



Partnerships for  
**Forests**

**How policy  
and regulation  
can promote  
sustainable  
forest-focused  
businesses:**

supporting the  
development of a  
Colombian national  
bioeconomy



Colombia is a potential role model as to how public policy can support forest-friendly, sustainable business development and grow a bioeconomy that helps to mitigate climate change, fight deforestation and support economic growth. This case study shares details about the Colombian model and how a range of activities supported by P4F have contributed to this, including:

- ① • Supporting institutional articulation that resulted in an updated Colombian public policy Decree (690/2021) that provides legal framework for production of non-timber forest products (NTFPs).
- ② • Articulating multistakeholder participation in the Decree's consultation process, which resulted in the development of required technical procedures and species-specific protocols (for six species from three different regions).
- ③ • Establishing a more efficient and effective NTFPs licencing process e.g., four out of five permit requests being approved for three forest businesses in the P4F portfolio – Naidiseros del Pacífico SAS, Planeta SAS and Corpocampo.

\*All interviews for this case-study were conducted between March – May 2022



Photo Fred Mauro

# Introduction

The bioeconomy in Colombia is defined as an economy that efficiently and sustainably manages biodiversity and biomass to generate new value-added products, processes and services based on knowledge and innovation. The vision of growth centred around the sustainable use of native forest resources as a means to bring social, economic and environmental benefits, has been at the core of Colombia's post-conflict plans for rural economic development. This is evidenced by Colombia's National Policy on Sustainable Recovery, which states that "bioeconomy is an opportunity to take advantage of the country's knowledge and natural capital as a force for economic growth, social development and environmental sustainability" ([CONPES 3934](#)).

According to the [IDEAM](#) as of 2021, some 52.3% of Colombian territory, or 59.7m hectares, was covered with natural forests. According to the National System of Protected Areas, the country currently has 60 protected natural areas, covering 22.9m hectares, which corresponds to 11.1% of the country. Despite this potential, [less than 2%](#) of this land is under any form of sustainable management for economic activities. In addition, according to the Instituto de Hidrología, Meteorología y Estudios Ambientales (IDEAM), the official national monitoring system, deforestation has been on the rise since 2010. In [2021](#), the country lost almost 174,103 hectares of natural forest, which correspond to an increase of 1.5% from 2020

To incentivise the protection of standing forests, the commercialisation of non-timber forest products (NTFPs) could help the government achieve its commitment to the Glasgow Leaders' Declaration on Forests and Land Use signed at the UN Climate Change Conference (COP26) in 2021 as well as their Green Growth and Green Businesses Plans. With an estimated market worth US\$50 billion by 2050, NTFPs can also guarantee the sustainable use of wild flora to ensure their presence for future generations.

**“Colombia needs to present itself more as an important leader in the realm of NTFPs and the bioeconomy. We have opportunities with the new goal of protecting 30% of the planet’s biodiversity by 2030, and with the agreements reached at COP26, of improving targets in relation to biodiversity, climate change and sustainability.”**

**Sandra Sguerra**, Advisor at the Ministry of Environment, formerly at the National Development Planning Department of Colombia – NDP

Almost [52.8% of Colombian forests](#) are collectively managed by indigenous, afro-descendant and rural populations. A key barrier to scaling the bioeconomy sector in Colombia was the lack of specific and inclusive regulations for the sustainable harvesting of NTFPs. The country's legal framework for the commercial use of NTFPs was based on regulations enacted in 1974 and updated in 1996. Under the legal framework from 1996 (decree 1791 - Régimen de Aprovechamiento Forestal), the Colombian Ministry of the Environment and Sustainable Development (MADS) estimated that the number of permits issued related to less than 10% of existing commercial operations, meaning that the country's NTFPs industry is largely informal and not legally recognised. As a result, many rural communities and companies were unable to produce NTFP-based business plans and the sector faced difficulties in attracting the capital needed to realise its potential.

On 24 June 2021, a new regulation, [Decree 690/2021](#), was signed by the former President of Colombia, providing a legal basis for the use of NTFPs. The decree covers several commodities including fruits, leaves, bark, seeds, resins, roots and other parts with potential commercial value harvested from the Colombian wild flora. The decree sets out to conserve these renewable resources and promote a culture whereby the sustainable use of Colombian flora is sensitive to the customs of Indigenous communities. The decree allows individuals, associations and businesses involved in the value chain to operate under a well-defined legal framework, establishing clear guidelines for all involved entities.

**“With the aim of developing a sustainable economy that protects our natural richness and stops the threats to our ecosystem, we have today signed Decree 690 together with our Ministry of Environment, which determines the sustainable management of the wild flora and NTFPs in our territories.”**

[Ivan Duque](#), , Former President of Colombia  
from 2018 to 2022

This case study summarises the status, achievements, lessons and challenges of the initiative ‘Unleashing Non-Timber Forest Products’ that sets out to improve the business environment for NTFPs within Colombia. The initiative financed by the UK government, started as a partnership

between Partnerships for Forests (P4F), the Instituto de Investigaciones Alexander von Humboldt, MADS and the Asociación Nacional de Empresarios de Colombia (ANDI), and provided support to update the previous regulation on the NTFPs permit issuing process.

The development process included best practices such as: (1) ensure stakeholders are given a voice and that policy proposals take stakeholders’ needs into account; (2) use the best available scientific knowledge on ecosystem and species management; (3) build on previous known successes and failures in NTFPs regulations; and (4) combine regulatory improvement with other necessary enabling conditions, such as capacity building for environmental authorities and alignment with broader land use policies.

Following the signing of the decree, the initiative has sought to strengthen the institutional apparatus to ensure proper implementation of the decree and its resolution. The project is expected to close in March 2023.

