

4TH CONSULTATIVE FORUM

BIOGRAPHICAL DETAILS OF PARTICIPANTS



Consultative Forum Chairperson - Juan Esteban Orduz, President and CEO, Colombian Coffee Federation Inc, is the head of the group of subsidiaries in North America of the National Federation of Coffee Growers of Colombia (FNC). He joined the FNC in 2003, after a year as Fellow at the Weatherhead Center for International Affairs at Harvard University. Previous posts include Minister and Deputy Chief of Mission of the Embassy of Colombia to the US, where he had a leadership role in the design and implementation of Plan Colombia, and was involved in the extension of trade preferences through the Andean Trade Preferences and Drug Eradication Act (ATPDEA). He has also been Legal Vice President of Cemex, S.A. in Colombia, advisor to Mr. Andres Pastrana (President of Colombia, 1998-2002) during his presidential campaign, Consul General of Colombia in Frankfurt as well as advisor to the Minister of Economic Development. He is currently a director of the NCA USA, a trustee of the Coffee Quality Institute, a member of the Supervisory Board of UTZ Certified and a member of the International Relations Committee of the Specialty Coffee Association of America (SCAA). He has a law degree from El Rosario University in Bogotá, where he received the highest distinction “Colegial de Número”, and a postgraduate degree in Finance at Los Andes University in Bogotá.



International Coffee Organization – Robério Oliveira Silva, Executive Director: Robério Oliveira Silva took up his post as the Executive Director of the International Coffee Organization on 1 November 2011. After graduating in economics from the Federal University of Minas Gerais in Brazil, Robério immersed himself in the field of commodities, particularly coffee. He has 25 years of experience in both the public and the private sectors, including his tenure as Director of the Coffee Department in the Brazilian Ministry of Agriculture, Livestock and Food Supply; Commodities Secretary in the Brazilian Ministry of Development, Industry and Foreign Trade; Executive Secretary of the Brazilian Chamber of Foreign Trade (CAMEX); Secretary-General of the Association of Coffee Producing Countries; and Secretary-General of the Brazilian Federation of Coffee Exporters.



International Coffee Organization – Mauricio Galindo, Head of Operations: Mauricio Galindo took up his post as Head of Operations at the ICO in 2013. After graduating in Economics from the Universidad de los Andes in Bogota, Colombia, he completed an MA in Intellectual History at Sussex University in the UK. He has over 14 years experience in the commodities sector with a particular focus on coffee. Previous experience includes his post as Executive Director, Head of Agricultural Commodities Research at JP Morgan Chase. Prior to that he was the Head of Coffee Research at ED&F Man and Research Officer at the ICO. He has experience in market analysis and strategic planning, including analysis of key changes to fundamentals and forecasts, comparative analysis; updates on trade and economic policy; business change and transformation; strategic planning for the coffee industry focussing on sustainability initiatives; stakeholder communication and project management.

MULTILATERAL FINANCIAL AND DONOR INSTITUTIONS



Asian Development Bank – Dr Naomi Chakwin, Resident Director General, European office: Naomi Chakwin joined the European Representative Office (ERO) of ADB on 29 August 2011. She reports directly to ADB's Managing Director General and in coordination with the Director General of the Strategy and Policy Department. Ms Chakwin has 25 years of international experience, the majority of which has been in Asia. Before joining ERO, Ms Chakwin headed the financial sector division in the East Asia Department. She has extensive development experience in regulation, pensions systems, microfinance, and trade facilitation and has worked in related areas of evaluation and program design. She has worked with three multilateral organizations – ADB, the World Bank and the Organisation for Economic Co-operation and Development. Ms Chakwin is an economist with a PhD specializing in money and banking and international trade. She was a member of the American Economic Association and served as Board member of the first venture capital fund in Samoa.



