



Territorial Development  
and Family Farming



# Territorial Development and Family Farming Program



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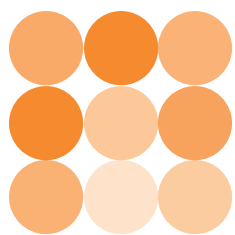
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# I. Introduction

World demand for agrifood products is forecast to increase significantly by 2050, due to population growth (9.7 billion people), urbanization (77% of the population will live in urban areas), a burgeoning middle class (more than half of the population), and more diversified, high-protein diets. It is estimated that meeting the food needs of a larger, more urban world population that consumes more protein will require an increase in agricultural and livestock production of between 60% and 111% by 2050 (UN 2017). This means that more energy will also be needed, placing greater pressure on the natural resources available, and possibly increasing greenhouse gas emissions unless actions are implemented to boost mitigation in agroindustrial production.

In light of these developments, there are emerging issues that could be seized upon as opportunities for devising new approaches and proposed actions that would unleash the energizing potential of rural territories, considering the key role that family farming (FF) plays in those areas. The emerging issues in question include the growing, diversified demand for food, increasing use of information and communication technologies, the private sector's contribution to development processes in rural territories, and the intensification of migration away from rural areas, both within and across countries.

If these challenges are to be tackled and opportunities tapped, the first step required is a reevaluation of rural areas, based on an understanding of their dynamics and the logic of the relationships found within them. In this context, FF has the capacity to spur and drive the development of rural territories. Family farmers operate 80% of the production units in Latin America and the Caribbean and work 35% of the arable land (FAO 2011). Furthermore, some 60 million people are involved, who make up 64% of workers employed in agriculture. It is estimated that there are 16.5 million FF units, 56% of them in South America and the other 35% in Mexico and the Central American countries (IICA 2016). These numbers highlight the size of this segment of farmers, as well as its potential to transform agriculture in the Americas.

The technical cooperation model of the Inter-American Institute for Cooperation on Agriculture (IICA) promotes a positive, dynamic vision of rural spaces, because, as stated in the institution's 2018-2022 Medium-term Plan (MTP), "The member countries of IICA must create a new paradigm for the role played by rural areas. The current perception that these areas simply generate poverty and expel human resources must be replaced by a new approach that values rural areas as hubs for progress, by fostering their use of new technologies as well as by increasing their connectivity." (IICA 2018b, p. 7). FF is key to achieving broad development, given the role it plays in economic growth and socio-productive inclusion in rural territories, and its fundamental contributions to the environmental, social, political and cultural sustainability of territorial development (TD).

IICA views territories as units comprised of rural and urban spaces in which the role and contributions of rural enterprises need to be strengthened, particularly in the case of FF. To that end, the Institute intends

to contribute to the development and sustainability of rural territories and the improvement of the well-being of their inhabitants through knowledge management and the mobilization of human and financial resources.

This document outlines the approach adopted by the Territorial Development and Family Farming Program (TDFFP) in assisting the countries to successfully tackle the challenge of achieving socially inclusive and environmentally sustainable growth, while at the same time boosting FF's capacity to eliminate circles of poverty and integrate producers into the dynamics of the wider economy and trade.





BOX

## The concept of family farming

Family farming (FF) is understood to be a socio-productive category that refers to a way of producing in which family labor is directly involved in the production and management of the production unit. Due to its multifunctional nature —it is a significant source of food production in our societies and optimizes family labor in the rural milieu— family farming plays a key role in energizing local economies and holds great potential for environmental management in territories.

This ***broad, heterogeneous*** concept represents and recognizes the wide variety of people, groups, organizations and types of businesses that depend on agricultural and forestry activities for their livelihoods. This concept is also ***inclusive***, since it encompasses population groups in various situations and with different ethnic backgrounds. Furthermore, it is a ***political*** concept, inasmuch as it reflects social, economic, cultural and civic situations and links, as well as individual and collective behavior. But it is, in particular, a concept ***in constant evolution***, as it adapts to specific contexts.

This concept also makes it possible to identify and characterize FF as a recipient of a set of differentiated public policies, that is, policies designed to bring about human, social and economic-productive development within the subsector, tailored to its special features.

FF is also thought of in terms of its links with rural territories, which define it according to their historical-cultural elements, endowment of natural resources, cities, markets and political-institutional organization, etc.