**“This decree promotes thinking about the sustainable use of forests with the possibility of generating products and supply chains. It will therefore significantly contribute to the national bioeconomy.”**

[Felipe García](#), , Bioeconomy Strategy  
Coordinator, Instituto de Investigaciones



# About the project

P4F initiated a dialogue to support the new legal framework for NTFPs in Colombia in late 2019. At that time, the main problems identified were linked to the lack of a detailed and coherent set of requirements and procedures for the granting of permits for the commercial production of NTFPs. Regional environmental authorities, which were responsible for issuing permits, lacked the capacity and information as to how to achieve this given the absence of specifics in the existing regulation: disparate and inconsistent information meant most businesses waited on average two years for a permit. Another significant problem facing issuers was the lack of specific management plans for the commercial use of species and territories as well as the proper monitoring tools to ensure that commercialisation was sustainable. This left few incentives for companies to explore value chains and establish businesses that enhance Colombia's bioeconomy.

**To support the technical and institutional implementation of processes, the Unleashing NTFPs project focused on four main interventions:**

- Active consultation, which involved multiple stakeholder groups to discuss the technical and legal aspects of the new decree and ensure that the regulation was practical, and a new decree would be inclusive in terms of whom it would benefit and how.
- Development of technical procedures, which was led by the Alexander von Humboldt Institute and resulted in the production of a standard protocol with general guidelines on species management.
- Development of species-specific protocols as a reference for consultation and harvesting permits.
- The fast tracking of implementation in order to demonstrate the effectiveness of the new legal framework, providing training to environmental authorities on its implementation, as well as support with issuing the first four permits to two forest businesses in Colombia - [Naidiseros del Pacifico SAS](#) and [Planeta SAS](#).

## The main results to date

- Stakeholder feedback from 391 participants was compiled and submitted to the government for review after 15 workshops conducted both online and in-person, involving environmental authorities, public institutions and companies interested in sourcing NTFPs.
- Changes to the regulation included differentiated selection criteria and exceptions for the use of cultivated NTFPs.

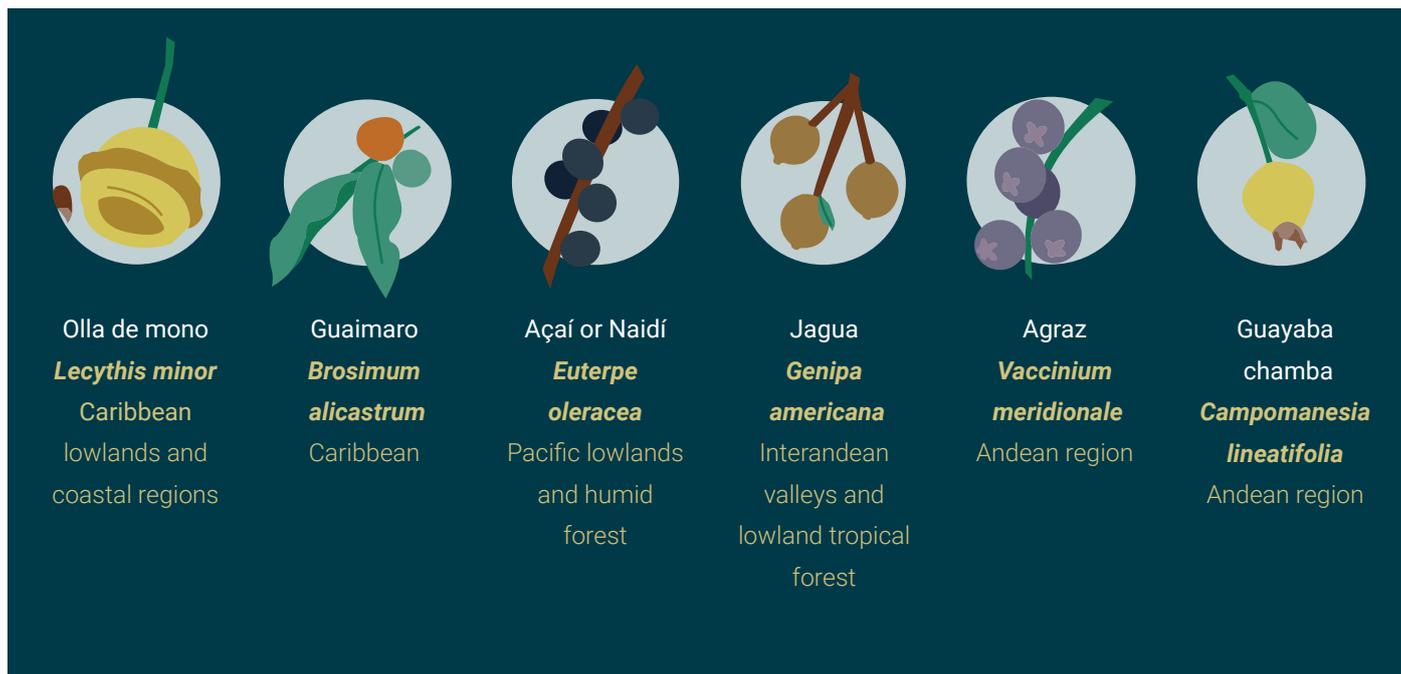
- A paper assessing the risks of biopiracy in relation to the decree.
- Technical capacity of regional environmental authorities to assess permit requests was improved after five capacity-building workshops were held.
- Management protocols for six species from three different regions (Pacific, Andean and Caribbean) were created to facilitate assessments by environmental authorities primarily in relation to the food and cosmetic sectors.
- The Ministry of Environment and Instituto de Investigaciones Alexander von Humboldt completed a public consultation process for the resolution as part of the P4F-funded project, between 23 April and 8 May 2022.



