







FONTAGRO is a cooperation mechanism administered by the Inter-American Development Bank (IDB) but with its own membership, governance structure and assets. FONTAGRO is internationally recognized for strengthening sustainable agro-food and agro-industrial innovation. https://www.fontagro.org/es/. This publication is a summary of the XXIII Annual Meeting of the FONTAGRO Board of Directors, and presents the results and achievements of the 2018-2019 period.

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#### **FONTAGRO**

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# 2018/ Annual 2019 Report

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## **Acronyms**

**FF** Family Farming

LAC Latin America and the Caribbean IDB Inter-American Development Bank

WB World Bank

CATIE Tropical Agricultural Research and Higher Education Center

BD Board of Directors
EC Executive Committee
FC Financial Committee

CIAT International Center for Tropical Agriculture

TC Technical Cooperation

**FONTAGRO**Regional Fund for Agricultural Technology
RDI
Research, Development and Innovation

IICA Inter-American Institute for Cooperation on Agriculture

ATMR Annual Technical Monitoring Report

MOP Operations Manual

**PCCMCA** Central American Cooperative Program for Crop and Animal Improvement

MTP Medium Term Plan
AOP Annual Operating Plan

ATS FONTAGRO Administrative Technical Secretariat

## **Acknowledgements**

FONTAGRO wishes to thank especially all those who collaborated with the Program in 2019. Among them, we would like to mention the support of the following institutions and people:

#### From the Inter-American Development Bank:

- Climate Change and Sustainable Development Sector: Juan Pablo Bonilla, Ever de los Ríos, Annette Kilmer, Marcela Peñaloza, Román Abreu, Eduardo Medeiros, María Fernández Mariel.
- Environment, Rural Development and Disaster Risk Management Division: all the team, especially Pedro Martel, Ana Ríos, Héctor Valdéz Conroy, Gonzalo Muñoz, Marion Le Pommellec, Luis Hernando Hintze, Silvia Vera, Lina Salazar, Maja Schling, Luis Miranda, Rosario Bambaren de Gaggero.
- Climate Change and Sustainability Division: Amal-Lee Amin, Juliana Almeida, Claudio Alatorre, Claudia Hernández, and Karla Espinoza.
- Office of Strategic Alliances: Bernardo Guillamon, Heleno Barbosa Taves de Gouvea, Vitoria Lima de Moraes, Miguel Aldaz, Sonia Rivera, Kai Hertz, and Ana Nuchowich.
- Office of Financial Management and Procurement: Lourdes Sánchez, Ana González, and Jorge Osmin Mondragón Mendoza.
- IDB-INDES: Stella Porto and Margarita Mier.
- **Legal Department:** Alessandro Macri, Alejandra Boibo Mouta, Diego Buchara, Rodolfo Graham, Carolina Veríssimo, Juan Manuel Casalino, and Alonso Chaverri Suarez.
- Finance Department: Georgina Pérez Pita, David Merchán, Pedro Aponte, Laura Smaldone, Nelson Escobar, and Juan Borga.

**IDB Lab:** Irene Arias Hofman, Cesar Buenadicha, Yuri Soares, Ana Castillo, and Tomas López T.

**IDB Invest:** Hilen Meirovich, Camila Rodriguez Taylor, Guillermo Foscarini, José Luis Rueda, and Paula Valencia.

**IICA:** Manuel Otero, Federico Villarreal, Priscila Henríquez, Horrys Friaca, and Joaquín Arias.

**Directors of International Organizations:** Juan Lucas Restrepo (Bioversity International), Ruben Echeverría (CIAT) and Julio Berdegué (FAO), and the technical teams Marilia Nuti, Carolina Navarrete, Ricardo Labarta, Tatiana Rivero, Eduardo Graterol, Santiago Jaramillo, Sergio Urioste, Carolina Maturana and Paola Bolivar.

