.000	14.000.000	11.351
22	ADAM-ARD-DA-720	Nariño - Tumaco	Ruben Caicedo	26/09/10	17.500.000	12.500.000	9.459
23	ADAM-ARD-DA-728	Cauca	Eduardo Mejía	10/09/10	9.500.000	7.410.000	5.135
24	ADAM-ARD-DA-729	Cauca	Eduardo Narváez	10/09/10	11.682.000	9.053.550	6.315
25	ADAM-ARD-DA-730	Cauca	Geins Calambas	10/09/10	11.682.000	9.126.563	6.315
26	ADAM-ARD-DA-731	Cauca	José Ubertino Asprilla	10/09/10	15.893.680	12.317.602	8.591
27	ADAM-ARD-DA-732	Cauca	Ligia Hernández Moreno	11/09/10	20.809.360	15.607.020	11.248
28	ADAM-ARD-DA-745	Nariño	Diego Lasso	08/06/10	5.500.000	-	2.973
29	ADAM-ARD-DA-746	Huila	Jesús Albeiro Caicedo	08/06/10	5.500.000	5.500.000	2.973
30	ADAM-ARD-DA-754	Cauca y Magdalena Medio	Hugo Báez	31/08/10	18.000.000	12.618.000	9.730

31	ADAM-ARD-DA-003	Forestal Cauca	FORESTAL CAUCA	30/08/10	114.000.000	114.000.000	61.622
32	ADAM-ARD-DA-735	Agroamazonia	AGROAMAZONIA	30/08/10	247.004.960	247.004.960	133.516
33	ADAM-ARD-DA-736	Condimentos Putumayo	CONDIMENTOS PUTUMAYO	25/09/10	38.000.000	22.800.000	20.541
34	ADAM-ARD-FIS-685	CREL Contadero	ASOLACC	12/08/10	139.330.912	13.933.091	75.314
35	ADAM-ARD-FIS-686	CREL Guachucal	APROLIM	12/08/10	114.966.162	11.496.616	62.144
36	ADAM-ARD-DA-535	Evaluacion de sostenibilidad en café CRECE	CRECE	10/05/10	92.000.000	-	49.730
37	ADAM-ARD-TEP-368	Adición de recursos	AGROLLORENTE		47.000.000	47.000.000	25.405
38	ADAM-ARD-TEP-334	Adición de recursos	MALLAMA		63.000.000	63.000.000	34.054
39	ADAM-ARD-TBD-XXX	Recursos por asignar			60.000.000	60.000.000	32.432
TOTAL SUSTAINABILITY					1.181.762.404	724.906.796	638.790

ANNEX F. ADAM TRANSITION ACTIVITIES

TRANSITION ACTIVITIES

Ins.	Component	Contract Number	Region	Detail	End Date	Total Value	To Spend COP	To Spend USD
1	DA	TRANSICION-DA-681-G-336	Nariño	Cacao	26/09/2010	474.251.685	164.735.615	89.046
2	DA	TRANSICION-DA-682-G-338	Nariño	Food Safety	26/09/2010	1.149.742.254	736.571.083	398.147
3	DA	TRANSICION-DA-683-G-337	Nariño	Coco	26/09/2010	999.075.386	572.805.704	309.625
4	DA	TRANSICIÓN-DA-684-G-339	Nariño	Food Safety	26/09/2010	926.374.973	411.332.191	222.342
5	DA	TRANSICION-DA-687-G-340	Antioquia	Food Safety	26/09/2010	454.896.907	144.081.139	77.882
6	DA	TRANSICION-DA-688-G-350	Antioquia	Food Safety	26/09/2010	401.570.474	137.344.045	74.240
7	DA	TRANSICION-DA-689-G-349	Antioquia	Food Safety	26/09/2010	372.017.407	209.783.852	113.397
8	DA	TRANSICION-DA-690-G-345	Antioquia	Food Safety	26/09/2010	246.388.825	89.078.529	48.151
9	DA	TRANSICION-DA-691-G-346	Antioquia	Food Safety	26/09/2010	347.372.201	194.796.953	105.296
10	DA	TRANSICION-DA-692-G-348	Antioquia	Food Safety	26/09/2010	447.531.778	111.604.503	60.327
11	DA	TRANSICION-DA-693-G-342	Córdoba	Food Safety	26/09/2010	221.960.097	31.656.592	17.112
12	DA	TRANSICION-DA-715-G-351	Córdoba	Food Safety	26/09/2010	249.992.965	73.327.787	39.637
13	FIS	TRANSICIÓN-FIS-717	Antioquia	Bridge over Trinidad creek	18/08/2010	169.939.101	84.969.550	45.929

14	FIS	TRANSICIÓN-FIS-726	Antioquia	Bridge over the Bonga	21/09/2010	129.997.079	64.998.539	35.134
15	FIS	TRANSICIÓN-FIS-727	Antioquia	Educational Institution	31/08/2010	185.286.622	92.643.311	50.077
16	FIS	TRANSICIÓN-FIS-738	Nariño	Bridge way Los Robles-Banco-Las Varas- Sn Vicente	26/09/2010	67.411.856	33.705.928	18.219
17	FIS	TRANSICIÓN-FIS-739	Antioquia	Educational Institution	26/09/2010	270.999.936	135.499.968	73.243
18	FIS	TRANSICIÓN-FIS-742	Nariño	Bridge Los Robles – Neretes	26/09/2010	75.007.886	37.503.943	20.272
19	FIS	TRANSICIÓN-FIS-743	Nariño	Bridges Los Robles-Santa María	26/09/2010	161.981.003	80.990.501	43.779
20	FIS	TRANSICIÓN-FIS-747	Antioquia	Educational Institution	30/08/2010	148.273.147	74.136.573	40.074
21	FIS	TRANSICIÓN-FIS-755	Córdoba	Bridges over El Toldo and El Cristo	26/09/2010	227.390.614	227.390.614	122.914
22	FIS	TRANSICIÓN-FIS-763	Nariño	Sports and Recreation Center, San Luis Robles	TBD	335.334.549	335.334.549	181.262
23	FIS	TRANSICIÓN-FIS-765	Nariño	Plastic Lumber procurement for Piñal footbridge	TBD	7.462.454	7.462.454	4.034
24	FIS	TRANSICIÓN-FIS-TBD	Nariño	Sport facilities and footbridge construction	TBD	57.202.997	57.202.997	30.921

25	GL	TRANSICIÓN-GL-694	Antioquia (Cáceres y El Bagre)	Land legalization Jhonn Edison Cortes	06/07/2010	6.534.645	3.267.322	1.766
26	GL	TRANSICIÓN-GL-721	Antioquia	Security and Violence plans	21/09/2010	33.000.000	26.400.000	14.270
27	GL	TRANSICIÓN-GL-722	Antioquia - Córdoba	Juntas de Acción comunal	21/09/2010	37.500.000	30.000.000	16.216
28	GL	TRANSICIÓN-GL-723	Antioquia	Juntas de Acción comunal Tarazá y Cáceres	21/09/2010	20.019.560	16.015.648	8.657
29	GL	TRANSICIÓN-GL-756	Córdoba	Land legalization	26/09/2010	12.379.143	12.379.143	6.691
30	GL	TRANSICIÓN-GL-764	Nariño	Consejos Comunitarios	26/09/2010	95.000.000	95.000.000	51.351
31	GL	TRANSICIÓN-GL-TBD	Córdoba	TBD	26/09/2010	23.566.652	23.566.652	12.739
TOTAL TRANSITION						8.355.462.196	4.315.585.685	2.332.749

ANNEX G. BREAKDOWN OF ADAM MEDIA EXPOSURE IN Q18

# Artículos en revistas	# Artículos en periódicos	TV/ Radio	Temas y nombre del medio
2	30	13	<ol style="list-style-type: none"> 1. Otras 57 fincas de cacao tienen certificación. Vanguardia Liberal - Bucaramanga (Abril 14). 2. San Vicente de Chucurí contará con más fincas con certificación social y ambiental. Diario El Tiempo - Nacional (Abril 16). 3. 675 mil kilos de cacao vendieron cultivadores de la región a industriales de España. RCN Radio - Nacional (Abril 21). 4. El milagro cafetero – La historia de los caficultores de El Pital apoyados por ADAM. Revista Gente – Nacional (Abril 21). 5. Los Dólares del cacao. Vamos a Andar - Cartagena (Abril 20). 6. 657 mil kilos de cacao han exportado a Europa los Cacaoteros. Caracol Radio - Nacional (Abril 21). 7. William Brownfield visitará El Huila. HJ DOBLE K - Neiva (Abril 21). 8. El Huila tiene el mejor café del Mundo. Caracol Radio - Nacional (Abril 26) 9. Organizaciones de campesinos reportan ventas por 4 millones de dólares. Portafolio - Nacional (Abril 22). 10. Huila es la región del mundo con más hectáreas certificadas con el sello Rainforest Alliance. Portafolio – Nacional (Abril 22). 11. Productores del sur del Cesar y dos departamentos más reportan ventas por 4 millones de dólares. El Pílon - Valledupar (Abril 22). 12. Entregarán distinción a Embajador Americano. Diario del Huila - Neiva (Abril 23). 13. Cooperación norteamericana seguirá recibiendo El Huila. Diario del Huila - Neiva (Abril 24). 14. Las tierras cafeteras de Colombia, premiadas como las mejores del mundo. Diario El Mundo de España - Internacional (Abril 24). 15. Café del Huila con sello internacional. La Nación - Neiva (Abril 24). 16. El Embajador de Estados Unidos le cumplió al Huila. La Nación - Neiva (Abril 24).

