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INTSOY-INIAP Collaboration in Ecuador

John W. Santas

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International Soybean Program, INTSOY

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ECUADOR TRIP REPORT

Name: John W. Santas, Training Officer, INTSOY

Period of Travel: April 7-15, 1980

Itinerary: April 11: Arrive Quito 1:00 p.m. from Bogota
April 12: Quito
April 13: Quito
April 14: Quito
April 15: Depart Quito 2:30 p.m.

Purpose:

Work with the appropriate persons in USAID/Quito and the Instituto Nacional de Investigaciones Agropecuarias (INIAP) to develop a sub-project describing proposed collaboration between INTSOY and INIAP. The objective of this collaboration would be to strengthen INIAP's ability to play a leadership role in the continuing development of all facets and aspects of Ecuador's soybean industry. This sub-project will be sent forward by the AID Mission as part of the Ecuador Title XII Program Proposal.

Organizations and Persons Contacted:

U. S. Agency for International Development (Punto IV)

Vincent Cusumano, Chief, Agricultural and Rural Development
Office (ARDO)
Fausto Maldonado, ARDO
David Songer, ARDO
Manuel Rizzo, Chief, Health and Nutrition Office
John Sanbrailo, Director, USAID Mission to Ecuador

Instituto Nacional de Investigaciones Agropecuarias (INIAP)

Fausto Cevallos B., Coordinador, Capacitacion Agropecuaria
Sam Portch, Soil Science Adviser
Gualberto Merino, Director General
Efrain Figueroa, Finance Director

U.S. Embassy

Lloyd I. Holmes, Agricultural Attache

Results, Accomplishments, Observations:

My first afternoon in Quito was spent at the AID office with Dr. Cusumano and Mr. Maldonado, discussing the sub-project being considered and the task we were facing. They explained that six different sub-projects will probably be included in the mission's Title XII proposal. Sub-projects already identified and being written describe work to be carried out in: (1) Soil conservation, (2) Non-formal training of small farmers, (3) Adaptive research, (4) Development of an Extension Service within the Catholic University of Guayaquil, and (5) Agricultural policy and statistics.

My assignment was to work with INIAP representatives to prepare a soybean development sub-project for inclusion with the mission's Title XII proposal. The Agriculture and Rural Development Office envisions a project consisting mostly of training and short-term technical assistance conducted over a five-year period. INTSOY scientists would make two- to four-week visits to Ecuador on a regular basis (perhaps twice per year) so they could establish and maintain counterpart relationships with the appropriate INIAP staff and work on a wide range of cooperative research and education activities.

There will be a need for a combination of degree and short course training conducted in both Ecuador and the U.S. Both technical assistance and training activities should be comprehensive, dealing with all facets of soybean production, marketing and utilization.

I used the weekend to prepare a draft of the sub-project, which could subsequently be used as a point of departure in discussions at INIAP. Dr. Cusumano has suggested a seven-eight page document stating: Objectives, Project Description (goals, basic elements, expected results), Benefits Anticipated (social and economic), Financial Breakdown (showing year-by-year costs of each project activity), and finally, an explanation of how the project would be administered and evaluated.

Monday morning was spent at INIAP headquarters involved in a very cordial and productive discussion with Fausto Cevallos. He informed me that INIAP had received the check for the balance in the Ramon Vinces account, but Ramon has still not returned to Ecuador. We were in complete agreement that five INIAP staff members should participate in the November/December 1980 ICA/INTSOY training course and that at least one Ecuadorian should participate in each of the 1980 INTSOY courses at the University of Illinois. I left a letter with Ing. Cevallos (with a copy to Dr. Cusumano) explaining that it is essential to our proposed project that support be arranged for short course participants in 1980.

We thoroughly discussed the sub-project proposal I had drafted, and after making a few changes we were completely in accord on the contents, procedures, etc. which were included. Later I reviewed the project proposal with Dr. Cusumano. It met his expectations, and was left for typing by his office. It is his intention to use this proposal as a general description of the type of project that the mission wishes to discuss with the GOE and hopefully implement in the near future. He expects to receive a letter from Director Thompson formally stating INTSOY's desire to collaborate and pointing out any revisions or alterations that seem advisable after the project proposal has been reviewed by INTSOY headquarters.

I called on the Agricultural Attache, Lloyd Holmes, who is an alumnus of the University of Illinois. Our discussion was highly informative. He feels that Ecuador's soybean industry is being hampered by a few significant gaps, and mentioned seed production and distribution as one example. It seems clear that Ministry of Agriculture efforts through INIAP, to integrate and balance the industry, would be extremely helpful.

Jorge Gutierrez, Adviser to the Minister of Agriculture, has expressed a strong interest in the development of Ecuador's soybean industry. Fausto Cevallos, Vince Cusumano and I were scheduled to meet with Dr. Gutierrez during my final half-day in Quito (Tuesday a.m., April 15). This was not possible, however, because Gutierrez was detained in Guayaquil. We (Cevallos, Cusumano and I) used the time for further discussion of the sub-project and anticipated activities. Later discussions with Director Sanbrailo were also very informative. He informed us of his recent meetings with Dr. Gutierrez during which he had expressed the belief that soybean-based foods hold great potential for solving Ecuador's nutrition problems. Dr. Gutierrez also sees the need for balancing and integrating the entire soybean production/marketing/processing complex by identifying and working on the gaps and areas of weakness. In the near future, Dr. Cusumano and Ing. Cevallos will meet with Dr. Gutierrez and others in the Ministry of Agriculture to explain the proposed INIAP/INTSOY project.

INTSOY staff should be aware that Dr. Cusumano will be at the University of Illinois during the last week of July 1980, to participate in the annual meetings of the American Agricultural Economics Association.