Guy Henry (CIRAD)

The team of external advisors: Manuel Lainez Andres, Miguel Angel Ayarza, Carlos Ludena, Roberto Vitón, Abel Rojas Pardo, Cris Setuain, Justina Parma, Laura Arcuri, Tomas Loffler, Guillermo Palavecino, Hugo Li Pun, Philippe Monneveux, Adrian Orsetti, Miriam Villeda, Daniela Hirschfeld, Liliana Rosenstein, David Dudenhoefer, Andre Devaux, Doribel Herrador, Guillermo Perez, Iciar Pavez, Nicolás Mateo, Víctor Mares, and Ines Rivelli.

The Executive Directors of FONTAGRO member countries accredited to the IDB and their work teams.

And especially the FONTAGRO Board of Directors for their constant support and the Technical Administrative Secretariat for its work, collaboration and dedication.

## **About FONTAGRO**

We are a unique mechanism for cooperation among the countries of Latin America and the Caribbean and Spain, promoting competitiveness and food security. We promote investment in research, development and innovation in the agro-food sector through creation of public-private institutional ecosystems in the format of regional technical cooperation platforms. Our sponsors: the Inter-American Development Bank (IDB) provides us with legal, administrative and technical support and the Inter-American Institute for Cooperation on Agriculture (IICA) provides us with technical and strategic support.

### Our Vision

To be an internationally recognized cooperation mechanism for strengthening sustainable agri-food and agro-industrial innovation among member countries.

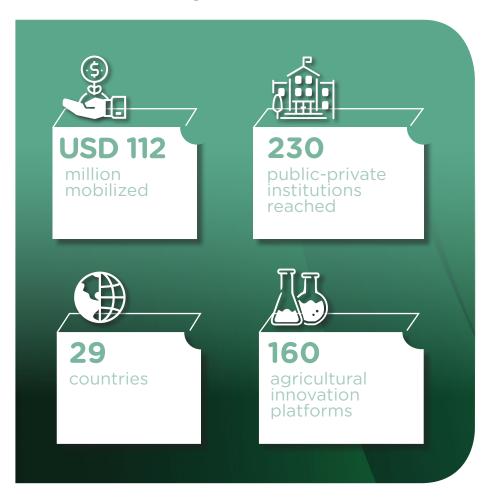
### Our Mission

To contribute to innovation in family farming through cooperation among member countries, promoting competitiveness and food security with criteria of equity and sustainability.

## Our strategic lines

- Technological, organizational and institutional innovation.
- Climate change adaptation and mitigation.
- Sustainable intensification of agriculture and natural resource management.
- Value chains and competitive territories in a framework of equity and sustainability.

## **FONTAGRO** today



## Message from the Executive Committee

In 2019, FONTAGRO completed 21 years of work and investment in research, development and innovation in Latin America and the Caribbean. Over the years and thanks to the constant support of its Board of Directors, sponsors, members of the Technical Administrative Secretariat, researchers and international strategic partners, a portfolio of 160 regional innovation platforms has been implemented in Latin America, the Caribbean and Spain, as well as in other countries, mobilizing a total capital of US\$124 million, of which FONTAGRO contributed 22% of its own capital, achieving a leverage of up to US\$4 for each dollar directly invested.

In 2019, evaluation of the economic results of a small group of eight projects estimated a potential benefit of US\$83 million achieved with an investment of only US\$8.1 million, since only part of these

achievements could be measured, the benefit could possibly be even greater. While this evaluation shows the importance of investing in science, technology and innovation, what makes FONTAGRO unique in the world is its capacity to create synergies and networks inside and outside the region. This role of coordinator brings together scientists, technicians, students, businessmen, decision-makers, entrepreneurs, producers, and innumerable other actors who participate in "learning-by-doing" in multi- and inter-disciplinary and multicultural settings, thus developing one of our great strengths which is to help build a unique social capital.