# Artículos en revistas	# Artículos en periódicos	TV/ Radio	Temas y nombre del medio
			<p>17. Cooperación será Humanitaria. La Nación. (Abril 24).</p> <p>18. El Café. Diario del Huila, Neiva (Abril 25).</p> <p>19. Hectáreas del Huila las más certificadas con el sello Rainforest Alliance. Opanoticias - Neiva (Abril 26).</p> <p>20. El Putumayo proyecta una producción de mil toneladas de pimienta para 2011. Radio Santafé - Nacional (Abril 30).</p> <p>21. El Putumayo proyecta una producción de Mil toneladas de pimienta en el 2011. Mi Putumayo.co - Putumayo (Mayo 3).</p> <p>22. Mediante proyecto de USAID, cultivadores de pimienta en Putumayo planean producción de mil toneladas en el 2011. Portafolio - Nacional (Mayo 4).</p> <p>23. Cafetales vs cultivos ilegales. Vamos a Andar - Cartagena. (Mayo 4).</p> <p>24. El Café, otra alternativa lícita en el sur de Bolívar. El Tiempo - Nacional (Mayo 6).</p> <p>25. El Café, otra alternativa lícita en el sur de Bolívar. La Guía del Café – Cartagena (Mayo 6).</p> <p>26. El sur de Bolívar le apuesta al café como otra alternativa lícita. Caracol Radio - Nacional (Mayo 6).</p> <p>27. El Café otra alternativa lícita en el sur de Bolívar. RCN Radio - Nacional (Mayo 6).</p> <p>28. El Putumayo dejó de ser un mar de coca. Agenda CM& - Nacional (Mayo 29).</p> <p>29. Programa de Desarrollo Alternativo aumentará producción de cacao. El Pílon - Valledupar (Junio 6).</p> <p>30. Aumentará la productividad del cacao en el país. Diario El Frente - Bucaramanga (Junio 6).</p> <p>31. Programas de USAID aumentarán producción de cacao. RCN RADIO - Nacional (Junio 7).</p> <p>32. USAID apoya aumento de la cacaocultura en Colombia. Caracol Radio - Nacional (Junio 7).</p> <p>33. Programa de USAID ayudará a aumentar producción de cacao. Vanguardia Liberal - Bucaramanga (Junio 9).</p> <p>34. Programa de Desarrollo Alternativo aumentará la producción de cacao en el País. Portafolio - Nacional (Junio 9).</p> <p>35. Programa de USAID ayudará a aumentar la producción de cacao. Página de Fedecacao - Nacional (Junio 9).</p> <p>36. Programa de desarrollo alternativo de USAID anunció aumentos en producción de cacao. El tiempo - Nacional (Junio 10).</p> <p>37. Cacao apunta al mercado Europeo. Dinero - Nacional (Junio 10).</p> <p>38. USAID ayudará a crecer el 27% productividad de cultivos. La República - Nacional (Junio 12).</p> <p>39. Campesinos acceden a créditos por 26 mil millones de pesos. Tu semanario - Huila (Junio 22).</p>

# Artículos en revistas	# Artículos en periódicos	TV/ Radio	Temas y nombre del medio
			<p>40. 26 mil millones en crédito llegaron a los campesinos. Vanguardia Liberal - Bucaramanga (Junio 22).</p> <p>41. Campesinos han recibido créditos por más de 26 mil millones de pesos. RCN RADIO - Nacional (Junio 22).</p> <p>42. Créditos para campesinos por más de 26 mil millones de pesos. CARACOL RADIO - Nacional (Junio 22).</p> <p>43. Campesinos del sur acceden a créditos. El Pílon - Valledupar (Junio 23).</p> <p>44. Campesinos acceden a créditos por más de 26 mil millones. Radio Santafé - Nacional (Junio 24).</p> <p>45. Campesinos acceden a créditos por más de 26 mil millones. Portafolio - Nacional (Junio 24).</p>

ANNEX H. SIF/IDP ACTIVITIES COMPLETED THROUGH JUNE 2010

Location	SIF/IDP Activity	Results
Popayán (Cauca)	(1) <u>Education</u> : Construction of school cafeteria and sanitary units in <i>Alejandro de Humboldt</i>	473 total families benefited (including 122 displaced families) and 6.2 jobs created. Funds disbursed: COLP\$ 168.196.518: ADAM 67%, Municipality 32%, and community 1%. <i>FIS-IDP-005-G-004 (Asociación de Padres Alejandro Humbolt)</i>
Patía (Cauca)	(2) <u>Education</u> : Construction of a school in the Agricultural Institution, <i>La Fonda</i> .	115 total families benefited (including 15 displaced families) and 2 jobs created. Funds disbursed: COLP\$ 61.782.128: ADAM 76%, Municipality 23%, and community 1%. <i>FIS-IDP-036-G-038 (JAC – Vereda, La Fonda)</i>
Totoró (Cauca)	(3) <u>Education</u> : Construction of four classrooms and one sanitation unit in <i>AMALAKA</i>	176 total families benefited (including 52 displaced families) and 8.5 jobs created. Funds disbursed: COLP\$ 247.631.387: ADAM 81%, <i>AMALAKA</i> foundation 14%, Municipality 5%, community 1%. <i>FIS-IDP-024 G-018 (JAC - La Viuda)</i>
El Tambo (Cauca)	(4) <u>Education</u> : Construction of school cafeteria and sanitary units in the <i>San Carlos Ed. Center</i>	323 total families benefited (including 47 displaced families) and 8 jobs created. Funds disbursed: COLP\$ 198.734.906: ADAM 84%, Municipality 15%, community 1%. <i>FIS-IDP-030-G-023 (Junta de Padres de Familia San Carlos)</i>
Pitalito (Huila)	(5) <u>Housing</u> : Construction of day-care center and recreational park	140 total families benefited (including 117 displaced families) and 6.7 jobs created. Funds disbursed: COLP\$ 246.089.276: ADAM 71%, Municipality 28%, and community 1%. <i>FIS-IDP-007-G-003 (ASCDI)</i>
Neiva (Huila)	(6) <u>Education</u> : Construction of Community Center and Sports Center in <i>Puerta del Sol</i> .	214 total families benefited (including 75 displaced families) and 8 jobs created. Funds disbursed: COLP\$ 333.100.712: ADAM 54%, Municipality 45%, and community 1%. <i>FIS-IDP-025-G-010 (Asoc. de Vivienda de Desplazados del Sur)</i>
Mocoa (Putumayo)	(7) <u>Housing</u> : Electrification project <i>Palermo Sur</i>	120 total families benefited (including 105 displaced families) and 3 jobs created. Funds disbursed: COLP\$ 153.483.084: ADAM 84%, electricity providers in Putumayo 10%, Municipality 4%, and community 2%. <i>FIS-IDP-006-G-005 (Asoc. Comunitaria de Desplazados Palermo Sur)</i>
Villagarzón (Putumayo)	(8) <u>Housing</u> : Electrification Project, <i>vereda</i> of <i>Naranjito</i> .	48 total families benefited (including 33 displaced families) and 2 jobs created. Funds disbursed: COLP\$ 105.060.526: ADAM 92%, Municipality 6%, and community 2%. <i>FIS-IDP-031-G-024 (JAC - Naranjito)</i>
Santa Rosa (Bolívar)	(9) <u>Housing</u> : Housing project for <i>ASOMIND</i>	120 total families benefited (including 88 displaced families) and 35 jobs created. Funds disbursed: COLP\$ 1.567.559.769: ADAM 32%, <i>PADF</i> 19%, <i>Acción Social</i> 17%, <i>PDPMM</i> 16%, <i>ASOMIND</i> 16%. <i>FIS-IDP-017-G-008 (ASOMIND)</i>
Popayán, Sotara, and Timbio (Cauca)	(10) <u>Water</u> : Regional Aqueduct, <i>Rionegro</i>	1,224 total families benefited (including 59 displaced families) and 52 jobs created. Funds disbursed: COLP\$ 872.960.344: ADAM 65%, Municipality 23%, and community 12%. <i>FIS-IDP-002-G-001 (Asoc. Acueducto Rural de Rionegro)</i>

Puerto Caicedo (Putumayo)	(11) <u>Basic Sanitation:</u> Sewage system, <i>La Isla</i>	22 total families benefited (including 21 displaced families) and 1.2 jobs created. Funding activity: COLP\$ 270.625.177: Banco Agrario 58%, ADAM 10%, community 8%, Department 8%, municipality 12%, IOM 3%. <i>FIS-IDP-101-G-061 (JAC - ASODESCA)</i>
Ibagué (Tolima)	(12) <u>Basic Sanitation:</u> Sewage system, <i>La Miel</i>	91 total families benefited (including 91 displaced families) and 9 jobs created. Funds disbursed: COLP\$ 281.429.996: ADAM 61%, Municipality 17%, CORTOLIMA 14%, and community 8%. <i>FIS-IDP-164-G-103 (JAC - Nueva Esperanza Hacienda La Miel)</i>
Nátaga (Huila)	(13) <u>Education:</u> Construction of sanitary units in the Educational Center, <i>Las Mercedes</i>	228 total families benefited (including 3 displaced families) and 3 jobs created. Funds disbursed: COLP\$ 67.535.300: ADAM 54%, Municipality 44%, and community 2%. <i>FIS-IDP-179-G-119 (Asociación de Padres De Familia Institución Educativa Las Mercedes)</i>
Puerto Parra (Santander)	(14) <u>Education:</u> Multifunctional center within a local day care center	102 total families benefited (including 60 displaced families) and 7 jobs created. Funds disbursed: COLP\$ 235.882.444: ADAM 88%, Municipality 11%, and community 1%. <i>FIS-IDP-131-G-068 (Asc. de Padres de Hogares de Bienestar)</i>
Rivera (Huila)	(15) <u>Education:</u> Construction of school cafeteria	259 total families benefited (including 27 displaced families) and 6 jobs created. Funds disbursed: COLP\$ 151.930.889: ADAM 72%, Municipality 26%, and community 2%. <i>FIS-IDP-176-G-116 (Asoc. de Padres de Familia Institución Educativa Misael Pastrana Borrero)</i>
Popayan (Cauca)	(16) <u>Housing:</u> Phase three of the construction of a Family Community Center	194 total families benefited (including 111 displaced families) and 13 jobs created. Funds disbursed: COLP\$ 561.853.494: ADAM 87%, COMFACAUCA 12.6%, community .4%. <i>FIS-IDP-167-G-107 (Asociación de Vivienda Nuevo Amanecer)</i>
Isnos (Huila)	(17) <u>Education:</u> Construction of school classrooms and bathrooms.	501 total families benefited (including 12 displaced families) and 4 jobs created. Funds disbursed: COLP\$ 109.706.355: ADAM 60%, Department 29%, Municipality 9%, and community 2%. <i>FIS-IDP-185-G-122 (JAC del Alto de los Ídolos)</i>
Montelíbano (Córdoba)	(18) <u>Housing:</u> Sanitary housing project, <i>San Rafael</i>	100 total families benefited (including 91 displaced families) and 7 jobs created. Funds disbursed: COLP\$ 1.352.276.124: ADAM 22%, MAVDT 65%, Municipality 12%, and community 1%. <i>FIS-IDP-126-G-079 (Corporation desplazados de Montelíbano)</i>
Pasto (Nariño)	(19) <u>Housing:</u> Housing project <i>Juan Pablo II</i>	203 total families benefited (including 100 displaced families benefited) and 22 jobs created. Funds disbursed: COLP\$ 2.260.597.520: ADAM 30%, Municipality 23%, Department .3%, Environmental Ministry 1.5%, IOM 23%, displaced family housing fund 6%, Diocese of Pasto 13%, ACNUR 3.3%. <i>FIS-IDP-008-G-002 (Asoc. Comunal de Juntas de la Comunal 10)</i>
Puerto Sais (Putumayo)	(20) <u>Education:</u> Construction of school cafeteria, <i>Santa Teresa</i>	684 total families benefited (including 168 displaced families) and 5.4 jobs created. Funds disbursed: COLP\$ 155.252.375: ADAM 53%, Municipality 46%, and community 1%. <i>FIS-IDP-141-G-084 (Asoc. de Padres de Familia de la Institución Educativa Santa Teresa)</i>
Mocoa (Putumayo)	(21) <u>Education:</u> Construction of a school, <i>Fray Plácido</i>	502 total families benefited (including 207 displaced families benefited) and 11 jobs created. Funds disbursed: COLP\$ 426.779.664: ADAM 67%, Department 32%, community 1%. <i>FIS-IDP-157-G-092 (Asoc. de Padres de Familia Instituto Fray Plácido)</i>