## II. A renewed approach

Over a 15-year period beginning in 2002, the agriculture and forestry sector in the Americas experienced an upturn and enjoyed economic growth that was driven by the sustained increase in international commodity prices in general, and in agricultural products in particular, and by capital flows toward emerging economies. This resulted in a combination of processes that triggered rapid growth in the demand for food and an increase in the demand for agricultural products, in both international and domestic markets.

Furthermore, countries in the region adopted a series of social adjustment policies under which governments allocated resources to poverty alleviation efforts that proved to be quite successful. This factor also contributed to the increase in the demand for food.

In response to this stimulus, FF expanded its market opportunities, improved producers' incomes and responded rapidly to the growth in demand. Public policies also supported the process by facilitating access to the technical

assistance, financing, technologies and infrastructure needed to meet the demand from new private buyers and the State itself, which viewed FF as a reliable supplier.

The changes in the economic, financial and commercial context of the agriculture sector, and in the policies that most countries implemented for FF and rural territories, brought about the following changes in work approaches, with stakeholders recognizing that FF is part of a wider rural milieu, with which it interacts and is interdependent:

**There is more to rural areas than agriculture.** This means that the needs involved in the development of rural territories cannot be met by agriculture and the ministries of agriculture responsible for the sector alone. Agriculture may be the most important activity in most rural territories, but it is not the only one, and should be complemented with actions in other sectors in rural territories that also generate income, employment and growth.

**FF is part of the solution.** Over the past fifteen years, FF has demonstrated its capacity to respond to both market stimuli and public policies. It has managed to increase the amount of food it supplies, improve production standards, adopt technologies compatible with natural resources, become a reliable supplier to the State through public purchasing mechanisms, and integrate into local, national, and even international value chains. Clear examples of this are to be found in documents published by the multilateral agencies, and the governments themselves in Brazil, Paraguay, Argentina, Chile, Mexico, Dominican Republic and Uruguay.

**FF participates actively in the development of rural territories.** FF has proven to be a key actor in the development of rural territories, making notable contributions in the economic and social domains, especially if it is connected with other economic sectors and actors. When there is an appropriate combination of public policy, investments and market access, FF can create real, decent employment in the rural milieu, and generate income from family-based production and work, and then reinvest its surpluses in rural areas. It is also a reliable supplier for the State, agro-processors and exporters.

FF operations have been based on the associative and cooperative model for production, delivery of services and marketing of products. The results have been positive, as can be seen in aspects such as the basic food basket, with family farmers contributing up to 60%-70% of it in various countries. FF has also helped to reduce rural poverty through income generation, the creation

of employment for the family, the marketing of food surpluses and competitive integration into markets.

It is important that the support initiatives introduced in the years ahead acknowledge and take advantage of FF's potential as an important actor for national development, and continue to enhance that potential by putting in place a suitable combination of differentiated public policies and ensuring that advantage is taken of the opportunities offered by markets. Implementation of initiatives should be coordinated by governments, civil society and the private sector.

## BOX 2

### Typology of family farming

***“Subsistence” family farming:*** Comprised of farms on which production is primarily for personal consumption; integration into the commercial economy is limited; and resources like land, technology and monetary income are insufficient to guarantee the reproduction of the families concerned.

***“Intermediary” or “in transition” family farming:*** Refers to farms with some access to productive resources, whose production is used for both personal consumption and income generation, but which need to adopt strategies to ensure their sustainability.

***“Surplus” or “consolidated” family farming:*** Made up farms on which production is intended mainly for the market, where a large amount of productive resources and consumer goods are available, sufficient to guarantee the reproduction of the family and the production of surpluses that allow them to scale up their operation and accumulate further resources.



### III. Main challenges

Opting for and devising a new approach designed to harness the potential of territories and the opportunities offered by FF calls for differentiated strategies and new tools, perspectives and ways of interconnecting the elements that make up development. To accomplish this, we must begin to overcome the challenges that hinder or delay growth, especially the following ones:

- **Contribution of FF to territorial development.** The well-being of rural dwellers requires, among other things, an FF subsector capable of contributing solutions to rural life. This involves not only food security, but also FF's potential to contribute to the various facets of rural territories. The challenge lies in generating information and identifying alternative ways in which FF's contributions and potential can be harnessed for the rural milieu, and in properly orienting the design of public policies and development initiatives.