From the Executive Committee we wish to express our gratitude to all of you for supporting FONTAGRO in this 2018-2019 cycle and letting us be part of this innovative community



Eng. Pedro Bustos
Valdivia
National Director
of INIA Chile
President of
FONTAGRO



Agronomist
Arnulfo Gutierrez
Director General of
IDIAP Panama
Vice President of
FONTAGRO



**Eng. Eugenia Saini**Executive Secretary

## **Highlights**



#### Governance

Renewal of the Governance Administration Agreement with the IDB to June 30, 2024.



## and Finance

US\$ 83 million, FONTAGRO ordinary capital,

US\$ 97.85 million in audited financial statements as of December 2018. **Administration** and US\$100.4 million as of December 2019 (unaudited report). US\$100.2 million in investment portfolio

46 active regional platforms with a capital of US\$42.2 million



**Alliances and** memberships

14 strategic collaborations with national and international organizations and the private sector



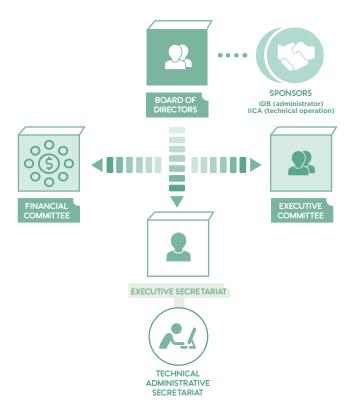
## **Projects and**

- 2 calls for proposals, 148 profiles received, 11 projects approved (6 in agtechs and 5 in productivity)
- III Competition of Successful Cases in Agriculture and Nutrition, 4 winners (Brazil, Colombia, Guatemala and Panama)
- 3 Seed Funds approved
- 5 consensus projects



- 151 new knowledge products (7 institutional publications, 120 digital products, 20 technical notes, and 4 databases)
- 43 technical workshops
- Increased visibility through news, web, and social networks
- 22 webstories, 6 FONTAGRO Techs, 5 blogs, 6 newsletters, 25 microsites, 15 videos, 8 case studies
- A new virtual platform "FONTAGRO in RED"
- Reports

## **Our Governance**



#### **ACHIEVEMENTS**

- •Renewal of the Administration Agreement with the IDB until June 30, 2024. The IDB Executive Directors recognized the achievements of the 2016-2019 period. Committee members welcomed FONTA-GRO's important role in financing and sharing regional experiences in agricultural research, development and innovation. With unanimous support, the term of the Administration Agreement between the Bank and FONTAGRO was extended until June 30, 2024.
- Institutional synergies: The ATS worked with the representatives of the BD and the sponsors, IDB and IICA, on programming activities and representation of FONTAGRO in workshops and events.
- **Institutional Strengthening:** The new Operations Manual 2020 was approved, with the participation of representatives of the BD, and other specialists from legal, financial and strategic alliances.
- The following events were organized: XXIII Annual Meeting of the Board of Directors and two Extraordinary Meetings, and the XIV Technical Project Follow-up Workshop.
- Authorities were renewed and new members:

| COUNTRY  | Institution | New Representative to the BD                 |
|----------|-------------|--|
| Bolivia  | INIAF       | Marin Condori Mamani                         |
| Colombia | Agrosavia   | Jorge Mario Díaz Luengas, Executive Director |
| Ecuador  | INIAP       | Isabel Murillo                               |
| Panama   | IDIAP       | Arnulfo Gutiérrez, General Director          |
| Perú     | INIA        | Jorge Luis Maicelo Quintana, Head            |