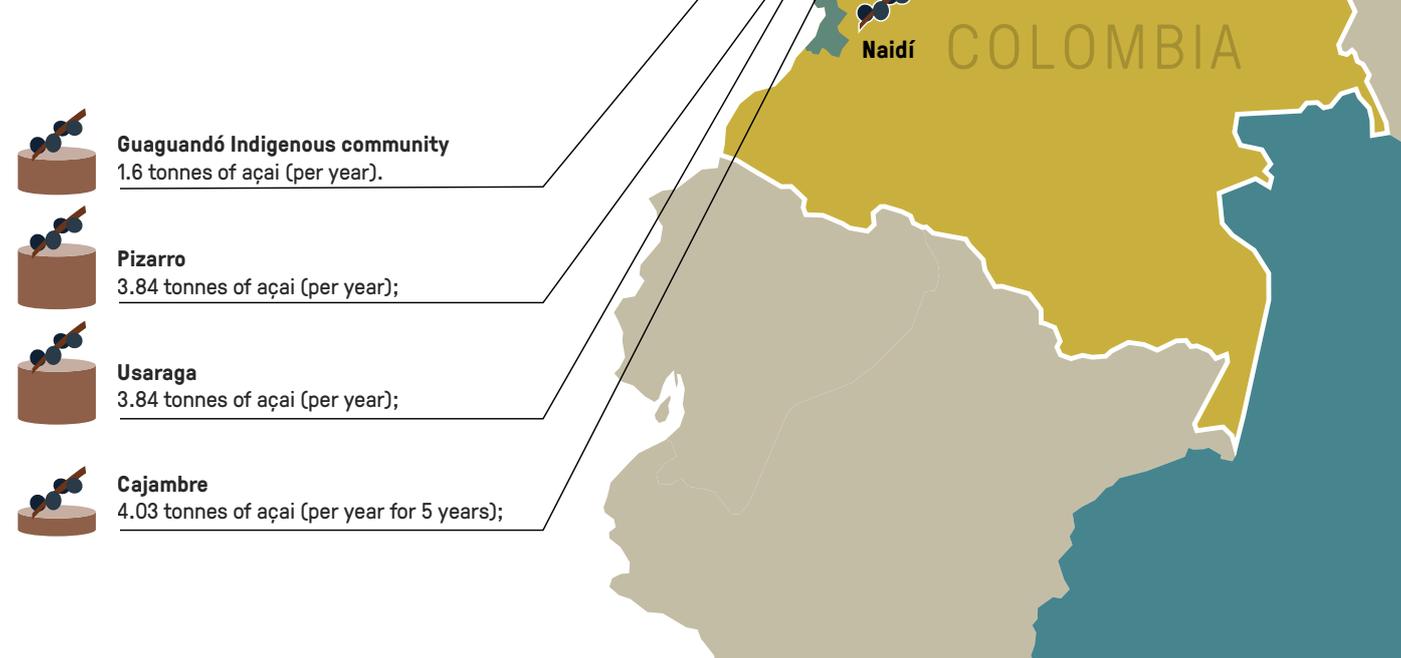
Photo Juliana Tinoco

## Figure 2. Management protocols were created for six species and regions

(for more information see the SIB Colombian Portal, and the catalogue of Colombian Plants and Fungi on [ColPlanta](#) and [Colfungi](#))



As a result of the initiative, four out of five permit requests were approved for two forest businesses in the P4F portfolio: Naidiseros del Pacifico SAS and Planeta SAS. In the case of Naidiseros del Pacifico, three permits were granted within 5 months of their submission, highlighting the improved efficiency of the local environmental authority thanks to the new regulation. The granted permits will ensure that over 14 tonnes of açai will be harvested per year in four different regions of Colombia:



# Interview with Adriana Santa Méndez

Photo Fred Mauro



Adriana Santa Méndez was the Director of Forests, Biodiversity and Ecosystem services in the Colombian Ministry of Environment by the time the interview was completed. In 2017, when Colombia faced its biggest increase in deforestation in decades, the Ministry saw NTFPs as an opportunity to counter this trend and create incentives for communities to view protection as a financial solution. As Adriana stated in relation to P4F:

**“In 1996, there was a need to broaden the production of NTFPs. The National Government identified the need for regulation and the need to strengthen the management and sustainable use of forests through NTFPs. As a result, Decree 690/2021, which defines the management and sustainable use of NTFPs and clarifies the definition and legal security of NTFPs in Colombia, was born.”**

Photo Fred Mauro



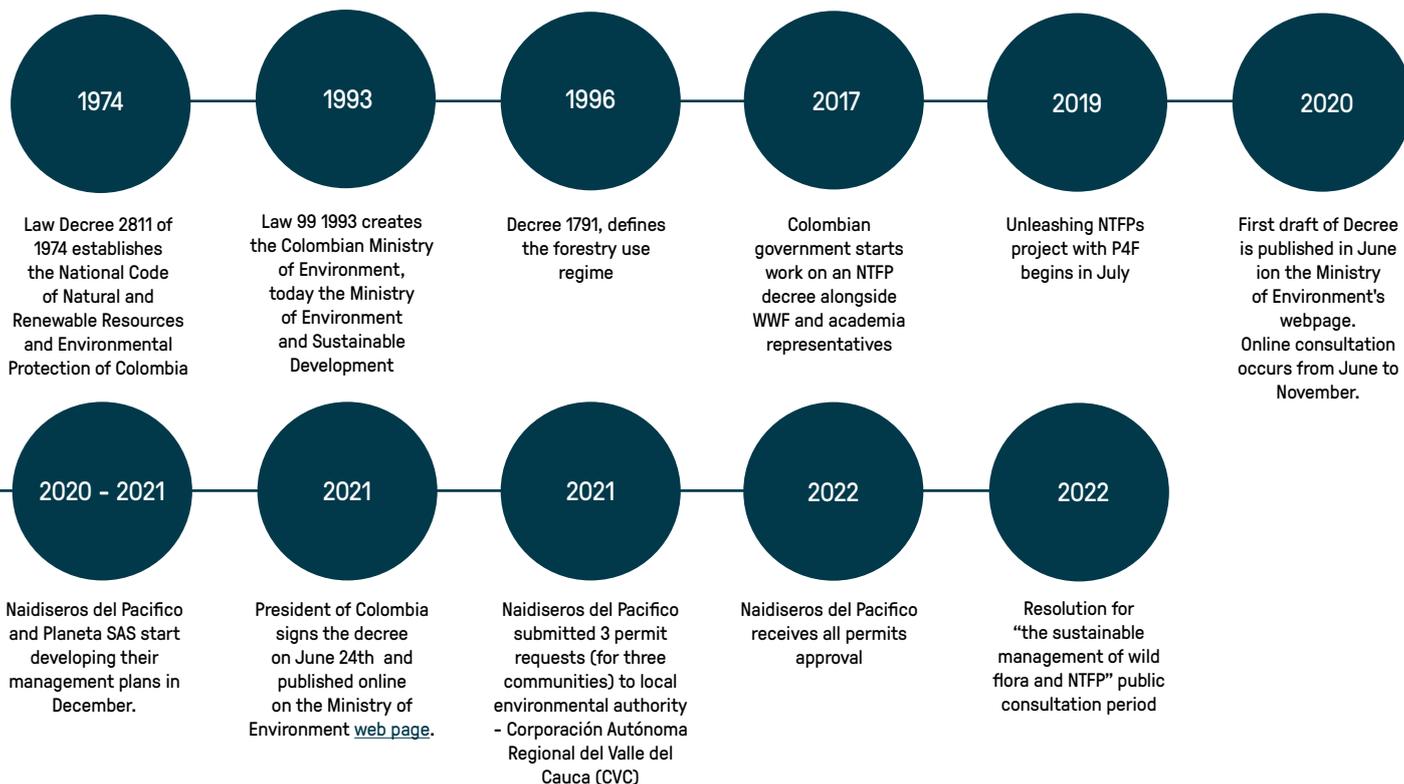
Working closely with technical experts and civil society, the decree recognised the marketability of what is now a 4 billion pesos (equivalent to £800m) industry. The 2021 policy amendment will help ensure the decree is now operationalised and allows Colombia to develop a legal system for sustainable forestry together with guidance and guidelines.