Common Fund for Commodities (CFC) – Parvinder Singh, Managing Director: Parvinder Singh is Managing Director a.i. of the CFC, an intergovernmental financial institution based in Amsterdam. The Common Fund supports commodity development and provides financing to organisations and enterprises engaged in commodity value chains. The support is directed to innovative interventions that target new opportunities in commodity markets leading to commodity based growth, employment generation, increase in household incomes, reduction in poverty, and enhancement of food security. Mr Singh has over 32 years of experience spanning government departments, public sector undertakings, private sector and an international organization. He has worked in a wide range of sectors and has held positions of responsibility at State, National and International level. He has been responsible for development, design, appraisal, implementation, monitoring, and evaluation of projects and programmes covering diverse sectors such as agriculture, commerce and trade, education, industrial development, rural development and poverty-alleviation, urban governance including local self-government, and water supply in rural and urban areas. He has been responsible for operations and management of public sector undertakings and has been member of the Board of Directors of a number of export promotion bodies and parastatals. Mr Singh holds a degree in Engineering, Management and Economics.



Inter-American Development Bank – Ricardo Vargas del Valle, Senior Specialist: Lead Agricultural Specialist of the Environmental and Rural Development Division of the Inter-American Development Bank, responsible for the Bank's agricultural operations in Argentina. A Colombian citizen, Mr Vargas del Valle is an Agronomist Engineer from the Colombian National University (1976), MA in Applied Economics from the American University (Washington, DC, 1983) and MSc in Agricultural Economics from the University of Oxford (UK, 1986). In addition to his work in the IADB, where he has accumulated more than seventeen years, he has worked in several posts of the Colombian public administration, as Director of the Planning Office of the Ministry of Agriculture (1986-88), General Director of the Integrated Rural Development Fund (1988-90), and Senior Advisor of the Minister of Agriculture (1992-94). He has also worked as an international consultant in rural and agricultural development programs in many Latin American and Caribbean countries.



International Finance Corporation (IFC) – Panos Varangis, Head, SME Finance Advisory: Panos Varangis currently heads the advisory services unit within the Financial Institutions Group at IFC. Panos leads IFC’s work in advising financial institutions to provide financial services to SMEs, agribusinesses and farmers. Before joining IFC, Panos served as the Deputy CEO of the Agricultural Bank of Greece (2004-2009). From 1987 to 2004, he worked at the World Bank in various positions at the International Commodities Division, the International Trade Division, the Bank’s Research Department and finally at the Agricultural and Rural Development Department where he oversaw a global program on commodity risk management. Panos holds a Ph.D. in Economics from Columbia University in New York.



World Bank – Roy Parizat, Senior Economist, Agricultural Finance and Risk Management Team: Roy Parizat currently works as a Senior Economist for the Agriculture Global Practice at the World Bank where his work focuses on agricultural finance and risk management. While at the World Bank Roy has developed a number of agricultural risk management training courses focused on risk management subjects. Prior to working at the World Bank, Roy worked for five years in the area of agricultural financing and agricultural risk management consulting. Roy started his career in the banking sector, working in both retail and corporate banking. Roy has an MSc in Development Management from the London School of Economics.



World Bank – Mona Sur, Lead Agriculture Economist: Mona Sur is currently a Lead Agriculture Economist in the World Bank’s Global Agriculture Practice. Since joining the World Bank in 2001, she has held various positions focusing on agriculture and rural development in South Asia, East Asia and the Pacific, Europe and Central Asia and on global programs. Her areas of expertise include agricultural policies, food security and linking farmers to markets. Between 2010 and 2013 she was the task team leader of a World Bank project in Papua New Guinea that focused on smallholder coffee and cocoa farmers. Mona holds a Ph.D. in Agricultural and Applied Economics from the University of Minnesota.