Puerto Asís (Putumayo)	(22) <u>Education</u> : Construction of school cafeteria, <i>San Francisco</i>	413 total families benefited (including 132 displaced families benefited) and 5 jobs created. Funds disbursed: COLP\$ 214.783.902: ADAM 81%, Municipality 18%, and community 1%. <i>FIS-IDP-162-G-093</i> (<i>Asoc. De Padres de Familia Instituto San Francisco de Sais</i>)
Popayan (Cauca)	(23) <u>Basic Sanitation</u> : Construction of an aqueduct network y sewage	238 total families benefited (including 235 displaced families benefited) and 113 jobs created. Funds disbursed: COLP\$ 2.963.333.990: ADAM 17%, FONVIVIENDA 53.7%, PADF 13%, community 7%, HABITAT 1%, Acción Social 7.4% <i>FIS-IDP-186-G-123</i> (<i>Asoc. de Vivienda Lomas de Comfacauca</i>)
Neiva (Huila)	(24) <u>Education</u> : Construction of the school, <i>Eduardo Santos</i>	607 total families benefited (including 24 displaced families benefited) and 35 jobs created. . Funds disbursed: COLP\$ 873.464.992: ADAM 52%, Municipality 47%, and community 1%. <i>FIS-IDP-188-G-126</i> (<i>Asoc. De Padres de Familia del Centro Eduardo Santos</i>)
San Pablo (Bolívar)	(25) <u>Housing</u> : Housing Project – Phase I, <i>Enraizar</i>	100 total families benefited (including 100 displaced families benefited) and 64 jobs created. Activity funding: COLP\$ 1.448.951.597: ADAM 26.1%, Municipality 6.5%, community 9%, PDPMM 18.4%, electricity providers in Santander .8%, <i>Acción Social</i> 22.7%, FUPAD 15.3%. <i>FIS-IDP-202-G-128</i> (<i>Asoc. De Desplazados del Campo ASODESCAM</i>)
Villagarzón (Putumayo)	(26) <u>Education</u> : Construction of classrooms, <i>Maria Auxiliadora</i>	93 total families benefited (including 45 displaced families benefited) and 4 jobs created. Activity funding: COLP\$ 282.702.021: ADAM 61%, Municipality 7%, community 1%, Gran Tierra 7%, Department 24%. <i>FIS-IDP-209-G-129</i> (JAC de Canangucho)
Tumaco (Nariño)	(27) <u>Basic Sanitation</u> : Construction of aqueduct and waste disposal network	192 total families benefited (including 144 displaced families benefited) and 61 jobs created. Activity funding: COLP\$ 2.744.348.983: ADAM 17%, Municipality 7%, community 7%, <i>Banco Agrario</i> 45%, Plan International 2%, <i>Acción Social</i> 15%, OIM 7%. <i>FIS-IDP-216-G-134</i> (<i>Asoc. Comunitaria de Vivienda de Población Desplazada Cristo Rey</i>)
Ibagué (Tolima)	(28) <u>Water</u> : Treatment plant and installation of water meters	1,288 total families benefited (including 340 displaced families benefited) and 30 jobs created. Activity funding: COLP\$ 391.456.455: ADAM 53%, Municipality 16%, and community 31%. <i>FIS-IDP-226-G-144</i> (ACUAMODELIA)
Montelíbano (Córdoba)	(29) <u>Housing</u> : Sanitary housing project – Phase 2, <i>San Rafael</i>	102 total families benefited (including 100 displaced families benefited) and 9 jobs created. Activity funding: COLP\$ 1.375.878.348: ADAM 22%, MAVDT 66%, Municipality 11%, and community 1%. <i>FIS-IDP-215-G-134</i> (<i>Coop. Desplazados de Montelíbano</i>)
Apartadó (Antioquia)	(30) <u>Education</u> : Construction of classrooms	806 total families benefited (including 192 displaced families benefited) and 19 jobs created. Funds disbursed: COLP\$ 567.533.161: ADAM 51%, Municipality 48%, and community 1%. <i>ADAM-ARD-FIS-IDP-222</i> (<i>Asoc. Padres de Familia de Institución Educativa La Paz</i>)
Neiva (Huila)	(31) <u>Housing</u> : Housing project for <i>Puerta del Sol</i>	183 total families benefited (including 119 displaced families benefited) and 11 jobs created. Funds disbursed: COLP\$ 4.056.457.809: ADAM 9.9%, Municipality 9%, PADF 8.3%, PROHUILA 4.2%, <i>Acción Social</i> 12.3%, Department 9%, Ministerio Medio Ambiente 47%. <i>ADAM-ARD-FIS-IDP-233</i> (<i>Asoc. de Vivienda Desplazados del Sur</i>)

La Plata (Huila)	(32) <u>Education</u> : Construction of classrooms and sanitary units, <i>San Sebastian</i>	252 total families benefited (including 72 displaced families benefited and 5 jobs created). Funds disbursed: COLP\$ 190.215.153: ADAM 55%, Municipality 43.3%, and community 1.6%. ADAM-ARD-FIS-IDP-258 (<i>Asoc. Padres de Familia sede San Sebastian</i>)
Pitalito (Huila)	(33) <u>Basic sanitation</u> : Construction of water and sewage system, <i>Urbanización Altos de Magdalena</i>	232 total families benefited (including 208 displaced families benefited) and 5 jobs created. Funds disbursed: COLP\$ 145.153.140: ADAM 60%, Municipality 25%, and community 3.4%. EMPITALITO 11% ADAM-ARD-FIS-IDP-300 (<i>Asoc. Surcolombiana de Desplazados Internos-ASCDI</i>)
Tarqui (Huila)	(34) <u>Education</u> : Construction of 2 information labs, <i>Institución Educativa Esteban Rojas Tovar</i>	206 total families benefited (including 29 displaced families benefited) and 5 jobs created. Activity funding: COLP\$ 164.153.040: ADAM 55%, Municipality 9%, Department 34%, and community 2%. ADAM-ARD-FIS-IDP-291 (<i>Asc. De padres de familia de la Institución Educativa Esteban Rojas Tovar</i>)
El Tambo (Cauca)	(35) <u>Health</u> : Construction of an obstetrics room, ESE Hospital El Tambo	161 total families benefited (including 161 displaced families benefited) and 5 jobs created. Activity funding: COLP\$ 631.449.600: ADAM 44%, <i>Acción Social</i> and ESE Hospital 55%. ADAM-ARD-FIS-IDP-294-G-173. (<i>Corporación Casa de la Juventud</i>)
Pitalito (Huila)	(36) <u>Education</u> : Construction of phase I, <i>Institución Educativa Montessori</i>	490 total families benefited (including 217 displaced families benefited) and 11 jobs created. Activity funding: COLP\$ 1.925.286.23: ADAM 22%, Municipality 15%, Department 61%, community 0.2%. ADAM-ARD-FIS-IDP-301-G-175 (<i>Asociación de Padres de Familia de la Institución Educativa Montessori</i>)
Mocoa (Putumayo)	(37) <u>Education</u> : Construction of classrooms and sanitary units, <i>Simon Bolivar</i>	165 total families benefited (including 56 displaced families benefited) and 7 jobs created. Activity funding: COLP\$ 228.866.178: ADAM 55%, Municipality 43%. ADAM-ARD-FIS-IDP-221 (<i>JAC Puerta del Sol</i>)
Popayán (Cauca)	(38) <u>Education</u> : Expansion of kitchen and construction of school cafeteria, <i>Institución Educativa Don Bosco</i> .	2,106 total families benefited (including 565 displaced families benefited) and 12 jobs created. Activity funding: COLP\$ 305.716.348: ADAM 74% Municipality 25%, community 0.6% ADAM-ARD-FIS-IDP-302-G-177. (<i>Asociación de padres de familia Institución Educativa Don Bosco</i>)
Gigante (Huila)	(39) <u>Education</u> : Construction of <i>Institución Educativa José Miguel Montalvo Sede Eva Orozco Borrero</i>	300 total families benefited (including 138 displaced families benefited) and 16 jobs created. Activity funding: COLP\$ 506.355.185: ADAM 44%, Municipality 14%, Department 39%, community 0.8%. ADAM-ARD-FIS-IDP-341 (<i>Asociación de Padres de Familia de la Institución Educativa José Miguel Montalvo</i>)
Tumaco (Nariño)	(40) Housing: construction of urbanism and security for houses in the rural housing project of Imbilí I e Imbilí II	0* total families benefited (including 0 displaced families benefited) and 6 jobs created. Activity funding: COLP\$ 355.086.175: ADAM 58%, municipality 21%, community 1%. CEDENAR 21%. ADAM-ARD-FIS-IDP- 457 (<i>Asociación comunitaria de vivienda de población desplazada Cristo Rey</i>). *These are the same familias of Project No. 27.
Pasto (Nariño)	(41) <u>Education</u> Construction of Block 2: library, workshop and sanitary unit, <i>Institución Educativa Municipal Ciudadela de La Paz</i>	1,546 total families benefited (including 195 displaced families benefited) and 12 jobs created. Activity funding: COLP\$ 684.371.959: ADAM 50 %, Municipality 49%, community 0.4%. ADAM-ARD-FIS-IDP-347 (<i>Asofamilia ciudadela de la paz-asofamipaz</i>)