# 3

## BOX

### Territorial rural development

Territorial rural development is a process of transformation parallel to, and interwoven with, the economic, institutional, social, cultural and environmental dimensions of rural territories. To accomplish this objective, [it] mobilizes the social and institutional stakeholders in rural territories, promoting systemic changes, creating new opportunities and strengthening people's capacity to realize their full potential, in pursuit of a consensus-based project for the future. It also orients the formulation and implementation of public policies for territorial rural development, and the intersectoral coordination and territorialization of the work of public institutions, in dialogue with the groups of each area. 2010-2030 Central American Strategy for Rural Area-based Development.

- **FF productivity.** Productivity is a key element of FF production systems and, therefore, of the rural economy. Low productivity is a reflection of the incorrect use of productive assets, resulting in higher production costs, smaller volumes of production and environmental costs, among others. Improving productivity is a challenge that requires actions in a number of fields related to both technology use and innovation, and FF's access to productive assets and services and the capacity to use them.
- **Innovation in FF and the rural milieu.** Innovation is essential to improve sectoral and territorial productivity, which is necessary to bring about qualitative changes in the various facets of rural development. Innovation should be based on the needs of rural inhabitants, and on an informed dialogue between them and service providers. To make it viable, it will be necessary to promote public-private arrangements designed to promote the generation and application of knowledge related to productive, commercial, organizational and social aspects of rural territories and their FF.

- **Associative enterprises in FF.** The use of associative practices is necessary for FF to achieve a bigger impact on the economic, social, and political dynamics of rural life. Associative strategies make it possible to improve the governance of FF systems, their productive-commercial processes, and fair distribution of the benefits. The challenge, therefore, lies in promoting greater use of associative entities by family farmers, such as associative business organizations (cooperatives, associations, etc.) and territorial business networks, and their participation in value chains.
- **FF integration into markets.** The economic sustainability of FF production units depends on their having sustained access to markets under competitive conditions, and with fair profits that generate surpluses. This will call for marketing arrangements with favorable conditions for FF that facilitate their integration into local, national and international markets. Particular attention should be paid to differentiated markets that recognize the origin and the value attributes associated with FF.
- **Human and social capacity building.** The success of development processes depends on the capabilities and involvement of rural dwellers. For family farmers and rural inhabitants to play a leading role in solving the problems that affect them, they need to acquire knowledge, skills and attitudes that will empower them and enable them to act collectively and enhance their capacity for innovation, all of which will allow them to improve their living conditions and those of their communities.
- **Inclusion of the most disadvantaged groups.** To achieve the inclusion of the most disadvantaged groups, especially rural women and young people, their involvement in the dynamics of the development of the territories where they live must be guaranteed. This means making their situation visible, strengthening their empowerment and capacity for advocacy, and creating opportunities for enterprises associated with FF, among other aspects.
- **Public-private partnerships.** There is widespread agreement on the positive effects of governments working closely with the private sector and producers' organizations, and the synergies they can generate for consolidating development initiatives. To harness this potential, it is necessary to integrate information on successful cases, learn from them, and incorporate them into comprehensive models for the management of territories and FF.
- **Mobilization of public and private investment for the development of rural territories.** The development of rural spaces calls for the effective

mobilization of financial resources that can be used to harness the potential of rural territories. The challenge lies in designing policies and strategies to channel public investment toward rural areas and stimulate private investment in those territories, and ensure the investments in question complement one another, harnessing the potential of territories and, in particular, their FF.

- **Institutional arrangements that promote carefully meshed public policies.** Moving towards an institutional system for the delivery of services and assets that is functionally integrated and better interlinked and coordinated is a particularly important challenge. There is a need for institutional frameworks and policies that meet the particular needs of rural territories by carefully meshing (economic, social, environmental) sectoral policies and the different levels of public management at the national, state, municipal levels. These efforts should result in the delivery of more efficient and effective productive and social services.

What is needed, then, is for States to adopt a different approach in the way they operate, which inevitably means eliminating the compartmentalization of government functions and linking actions and resources in a congruent



manner with the dynamics of territories and the logic of FF. Differentiated policies for FF, thought of as a set of public policies and instruments focused on a system of production units, should harmonize a set of tools that go beyond the instruments usually contained in sectoral policies, which normally focus on particular activities or actors.

# 4

## BOX

### Synergies between family farming and territorial development

Family farming (FF) is a core component of rural territories, part of a framework of systemic, interdependent relationships. It is a two-way relationship, because the inclusive stimulation of the agricultural economy, based on FF, contributes to the development of territories, while territorial rural development improves the conditions in which FF evolves.