Adriana continued: “The decree specifically defines wild flora management in the natural forest. In that sense, for example, depending on where the ecosystem is found, it seeks to promote the sustainable use and management of fruits and plants, and that their use and the accessibility requirements are accompanied by concessions or permits for domestic, commercial or particular use.”



Açaí or Naidí | *Euterpe oleracea*

## The timeline of the project's milestones



## Interview with Felipe García

Photo Fred Mauro

Felipe García is the Bioeconomy Strategy Coordinator at the Instituto de Investigaciones Alexander von Humboldt, a research institute linked to the Executive Branch of the Government of Colombia. Felipe and his team have been responsible for leading the project's engagement with institutional actors and communities to design the six species inventories.

According to Felipe, the decree has created "clear rules of the game" between companies and the environmental authorities regarding the expectation in terms of their management plans and forest protection responsibilities. In addition, he stated that for authorities the new amendment provides "clear guidance about what is the most important information to request from a company."

The institute acted as a facilitator to ensure local organisations, communities and actors with different interests were not only consulted but actively involved in creating the decree together: "A decree is not only something that the President signs; it derives from this local exercise, which should be performed in a participatory manner," commented Felipe.

"The project allowed for testing the decree's implementation, both with enterprises and with the authorities. This was possible thanks to the project's funding across territories,



the spaces for negotiation and all the developments required alongside enterprises and environmental authorities which, in this case, are pioneers in the use of non-timber products."

With 33 sub-national environmental authorities and hundreds of companies potentially interested in applying for permits, the next step for Felipe and his team (with the support of P4F) will be to produce pedagogic material for all actors involved and to design an approach for ensuring the information is transferred and implemented effectively.



Agraz | *Vaccinium meridionale*

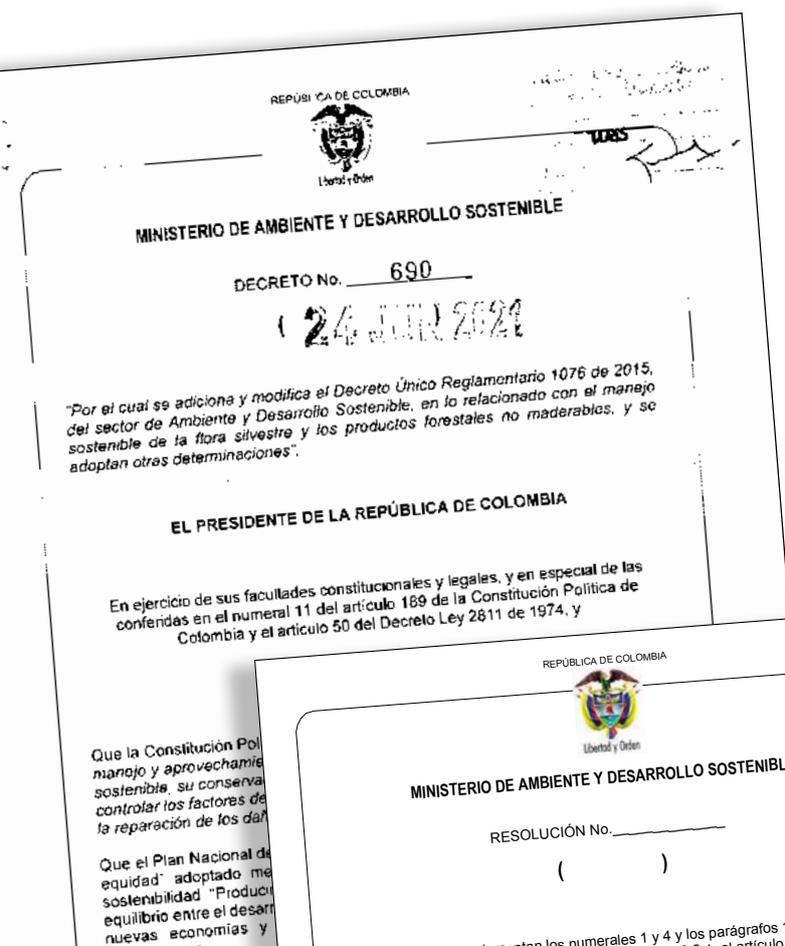
## Decree 690/2021's main contributions

**“When you think about NTFPs, you think about oils, bark and seeds - which is all very normal for some people. But can I exploit that and make a business out of it? The amount of money or material that can be used from a forest is endless.”**