El Carmen (Santander)	(42) <u>Education</u> : Construction of classrooms and sanitary unit, <i>Escuela Vereda El Toboso</i>	120 total families benefited (including 29 displaced families benefited) and 2 jobs created. Activity funding: COLP\$ 126,827,011: ADAM 70%, Municipality 26%, community 4%. ADAM-ARD-FIS-IDP-377(<i>Junta de acción comunal de la Vereda El Toboso</i>).
Cajibío (Cauca)	(43) <u>Basic Sanitation</u> : Construction of sanitary unit, <i>Institución Educativa Nuestra Señora El Carmen</i> .	157 total families benefited (including 35 displaced families benefited) and 3 jobs created. Activity funding: COLP \$ 225,087,463 ADAM 41%, municipality 23%, community 0.4%, <i>Ministerio de Educación</i> 35%. ADAM-ARD-FIS-IDP-381.(<i>Junta de Acción Comunal El Carmelo</i>)
Patía (Cauca)	(44) <u>Education</u> : Construction of a chemistry and physics lab, <i>Institución Educativa Simón Bolívar, sede principal El Bordo</i>	491 total families benefited (including 75 displaced families benefited) and 4 jobs created. Activity funding: COLP\$ 303,967,411: ADAM 33%, Municipality 6.1%, Department 18%, community 0.3% <i>Ministerio de Educación Nacional</i> 42%. ADAM-ARD-FIS-IDP-390 (<i>Asociación de Padres de Familia de la Institución Educativa Simón Bolívar</i>)
Santander de Quilichao (Cauca)	(45) <u>Education</u> : Construction of 10 classrooms, library, <i>Colegio Limbania Velasco</i>	845total families benefited (including 80 displaced families benefited) and 12 jobs created. Activity funding: COLP\$ 756,855,382: ADAM 52%, Municipality 48%, community 1%. ADAM-ARD-FIS-IDP-388 (<i>Junta de Padres de Familia de La Institución Educativa Limbania Velasco</i>)
Montelíbano (Cordoba)	(46) <u>Education</u> : Expansion of <i>Institución Educativa Belén</i>	379 total families benefited (including 197 displaced families benefited) and 20 jobs created. Activity funding: COLP\$ 682,715,867: ADAM 51%, Municipality 47%, community 0.7%. ADAM-ARD-FIS-IDP-378 (<i>Ampliación de la Institución Educativa Belén</i>)
Pasto (Nariño)	(47) <u>Education</u> : Construction of workshops, I.E.M. Ciudadela de Pasto	3,133 total families benefited (including 100 displaced families benefited) and 7 jobs created. Activity funding: COLP\$ 534,292,196: ADAM 44%, Municipality 37%, school 19%. ADAM-ARD-FIS-IDP- (<i>Asociación de Padres de Familia de la Institución Educativa Municipal Ciudadela de Pasto</i>)
San Alberto (Cesar)	(48) <u>Community Infrastructure</u> : Construction of a family community center for vulnerable and displaced families, Municipality of San Alberto	174 total families benefited (including 154 displaced families benefited) and 5 jobs created. Activity funding: COLP\$ 362.574.851: ADAM 56%, municipality 43%, community 1 %. ADAM-ARD-FIS-IDP-437 (<i>Asociación de desplazados del Municipio de San Alberto –ASODESMUSAN</i>)
Apartadó (Antioquia)	(49) <u>Education</u> : Expansion of Institución Educativa San Pedro Claver	882 total families benefited (including 253 displaced families benefited) and 7 jobs created. Activity funding: COLP\$ 216.834.589: ADAM 65%, municipality 32%, community 2%. ADAM-ARD-FIS-IDP- 436 (<i>Junta de Acción Comunal Barrio Obrero</i>)
Turbo (Antioquia)	(50) <u>Education</u> : Expansion of Institución Educativa Hoover Quintero	112 total families benefited (including 97 displaced families benefited) and 18 jobs created. Activity funding: COLP\$ 558.979.584: ADAM 63%, municipality 36%, community 1%. ADAM-ARD-FIS-IDP- 458 (<i>Asociación de víctimas de la violencia Riosucio Clamores</i>)
Cajibío (Cauca)	(51) <u>Roads</u> : Construction road Cajibío –El Carmelo	7 jobs created. Activity funding: COLP\$ 230.923.967 ADAM 67%, municipality 31%, community 1%. ADAM-ARD-FIS-IDP- 496 (<i>Junta de Acción Comunal El Carmelo</i>)

Planadas (Tolima)	(52) <u>Community infrastructure</u> : Construction assistance center for internally displaced families, Barrio Simón Bolívar	103 total families benefited (including 44 displaced families benefited) and 6 jobs created. Activity funding: COLP\$ 276.919.087: ADAM 56%, municipality 7%, Governor's office 36%, community 1%. ADAM-ARD-FIS-IDP- 473 (Junta de Acción Comunal Barrio Simón Bolívar)
San Pablo (Bolívar)	(53) <u>Housing</u> : Construction of urbanism works (sidewalks) in Enraizar	0* total families benefited (including 0 displaced families benefited) and 4 jobs created. Activity funding: COLP\$ 97.091.439: ADAM 93%, community 7%. ADAM-ARD-FIS-IDP- 514 (<i>Asociación de desplazados del campo ASODESCAM</i>) *These are the same familias of Project No. 25.
Ibagué (Tolima)	(54) <u>Education</u> : Construction of classrooms and sanitary unit, Institución Educativa Raíces del Futuro	346 total families benefited (including 77 displaced families benefited) and 17 jobs created. Activity funding: COLP\$ 443,490,189: ADAM 74%, Municipality 25%, community 1.2%. ADAM-ARD-FIS-IDP-419 (<i>Asociación de padres de familia de la institución educativa Raíces del Futuro</i>)
Valledupar (Cesar)	(55) <u>Housing</u> : Construction of 120 houses for displaced families, Urbanización Chiriquí	110 total families benefited (including 110 displaced families benefited) and 23 jobs created. Activity funding: COLP \$ 1.432.385.872: ADAM 27%, Department 51%, community 7%, <i>Acción Social</i> 15%. ADAM-ARD-FIS-IDP-413 (<i>Junta de Acción Comunal urbanización Chiriquí</i>)
Rioblanco (Tolima)	(56) <u>Community infrastructure</u> : Construction assistance center for internally displaced families CAIF	132 total families benefited (including 107 displaced families benefited) and 9 jobs created. Activity funding: COLP\$ 219.731.092: ADAM 78%, municipality 21%, community 1%. ADAM-ARD-FIS-IDP- 505 (<i>Junta de Acción Comunal de la vereda Puerto Saldaña</i>)
Caucasia (Antioquia)	(57) <u>Basic Sanitation</u> : Basic sanitation for 160 ID families of the housing project Malvinas I y II	134 total families benefited (including 130 displaced families benefited) and 45 jobs created. Activity funding: COLP\$ 3.299.751.926: ADAM 17%, municipality 38%, Gobernación 6%, <i>Banco Agrario</i> 26%, EPM 9%, community 4%. ADAM-ARD-FIS-IDP- 532 (<i>Asociación de desplazados del Bajo Cauca</i>)
Apartadó (Antioquia)	(58) <u>Education</u> : Expansion of the <i>Institución Educativa Churidó Pueblo</i> , Corregimiento de Churidó	207 total families benefited (including 13 displaced families benefited) and 12 jobs created. Activity funding: COLP\$ 649.986.166: ADAM 60%, municipality 38%, community 2%. ADAM-ARD-FIS-IDP- 556 (<i>Asociación de padres de familia de la Institución Educativa Churidó</i>)
Caucasia (Antioquia)	(59) <u>Education</u> : Expansion <i>Institución Educativa Divino Niño</i> , Cauca	226 total families benefited (including 33 displaced families benefited) and 12 jobs created. Activity funding: COLP\$ 678.761.131: ADAM 62%, municipality 37%, community 1%. ADAM-ARD-FIS-IDP- 537 (<i>Asociación de padres de familia Institución Educativa Divino Niño</i>)
Turbo (Antioquia)	(60) <u>Education</u> : Expansion of the <i>Institución Educativa Nueva Antioquia</i>	357 total families benefited (including 247 displaced families benefited) and 22 jobs created. Activity funding: COLP\$ 708.000.000: ADAM 64%, municipality 35%, community 1%. ADAM-ARD-FIS-IDP- 538 (<i>Junta de Acción comunal El paraíso corregimiento nueva Antioquia</i>)
Ibagué (Tolima)	(61) <u>Educación</u> : Construction school rooms in <i>Institución Educativa Palma Nueva Esperanza Hacienda La Miel</i>	91 total families benefited (including 91 displaced families benefited) and 5 jobs created. Activity funding: COLP\$333.374.291; ADAM 51%, municipality 43%, community 6%. ADAM-ARD-FIS-IDP- 603 (<i>Junta de Acción Comunal Nueva Esperanza Hacienda La Miel</i>) <i>Estas familias son las mismas del proyecto IDP 164</i>

