

Sustainable Farming in Tropical Asian Landscapes (SFITAL) Project

# First Planning Workshop for the development of a Sustainable Cacao Roadmap for Davao de Oro

### **Activity Report**

ACTIVITY DETAILS		
What:	First Planning Workshop for the development of a Sustainable Cacao	
	Roadmap for Davao de Oro	
When:	27 February 2024	
Where:	Tagum City, Province of Davao del Norte, Philippines	
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Version:	Draft as of 16 April 2025	

# 1. Rationale and objectives

The Sustainable Farming in Tropical Asian Landscapes (SFITAL) Project is a five-year project funded by the International Fund for Agricultural Development, which aims to raise cacao smallholders who are both entrepreneurs and environmental stewards benefitting from well-functioning agri-service providers and enabling environments for sustainable commodity value chains. One of its key objectives is to strengthen technical, regulatory, and political enabling environments through the development of a roadmap to scale-up and mainstream inclusive, sustainable, and transparent small-scale producer commodity value chain at the provincial level. This roadmap will be aligned to existing national roadmaps and localized development plans, integrated with sustainability landscape indicators.

Over the past three years, the project has been collecting data, conducting research, and coordinating with local stakeholders to compile data-driven, research-based inputs for roadmap development. However, the most important input for the roadmap will be coming from local stakeholders.

To integrate all these inputs into an actual roadmap, a series of planning workshops will be done this 2024.

The first planning workshop was conducted on 27 February 2024, Tuesday, at Tagum City. This workshop intends to:

- 1. Establish the context and rationale for the development of a provincial cacao roadmap through a review of existing roadmaps and development plans in national and regional level, and inputs from local stakeholders to include the local government units;
- 2. Determine key aspects of sustainable cacao production and development based on the perspective of local stakeholders; and
- 3. Identify initial vision and key strategies for the roadmap.

## 2. Participants and program

### **Participants**

In 2022, the Provincial Government of Davao de Oro released Executive Order (EO) No. 0015, creating the local planning team for the SFITAL Project. This local planning team is composed of representatives from the provincial and municipal local government units of Davao de Oro, who will lead and participate in the development of the roadmap. The EO also identifies entities from the national government and private sector that will aid the development of the roadmap.

In addition to this, over time, the SFITAL Project has been interacting with other relevant stakeholders not mentioned in the EO but can also provide valuable insights to develop a more inclusive roadmap.

With this, the following Offices and Institutions were invited to the first planning workshop:

- Provincial LGU
  - Provincial Agriculturist Office
  - Provincial Planning and Development Office
  - Provincial Environment and Natural Resources Office
- Municipal LGUs
  - Municipal Agricultural Offices of all 11 municipalities
  - Municipal Planning and Development Offices of all 11 municipalities
  - Municipal Environment and Natural Resources Offices of all 11 municipalities
- Department of Trade and Industry Davao de Oro (PCU RAPID Growth Project)
- Provincial Cacao Council
- Farmer organizations/Cacao cooperatives
  - Maragusan Multipurpose Cooperative
  - Laak Multipurpose Cooperative
  - Katipunan Multipurpose Cooperative
  - Comval Farmers Multipurpose Cooperative
  - Dumlan Association of Cacao Planters
- Academe partners
  - Davao de Oro State College
  - University of the Philippines Mindanao Land Reservation Management Office
- Private sector partners
  - Kennemer Foods Internation
  - Apex Employees and Community Multipurpose Cooperative

A total of 55 representatives from the institutions above attended the said workshop. Fourteen (25%) out of these 55 participants are aged 35 and below, thus, can be classified as part of the youth sector. Additionally, 25 (45%) are women.

### **Program**

The program is divided into three sessions:

- Session 1 covered discussions to establish the context of roadmap development.
- Session 2 provided an actual example of cacao roadmap development.
- Session 3 was a workshop where participants will determine key strategies for the roadmap.

The actual program is presented in the table below.