This calls for an integrated approach to address FF and rural development. Rather than the typical sectoral vision, mechanisms are required to interlink sectoral, economic, environmental, social and cultural policies. In this regard, the meshing of policies designed to provide an economic spur to FF with environmental, social, cultural and other sectoral policies, combined with a strategic and articulating vision, has a synergistic potential that must be exploited.





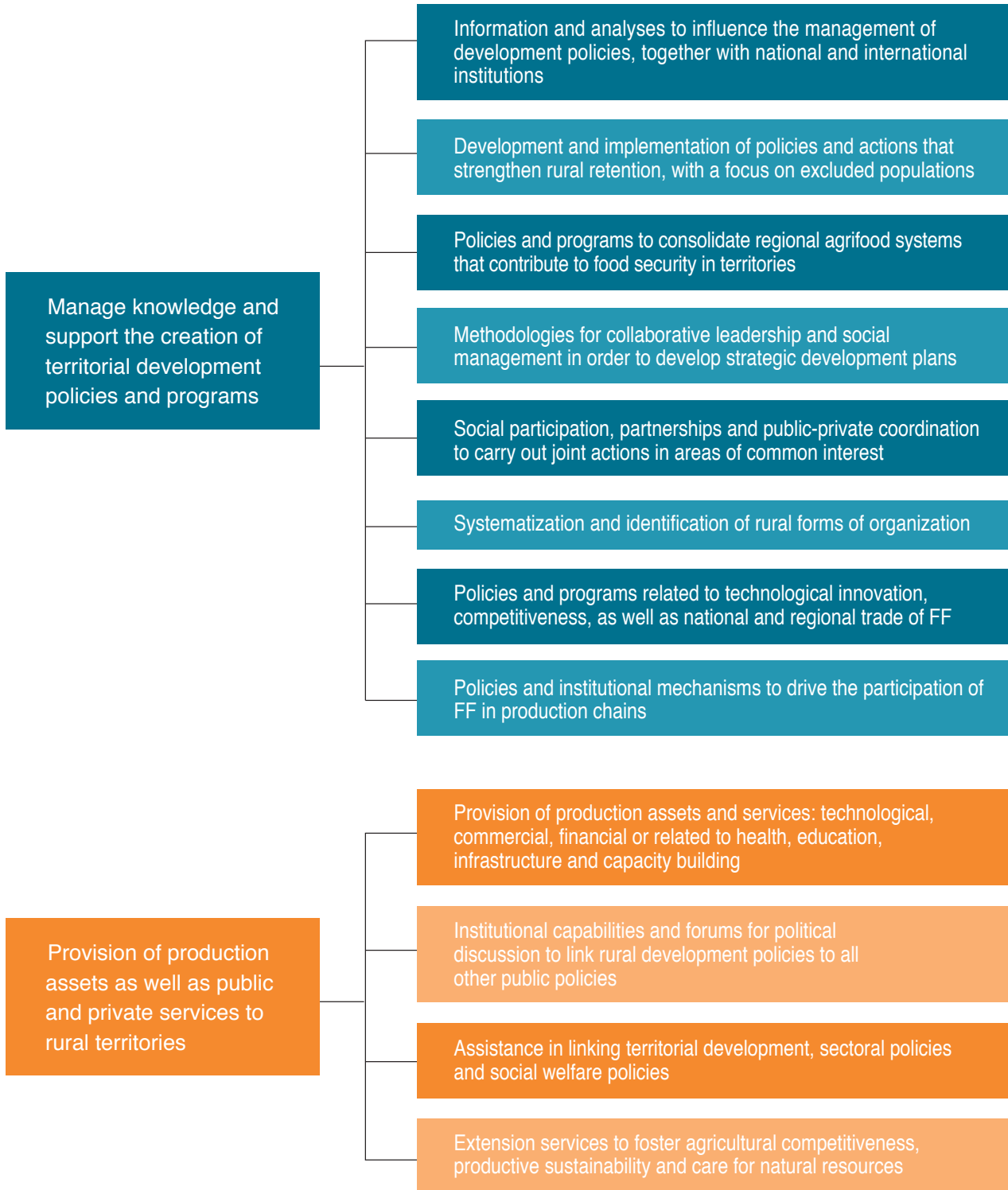
## IV. Areas of focus

The Program adopts a contemporary, multi-sectoral perspective on rurality, which takes into account the heterogeneity of rural territories and future challenges that agriculture, as a whole, faces. The program also reaffirms the strategic importance of FF, in terms of its contribution to food and nutrition security, environmental sustainability in the hemisphere, and rural retention.