Zaragoza (Antioquia)	(62) <u>Education</u> : Expansion Institución Educativa Luis Fernando Restrepo	436 total families benefited (including 181 displaced families benefited) and 13 jobs created. Activity funding: COLP\$ 554.979.762: ADAM 63%, municipality 36%, community 1%. ADAM-ARD-FIS-IDP- 547 (<i>Asociación de juntas de acción comunal del Municipio de Zaragoza</i>)
Landázuri (Santander)	(63) <u>Basic sanitation</u> : Construction of sewage system for the ID community of <i>La Asociación de Desplazados del Cararé</i> , ASODECAR, Corregimiento de La India	48 total families benefited (including 48 displaced families benefited) and 13 jobs created. Activity funding: COLP\$ 881.704.966: ADAM 29%, municipality 3%, Gobernación 66%, community 2%. ADAM-ARD-FIS-IDP- 504 (<i>Asociación de desplazados del carare</i>)
La Plata (Huila)	(64) <u>Education</u> : Construction of the first phase of the <i>Institución educativa San Sebastian</i> sede principal	431 total families benefited (including 152 displaced families benefited) and 20 jobs created. Activity funding: COLP\$ 722.252.998: ADAM 65%, municipality 34%, community 1%. ADAM-ARD-FIS-IDP- 529 (<i>Asociación de padres de familia sede San Sebastian</i>)
Rivera (Huila)	(65) <u>Education</u> : Construction of girl dorms in school.	262 total families benefited (including 262 displaced families benefited) and 5 jobs created. Activity funding: COLP\$ 190.600.000: ADAM 71%, municipality 26%, community 3%. ADAM-ARD-FIS-IDP- 546 (<i>Junta de acción comunal de la vereda El Guadual</i>)
Ibagué (Tolima)	(66) <u>Education</u> : Construction of classrooms in <i>Colegio Carlos Lleras Restrepo</i>	110 total families benefited (including 11 displaced families benefited) and 13 jobs created. Activity funding: COLP\$ 449.355.910: ADAM 63%, municipality 36%, community 1%. ADAM-ARD-FIS-IDP- 560 (<i>Asociación de padres de familia Colegio Carlos Lleras Restrepo</i>)
Pasto (Nariño)	(67) <u>Consultancy</u> : <i>Estudio Geotécnico en La Urbanización Juan Pablo II</i>	Activity funding: COLP \$ 6,116,000: ADAM 100%. ADAM-ARD-FIS-IDP-636 (<i>Ingeniería de Suelos y cimentaciones LTDA</i>)
Turbo (Antioquia)	(68) <u>Basic sanitation</u> : Construction of water canal for rain water <i>La Lucila</i>	133 total families benefited (including 80 displaced families benefited) and 12 jobs created. Activity funding: COLP\$514.525.456; ADAM 60%, municipality 39%, community 1%. ADAM-ARD-FIS-IDP- 590 (<i>Asociación de desplazados La Esperanza del Golfo</i>)
Montelíbano Córdoba	(69) CAIF – ICBF: Construction of multiple home ICBF	155 total families benefited (including 80 displaced families benefited) and 17 jobs created. Activity funding: COLP\$1.005.008.834; ADAM 49%, municipality 50%, community 1%. ADAM-ARD-FIS-IDP- 615 (<i>Junta de Acción Comunal del barrio Porvenir La Fe</i>)
Chocó	(70) Construction of the first floor of the Institucion Educativa Tecnico Social Pedro Grau y Arola,	101 total families benefited (including 98 displaced families benefited) and 11 jobs created. Activity funding: COLP\$524.014.662; ADAM 93%, municipality 6%, community 1%. ADAM-ARD-FIS-IDP-617-G-325

Antioquia	(71) Expansion of San Martín de Porres sede Jesús Mora	275 total families benefited (including 191 displaced families benefited) and 12 jobs created. Activity funding: COLP\$584.961.896; ADAM 65%, municipality 34%, community 1%. ADAM-ARD-FIS-IDP-642-G-333
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ANNEX I. RESULTS AGAINST INDICATORS

I. Families Benefited

LOP Goal	Achievement through Q18	Percentage increase since end of Q17	Achievement of LOP goal
59,069	80,467	2%	136%

This indicator represents ADAM's ability to attract and keep families in the Program. Out of a total of 80,467 families, 45,731 are beneficiaries of alternative development activities, 35,359 are beneficiaries of SIF activities, 2,459 benefit from several activities (both SIF and AD), and 1,836 are benefitted by employment generated from SIF activities.

Table 24. Breakdown of Families Benefited by Component

	AD	SIF	AD + SIF	FTE Jobs	TOTAL
Families benefited	45,731	35,359	2,459	1,836	80,467

Most of the families benefitting from ADAM are located in the Departments of Cauca, Nariño and Huila.

Most of the families benefited (77%) have been classified as "mestizo". There is, however, a significant percentage of Afro Colombian (13%) and indigenous families also (10%). In terms of gender, a significant percentage of families' heads of household are women (41.66%).

2. Hectares Free of Illicit Crops

LOP Goal	Achievement through Q18	Percentage increase since end of Q17	Achievement of LOP goal
288,017	385,971	4%	134%

This indicator represents ADAM's ability to contain the cultivation of illicit crops in areas where they have previously been present or to prevent their expansion into new areas. There is a direct relationship between this area and the agreements signed with families and the communities under the Government of Colombia's "illicit-free" policy. The figure represents the sum of farm areas of families benefitting from productive activities. However, the real area free from illicit crops is much larger, when the area covered by all the *veredas* and rural regions verified and certified by UNODC is included. See Table 6 below.

Table 25. Hectares Free of Illicit Crops (farms and veredas)

Regional Office	Department	Area free of illicit crops	
		Farms	Veredas
Magdalena Medio	Bolívar	40,140	125,638
	Cesar	25,976	45,407
	Santander	41,856	228,473

Regional Office	Department	Area free of illicit crops	
Total Magdalena Medio		107,972	399,519
North-Western Antioquia	Antioquia	55,473	214,262
	Córdoba	17,994	12,242
Total North-Western Antioquia		73,467	226,504
Tolima	Tolima	48,576	66,909
Cauca	Cauca	48,184	230,271
Huila	Huila	47,110	113,039
Putumayo	Putumayo	37,209	91,215
Nariño	Nariño	23,453	49,251
Total general		385,971	1,176,707

It should be noted that the multiplier effect varies across regions. In places such as Cauca, Antioquia or Santander where the percentage of ADAM beneficiaries as a proportion of the total population of the typical veredas is low, the effect is high. On the contrary, in Putumayo and Nariño, where in many veredas the majority of the population is linked to ADAM, the effect is low. It is also important to mention that in departments like Huila and Tolima some municipalities have not had the opportunity to be verified by the UNODC, such as Algeciras, Rivera, Ortega, Planadas and Roncesvalles.

3. Hectares of Legal Crops Supported

LOP Goal	Achievement through Q18	Percentage increase since end of Q17	Achievement of LOP goal
86,527	111,167	4%	128%

This indicator represents ADAM's ability to incorporate land into productive activities, thus reducing its potential use in the production of illicit crops. It reflects the productive landholdings of those families committed to the "illicit-free" policy that have become ADAM beneficiaries. It strengthens legal economies, as it contributes to increasing licit family revenue and capital. The increase in capital is mostly fixed and reflected in permanent crops such as coffee, grasslands, cacao and rubber, as well as infrastructure.

This quarter presented a small increase in the number of hectares supported overall, but the regional distribution (Table 5) shows a fairly significant increase in Nariño.

Table 26. Hectares supported by regional office

Department/Region	Area Supported (Hectares)	%
Bolívar	9,429	8.48%
Santander	11,393	10.25%
Cesar	1,769	1.59%
Subtotal Magdalena Medio	22,591	20.32%
Huila	21,093	18.97%
Cauca	14,884	13.39%
Nariño	18,506	16.65%

Antioquia	10,186	9.16%
Córdoba	2,667	2.40%
Subtotal North-Western Antioquia	12,853	11.56%
Tolima	10,824	9.74%
Putumayo	10,415	9.37%
Total	111,167	100.00%

Table 27. Hectares Supported by Productive Activity

Productive Activity	Area Supported (Hectares)	%
Coffee	31,394	28.2%
Cattle Farming/pasture improvement	29,777	26.8%
Cocoa	25,806	23.2%
Rubber	8,408	7.6%
Others	7,874	7.1%
Horticulture	3,877	3.5%
Sugarcane	3,082	2.8%
Forestry	577	0.5%
Fish Farming *	371	0.3%
Total general	111,167	

- This figure represents the total area of crops cultivated to feed fish

4. Social and Productive Infrastructure Projects Completed

LOP Goal	Achievement through Q18	Percentage increase since end of Q17	Achievement of LOP goal
174	163	4%	94%

Completed social and productive infrastructure projects represent one of the most important activities necessary to improve the quality of life and competitiveness of the regions in which ADAM operates. It also – thanks to the participatory methodology – strengthens social organizations involved in the initiatives. This indicator increased by 4% compared to the previous quarter, but with the change in the LOP target, overall achievement is 94%. Tables 7 and 8 present SIF breakdowns by region and by infrastructure type (sector).