Table 1. Program of the first planning workshop

Time	Activities	Speaker
0800-0900	Registration	
0900-0915	Purpose of the workshop	Zarrel Noza, SFITAL
		Coordinator for the
		Philippines
Session I: Bac	kground to demonstrate the need of develor	o <mark>ing a</mark> provincial cacao
roadmap		
0915-0945	Supporting project: brief re-introduction of	Rachmat Mulia, Senior
	SFITAL, partnership and key activities	Scientist
0945-1015	Philippines cacao industry and the need for a	Toto Muyco, Chair, Davao
	provincial roadmap	Region Cacao Industry
		Development Council
1015-1045	Provincial context: issues with cacao	Engr. Jesyl Gutierrez
	production in Davao de Oro	Davao de Oro Provincial
		Agriculturist Office
1045-1115	Provincial context: Provincial Commodity	Jyd Camay-Duque
	Investment Plan 2021-2023	Davao de Oro Provincial
		Agriculturist Office
1115-1130	Plenary discussion session I	
Session II: Exa	ample and supporting condition for roadmap	development
1130-1200	A successful example of cacao roadmap	Betha Lusiana, SFITAL
	development in Indonesia	Coordinator for Indonesia
1200-1300 (gr	oup lunch)	
Group photo		
Ice breaker		
1315-1335	SFITAL project's activities and outputs which	Grace Ann Salvan,
	will support the roadmap implementation	Researcher for Component
		3 Philippines

Time	Activities	Speaker
1335-1400	Support statement from the local	Local partners
	stakeholders for the roadmap development	
Session III: Gr	oup discussion and presentation	
1400-1430	Workshop 1: Participants' perspective on sustainable cacao production and development	
1430-1445	Short break	
1445-1515	Group activity: Alignment of the sustainability perspectives with reviewed principles, criteria, and indicators.	
1515-1525	Group presentations SFITAL facilitates	
1525-1600	Workshop 2: Stakeholders' vision and key strategies of the roadmap	
16.00-16.30	Conclusion and steps forward	Zarrel Noza and Rachmat Mulia SFITAL Philippines

## 3. Highlights of activity

### Session 1

### Unique features of the provincial roadmap of sustainable cacao development

Mr. Mulia as the Principal Investigator of SFITAL project for the Philippines briefly described about the partnership and key activities of the project, and also highlighted about four unique features that the roadmap of sustainable cacao development for Davao de Oro province will have. The four unique features are:

- 1. The roadmap will highlight agroecological practices, namely practices which can make cacao farms more environmentally friendly and climate resilient.
- 2. Co-investment and incentives for smallholder farmers to adopt the agroecological practices and help achieve product quality standards.
- 3. Use of spatially explicit and computer-based assessment tool to assess impacts of cacao development scenarios and help set the targets of roadmap's implementation.
- 4. Monitoring and evaluation indicators which relate to six principles of sustainable cacao development.

He also emphasized that these unique features can be achieved only through strong support and invaluable input from all local stakeholders in the province.

### The Philippine cacao industry and the need for a provincial roadmap

Mr. Dante "Toto" Muyco, chairperson of the Davao Region Cacao Industry Development Council, presented about the Philippine Industry Development Roadmap. Among the opportunities for cacao industry in the Philippines are good quality of produce, strong

domestic demand, Philippines' long tradition of *tablea* consumption, availability of coconut areas for intercropping, absence of child labor and being gender inclusive, and its focus on regenerative agriculture.



Figure 1. Chairperson Toto Muyco of Davao Re<mark>gion Cacao</mark> Industry Devel<mark>opme</mark>nt Council presents about Philippine Cacao Roadmap contextualized for Davao Region

On the other hand, among the issues were low productivity level, high input cost, limited implementation of good agricultural practices and traceability, high logistics costs, difficulty in consolidating products, and lack of quality assurance system. He also shared that the Mennonite Economic Development Associate currently has a cacao project that targets the establishment of two models farms per province, but the RCIDC would be happy if the province of Davao de Oro would initiate a model farm in every municipality. To him, the LGU has a big role in strengthening the production (farm) segment. Other than providing capacity building support and farm inputs, the cacao sector needs to give the farmers a reason, like sustainable income, to plant cacao and take care of their farms. The increased income should be exemplified in the model farms.

"The name of the game now is system, system sa production, system sa consolidation," he said. Mr. Muyco highlighted that studying business models encompassing the value chain is important. This should be able to address increasing production and productivity, consolidation, value adding, and improving the quality of products and services. He mentioned that the academic sector has a big role in improving the whole value chain. The youth should be involved for succession planning.