BILATERAL INSTITUTIONS



Spanish Agency for International Development Cooperation (AECID) (Spain) – Carles Puigmartí Borrell: Born in Barcelona. Graduated in Economics and Business Studies, specialising in International Trade and Development at the Autonomous University of Barcelona (UAB); obtained a Master's degree in Effective Management Skills in Public Administration from the University of Barcelona. Expert in international cooperation for development with over 12 years of experience in management of rural development projects and the fight against poverty in Central America (Guatemala, El Salvador and Honduras). Projects and programmes supervised include the **Support Programme for Coffee Farming in Guatemala**, from 2004 to 2008, which provided support for over 2.500 small coffee farmers and 50 cooperatives and organisations for the production of high-quality coffees and the development of regional trademarks or denominations of origin. Currently responsible for the **Regional Spanish Cooperation Programme** for Latin America and the Caribbean to address the effects of **Climate Change**, with headquarters in Costa Rica. One of the components of this programme is to provide support for small coffee producers in combating the consequences of leaf rust.



CBI (Netherlands) – Femke de Jong, Programme Manager Team Latin America: Femke joined CBI in June 2012 after working and living for 4.5 years in Barcelona, Spain. In Barcelona she worked as a consultant for Transfer Latin Business Consultancy where she assisted SMEs from Europe to develop exports to Latin America. Femke is currently involved as Programme Manager for CBI's Central American Agro Food Export Programme, which aims to increase Central American agricultural exports to Europe. The main objective of the programme will be to increase the export volume of +/-70 Central American agro-food exporters to European markets. Through the programme CBI gives direct assistance to 25 coffee producers from Central America through export coaching programmes that include capacity-building and market entry support. Femke also works with the National Coffee Institutes of Central America to improve their services to export communities.



CBI (Netherlands) – Renée Boelaars, Region Manager Team Latin America: CBI (Centre for the Promotion of Imports from developing Countries) is an Agency Ministry of Foreign Affairs of the Netherlands. CBI's core competence is export development and export promotion in selected countries in the south by sustainable strengthening of the competitive capacity of SME exporters and producers, focusing primarily on European markets. Renee Boelaars has an educationalist background, having a special interest in the process of learning by professionals in combination with the ever-increasing possibilities in a fast changing media landscape. In his job as Team Manager, Renee Boelaars is accountable for all of CBI's Integrated Export Development Programmes in South and Central America and leading CBI team Latin America. Furthermore he is responsible for implementing effective knowledge management principles in the organisation of CBI. He finds his challenge in facilitating his team members and CBI colleagues in their professional development and designing learning concepts for exporting entrepreneurs in developing countries worldwide.



DEG (Germany) – Ian Lachmund, Project Director, Coffee Partnership for Tanzania: Ian Lachmund is Vice President at DEG – Deutsche Investitions- und Entwicklungsgesellschaft mbH, a subsidiary of KfW and one of the largest European development finance institutions. Ian Lachmund holds a Master's degree in Economics and Finance from Freie Universität Berlin. He began his professional career in banking in 1995 and has experience in federal politics, policy advisory and development finance. Ian Lachmund joined DEG in 2006. Besides being responsible for promotional projects in the coffee sectors of Brazil, Democratic Republic of Congo and other countries, he is the Project Director of the Coffee Partnership for Tanzania (CPT), a partnership funded by the Bill & Melinda Gates Foundation. The CPT aims to support 90,000 smallholder coffee producers to improve their livelihoods.



FMO (Netherlands) – Anton Timpers, Senior Investment Officer, Agribusiness: Anton Timpers, Senior Investment Officer, Agribusiness, Food & Water, FMO (Dutch Development Bank). Anton joined FMO at the end of 2011 where he is a senior investment officer at the Agribusiness, Food and Water department. Anton started his career with Rabobank where he has performed a variety of roles, most of them commercial and management roles related to food and agribusiness and international trade. Anton was based in Argentina (1999-2001), Singapore (2003-07) and was the GM / Country representative of Rabobank in Japan (2007-11). Anton has degrees in International Relations (Rijksuniversiteit Groningen) and Finance (Nijenrode University). Anton is married with two children.