Paulo Pulgarín, Investment Associate at P4F

By making the license application process more efficient, the decree will expedite approvals for businesses. From the local environmental authorities' perspective, the decree is a tool that provides guidance for evaluating certain types of requests for permits. “The decree gives us initial guidelines - detailed by the resolution – which help to determine how to assess permit applications,” said Sneydher Rangel, Environmental Authority of Santander. Angela Burgos-Herrera, Vice-Director of Environmental Knowledge at Corponariño, added: “The decree is a much more technical, operational, community-friendly instrument. It precisely defines measuring units, conditions for ecosystems and standardised conditions to access these resources.”

From a community perspective, thanks to the decree, producers can directly obtain a permit for their land. This will help scale community efforts towards the expansion of NTFPs and methodologies. “This is very important because especially for these new non-timber product businesses, the process is designed for the local communities because smallholders rarely go to town to sell or buy, and they are not very acquainted with the bureaucracy. So, what the government has to do is to help them to obey the law. The state should act as a facilitator for development. Therefore, the regulation that the decree offers is very important,” stated Edgar Montenegro, CEO of Corpocampo.



# Roles of each of the institutions in the multistakeholder engagement strategy

René Lopez, Professor of Forestry, NTFPs and Ethnobotany at the Francisco José de Caldas District University, recalled: “In 2017, Nayid from Negocios Verdes and Guillermo Murcia, from the Ministry of Environment contacted me because they knew that we had been working to generate a catalogue of non-timber forest products. We then started the collaboration on a personal level. We would meet Guillermo in the afternoons in the ministry and start to work on the draft document. Then WWF also joined, followed by the European Economic Community and finally P4F. This is an example of how we always need to work with authorities, ministry, academia and international organisations.”

Several organisations took part in the research and development of the new regulations.

## National government

The Colombian Government’s strategic vision of promoting economic growth while also fighting deforestation with the support of P4F focused on the design of the governance structure for NTFPs management. The government supports the project with previous legal regulations and offers new legal frameworks for a more efficient, rigorous and accountable implementation process.

**“The ministry serves as the policy’s director, regulating what is established by the decree in terms of accessing these resources. On a second level, there are Regional Autonomous Corporations that play an important role, acting as the environmental authority in the territory to whom the communities submit their permit requests. The communities have the best knowledge of their area, and they structure the project and implement it.”**

**Adriana Santa Méndez**, former Director of Forests, Biodiversity and Ecosystem services, MADS

## Environmental Authorities

While the Ministry of Environment serves as the public regulating entity, according to the terms established by Decree 690/2021, the Autonomous Corporations should accompany the submission, evaluation and monitoring of the requests for permits. The environmental authorities are responsible for approving licenses and providing concessions for permits to use wild non-timber flora resources in the forest. Their role also includes monitoring the territory when permits are under structural revision or when technical visits take place. They then need to control and monitor whether what has been approved by the permit and the terms established by the decree are complied with.

## Alexander von Humboldt Institute

Alexander von Humboldt Institute’s mandate is to promote, coordinate and execute scientific research aimed at promoting knowledge, conservation and sustainable use of Colombian NTFPs. The Humboldt Institute’s team was dedicated to the technical execution of the project including engagement with institutional actors and local communities, management and coordination of the creation of six species inventories including data-gathering, and community involvement (with the support of external consultants). Before the decree’s approval, the Humboldt Institute’s team organised opportunities for dialogue with producer communities. Since the decree’s approval, the team has been working on strategies to ensure its proper implementation and dissemination at different community levels.

## Asociación Nacional de Empresarios de Colombia (ANDI)

ANDI was active during the entire process that resulted in the Decree. Through ANDI, the Humboldt Institute was able to reach out to other companies that were generating value from NTFPs not known to the project. ANDI’s participation has been crucial to engaging the business community by making the process simpler and more practical given the realities on the ground:

“For the environmental authorities we can really offer a simpler pedagogical exercise, but with companies, it is harder because they are very diverse. We therefore partnered with the National Business Association of Colombia (Asociación Nacional de Empresarios de Colombia-ANDI), as they represent the communication channel between the companies in order to communicate the benefits of the decree and the possibility of generating closer relationships between companies and the environmental authorities. The implementation phase involving all its actors throughout the national territory is therefore crucial.”

**Felipe García**, Bioeconomy Strategy Coordinator, Instituto de Investigaciones Alexander von Humboldt

## Producer communities

The producers are responsible for complying with the decree and related protocols that specify rules for production. In that sense, they are also responsible for the community-level monitoring of the policy, for expanding markets and scaling the level of impact that the policy may have.

“The producers have always sought a differentiated focus according to their scale and characteristics, and I believe that this was one commitment that was reflected in the decree. This identified small, medium and large users, and produced differentiated requirements for the decree’s implementation. The participation of communities was also important.”

**Maria Claudia Torres**, Project Manager, Humboldt Institute

“The program is very important because it can be scaled, and we actually envision a much larger project. Now we want to add carbon-capture mechanisms in these agroforestry systems, and through the installation of solar panels we are evaluating how to expand to a more encompassing project using other national funds such as Fondo Selva and international funds. The decree therefore helped pave the way to greater developments.”