He emphasized the need to localize it to the Provincial level. He appreciates the SFITAL Project effort to support the Province of Davao de Oro develop its own roadmap.

### Provincial context: Key issues in cacao production in Davao de Oro

Engr. Jesyl Gutierrez of the Provincial Agriculture Office presented about the key issues in cacao industry of Davao de Oro. The dominant cacao varieties in the province are UF18 and

BR25, mostly with age below 8 yrs. The cacao farming system in Davao de Oro is usually diversified. The first one is very low productivity which plays between 0.10-0.17 kg/ha from 2015 to 2022 based on PSA data (2024). Montevista, which currently has seven local consolidators, has the highest total bean production. The summary of issues and constraints per value chain segment are as follows:

Table 2. Summary of issues and constraints per value chain segment

#### Farmer

- Limited financial capacity in buying fertilizers and farming tools
- Aging farmer
- Low adoption to Good Agricultural Practices
- Limited knowledge on soil health and management
- Small landholdings

#### Production:

- Low Production
- Unmaintained cacao trees
- Varietal incompatibility
- Over shading
- Backyard planting
- Less pollinators
- Unpredictable and extreme weather conditions
- High incidence of pest and diseases (pod rot and pod borer)

### Marketing

- Presence of spot transactions / buyers which makes farmer vulnerable in selling beans at lower prices
- Unstable bean prices
- Lack of price incentives to quality and fermented beans
- Lack of know-how in bean grading
- Limited access to market information and institutional market
- High cost of transportation

#### Input provision

- Limited access to high quality planting materials
- High Cost of Inputs

#### Processing

- Limited knowledge on value
   adding/processing including product
   packaging and labelling
- Limited access to cacao dryers and other processing equipment and facility
- Improper fermentation practices resulting to low buying prices

### Provincial context: The Provincial Commodity Investment Plan

Ms. Jyd Camay-Duque, Development Management Officer III of the Provincial Agriculture Office presented about the Provincial Commodity Investment Plan (PCIP) of Davao de Oro. It is a strategic plan that rationalizes the interventions within the various segments of the value chain of commodities that are significant to the province and that will contribute to the national goals of the agriculture and fishery sector. The PCIP is needed to access funds from the PRDP, but the same document can also be used for other funding sources. In the current Plan (2021-2023), cacao is one of the the top five priority commodities among 17 crops in the province. The Plan will be updated this month of April to extend from 2024-2026 and will

probably include other commodities. Below are the programs, projects, and activities (PPAs) in the 2021-2023 Plan.



Figure 2. Development Management Officer III Jyd Camay – Duque of the Provincial Agriculture Office presents about the Provincial Commodity Investment Plan of Davao de Oro

Table 3. Programs, projects, and activities of Davao de Oro for cacao commodity development

Value chain segment	Programs, Projects, and Activities (PPAs)
	Nurseries and clonal garden
Input provision	Input provision/planting materials
input provision	Accreditation of cacao nurseries
	Access credit to financial institutions
	Establishment of techno demo farms/conduct of verification trials
Farming	Conduct of production tainings (FFS, POT, etc),
	Acces <mark>s to financial/loans windows </mark>
	Encou <mark>rag</mark> e cooperatives and associations to venture into bean
	consolidation
Consolidation	Conduct of training for bean classification and grading
Consolidation	Establishment of consolidation facilities
	Establishment of market information system
	Construction/rehabilitation of FMRS
	Provision/upgrading of common service facility/shared service facility
	Capacity building/techno transfer trainings (coaching and mentoring) on
	enterprise management.
Primary processing	Intensify promotion for value adding activities and products
	Provision of financial and technical support for the establishment
	and operationalization of enterprises in relation to consolidation,
	processing and distribution of cacao-based products.