# **Our Board of Directors**

Period 2018-2019

PRESIDENCY: Pedro Bustos, Chile

VICE PRESIDENCY: Axel Villalobos / Arnulfo Gutiérrez, Panamá

**EXECUTIVE SECRETARY:** Eugenia Saini, Argentina

| COUNTRY    | NAME                       | DIRECTOR                    |
|------------|----------------------------|-----------------------------|
| Argentina  | Juan Balbín                | Principal Representative    |
|            | Carlos A. Parera           | Alternate Representative    |
| Bolivia    | Carlos Osinaga Romero      | Principal Representative I  |
|            | Marin Condori Mamani       | Principal Representative II |
| Chile      | Pedro Bustos Valdivia      | Principal Representative    |
|            | Emilio Ruz                 | Alternate Representative    |
| Colombia   | Jorge Mario Díaz Luengas   | Principal Representative    |
|            | Rodrigo Martinez Sarmiento | Alternate Representative    |
| Costa Rica | Arturo Solórzano           | Principal Representative    |
|            | Enrique Martínez           | Alternate Representative    |
| Ecuador    | Juan Manuel Domínguez      | Principal Representative I  |
|            | Isabel Murillo             | Principal Representative II |
| Spain      | Esther Rodrigo Esteban     | Principal Representative    |

| COUNTRY               | NAME                        | DIRECTOR                 |
|-----------------------|-----------------------------|--------------------------|
| Honduras              | Guillermo Cerritos Joya     | Principal Representative |
| Nicaragua             | Claudia Cárdenas            | Principal Representative |
|                       | Miguel Obando Espinoza      | Alternate Representative |
| Panama                | Arnulfo Gutiérrez           | Principal Representative |
| Paraguay              | Edgar Esteche               | Principal Representative |
|                       | Raúl Gómez                  | Alternate Representative |
| Peru                  | Jorge Luis Maicelo Quintana | Principal Representative |
| Dominican<br>Republic | Rafael Pérez Duvergé        | Principal Representative |
|                       | Luis de los Santos          | Alternate Representative |
| Uruguay               | José Luis Repetto           | Principal Representative |
| Venezuela             | Giomar Blanco               | Principal Representative |

# Administration and Finances



#### **Contributions**

Ordinary capital is \$83 million formed with contributions from Southern Cone (36%), Andean Region (33%), Spain (18%), and Central America and the Caribbean (14%).



#### Investments

US\$100.2 million is the value of the investment portfolio as of December 31, 2019 (compared to US\$97.6 million in December 2018).



FINANCIAL
STATEMENTS
AUDITED AS OF
DECEMBER 31, 2018
and unaudited as of
December 2019

US\$100.4 million is the value of the unaudited Financial Statements as of December 31, 2019, 2.6% higher than the US\$97.9 million in December 2018.

In the last decade, FONTAGRO - thanks to its Board of Directors, sponsors, scientists and technicians, producers, and the Technical Administrative Secretariat - has achieved a very strong environment of teamwork, which has transformed the organization into one of the most important mechanisms for scientific, technological and innovation collaboration in Latin America and the Caribbean.



Intensive Rice Cultivation System (SICA) as a strategy for increasing productivity, food security and adaptation to climate change in Central America.

# Programming and technical cooperation projects

Since 1998, FONTAGRO has increased the number of technical cooperation projects to 160, mobilizing capital of US\$124 million, of which FONTAGRO contributed 22%, other agencies 15% and counterpart funds contributed by the participating institutions.

With the new approvals of October 2019, FONTAGRO has 46 active projects, totaling US\$10.3 million which, together with the contribution of other donor agencies and the counterpart funds, represent US\$42.2 million.

The ATS also implemented four operations:



In the last 21 years, FONTAGRO has invested more than its own capital in some 160 international technical cooperation projects, thanks to the efficient and effective management of the investments, its administrative budget, and the leverage of funds together with other strategic agencies.

In relation to climate change (Adaptation and Mitigation): Donor: FMAM/GEF

• Climate Technology Transfer Mechanisms and Networks in LAC. http://digital.fontagro.org/trasferencia-detecnologia-climatica-mecanismos-y-redes-regionales/

# In relation to knowledge management and communication: Donor:

- Knowledge Management (KPK III)
- KMC Implementation Strategy

#### • Platform for efficient water use management and carbon sequestration.

Genetic editing for plant and animal genetic improvement.