Table 28. Families Benefiting and SIF Activities Completed

Department / Regional Office	Beneficiaries	No. of Activities
Cauca	8,949	30
Nariño	6,442	20
Huila	5,871	30
<i>Antioquia</i>	<i>5,217</i>	<i>19</i>
<i>Córdoba</i>	<i>991</i>	<i>6</i>
<i>Chocó</i>	<i>337</i>	<i>2</i>

North Western-Antioquia	6,545	27
Tolima	4,493	17
<i>Bolívar</i>	<i>641</i>	<i>10</i>
<i>Cesar</i>	<i>352</i>	<i>4</i>
<i>Santander</i>	<i>1,315</i>	<i>11</i>
Magdalena Medio	2,308	25
Putumayo	2,378	14
Total general*	36,986	163

* The calculation includes beneficiary families of one or more SIF activities

Table 29. SIF Activities Completed by Sector

Sector	Number of SIF Activities Completed	Families
Water and Basic sanitation	30	6,048
Recreation centres	11	1,396
Electricity Networks	6	415
Schools	77	24,808
Productive Infrastructure	9	1,113
Health	1	1,163
Roads	1	161
Housing	15	352
Solid Waste Disposal	13	1,530
Total	163	36,986

5. Municipalities Strengthened

LOP Goal	Achievement through Q18	Percentage increase since end of Q17	Achievement of LOP goal
71	73	0%	103%

Municipalities strengthened is a compound indicator representing technical assistance and support provided in three areas: public services, finances and revenues, and municipal planning. When sufficient demonstrable progress in all three areas has been attained a municipality is considered to have been “strengthened”. The status as a “strengthened municipality” is relative to its state prior to ADAM’s intervention. During Q18, no additional municipalities achieved this status.

Table 30. Number of Municipalities Strengthened

Antioquia (7)	Arboletes, Cáceres, El Bagre, Necoclí, Zaragoza, Sanjuán de Urabá, Turbo.
Bolívar (3)	San Pablo, Santa Rosa, Simití
Cauca (14)	Almaguer, Cajibío, Caldono, El Tambo, La Sierra, La Vega, Morales, Patía, Piendamó, Popayán, Rosas, Silvia, Timbío, Totoró,
Córdoba (2)	Montelíbano, Puerto Libertador
Huila (13)	Algeciras, Gigante, Iquira, Isnos, La Plata, Nátaga, Pital, Pitalito, Rivera, Tarqui, Teruel, Timaná y Acevedo

Nariño (13)	Aldana, Contadero, Cuaspud, Cumbal, Funes, Guachucal, Gualmatán, Iles, Ipiales, Potosí, Puerres, Pupiales, Tumaco
Putumayo (7)	Mocoa, Orito, Puerto Asís, Puerto Caicedo, San Miguel, Valle del Gumaez, Villagarzón
Tolima (8)	Ataco, Chaparral, Ortega, Planadas, Rioblanco, Roncesvalles, Rovira, San Antonio
Santander (4)	Bolívar, El Carmen de Chururí, San Vicente de Chucurí, Landazuri
Cesar (2)	La Gloria, San Alberto

6. Social Organizations Strengthened

LOP Goal	Achievement through Q18	Percentage increase since end of Q17	Achievement of LOP goal
909	1,436	1%	158%

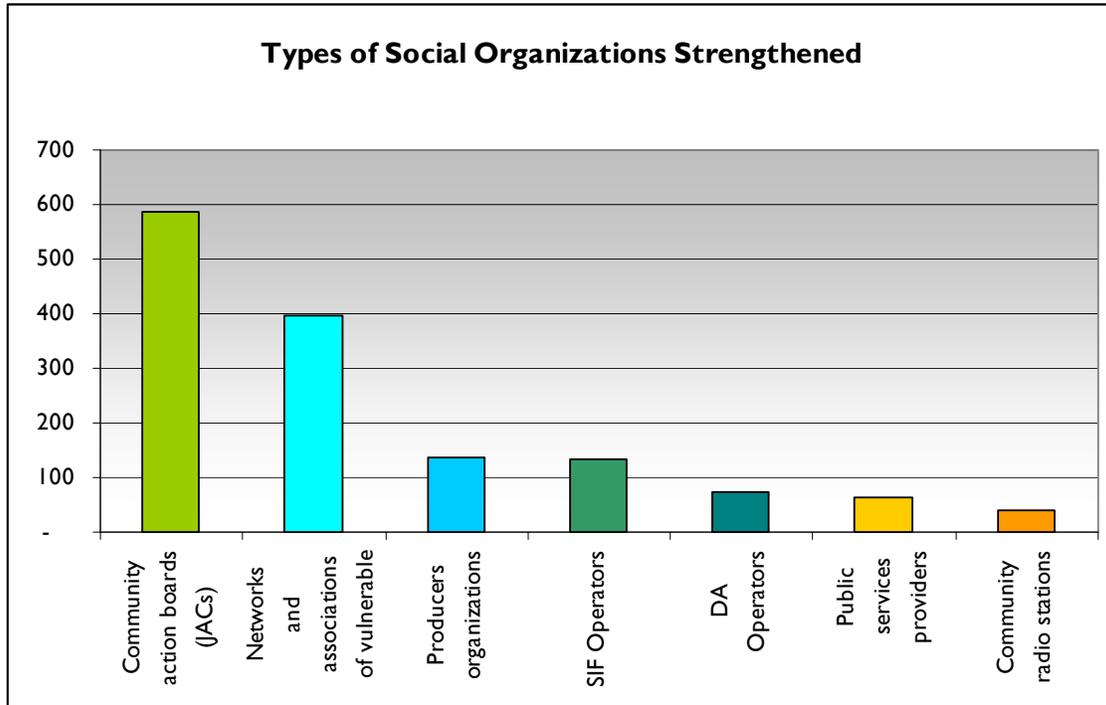
This indicator represents ADAM's ability to strengthen social organizations involved in the Program; in some cases through the provision of support services, and in others, as partners in the implementation of activities, managing resources and providing services to their associates and communities. During Q18, the calculation of this indicator was revised by the LG component. The decision was made to include the networks and associations of vulnerable , the Indigenous *Cabildos* and Afro – Colombian *Consejos Comunitarios*, in the indicator. This indicator grew by 1.41% which translates to 21 new organizations that have been strengthened. The type of organization that is most frequently seen in ADAM's intervention is the *Junta de Acción Comunal* (Community Action Board). To date a total of 586 *JACs* have been strengthened. This quarterly report shows the first round of 'debugged' data, which is why it varies slightly from last quarter's report.

Table 31. Types of Social Organizations Strengthened

Type of social organization	No	%
Community Action Boards	586	41%
Networks and Associations of Vulnerable Populations*	398	28%
SIF Operators	135	9%
Producer Organizations	137	10%
DA Operators	75	5%
Public Service Providers	65	5%
Community Radio Stations	40	3%
Total Strengthened Social Organizations	1,436	100%

*Includes Indigenous *Cabildos* and Afro-Colombian *Consejos Comunitarios*

Figure 5. Types of Social Organizations Strengthened



7. Individuals Benefitting from National Programs

LOP Goal	Achievement through Q18	Percentage increase since end of Q17	Achievement of LOP goal
32,436	66,460	0.04%	205%

The indicator on people benefited by National Programs captures the close collaboration between ADAM's LG component and various ministries and national-level or departmental government, organizations that deliver services to vulnerable populations in areas such as literacy, education, family health, democracy, citizen participation and public administration, among others. Through ADAM's financial leveraging and logistical support, these National Programs can expand their coverage to a larger number of people in a very cost-effective way and operate in areas that would typically be unserved by such activities. In addition, since the vast majority of these beneficiaries are not directly involved with ADAM, it is another way to leverage the "licit multiplier" effect.

During Q18, 28 additional people were involved with the citizen security program in Tumaco, bringing the cumulative total to 66,460. Table 11 presents the distribution of beneficiaries by National Program. Altogether ADAM has provided support to fifteen such Programs.

Table 32. Breakdown of Beneficiaries by Type of National Program

National Programs	People benefitted	%
Literacy	14,769	22.2%
ID Campaign	13,966	21.0%
Health Education and Conflict Resolution	10,133	15.3%

Preventative Health Campaigns	7,910	11.9%
Training for Municipal Council Members	6,754	10.2%
Promoting Reading	6,393	9.6%
Sexual and Reproductive Health	1,912	2.9%
Democracy and Citizen Participation	1,317	2.0%
Drugs and Violence Prevention	1,037	1.6%
Rural Sports	1,028	1.5%
Citizen Security	654	1.0%
Training for Community Radio Stations	298	0.4%
Public Administration Reform	159	0.2%
Women's Political Empowerment	90	0.1%
Culture	40	0.1%
Total	66,460	100%

8. Public Resources Leveraged

LOP Goal	Achievement through Q18	Percentage increase since end of Q17	Achievement of LOP goal
US\$11,651,100	U\$29,379,507	3%	252%

This indicator represents ADAM's ability to work jointly with the Colombian Government. It is also one of the strongest indicators of institutional "buy-in". The contributions that the national, departmental and municipal governments make to finance Program's activities are a key element of all ADAM's projects. Bringing the state closer to the community is also a very visible way to strengthen democracy.

This indicator grew by 3% during Q18, which is equivalent to an investment of US\$ 754,497 by the Colombian Government in the implementation of ADAM's activities. Table 12 presents regional breakdown of public funding, indicating the significant levels of support in Huila, Nariño, Antioquia and Cauca, among others.