Value chain segment	Programs, Projects, and Activities (PPAs)		
Processing/ manufacturing	<ul> <li>Conduct of trainings on value adding and processing of products</li> <li>Link farmer groups to processing facility providers for them to avail of interventions and improve quality of products.</li> <li>Access to Financial/Loan windows</li> <li>Provision of financial and technical support for the establishment and operationalization of enterprises in relation to consolidation, processing and distribution of cacao-based products.</li> </ul>		
Final sale	<ul> <li>Provision of transport vehicles</li> <li>Conduct of market matching activities</li> <li>Facilitate Information transfer on quality requirement of buyers and processors</li> <li>Establishment of price monitoring system</li> <li>Establishment of trading centers</li> <li>Construction/rehabilitation of FMRS</li> </ul>		
Interfirm relationships and supply chain governance	<ul> <li>Conduct of multi-agency engagement through convergence of support</li> <li>Facilitate support of industry councils to activate cacao industry related plans and programs as well as monitoring of plans, programs and activities.</li> <li>Facilitate capacity building on Bean grading at the regional level and provincial levels</li> <li>Develop a digital platform for knowledge sharing and advisory services</li> </ul>		

### Session 1 plenary discussion

Participants raised various questions and comments on the presentations for Session 1:

- Mr. Antony Vega from LGU Maco Municipal Agriculturist's Office asked about how
  the municipalities can easily download budgets from the Department of Agriculture
  (DA). He mentioned that interventions from DA are limited in Davao de Oro. For
  example, there was no follow up after the fertilizer subsidies in 2015 or 2016 which
  were coursed thru the municipal LGUs.
- Engr. Gutierrez responded about the importance of multi-stakeholder partnership (e.g., DTI RAPID funds cacao expansion and rehabilitation, CFRDP funds projects for coconut areas development which may also involve cacao). She emphasized that the funds from the provincial government will not be enough to provide for all possible interventions, and thanks to the roadmap development that the funding sources will be determined per intervention possibly at municipal level. She mentioned the need for the cacao council to make resolutions that facilitate securing funding sources.
- Mr. Juanito Aquino, President of Provincial Cacao Council, encouraged the stakeholders to attend the cacao council election to be held on April 4. This event is facilitated by DTI RAPID. The cacao council will also help relay issues of farmers to the Provincial Agricultural and Fisheries Council.

### Session 2

# Sustainable Cacao Through Multi-Stakeholder Collaboration and the Development of Sustainable Cacao Road Map

Dr. Betha Lusiana, SFITAL Coordinator for Indonesia, presented an example of cacao roadmap development in North Luwu District, South Sulawesi Province in Indonesia. She presented the context of roadmap development, the approach and processes, and the challenges and opportunities.



Figure 3. Betha Lusiana, SFITAL Coordinator for Indonesia shares about the Cacao Roadmap Development in North Luwu, Indonesia

Consequently, Dr. Mulia contextualized the Indonesia's project experience to the Philippines in the following aspects:

- Indonesia a planning task force which for the case of the Philippines is the Local Planning Team created under the Executive Order, which PAGRO leads. There will be four planning workshops, but the Planning Team will need to discuss in between the events.
- Similar with Indonesia, the roadmap will be integrated into existing plans, possibly in the High Value Crop Program.
- Ecological fiscal transfer is the potential funding source in Indonesia, which is not
  present in the Philippines. Corporate Social Responsibility funds is a potential funding
  source for the Philippines. Other sources will be discussed in the next planning
  workshop.
- Similar to Indonesia, the Philippines also used an assessment tool using FALLOW.
- The Philippines will also implement monitoring and evaluation of the roadmap, possibly though a web-based online system (e.g., the Provincial website) where everyone can monitor and see the indicators.

# Sustainable Cacao Through Multi-Stakeholder Collaboration and the Development of Sustainable Cacao Road Map



Figure 4. Grace Ann Salvan, Component 3 researcher of SFITAL Philippines presents to stakeholders about the activities and outputs for cacao roadmap development in Davao de Oro

Grace Ann Salvan of SFITAL presented about the activities and outputs of the SFITAL in developing the roadmap. The Project will basically hold four workshops, one in each quarter of 2024. The workplan is shown in Figure 5.