The primary duty of the Program is to identify and foster innovative solutions to address the main issues facing rural territories and FF in IICA's member countries, primarily through knowledge management in the form of high-quality technical cooperation services.

The program is based on the guidelines and components established in the 2018-2022 MTP. Specifically, the MTP proposes two guidelines for the Program, each of which is divided into a series of components that are closely linked. These components describe the manner in which the Program will address the abovementioned challenges.

**Diagram 1. Guidelines and components of the Territorial Development and Family Farming Program**



The guidelines were divided into four thematic areas, with a view to exploring them in-depth and facilitating the design of support strategies:

- Information and knowledge on the potential of rural territories and family farming.
- Social management of territorial development and family farming.
- Contribution of family farming to territorial competitiveness.
- Coordinated management of policies and services for rural territorial development.

These thematic areas include a series of actions to strengthen FF and highlight its contribution to the development of rural territories. These areas are described in detail as follows:

# 5

## BOX

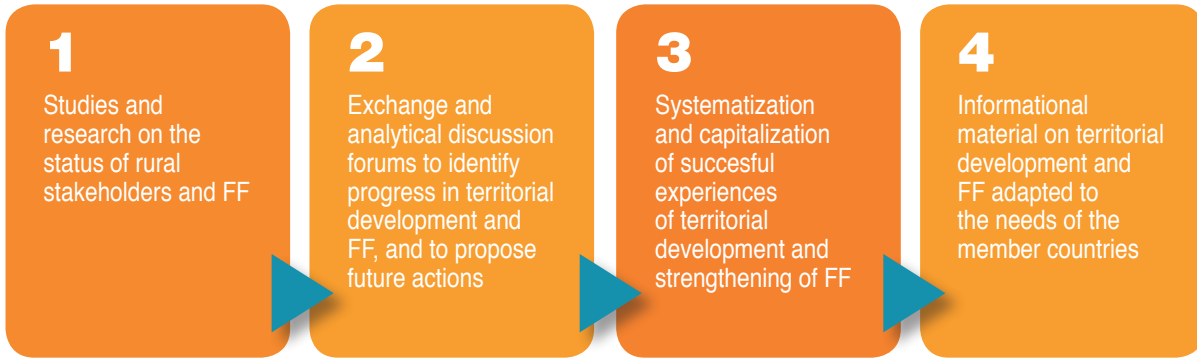
## Contribution to Sustainable Development Goals and the Action Plan for the Decade of Family Farming

Promoting the inclusion of family farming and territorial development contributes to the achievement of the 2030 Sustainable Development Goals (2030 SDGs) in the member countries. More specifically, the Program directly supports the fulfillment of goals 1, 2, 10 and 11, which are closely linked to territorial development, the well-being of rural dwellers, and the sustainable management of natural and production resources.

The Program also carries out concrete actions set forth in the Action Plan for the Decade of Family Farming 2019-2028 (DFF). This Plan seeks to increase the visibility and recognition of the role played by FF in national development, especially its importance in eradicating hunger and poverty and reducing social and regional inequalities.

**Thematic area 1: information and knowledge on the potential of rural territories and family farming.**

Effective knowledge management requires a thorough understanding of the current status and perspectives of rurality and FF. This proves essential when defining actions to help reposition and restore the value of rurality, designing innovative, effective public interventions. This thematic area will foster the generation and management of information and knowledge in collaboration with specialized partners and networks, by means of:



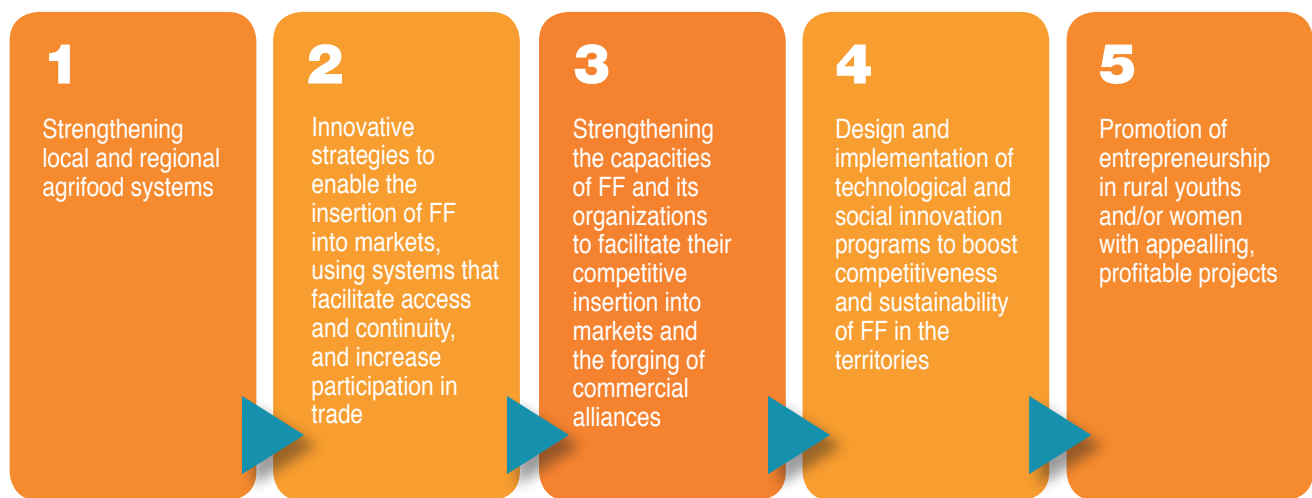
**Thematic area 2: Social management of territorial development and family farming**

The Program will apply a systemic approach to facilitate an understanding of the dynamics, interrelations and synergies present in the territories. Thus, it will promote transformative, participatory processes in institutional, economic and social settings, through the joint design and implementation of public policies and initiatives to foster the development of rural territories and FF, for which it will consider the following aspects:



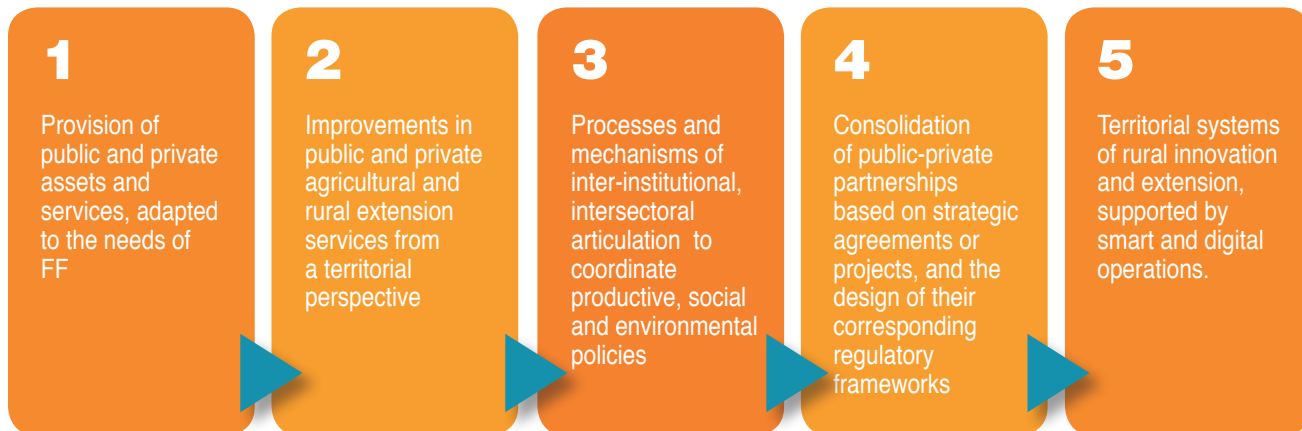
### **Thematic area 3: Contribution of family farming to territorial competitiveness**

Special emphasis will be placed on the stimulation and innovation of rural economies in the territories, mainly by strengthening production ties and alliances between organized FF and markets, from a broad-based, trade-oriented perspective. In this sense, linkages and alliances with the business sector will be key to strengthening a collaborative, co-responsible work process. The following issues will be addressed:



### **Thematic area 4: Coordinated management of policies and services for the development of rural territories**

The Program will seek to promote greater functional integration and coordination of the institutional systems providing services and productive assets, as a means of encouraging investment in rural territories. As part of this effort, and acknowledging the untapped potential of private enterprise – be it companies, the social economy or organized civil society- to contribute to investment and public resources, the Program will focus on forging public-private partnerships between private entities and public institutions at different levels of action, in a bid to contribute to the transformation of the rural world. This area includes:



## Cross-cutting issues

In addition to the hemispheric programs, the 2018-2022 MTP (IICA 2018b) defines two cross-cutting aspects that must be considered in the different components of these programs: a) innovation and technology to generate qualitative changes in production and trade, as well as in social and institutional matters; and b) Gender and Youth, to guarantee an inclusive approach, by effectively including women and young people in rural development.