**Edgar Montenegro**, Corpocampo

## Consumers

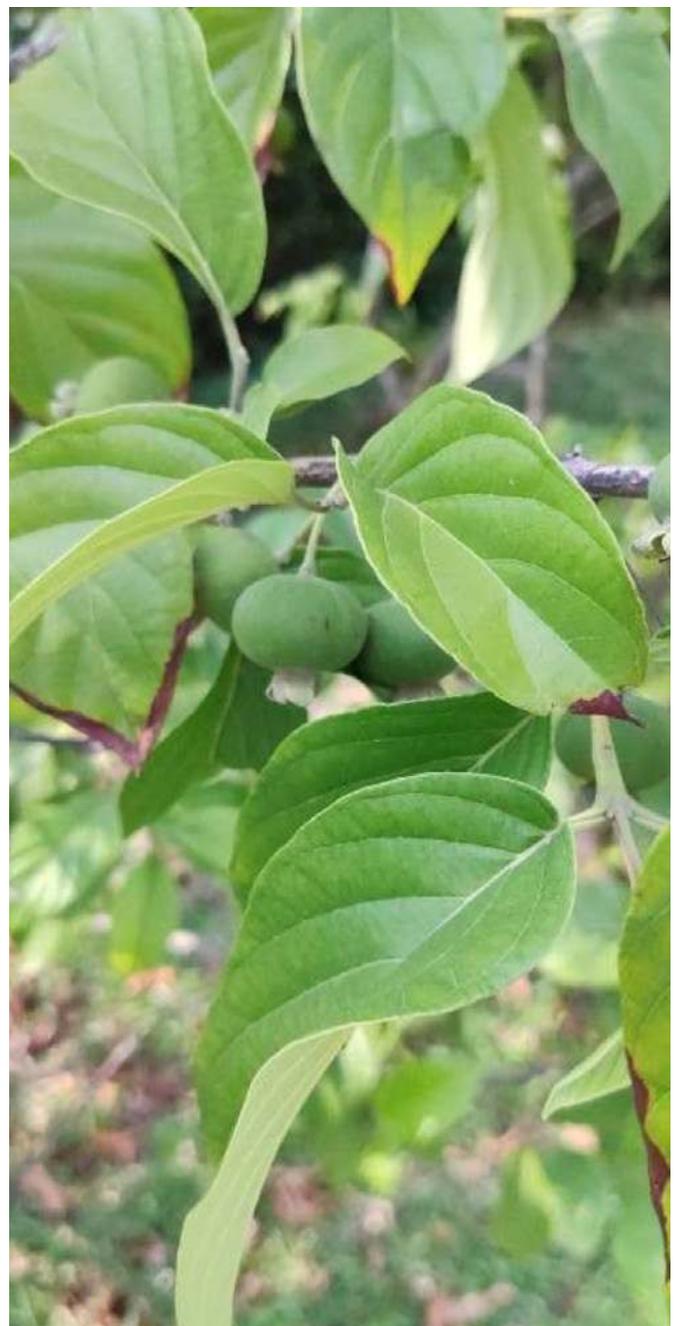
There are no markets without consumers. Conscious consumers of NTFPs and derivative products are therefore

essential components contributing to the success of these products in the Colombian and global markets.

“The role of the consumer is very important, but most people do not know the process behind what they are eating or consuming. So there also needs to be a focus on education about what the forest can deliver through this public policy. Education, in this sense, needs to transcend the autonomous corporation and the community and must reach the consumer himself. The consumer is the one who directly uses what the forest is offering.”

**Sandra Sguerra**, Advisor at the Ministry of Environment, formerly at the National Development Planning Department of Colombia – DNP

Photo Torres Juan



Guayaba chamba | *Campomanesia lineatifolia*

## International Cooperation

Because NTFPs production is still a relatively young market, there is the opportunity to better position and strengthen actors in the value chain, which can then result in the identification of multiple new products (and business opportunities). International cooperation is playing a role of promoting research that generates clear protocols for production, marketing of different products and identifying the potential for export or local consumption. Additionally, it can support traceability, sustainability and certification across businesses to guarantee that products are wholly sustainable, and they are not contributing to a loss of forests or other negative externalities. This can work to support the fair and equitable distribution of the benefits in relation to valuing, promoting and protecting traditional knowledge systems.

**“How can we guarantee that a forest product can be used without resulting in cultural erosion, one that does not negatively affect the territories and local cultures? Whereby the traditional knowledge systems are not lost, but strengthened, and are even able to generate benefits for the local community. Because in this way there may be economic growth for the country and all the actors in the value chain which will guarantee standing forests for a long time.”**

**Sandra Sguerra**, Advisor at the Ministry of Environment, formerly at the National Development Planning Department of Colombia – DNP



## Towards a participatory approach

During the project, different public participation activities were conducted, including 5 workshops in 2019 and 206 participants in the cities of Florencia, Cali, Bogotá, Medellín and Montería. The workshops were run in a consultative manner by presenting the decree proposal and gathering participants' concerns, suggestions and comments. After the decree was issued, approximately 61 people from three cities (Sincelejo, Villa de Leyva and Quibdó) participated, from local communities through to representatives from environmental authorities to understand the content and acquire tools to navigate the new decree. The workshops provided opportunities for participants to ask questions, for example about the definition of NTFPs and the opportunities around their sustainable use. Being able to receive input from stakeholders on the ground enabled the technical team to better understand concerns and matters that had yet to be addressed. This also allowed the protocols to be created with greater understanding and the involvement of local communities.

Interviewed partners and workshop participants evaluated the participatory methodology developed by the project and identified that it promoted an exchange of experiences and the enhanced involvement of producers. It is anticipated that this will lead to a better implementation of the decree and an improvement in the business environment for NTFPs.