GIZ (Germany) – Eberhard Krain, Advisor, Sustainability and Standards in Agricultural Value Chains: Dr Eberhard Krain is Advisor for Sustainability and Standards in agricultural value chains at Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH. He has been working for more than 25 years in long- and short-term assignments in technical and research cooperation projects in several countries in Africa and Asia, mostly for GIZ. He is an agriculturalist by profession, agronomist (MSc) and agricultural socio-economist (PhD). Since August 2010 he works at GIZ headquarters as advisor for sustainability in agricultural value chains. Access to financial services for small-holders is one of his themes where he is engaged from time to time on behalf of the GIZ Department for Rural Development and Agriculture. Since 2012 he is member of the Technical Committee on Sustainable and Traceable Cocoa of the German standards authority (DIN) and delegate to the Technical Committee for Sustainable and Traceable Cocoa of the Comité Européen de Normalisation (CEN) and the International Standards Organization (ISO).



Istituto Agronomico per l'Oltremare (IAO) – Foreign Office Ministry, Italy: Massimo Battaglia, Programme officer, Coffee projects in Central America: Graduate Agronomist specialising in tropical and subtropical agriculture. Studied in Italy, in the Faculty of Agriculture, Florence. Expert in the development of products of excellence (coffee, cocoa, spices, tropical and subtropical fruits); sustainable implementation of short supply chains; identification of good practices in terms of the environment and technical assistance in agricultural extension projects; support for small producer associations through extension services, training and technology transfer; packaging; creation of micro-enterprises; training for small and medium farmers in marketing of agricultural products; market studies; agro-industries and processing of by-products; management of irrigation systems; reforestation and establishment of nurseries for propagation of indigenous species; control of soil erosion and the environment; combating desertification; and credit programmes. At present working on cooperation initiatives for the valorisation of quality coffees in Guatemala, Honduras, Costa Rica, El Salvador, Nicaragua, Cuba, Dominican Republic and the Cape Verde Republic for projects financed by Italian Cooperation, with the participation of the Central American Coffee Organizations, the IILA, the Italian Coffee Committee, the Latin Coffee Association and other donors. Has also worked on the identification of new coffee sector proposals in Angola, Tanzania, Uganda and Ethiopia.



Istituto Italo-Latino Americano (IILA) (Italy) – José Luis Rhi-Sausi, Socio Economic Secretary: Mexican Economist and sociologist. Currently the Secretary of Social and Economic affairs in the Italian – Latin American Institute (IILA), where he takes care of programs for economic and development cooperation. He coordinates the projects on Cohesion and Productive Integration of rural cooperatives that produce coffee (Central America), Cacao (Ecuador) and Stevia (Paraguay). From 2002 to 2013 he directed the Centro Studi di Politica Internazionale (CeSPI) of Rome. His specialization areas are: Euro – Latin-American relations, Integration Processes in Latin America and Local Development. José Luis Rhi-Sausi is part of the Committee for the Italy – Latin America and Caribbean Conferences, sponsored by the Ministry of Foreign Affairs of Italy. He was Advisor to the Undersecretary of State for Latin America of the Ministry of Foreign Affairs of Italy, Donato Di Santo (2006-2008) and to the President of the Council of Ministers of Italy, Massimo D'Alema (1999-2000).

USAID – Curt Reintsma, Partnerships Specialist, Bureau for Food Security: A recently-retired Senior Foreign Service Officer from the U.S. Agency for International Development, Curt Reintsma is currently focusing his work on encouraging private sector engagement in Africa and other developing regions. He now works as a Partnerships Specialist with USAID’s Bureau for Food Security. A key area of specific focus is the coffee sector – Reintsma has coordinated USAID’s response to the Coffee Leaf Rust Crisis in Central America, and worked to successfully develop several public private alliances to address this crisis and other issues in the coffee sector. Reintsma previously served as USAID’s Director for Donor Engagement and before that was the USAID Mission Director to Malawi from 2006-2011, where he oversaw an extensive portfolio of development activities in health, education, economic growth, democracy, and humanitarian assistance. Reintsma has lived and worked a total of 18 years in Africa. Before Malawi, he was Director for Sudan Programs in Washington, and before that, held a variety of senior positions in Washington, including the Africa Bureau and in Legislative and Public Affairs. Among many individual and team accomplishments, Reintsma served as one of the co-founders of the Global Development Alliance (GDA) initiative, and he started the Africa Food Security Initiative in the 1990s. Reintsma was awarded the Administrator’s Distinguished Career Service award in 2012, one of the Agency’s highest honors. Prior to joining the Foreign Service, Reintsma directed agricultural projects in Africa and served for 4 years as a Peace Corps Volunteer in the Indian Ocean islands. Reintsma is a graduate of the Universities of Texas and Wisconsin, with a Bachelor’s Degree in Political Science and a Master’s Degree in Agricultural Economics.