### *Innovation and technology*

This cross-cutting issue promotes the adoption of new information and practices in productive or organizational processes, which create positive changes, by driving the growth and economic development of FF and rural territories. Within the framework of these lines of action and in coordination with the team in charge of the Innovation and Technology cross-cutting issue, the aim is to focus on the following components:

- Raise awareness and strengthen capacities to promote and support innovation processes by FF stakeholders and rural territories.
- Support the development of policies, innovation systems and instruments that create a favorable environment for innovation.
- Promote access to and dissemination of organizational, technological and marketing innovations. These must be adequate and conducive to increased access to markets within agrifood systems, while promoting competitiveness and sustainability.

- Endorse innovation within organizational structures that assists in the formulation of differentiated policies and more articulated support services.
- Promote the potential of digitalization for knowledge management and propose strategies to incorporate it into the innovation support ecosystem.

As far as this cross-cutting issue is concerned, the role of cooperation mechanisms such as PROCITROPICOS, PROMECAFE, PROCISUR, FONTAGRO and FORAGRO will be key to ensuring synergistic relationships that strengthen the provision of technical cooperation within the Program.

### ***Gender and youth***

This cross-cutting issue seeks to create more equitable conditions for the development of rural youth and women, ensuring that their capacities are fully utilized and that they have an opportunity to make a greater contribution to the development of their communities. The mainstreaming of the gender and youth perspective will be accorded priority in the Program's agenda, through the following components:

- Highlighting and valuing the role and importance of women and youth in FF and their contribution to territorial development as the basis for the creation of more just societies.
- Promoting the participation of women and youth in decision-making in their territories, and at the national and international levels, thus strengthening their organizational capacity and influence.
- Working towards bridging the existing gaps in access to assets and productive and social services by rural women and youth, and enhancing their entrepreneurial capacities.
- Boosting institutional capacities to enable participatory, articulated management of public policies, as well as productive and social affirmative actions that will lead to the reduction of inequities, for the benefit of rural women and youth.



## V. Focal issues for the Program's coordinating team

The framework defined in the previous section is broad and meant to serve as guidance. It includes a spectrum of actions aimed at strengthening FF and boosting its contribution to the development of rural territories. In addition, it defines a scope of action for territorial development and FF support strategies that will be determined in our offices, based on the countries' demands. The Program will also support these national strategies by providing suitable services and ongoing support.

Moreover, the Program's actions will focus on key, comprehensive topics, which will allow it to position itself as a differentiated, specialized service



provider, adding value to initiatives carried out by national and regional stakeholders. The coordination team will concentrate its efforts on these core issues related to FF and territorial development:

- Strengthening **association and organizational capacities** for FF collective actions, by supporting cooperative development models that lead to production inclusion and economies of scale and improve this sector's leadership and negotiation abilities, including the strengthening of farmer networks in rural territories.
- **Equitable, transparent incorporation of FF into markets**, including aspects such as productive territorial clusters based on productive partnerships, their association with national and international value chains, short circuits, institutional markets, and others. This incorporation will be made possible through the identification of these clusters, the establishment of linkages within FF, the creation of business strategies, coordination of support instruments through logistics and services platforms, and through the introduction of policies that lend support to its competitive capacity and the optimal use of externalities.
- Simultaneously, and to support and promote the previously mentioned aspects, the Program will foster the development of **territorial innovation systems**, placing producer organizations at the center of this strategy. The knowledge needs and demands of the sector will be defined within these systems, facilitating the interaction between scientific knowledge and local know-how, in order to generate transformative proposals that will result in productive, social, organizational, institutional and market innovations, supported by the wide range of possibilities offered by **digitalization** for knowledge management.

These issues will determine the focus of the Program, for which it is equipped with the sufficient experience and capacities, but which need to be strengthened by expanding its conceptual, methodological and instrumental bases, in order to arrive at an integrated value proposal. Implementing this initiative will require a strategy that enables the team to position it in the eyes of those seeking the assistance of the Institute, as well as to create internal conditions for the development and provision of the requisite products and services, which is something in which the Program's networks and partners will play a pivotal role.



## VI. Technical cooperation for territorial development and FF

The Institute has more than 75 years of experience in matters related to technology and innovation for agriculture; agricultural health and food safety; agribusiness; agricultural trade; rural development; natural resource management; and training, among other areas (IICA 2018b).