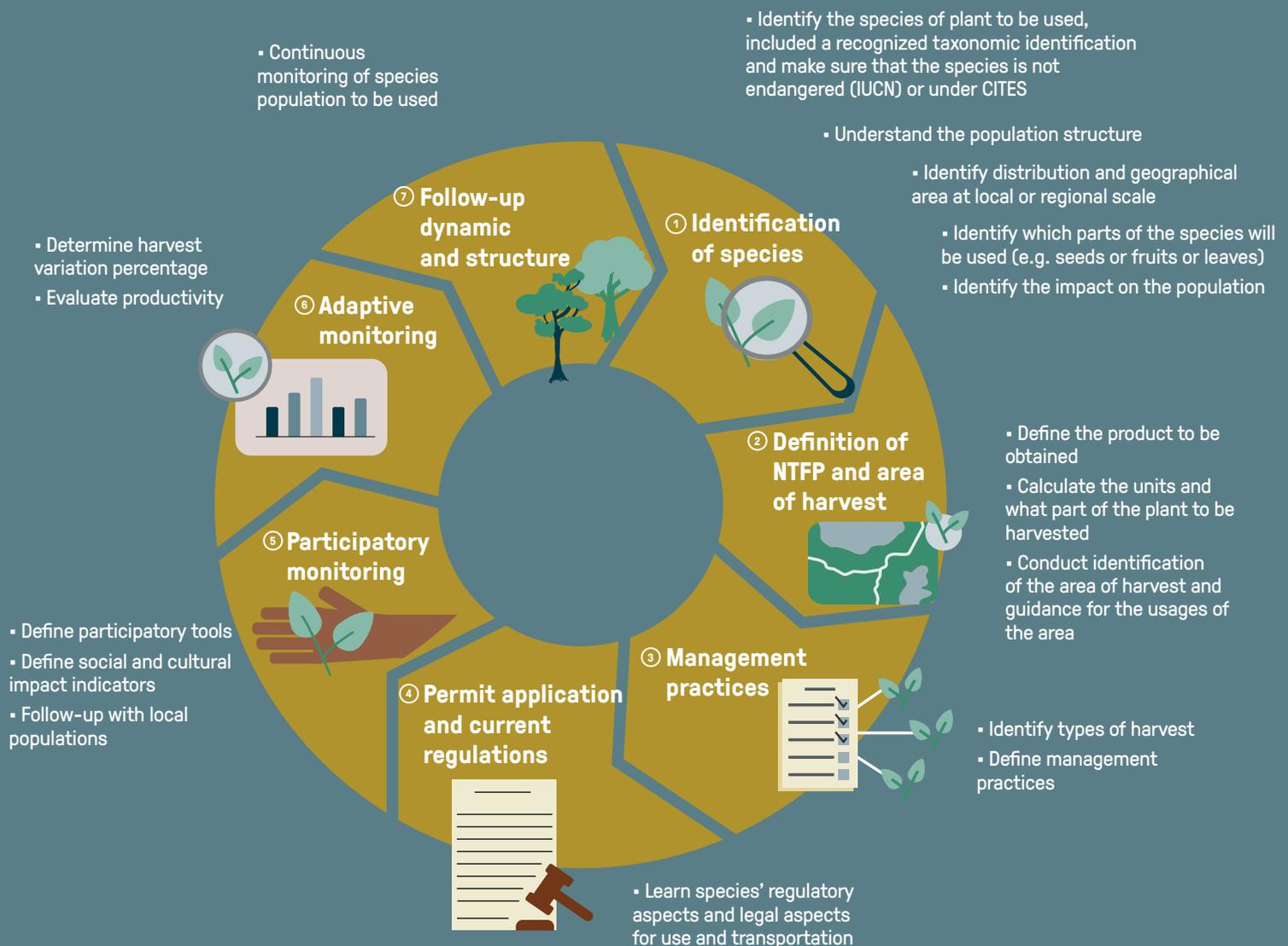
**“The workshops allowed for a comprehensive approach to the decree. We have three regional offices in addition to the headquarters and being able to hold webinars helped communicate with our many employees, and it is good that everyone can access this information.”**

**Jully Forero**, Sub-direction of Environmental Control and Management in Cormacarena, Environmental Authority of the Department of Meta

The inventories of species were compiled by harvesting communities with the advice of expert researchers, especially following COVID-19-related restrictions to fieldwork. Initially, it was planned that the fieldwork would be performed entirely by the project's field researchers, but given travel limitations, community members were hired and given specific roles in data collection for the inventory, under the supervision of researchers. There was therefore a pronounced level of community involvement, and thanks to this experience, milestones for developing technical expertise were included in the second phase of the initiative.

Based on different localities where the açai is harvested (Buenaventura - Valle del Cauca and Vigía del Fuerte - Antioquia), representatives of the Naidiseros del Pacifico enterprise were chosen to take part in the technical studies. The selected members were afro-descendant and Indigenous community members and came from areas that have common land resource management models. The representatives participated in the research process from the outset, met the technical consultant once a month to help identify quantities to be requested, and elaborated terms of reference for hiring consultants.

## Fundamental steps for developing a non-timber forest product (NTFP) protocol



# Interview with Edgar Montenegro, CEO of Corpocampo

Photo Fred Mauro

Edgar Montenegro is the CEO and co-founder of Corpocampo, a community-based enterprise in the Pacific and Colombian Amazon regions. P4F has supported Corpocampo in developing agroforestry systems for palm species involving former combatants as producers on a 100-hectare farm, as well as improving the value-chain of two Amazonian fruits: copoazú and camu-camu. Thanks to this cooperation, 70 thousand hectares of forests have been protected, in accordance with conservation measures outlined in the decree. In addition, 800 hectares are being used to establish agroforestry systems with small producers in five municipalities in the Putumayo department.



The history of Corpocampo started in Putumayo in the Colombian Amazon when Edgar saw the potential to support local farmers to produce hearts of palm instead of illicit crops. The idea to form a cooperative was created in a region known for conflict and armed groups dating back to 1998.

“We started to produce açai in 2009. Back then, I said if we have 30 thousand palms, we’d have the potential to establish a factory. This was how the idea started and we began production, and we reached 8 tonnes in 2015. When people saw the potential of the fruits, we started to attract them. We harvested 10 tonnes, then 30 tonnes in 2016, 70 tonnes in 2017 and in 2018 we reached 300 tonnes of fruits. This generated development.”

Edgar’s story is similar to that of others in Putumayo who struggled to make a living with the sale of NTFPs. He said “my father grew coca plants when we were little because there was a need to generate income. I remember my father

growing coffee, manioc and cocoa, but there was no one to buy it.” Not having a market to sell these goods was one of the reasons he founded Corpocampo to ensure that producers have a guarantee that their goods will be purchased.