SOCIAL AND SUSTAINABLE FUNDING INSTITUTIONS



FAST – Noemí Pérez, President and CEO: Noemi Perez is the President and CEO of the Finance Alliance for Sustainable Trade (FAST). FAST is a Canadian based association promoting access to finance for sustainable producers in developing countries while providing value added to socially and environmentally oriented financial institutions. FAST consists of 152 members in 31 countries including financial institutions, technical assistance providers, SMEs and other stakeholders in the sustainable trade arena. FAST represents socially and environmentally oriented institutions investing more than half a billion USD in SME sustainable agriculture. (www.fastinternational.org) Noemí Pérez holds a Master Degree in Business Planning and Regional Development. With more than 20 years of experience in sustainable production, trade and access to finance, Ms. Perez has worked with key stakeholders including: financial institutions, community based producers, SMEs, industry players, government, multilaterals and certification bodies around the world. She worked in the private sector as the General Manager of the third largest wooden door factory in Latin America with 600 employees. She has worked in international NGOs in leadership roles, including: FSC International and WWF. She has deep understanding of international sustainable certification schemes. She has worked/lived in Mexico, Costa Rica, Germany and Canada. She has carried out work missions in more than 31 countries in North, Central and South America, Africa, Asia and Europe. As the Executive Director of FAST, she was the head of the Secretariat team for the first five years of operations of FAST, leading the start-up of this pioneer organization to a sustainable growth. Ms. Perez's international experience forging partnerships between private sector and NGO led sustainable trade and finance institutions has made her one of the world's leading experts in these areas.



IDH – Ted van der Put, Programme Director: Ted van der Put is Director and Executive Board member of the Sustainable Trade Initiative (IDH), a Public-Private Partnership agent for sustainable development, that convenes front running businesses and civil society organizations in result oriented coalitions, accelerating the sustainability of commodity supply chains. IDH is founded by leading companies in the Dow Jones Sustainability Index, leading environmental and social NGOs, the Dutch Ministry for Development Cooperation and is mandated and funded by European governments. Ted provides leadership to a wide variety of (mainstream) sector transformation initiatives for sustainable sourcing including: Coffee, where IDH is leading the largest pre-competitive sustainability initiative, partnering with Nestle, Mondelez, DE Masterblenders 1752, Tchibo and others in the Sustainable Coffee Program (SCP), Tropical timber, where IDH has been co-funding over 80% of all recently certified tropical forests in the Sustainable Tropical Timber Coalition (STTC), Electronics, where IDH leads a “beyond auditing approach” of Apple, Philips, Nokia, Dell and HP to improve the working conditions and environmental impact of over 75 electronics factories in China, reaching 200,000 workers, Aquaculture, the fastest growing sector, which aims to support the responsible production and sourcing of a volume representing 15% of EU imports of tilapia, shrimp and pangasius by 2015. Ted also chairs the Supervisory Board of the Aquaculture Stewardship Council (ASC), the leading standard for responsible aquaculture. Ted’s background includes over twenty years of experience in several international management positions at Philips Electronics and 4 years as CEO of the Philips Lighting Solutions activities in Europe. The red line in his professional career has been a passion for long term value creation. Ted holds a highest praise MBA graduate in Industrial Marketing and Strategic Planning from the University of Eindhoven, in the Netherlands.