Table 33. Public Resources Leveraged by ADAM

Department	LG	SIF	AD	Total
Huila	42,701	4,194,759	2,762,714	7,000,174
Nariño	267,284	1,926,673	2,876,946	5,070,903
Antioquia	36,199	2,326,827	2,230,613	4,593,639
Córdoba		636,316	547,279	1,183,595
Chocó		202,973		202,973
North Western	36,199	3,166,115	2,777,893	5,980,207
Cauca	123,721	1,773,789	2,229,045	4,126,555
Bolívar		535,126	1,136,024	1,671,150
Santander	23,330	659,076	984,011	1,666,417
Cesar	2,260	631,951	361,510	995,721
Magdalena Medio	25,591	1,826,152	2,481,545	4,333,288

Putumayo	303,150	540,626	1,127,591	1,971,367
Tolima	4,955	794,466	79,686	879,108
Transversal	10,330		7,575	17,905
Total	813,932	14,222,581	14,342,994	29,379,507

9. Private Resources Leveraged

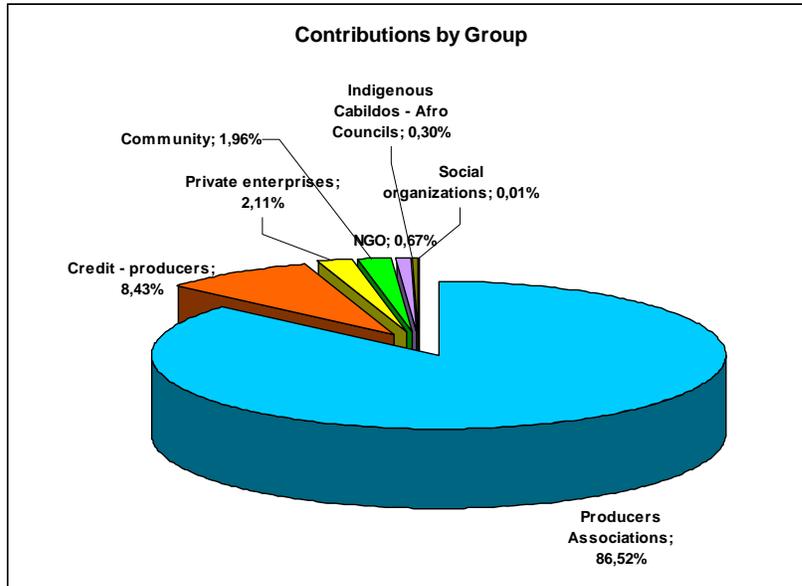
LOP Goal	Achievement through Q18	Percentage increase since end of Q17	Achievement of LOP goal
US\$88,664,575	U\$169,834,786	2%	192%

This figure reflects the commitment by individuals, organizations and institutions towards the Program, in terms of measurable contributions in labor, goods, services and cash. The greater portion of these contributions (86.5%) corresponds to the labor provided by the beneficiaries themselves in agricultural activities or infrastructure construction. Most funds are generated within AD component activities, as can be seen in Table 11.

Table 34. Contributions by Group

Type of contributor	%
Producers - Asociations	86.52
Credit – producers	8.43
Private enterprises	2.11
Community	1.96
NGO	0.67
Indigenous Cabildos - Afro Councils	0.30
Social organizations	0.01
Total	100.00

Figure 6. Private Resources Leveraged by ADAM



10. Number of Communities and Producer Organizations Under “Illicit-free” Agreements

LOP Goal	Achievement through Q18	Percentage increase since end of Q17	Achievement of LOP goal
1,534	2,000	0%	130%

This indicator represents the incorporation of formal groups into the legal economy. Table 12 breaks down illicit-free agreements by region.

Table 35. Number of Agreements and Families per Region

Region	No. of Agreements Signed	No. of families under “illicit-free” agreements
Cauca	553	48,735
North Western Antioquia	305	23,174
Nariño	243	22,811
Magdalena Medio	388	19,810
Huila	230	14,533
Tolima	181	9,502
Putumayo	100	6,286
Total	2000	144,851

11. Number of Families Under “Illicit-Free” Agreements

LOP Goal	Achievement through Q17	Percentage increase since end of Q16	Achievement of LOP goal
106,818	144,851	0%	136%

This indicator represents the number of families linked to the agreements referred to in indicator 10.

12. Full-Time Equivalent Jobs Created

LOP Goal	Achievement through Q18	Percentage increase since end of Q17	Achievement of LOP goal
61,192	69,871	1%	114%

Full-time equivalent jobs are accounted for in two ways: (i) the generation of new employment opportunities and (ii) labor contributions by beneficiaries to project implementation. In regions where wage labor is the only good that most families can sell (for example Putumayo, Antioquia and Magdalena Medio) the payment of laborers wages has been critical to sustaining the viability of long-term crops (cocoa, rubber, etc.)

The departments of Cauca and Huila continue to be the largest generators of full-time equivalent jobs, followed by Magdalena Medio and Nariño (see Table 15).

Table 36. Full time Equivalent Agricultural Non-Agricultural Jobs by Region

Region	Agricultural Jobs (AD)	%	Non-Agricultural Jobs (SIF)	%	Total	%
Huila	20,230	29.7%	364	19.8%	20,594	29.5%
Cauca	12,080	17.8%	398	21.7%	12,478	17.6%
Magdalena Medio	9,603	14.1%	309	16.9%	9,912	14.3%
Nariño	8,889	13.1%	186	10.1%	9,075	12.5%
Tolima	7,049	10.4%	156	8.5%	7,205	10.4%
North-Western Antioquia	5,756	8.5%	359	19.6%	6,115	9.2%
Putumayo	4,428	6.5%	63	3.4%	4,491	6.2%
Total	68,035	100%	1,836	100%	69,871	100%

13. Sales or Gross Market Value (GMV) of Legal Production.

LOP Goal	Achievement through Q17	Percentage increase since end of Q16	Achievement of LOP goal
US\$72,192,516	\$130,348,066	1%	181%

This indicator shows the capacity of ADAM beneficiaries to generate revenue. Sales represent the actual value of recorded sales by producer associations, while the GMV represents the value of the primary production by ADAM's beneficiaries. As a whole, this indicator encompasses ADAM's contribution to the development of regional licit economies.

This impact is most evident in the case of already-existing productive activities that were then strengthened by ADAM, such as coffee, cacao, dairy cattle-farming, fruits and beans. In addition, it also calculates the nominal market value of new food crops produced and consumed by beneficiary families.

Huila, with 11 coffee activities, and Nariño with four large-scale activities in dairy cattle-farming, are the departments that contributed most to the increase in this indicator. They are followed by Magdalena Medio and Tolima which have implemented numerous activities in cacao and coffee (see Table 16) as June 2010.

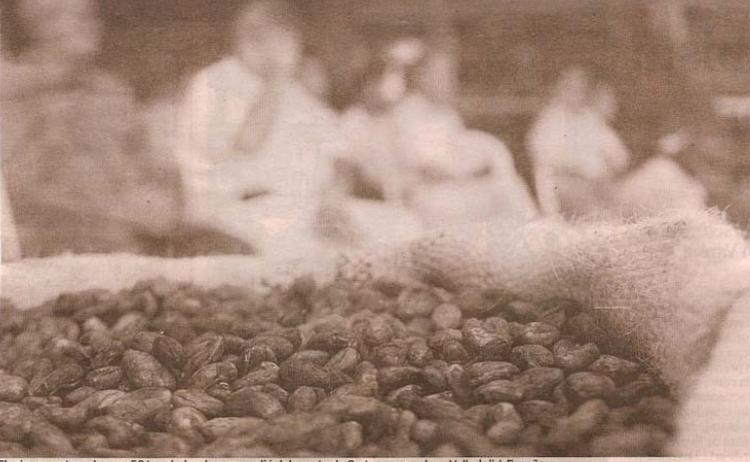
Table 37. Sales or GMV of Licit Production

Department/Region	Sales US\$	GMV US\$	Total	%
Huila	28,841,868	46,172,744	75,014,612	57.5%
Nariño	7,312,660	8,682,581	15,995,241	12.3%
Bolívar	3,194,769	796,287	3,991,057	3.1%
Santander	5,290,745	2,403,626	7,694,372	5.9%
Magdalena Medio	8,485,514	3,199,913	11,685,429	9.0%
Tolima	485,512	11,138,475	11,623,987	8.9%
Cauca	2,988,107	5,905,304	8,893,411	6.8%
Antioquia	986,854	1,479,800	2,466,654	1.9%
Córdoba	0	170,891	170,891	0.1%
North-Western				
Antioquia	4,460,473	18,694,470	23,154,943	17.8%
Putumayo	1,689,390	2,808,457	4,497,847	3.5%
Total	50,789,905	79,558,165	130,348,072	100.0%

ANNEX J. ADAM PRESS

Articles follow: “Auge de Cacao Colombiano” from EL Espectador, published April 21, 2010, and “El Milagro Cafetero” from Gente, published April 9,

EL ESPECTADOR / MARTES 21 DE ABRIL DE 2009 País



El primer contenedor con 50 toneladas de cacao salió del puerto de Cartagena rumbo a Valladolid, España. / Freddy Ruales

Se exportan las primeras 50 toneladas

Auge de cacao colombiano

■ Cerca de 1.100 campesinos ex coñaleros de Bolívar, Santander y Cesar dejaron a un lado los cultivos ilícitos para conquistar mercados extranjeros en la legalidad.

JORGE MÁRQUEZ BARBOSA
ESPECIAL PARA EL ESPECTADOR

Las décadas durante las cuales cientos de hectáreas de tierra permanecieron sembradas con cultivos de coca en el sur del departamento de Bolívar, en límites con Santander, parecen quedar en el recuerdo de los campesinos que por años las trabajaron con cultivos ilícitos buscando mejorar sus ingresos.

Esas 4.500 hectáreas aproximadamente, que antes se disputaron paramilitares, guerrilleros y narcotraficantes, desde hace siete años empezaron a generar una actividad legal, a través de la puesta en marcha de un programa social apoyado por la Agencia de Desarrollo Internacional de los Estados Unidos (Usaid) y Acción Social de la

Presidencia de la República. Unidos a través de cooperativas, cerca de 1.100 campesinos de los departamentos de Bolívar, Santander y Cesar se concientizaron de la necesidad de buscar otra actividad que les generara ganancias y estuviera al margen de la ilegalidad.

Así lo confirma el campesino Valerio García Velandía: “Es un proceso que se inicia en 2002, se hacen reuniones y nace la idea de erradicar cultivos en el sur de Bolívar para sembrar cacao”.

Fue así como el programa que está dirigido a la sustitución de los cultivos ilícitos, la siembra y procesamiento de cacao, la recolección del grano y la conquista de mercados extranjeros, empezó a operar con el beneplácito de los labriegos.

El Director Regional del Programa Áreas de Desarrollo Alternativo Municipal (ADAM) de la Usaid, José Félix Montoya Soto, agrega que “con el apoyo de la Cooperativa de Caficultores del Nororiente Colombiano, este proceso se dio y hoy se convierte en un negocio internacional, gracias a un esfuerzo colectivo, de comunidades rurales, con cooperación internacional, instituciones nacionales

empresarios privados”.