## In relation to seed funds and consensus projects

- Platform for Sustainable Agricultural Intensification 2030/2050, based on innovative strategies for carbon sequestration in Latin America and the Caribbean.
- Regional platform for early detection and prevention of quarantine diseases in fruit trees.
- Strengthening the value chain of biofortified beans among native peoples and campesinos in Latin America and the Caribbean.

- Two calls implemented simultaneously: "From science to impact: innovations for climate-smart agriculture through AgTech solutions in Latin America and the Caribbean" and "Increasing productivity in family farming with sustainability, inclusion, and profitability." A total of 148 profiles were received, of which 25% were pre-selected (compared to 9% in the previous call). Finally, 11 new initiatives (6 new projects in agtech and 5 in productivity) were approved.
- III Competition of Successful Cases on the theme of "Agriculture and Nutrition." Four new cases were selected: Brazil, Colombia, Guatemala and Panama.
- 7 seed funds on themes of water management, carbon sequestration in soils, measures to reduce incidence of fusarium, development of a vaccine against bovine leukosis, biofortification in beans, quarantine diseases in fruit trees, and gene editing in crops and animals).
- 5 consensus projects approved on the theme of water management, carbon sequestration in soils and measures to control Fusarium sp. (Foc R4T).
- 18 new operations registered for US\$3.0 million, representing a total investment of US\$12.5 million.

FONTAGRO's latest study of estimated economic results found that a group of only 7 projects produced an economic benefit of US\$83 million with an investment of only US\$8.2 million The FONTAGRO Board instructed the ATS to implement mechanisms to improve the evaluability of all co-financed projects. The ATS organized an internal workshop jointly with the IDB on this theme, and a manual is being prepared.



Local platforms to promote sustainable and climate-adapted agriculture in Colombia and Honduras.

Figure 1. Distribution of projects by country and IO

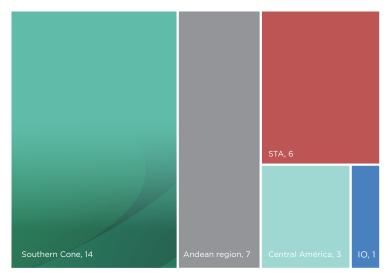


NOTE: IO INTERNATIONAL ORGANIZATION

Figure 3. Number of operations

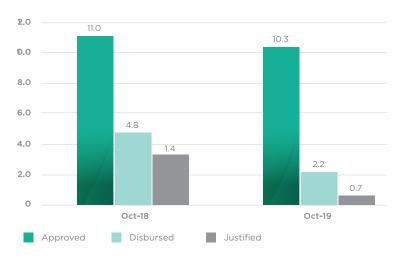


Figure 2. Distribution of projects by region



NOTE: IO INTERNATIONAL ORGANIZATION

Figure 4. Value of operations (million US\$)



Note: the difference in number of operations between years is because some have been closed.

## **Alliances and Memberships**

- Progress was made on designing a strategy of alliances and memberships to strengthen the potential for collaboration with other international cooperation programs for the period 2020-2025.
- 14 actions to promote alliances and memberships were implemented with the IDB (Agtech, Fusarium R4T,), IDB Lab, national agricultural research organizations in LAC (Dicta of Honduras, INIAP of Ecuador, EMBRAPA of Brazil, INIFAP of Mexico), with the Government of Israel (Agtech), and the Government of New Zealand, with Producer Associations (AAPRESID), with international organizations (CIAT, CIMMYT, CIP, IFPRI, Bioversity International, FAO), with the Government of Mexico, with IICA, with other public agencies, NGOs, and international companies related to the agrifood sector.

In 2019, FONTAGRO took action to promote alliances and memberships, which enhanced the exploration of opportunities for agreements to strengthen investment in science, development and innovation in the agrifood sector in LAC.



