



**Indupalma/Associated Work
Cooperatives (CTA) Partnership**

Country	Colombia – Santander and Cesar
PPP typology	Value chain/subsector development
Subsector and commodity	Oil palm
Partnership duration	1999–ongoing
Overall objective	Extend oil palm cultivations in conflict affected areas
Investments	Total: US\$5.9 million [Public: 35% (National contribution: 21%; Donor contribution: 14%); Private: 65%]
Public partners	Agriculture and Livestock Guarantee Fund (FAG) Role: Guarantee fund (investment in land) Agriculture and Livestock Financing Fund (Finagro) Role: Guarantee fund (investment in crops) United States Agency for International Development (USAID) Role: Support the project
Private partners	Indupalma Role: Project preparation; Training; Farmers' products buyer (requirement for farmers to obtain loans) Associated Work Cooperatives (CTA) Role: Produce according to recommendations; Sell harvesting products to Indupalma Fiducolombia Role: Administrative services Megabanco Role: Management of guarantee fund; Provide loans
Intermediaries partners	N/A
Beneficiaries	1 300 Farmers
Main driver of the PPP	Indupalma
Activities	Provision of loans and training to farmers; Provision of social services to farmers' families
Results to date/Impacts	<ul style="list-style-type: none">• Farmers obtained loans for US\$4.6 million and bought 3 716 ha of land;• Produced 39 000 tonnes;• Increased earnings (from US\$196/ha to US\$6 314/ha);• Employment generation.

FAO. 2013. *Alianzas público-privadas para el desarrollo de agronegocios – Informe de país: Colombia. Estudios de casos de países – América Latina*. Roma