Neumann Foundation: Pablo García Camacho, Trustee: Pablo García C. (59) has well over 30 years of experience in the coffee business. He studied Business Administration and started his coffee career as a trader at ACLI. He joined Neumann Kaffee Gruppe, the world’s leading green coffee service company, in 1982. After having worked in executive positions in several operative group companies, he was appointed Member of the Board of Management at Neumann Gruppe, Hamburg in 1995. With his international experience and profound knowledge of origin countries he brings valuable expertise to the Board of Trustees of the non-for-profit foundation Hanns R. Neumann Stiftung, which he joined in 2005. The foundation deals not only with nature- and environment- related projects in Germany but primarily with the advancement of sustainability amongst small-holder coffee farmers worldwide. Pablo García C. is married and father of three children.

Progreso Foundation: Ángel Mario Martínez García, Executive Director, Progreso Foundation - Originally from Colima, Mexico, Angel Mario graduated in Marketing from ITESM Campus Queretaro and obtained an MBA from Marylhurst University in Oregon. He started out as a market research coordinator/strategic planner at various market research and advertising agencies. In 2004, he made a life-changing move to the Netherlands, which brought his interests towards sustainable supply chains. For the past 10 years Angel Mario has been working at the center of sustainability in the coffee industry, leading Progreso, a coffee and cocoa producer development program, based in the Netherlands. He has developed, implemented and monitored hundreds of projects in many countries around the world, all of them related to sustainability in the specialty sectors.



Rabobank Rural Fund – Peter Veening, Investment Manager: Peter has been active for the Rabo Rural Fund since May 2014 as the Region Manager for Africa. He has a background in Trade and Commodities at Rabobank International where he was responsible for a portfolio of clients ranging from large multinational traders like ADM, Cargill, Noble and ECOM to smaller transactional trading companies in both Grains & Oilseeds and soft commodities. Rabo Rural Fund (RRF) has activities in Latin America, Africa and Asia where exports of smallholder farmers are financed through producer cooperatives and SMEs. Next to financing bankable projects, an important objective of RRF is to increase the livelihoods of smallholders through the provided loans.



ResponsAbility Investments AG – Gaëlle Bonnieux, Head, Agriculture Debt Financing: Gaëlle Bonnieux is Head of Agriculture Debt Investments at responsAbility. She joined responsAbility in November 2009, first as Investment Analyst in charge of Financial Institutions and then as Investment Officer in charge of Agriculture Investments. Prior to that, she used to lead a project supervised by Max Havelaar France/FLO aimed at facilitating access to finance for Fairtrade certified producer organizations. She also has a two year experience developing a microfinance network in Latin America and Africa for a Microfinance group (Greenfield projects). Gaëlle Bonnieux holds a Master degree in Business & Administration and an Executive Master degree in Finance.



Shared Interest Society – Elisabeth Wilson, Business Development Manager: She has spent the last six years managing the organisation’s overseas teams in Latin America and Africa, encouraging them to deliver new lending propositions for approval. She presided over the opening of an office in Lima in early 2009 and in Accra in early 2012. Elisabeth is also a member of SIS i.e. she is one of the 9,000 investors whose funds are combined to be lent out to producers on a revolving basis; our total share capital recently topped GBP 31m. Prior to joining this not-for-profit organisation, Elisabeth worked for a number of years in an international, manufacturing environment in both sales and customer service roles.



Triodos Investment Management BV - Nelleke Veenstra, Senior Investment Officer, Trade Finance: Nelleke Veenstra is senior investment officer for Triodos Sustainable Trade Fund, the trade finance fund managed by Triodos Bank. In this capacity she has been in charge of arranging pre-export credit for producer organizations in various emerging market countries, in particular for the export of coffee and cocoa. Triodos Sustainable Trade Fund has operated since 2008 and provides credit against export contracts from US\$ 300,000 up to USD 3 million. In line with the vision and mission of Triodos Bank, the fund aims for a maximum social and environmental impact in combination with financial sustainability.