1. Fodder crops in Bolivia as a strategy for adaptation to climate change in family livestock systems.



2. Eleven countries in Latin America and the Caribbean working on sustainable dairy intensification.



3. Evaluation of feeding strategies in livestock systems in Central America to reduce greenhouse gas (GHG) emissions.

## KNOWLEDGE MANAGEMENT

- 151 new knowledge products (7 institutional publications, 120 digital products, 20 technical notes, and 4 databases). Reports were prepared for donors including the GEF, the New Zealand Ministry of Primary Industries, and the Government of Korea.
- 1 face-to-face training in profiles and proposals at IPTA (Paraguay), and a new digital self-managed course under development.
- **43 workshops,** seminars and internal virtual meetings for project follow-up.

In 2019 FONTAGRO began a process of digitalization of project results and products. We created "FONTAGRO en RED" to offer a solution that would bring scientists and technicians, generators of new knowledge, closer to the private and entrepreneurial sector. Our followers on social networks have increased, along with FONTAGRO's visibility as a regional platform for developing new RDI for Latin America and the Caribbean.



1. Identification of alternatives for integrated management of the coffee berry borer (la Broca) on small producer farms in Central America.



2. Participatory process for identification of technological and institutional innovations for water management in banana areas in Nicaragua and the Dominican Republic.



#### **7 INSTITUTIONAL PUBLICATIONS**

- Annual Report 2017-2018.
- Reports of the Regional Agricultural Communication Network.
- Report of the IV Symposium "Adaptation of family farming to climate change in Latin America and the Caribbean".
- Report of the XIII Workshop on Technical Follow-up of FONTAGRO Projects.
- Instructions on Knowledge Management, Communication and Dissemination of Results.
- Update of 2020 Operations Manual.



#### **46 DIGITAL PRODUCTS**

- 1 Annual Report 2017-2018 digital.
- 22 webstories (1 Institutional Webstory on FONTAGRO's 20 years, 18 webstories of the projects and initiatives of the project with the GEF, 3 webstories of the project co-financed with the government of New Zealand). This digital product was successfully automated from the information published by the project on the website. Other webstories from this year's shortlisted projects are still under development, in two languages.
- 15 FONTAGRO in Brief. This digital product was automated from the financial database created this year, which shows FONTAGRO's investment by country.
- **6 FONTAGRO** Techs. This is a new digital product highlighting the technological solution that was tested with the project.

Others are being developed in accordance with the type of project. This product is being designed for automatic generation.

- **5 Blogs**. Blogs were created for each activity initiated during the year. For example, "Agricultural and Agri-food Research in Latin America: Some Conditions for effective governance".
- Curation of content of project web pages, in Spanish and English.
- **6 bimonthly newsletters** with new design and 19 specials to highlight milestones in FONTAGRO's programming.
- 25 projects microsites.



#### **15 VIDEOS**

In 2019, video production was intensified, supporting projects with specific instructions.



#### **6 WEBINARS**

As part of the dissemination activities included in the knowledge management and communication strategy, FONTAGRO organized web seminars to present project results.



#### **6 TECHNICAL NOTES PUBLISHED**

- Diagnosis of the State of the Art of the Cacao Value Chain in Latin America and the Caribbean."
- Report on the Workshop "Socio-ecological resilience to climate adversity".

- Roadmap for scaling up Lupine production and processing in Bolivia, Chile, and Ecuador.
- Definition of agroforestry technology packages for the Dominican Republic.
- New approaches to governance of agricultural and agri-food knowledge and innovation in Latin America.



#### 14 TECHNICAL NOTES IN PREPARATION

- Economic returns from FONTAGRO's contribution to agricultural innovation in Latin America and the Caribbean: case studies of ex-post results (1998-2018).
- Study of methodologies for evaluating results and key indicators.
- Agrotech innovation in Central America and the Caribbean: Opportunities and challenges in the face of climate change.
- 8 case studies of projects from the 2014 call for proposals co-financed with the GEF.
- Latin American and Caribbean Platform for sustainable livestock Intensification: regional strategy for climate change adaptation and mitigation.
- Progress was made with IICA in preparing two final documents one on intellectual property and another on bioeconomy in family farming.
- $\bullet \ Internal \ report \ containing \ a \ mapping \ of \ international \ institutions \ for \ forming \ alliances \ and \ expanding \ memberships.$