El primer contenedor con 50 toneladas de cacao salió del puerto de Cartagena rumbo a Valladolid, España, representando los primeros \$240 millones en exportación de este grano al continente europeo. “Se espera que cada 15 días se tenga ese volumen para el mercado europeo, esperando recibir cerca de \$5.000 millones al año. Con esto se busca posicionar la marca de cacao Miguel Daza, quien fuera líder del sur de Bolívar asesinado cuando trabajaba para la organización campesina”, afirma Montoya Soto. Además, señala que Daza los impulsó para que con emprendimiento, dedicación y mucho esfuerzo logran hoy alcanzar la meta de exportar sus primeras 50 toneladas del grano. ▶

Este envío representa los primeros \$240 millones en exportación de este grano al continente europeo.

2010.



En uno de los departamentos más golpeados por narcos y guerrillas, GENTE encontró un municipio donde no hay desempleo ni violencia. Se trata de El Pital, Huila, donde los pobladores se unieron para cultivar el café más delicioso del país. En medio de la crisis económica, los pitaleños viven una sorprendente y ejemplar prosperidad. ¿Cómo lo lograron?

Por Sergio Ramírez
Fotografía: César Arellano

El milagro cafetero



Colombia cafetera

De los 8 millones de sacos de café que exporta anualmente el país, aproximadamente el 25 por ciento son cafés especiales que tienen certificados de organismos internacionales.



Benjamín Tovar Roa era el único sin corbata. En el norte de Bogotá, un moderno edificio de ladrillo alberga las oficinas de la Federación Nacional de Cafeteros, y allí, en el auditorio Arturo Gómez Jaramillo, este hombre de apariencia humilde, bajo de estatura y voz deigada se paró con una autoridad sorprendente ante algunos de los más importantes empresarios

del sector para hablarles de los cafés especiales. Tovar Roa se expresa con la seguridad de quien ha vivido durante años al lado del grano. Hoy, además de tener 40 hectáreas cultivadas, es la cabeza visible de un verdadero milagro. Ese prodigio económico y ambiental se gestó en El Pital, un pequeño pueblo del Huila, en las estribaciones del macizo colombiano. Es tal su nivel de organización y desarrollo que sus habitantes seencantan: "Aquí no hay desempleo, no hay violencia".

Un caso digno para destacar si se compara con el triste suero de la mayoría de municipios de este departamento, convertido durante décadas en santuario de narcos y guerrillas. En El Pital estas plagas no existen. El único agobio es el calor infernal. El clima de fuego abraza a los alrededores del municipio. Los polvorientos caminos y los pastos secos dan cuenta del verano infernal. Las temperaturas superan los 30 grados centígrados. Sin embargo, tan pronto se comienza a subir por las

montañas que rodean el casco urbano, el verde de los cafetales en plena cosecha domina el paisaje y se respira un aroma que refresca. Es el olor del café del buen café.

El grano no solo trae una brisa suave sino que su siembra organizada se convirtió en la mejor alternativa para alejar de la región la amenaza de los cultivos ilícitos. "Hace un tiempo tuvimos algunos problemas con personas que querían meterse con eso por aquí—recuerda Tovar Roa—, pero el resto de la gente no copió la idea, cuando son tres o cuatro y el resto dice no, les toca desaparecer".

La oposición de la comunidad a cualquier tipo de actividad ilegal atrajo la atención de la Agencia de Cooperación del Pueblo de los Estados Unidos (Cpa), que decidió incluir a El Pital en su programa de Áreas de Desarrollo Alternativo Municipal (Adam) e invertir alrededor de \$600 mil dólares. El sueño era aumentar el ingreso de las familias mediante el cultivo de cafés especiales. Paula Andrea Rueda

Símbolo de progreso

Con una inversión de más de dos millones de pesos, los cafeteros de El Pital están construyendo un secadero comunitario.

GENTE 25



Para que un café sea catalogado como especial debe cumplir tres condiciones: ser de alta calidad, que el cliente lo reconozca y que esté dispuesto a pagar más por él.

es la coordinadora del programa Adam aquí y explica que uno de sus principales objetivos es impulsar las actividades productivas locales. No se trata de sustituir cultivos ilícitos sino de crear las condiciones para que las comunidades puedan rehar la tenencia de los grupos que muevan el dinero local.

Unos ses años atrás, la situación de los cafeteros en el Huila era difícil. "No había control sobre el mercado, no había quién pusiera las reglas, los clientes no llegaban y los precios estaban por el suelo", recuerda Tovar. Entonces el líder a unos 20 cultivadores y crearon Coagrobrietas, un grupo asociativo que hoy representa a casi 400 fincas productoras de café y que se ha convertido en la empresa más grande de la región.



Benjamin Tovar
Gerente de Coagrobrietas



Control desde el origen

En Coagrobrietas están pendientes de la cantidad del grano, por eso esperan comercializar este año más de un millón de kilos de café.

Un proyecto de miles de dólares

El año pasado, en medio de la aguda crisis económica mundial, fue uno de los mejores para los campesinos de El Pital. Coagrobrietas recogió 700 mil kilos del grano (tras la temporada de cosecha, que comienza en estos días, esperan comercializar alrededor de millón y medio), y por primera vez en su historia tuvieron excedentes por más de 50 millones de pesos. Además apoyaron la construcción de más de 350 beneficiaderos ecológicos de café y alrededor de 700 secaderos y se embarcaron en un gigantesco proyecto que requerirá, al final, una inversión de más de 2.000 millones de pesos.

«Cómo logró un grupo de pequeños y medianos cultivadores de un desconocido municipio emprender un proyecto de más de un millón de dólares? En el horizonte se divisa el gigantesco edificio que simboliza este logro. Se trata de un secadero comunitario para resolver uno de los principales problemas de los cultivadores de la región. "Lo que queremos es evitar que el productor venda su café mojado y que otros se queden con las ganancias", afirma Tovar.

La explicación es sencilla. El cultivo del café requiere de un proceso que comienza con la recolección de los frutos maduros. A estos frutos se les retira la pulpa, tras lo cual se lavan los granos y se secan. El problema es que el secado, que normalmente se hace al sol, debe ser homogéneo, para lo cual se requiere que el cafetero cuente con secaderos, terrazas o patios donde extender el grano. Ante la imposibilidad de acceder a estos recursos, el cultivador prefiere comercializar su café mojado. Tovar tiene las cuentas claras: "Así deja de ganarse alrededor de 100 mil pesos en carga".

Para solucionar esto, Coagrobrietas construyó un secadero comunitario. Ese le ofrecerá al cultivador la posibilidad de tratar el grano en los módulos de



secado solar con una capacidad para procesar casi 10 mil kilos de café diarios o con un procedimiento mecánico que permite secar hasta 25 mil kilos por día. "Esto nos garantiza la calidad del grano", dice Tovar. "En la actualidad tenemos muchos compradores y muy poca producción".

El mejor café del mundo

El éxito de los cultivadores de El Pital nació de lo que se conoce como cafés especiales. Aunque por años, en el imaginario los colombianos creíamos que cultivábamos el mejor café del mundo la verdad es que nos fuimos regado mientras en otros países se buscaba la excelencia. Carlos Alberto González, director comercial de la Federación Nacional de Cafeteros de Colombia, y también uno de los mayores especialistas del país en esta materia, cuenta que desde el 2002 la Federación comenzó con la estrategia de cultivar cafés con valor agregado. Estos son para los paladares más exigentes y como el vino de la mejor reserva deben cumplir varias condiciones. Ser de alta calidad, ser reconocidos por el cliente que esté dispuesto a pagar más por ellos. "Es necesario que se cumplan las tres, porque si hacemos un excelente café pero nadie lo reconoce y no se paga más por él, pues no nos sirve de mucho".

Quizá por eso, gran parte de los cafés especiales tienen sellos otorgados por agencias multinacionales que permiten ser reconocidos y hacen que, por ejemplo, hoy en día los cafeteros de El Pital puedan recibir 70 mil pesos más por carga, gracias a que 300 de las casi 400 fincas asociadas a Coagrobrietas han sido reconocidas con el sello Rainforest Alliance, distinción otorgada por la Red de Agricultura Sostenible, una coalición de grupos ambientalistas (entre ellos la Fundación Natura, de Colombia) conven-

dos de que las fincas cafeteras pueden convertirse en refugios para la vida silvestre y que su explotación de manera correcta es un aporte a la conservación del medio ambiente. "Es un café que trabaja en armonía con la naturaleza", explica Benjamin Tovar, "podemos mucho cuidado en que el grano no se contamine durante el proceso de recolección y beneficio del café, pero además trabajamos en la parte social y en el mejoramiento de la calidad de vida de los cafeteros".

Cada vez son más los cultivadores que han comenzado a trabajar para que su producto ingrese a la lista de especiales. Según González, las exportaciones de la Federación de este tipo de café pasaron de 200 mil sacos en el 2002 a más de un millón en el 2009. "Si sumamos los volúmenes de los exportadores privados podríamos decir que el año pasado Colombia exportó más de dos millones de sacos de cafés especiales". Es decir, alrededor del 25 por ciento de las exportaciones netales del país, que rondan los ocho millones de sacos anuales. Y sigue en aumento. Mientras el mercado del café normal crece 2 por ciento anual, las ventas de cafés especiales se han incrementado entre 50 y 70 por ciento durante los últimos periodos. "En un futuro -sostiene el funcionario- esoy casi seguro de que quien no tenga un sello de sostenibilidad no podrá vender su producto".

En El Pital parecen haberse anticipado al futuro. Benjamin Tovar se muestra orgulloso al afirmar que su municipio es el que tiene más fincas certificadas con el sello Rainforest en todo el país. "Puede que Colombia no sea el mayor productor de café a nivel mundial, pero sí puede convertirse en el país con el café de más alta calidad, y a través de este podemos tener bien a nuestras familias". Ese es el secreto del milagro. ■

Marca propia
Además del café que exportan en grano, los cultivadores de El Pital tienen su propia marca, una que tostán, muelen y empaican ellos mismos.