In the field of territorial development and FF, IICA has contributed concepts, methodologies, tools and experiences. These contributions serve as a baseline for the Program, which capitalizes on and incorporates these elements into its actions. Some of the Institute's most noteworthy contributions in this area include

- Managing rural territories using a comprehensive, systemic approach.
- Designing, implementing and evaluating institutional frameworks and public policies that recognize rural territories as management units and family farming as an area of focus for policies.
- Designing strategies aimed at building up technical capabilities for innovation in rural territories.
- Promoting the development and improvement of, as well as access to production assets, support services and social programs, in addition to the implementation of monitoring and evaluation mechanisms.

## Provision of technical cooperation

The Program promotes a multidimensional, interdisciplinary vision with regards to territorial development in general and FF, specifically. Moreover, it seeks to abandon traditional views of rural development and FF, which focus solely on fighting the causes of poverty. This approach is centered on the untapped potential of territories and opportunities for FF in terms of innovation, modernization, associative capacity, access to markets and joint management of development. The Program also recognizes the heterogeneity and diversity of rural and FF forums.

In order to enhance compliance with the guidelines established in the MTP (IICA 2018b) and to implement actions across the previously mentioned thematic areas, a series of services are being offered to capitalize on the experience of the Institute, and which will be further reinforced as new knowledge is created and alliances within the Program are consolidated.

In keeping with the thematic guidelines of the Program, the provision of technical cooperation currently includes the following aspects:

- Development of studies and research on rurality and FF that will guide the design of public policies and development initiatives.
- Exchange and capitalization of experiences as a means of identifying lessons learned and good practices.
- Design and implementation of strategies for the integrated management of rural territories, focusing on the potential of synergies between FF

and these territories and based on the self-management abilities of their inhabitants.

- Improvement of agrifood systems as a way to energize the economy of rural territories.
- Promotion of the associative capacity of FF production units.
- Consolidation of trade systems that foster the incorporation of FF into markets, while supporting the adoption of specialized seals for FF.
- Strengthening of social capital and inclusion of disadvantaged groups.
- Reinforcement of capacities and business initiatives undertaken by rural youth and women.
- Strengthening of institutional structures, technical assistance and rural extension services for FF and rural territories.
- Design and implementation of inter-sectoral institutional frameworks and differentiated, inclusive policies for rural territories and FF.

## **Articulation and alliances for knowledge management**

The current technical cooperation model of the Institute is based on knowledge management. Pursuant to this, it is crucial for the Program to receive the support of professional networks to help reinforce its capacities and offer broader, more suitable technical cooperation.

For this reason, the program will be backed by an advisory committee, consisting of high-level professionals with recognized hemispheric experience; a coordinating team of Institute officials based in different countries and with recent experience on the topics addressed by the Program; a network of IICA specialists; specialists from renowned research centers; and a community of external colleagues with technical expertise. All of these individuals, who have broad experience in matters related to research as well as the thematic guidelines and technical areas of the Program, will make up the Territorial Development and Family Farming Network.

In addition, this technical cooperation model attaches special importance to strategic partnerships, always seeking to ensure the generation and dissemination of knowledge on rural territories and FF.

During the first phase, these alliances will be based on the track record and relationships developed by IICA with different organizations on issues of territorial development and FF, including the following:

- *International organizations that provide technical and/or financial cooperation*, such as the French Agricultural Research Centre for International Development (CIRAD), the Tropical Agricultural Research and Higher Education Center (CATIE), the Food and Agriculture Organization of the United Nations (FAO) and the International Fund for Agricultural Development (IFAD).
- *Research and action networks*, such as the Latin American Network of Rural Extension Services (RELASER); the Network of Public Policies and Rural Development in Latin America (Red PP-AL); the Network of Localized Agrifood Systems (Red SIAL Americana); rural territorial development networks in Brazil (RETE), Mexico (RED GTD) and Colombia (RED GTD/PAZ); as well as the MERCOSUR Specialized Meeting on Family Farming (REAF).
- *Civil society and private sector bodies*, such as the Confederation of Family Farmer Organizations of the Expanded MERCOSUR Region (Coprofam) and Cooperatives of the Americas (previously ACI-Américas).

The Program will seek to capitalize on and expand these partnerships by entering into agreements for the formulation and implementation of action plans, channeling its capacities to meet the technical cooperation requests of the member countries.

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