#### **4 DATABASES**

- FONTAGRO OPEN DATA I. Financial databases with historical information grouped by category such as strategic line, type of innovation, type of research, operation, technological solution, executing country, among others.
- **FONTAGRO OPEN DATA II.** Technical databases with historical information, organized by category, and for projects financed by FONTAGRO since 1998.
- DATABASE "MAPPING OF CAPACITIES AND EXPERTS IN CLIMATE CHANGE IN LAC". This database was financed by the GEF. The objective was to consolidate information on institutions and experts in climate change adaptation and mitigation in agriculture.
- DATABASE OF AGTECH UNDERTAKINGS IN CENTRAL AMERICA AND THE DOMINICAN REPUBLIC, FOCUSED ON CLIMATE CHANGE ADAPTATION. This database was financed by the GEF. The objective is to present the mapping of agtech ventures in Central America and the Dominican Republic linked to climate change adaptation themes.



#### **3 WORKSHOPS AND SEMINARS**

- FODA WORKSHOP "EXPLORING OPPORTUNITIES FOR IMPROVING INTEGRATED WATER RESOURCE MANAGEMENT (IWRM) IN FAMILY FARMING IN THE DRY CORRIDOR OF NICARAGUA".
- FONTAGRO PARTICIPATES IN THE WORKSHOP "STRATEGIC ANALYSIS OF UPSCALING OF SICA IN PANAMA.
- XIV WORKSHOP ON TECHNICAL FOLLOW-UP OF PROJECTS AND IV SYMPOSIUM ON CLIMATE CHANGE ADAPTATION IN FAMILY FARMING.
- IX SCIENTIFIC EXCELLENCE AWARD 2019.
- XI EXTRAORDINARY MEETING OF FONTAGRO BOARD OF DIRECTORS.
- FONTAGRO PARTICIPATED IN INNOVATION WEEK IN AMERICA 2019 ORGANIZED BY THE FAO.

- PLATFORM WORKSHOP ON WATER MANAGEMENT IN AGRICULTURE 2030-2050" IN SANTIAGO, CHILE, MARCH 20 TO 22, 2019.
- WORKSHOP TO IDENTIFY ENVIRONMENTALLY SOUND TECHNOLOGIES FOR CLIMATE CHANGE ADAPTATION OF LUPINUS CULTIVATION, IN BOLIVIA, CHILE AND ECUADOR.
- WORKSHOP "OPPORTUNITIES FOR CARBON SEQUESTRATION IN LATIN AMERICA AND THE CARIBBEAN".
- 3 FINANCIAL-ADMINISTRATIVE FOLLOW-UP MEETINGS WITH PROJECTS IN EXECUTION. THREE PLENARY MEETINGS WITH THE MANAGERS OF THE PROJECTS IN EXECUTION, ONE IN PERSON.
- 15 Technical follow-up meetings with project managers.
- 15 Follow-up meetings on themes of knowledge management, communication and dissemination of results.
- Course on Profiles and Proposals at IPTA Paraguay.



#### 12 INITIATIVES IN FONTAGRO EN RED

"FONTAGRO en RED" is an initiative aimed at facilitating encounters between scientists from different disciplines with entrepreneurs and agencies interested in cooperating on development of new technological solutions for the agricultural and agri-food sector in LAC. These strong networking capabilities built by FONTAGRO over the years have facilitated linkages between experts, technicians, scientists, academics, producers, entrepreneurs and other international agencies with different disciplines and experiences, creating key synergies for promotion of innovation. There are currently 12 registered initiatives. The platform was developed in two languages.



#### **NEWS AND MORE THAN 2.470 FOLLOWERS ON SOCIAL NETWORKS**

Numerous news items and presentations were made on social networks, increasing for example on Twitter from some 1.900 followers to more than 2.470.

# 2018/ Annual 2019 Report

### **Administrative Technical Secretariat**



With the support of:





www.fontagro.org

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