**“Today we have signed purchase contracts for 15 years to ensure that their future sales are guaranteed. Such a guarantee ensures that producers will take care of the forest because they know that the forest can generate income. You can really love the forest and be aware of it, but if your children are hungry, there is no possibility of caring for it, you are forced to cut down trees to survive and make a living. If the products are harvested on a permanent basis and generate income, the farmers will be the first to care for the forest.”**

Photo: Project Archive



# Challenges moving forward

From a governmental standpoint, there are three sets of challenges to implementing the decree: the first concerns territorial forest management, which requires direct alignment between environmental authorities, territorial municipalities and the communities. The second relates to educating potential businesses about the peculiarities of producing NTFPs sustainably, and for wild native species, assessing the viability of commercial exploitation of each plant variety which should then be included in the decree. The third challenge is associated with the lack of land ownership by many of the people and the communities that want to harvest and use the NTFPs, which impose technical challenges to provide all the required documentation to be included in the harvesting permit.

Another technical challenge of the project is the appropriate tools for different sized producers. According to the existing decree, different sized producers will have differentiated requirements. This means that for smaller producers it may be too expensive for them to hire experts to conduct preliminary research.

Another challenge to the decree's implementation relates to the presence of armed groups and illegal activities in drug trafficking conflict zones. As Edgar Montenegro stated,

**“These are areas where we need continuous international cooperation and support so that we may continue our activity in order to support the producers to find other sources of income.”**

Information tools need to consider the political and institutional specifics of each region of Colombia and must address incentives and disincentives for complying with the decree, as well as the economic and social inequalities in the area. Community participation during the consultation processes is limited to representatives and decision-makers who can travel to the cities where consultation activities are held, and this can lead to exclusion. Online processes widen the reach, though again this process is only available to those with internet access who are digitally literate. The next phase of the project will consider how to address some of these challenges.

Another key aspect to be considered is how to avoid negatively impacting smaller, informal, community-based and Indigenous

producers of NTFPs if the legalisation process is so challenging that people do not apply. Research into the different regional processes as well as the number of Indigenous communities or companies interested in harvesting NTFPs might be one way to prevent only larger companies from benefitting from the decree. Generally, more research into the possible negative impacts of formalising businesses in indigenous, afro-descendent and rural communities, which have little to no experience in commercial production, is needed and will be considered as the initiative moves forward.

Photo: Project Archive



# Next steps

The next phase will maintain the momentum of the decree by continuing the dialogue with multiple stakeholders and supporting permit requests in order to stimulate new business opportunities.

To inform companies and environmental authorities about the potential for developing NTFPs, the project will create a tool to help stakeholders understand the steps needed to draft and submit permit requests and expand the number of protocols available. The project will continue to facilitate the necessary steps that focus on specific enterprises or groups according to their technical expertise in a region and/or a particular product.

P4F will continue to support small and local businesses to expand their production and markets in Colombia. Examples from Latin American include:

- Supporting two small businesses owned and managed by people living in forest areas of the Colombian Pacific – [Naidiseros del Pacifico SAS](#) and [Planeta SAS](#) - through investments made into strengthening the açai and palm-heart value-chain;
- Support the post-conflict region of Putumayo in consolidating supply chains of native products for a Colombian sustainable food brand – [Corpocampo](#);
- Work alongside the Peruvian multinational AJE, via its sustainable drinks affiliate [Amarumayu](#), to expand their sourcing of native fruits in Colombia, unlocking commercial opportunities for communities;
- Support for innovation in partnership with the company [Ecoflora](#), the first to develop a natural blue colorant applicable to industries such as food and cosmetics; and,
- Expansion of markets for sustainable home-care products that also promote biodiversity protection alongside the [Ecohome](#) brand.



# References

SiB, 2022. "Biodiversidad en cifras". Available at <https://cifras.biodiversidad.co/>.

Arango, Johana Herrera, 2018. "Collective land tenure in Colombia: data and trends". CIPRO Infobrief. Available at [https://www.cifor.org/publications/pdf\\_files/infobrief/6877-infobrief.pdf](https://www.cifor.org/publications/pdf_files/infobrief/6877-infobrief.pdf).

Bernal, Rodrigo et al. "Catalogo de Plantas y Liqueus de Colombia". Universidad Nacional de Colombia. Available at: <http://catalogoplantasdecolombia.unal.edu.co/en/>.

Consejo Nacional de Política Económica y Social, 2018, "Bioeconomía - para una Colombia Potencia viva y diversa: Hacia una sociedad impulsada por el Conocimiento". P.26. Available at: [https://minciencias.gov.co/sites/default/files/upload/paginas/bioeconomia\\_para\\_un\\_crecimiento\\_sostenible-qm\\_print.pdf](https://minciencias.gov.co/sites/default/files/upload/paginas/bioeconomia_para_un_crecimiento_sostenible-qm_print.pdf).

CONPES 3934. "Política de crecimiento verde", July 2018. Available at <https://www.minambiente.gov.co/wp-content/uploads/2021/08/conpes-3934-de-2018.pdf>.

Photo: Project Archive



This case-study was developed by Partnerships for Forests in Latin America, in collaboration with the global Monitoring and Evaluation team

**Marcio Sztutman**  
*Regional Director*

**Felipe Faria**  
*Regional Manager*

**Martin Belcher**  
*Monitoring and Evaluation*

**Isabella Granero**  
*Monitoring and Evaluation*

**Juliana Tinoco**  
*External Relations and Knowledge*

**Paulo Pulgarin**  
*Investment Associate*

**Text**  
*Maria Rita Villela*

**Revision**  
*Stephanie Andrei*

**Design**  
*Estúdio da Julia*

Partnerships for  
**Forests**

 **UK Government**

  
**Palladium**  
MAKE IT POSSIBLE

**S Y S T E M I Q**