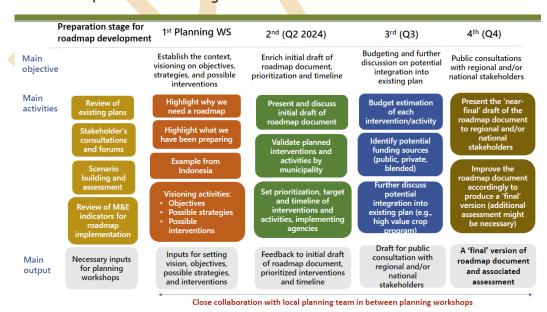


Figure 5. Activities and outputs for cacao development in Davao de Oro

### Support statements from stakeholders of Davao de Oro

In one portion of the second session, local enablers of the province's cacao industry expressed their support to roadmap development.



Figure 6. Partners in Davao de Oro giving their support statements to the roadmap development
(a) Jupite Mark Banayak from Davao de Oro State College; (b) Mary Jane Haom from Provincial Agriculturist's Office; (c) Juanito Aquino from Davao de Oro Cacao Industry Development Council; (d) Joel Sagadal from University of the Philippines Mindanao

### A. Ms. Beverly Pantinople, Provincial Coordinator of DTI-RAPID

"We at DTI-RAPID really appreciate this initiative as it will be [covering] the strategic direction, harmonizing it with local development goals. We will harmonize all development initiatives [on cacao] and place it in one document. It will also cover coordination and collaboration across agencies and industry players in the province. They also emphasized resource allocation and policy development, for DTI-RAPID, one of our thrusts is to strengthen the Provincial Cacao Industry Council. So, in partnership with PAGRO, we are revitalizing the Provincial Cacao Industry Council because they really have an important role in this, proposing a policy on additional assistance for our cacao players. It was also emphasized that one of the key features of the roadmap is sustainability, as well as monitoring and evaluation. With these identified activities in connection with the development of a roadmap, we need to strengthen monitoring and evaluation for us to check what our targets are, who are the partner enablers responsible, and what are the indicators that we need to achieve within a given timeline. All of us will play a significant role in the realization of this roadmap. I know, considering the presentations earlier, many of us, like me, see this as a challenging and overwhelming endeavor but we need to work together, because each of us are already exerting efforts. We are fortunate here in Davao de Oro because SFITAL is here to harmonize those initiatives and plans that we have for the cacao industry of Davao de Oro. So, on behalf of DTI Davao de Oro OIC Provincial Director, Mr. Patrick Kim Evangelio, and the DTI RAPID Davao de Oro PCU, we support this good plan that we are doing to ensure a more

sustainable cacao development in Davao de Oro. And we hope for the success of the activities that SFITAL will be implementing for the development of this roadmap."

- **B. Mr. Jupite Mark Banayag, Dean of the Agriculture Department Davao de Oro State College:** "DDOSC is in full support to the development of cacao roadmap for the province, eventually for the implementation of the roadmap. Their Institution's agriculture program aims to produce graduates who are aware of the agricultural issues in the province and eventually working in the agriculture industry. The academe plays an important role in knowledge generation and in developing relevant and responsive research from the production up to utilization of cacao commodity for the benefit of the community."
- C. Mary Jane Haom, Division Chief of the Provincial Agriculturist's Office Planning Division: "The PAGRO would like to extend our appreciation to SFITAL for having DDO as the only province the Project is being implemented. It is an honor and responsibility to the province to implement the roadmap. This initiative is aligned with PAGRO's mandate and commitment for sustainable agriculture and food security, including partnership with stakeholders to take care of the environment to reduce flooding. The governor has an order to integrate fruit trees and industrial crops in agroforestry help in achieve agricultural and environmental sustainability. A provincial cacao roadmap will be helpful in terms of implementation of the province's projects in sustainable farming, to not only give farmers agricultural inputs but also help them increase their income while improving environmental services. With these, PAGRO extends full support to the endeavor. They look forward to partnerships and collabs with partner agencies for resilient and sustainable cacao in the province."
- **D. Mr. Juanito Aquino, President of the Davao de Oro Cacao Industry Development Council:** Cacao is important because it is the only source of chocolate. Cacao farmers should be recognized not only by the Department of Agriculture, but by the province. Every municipality should have a cacao council, and this should involve the youth for more innovation in the future. The future councils should also be aggressive in sustaining partnership with stakeholders.
- E. Mr. Joel Sagadal. Head of the University of the Philippines Mindanao Land Reservation Management Office: "UP Mindanao which is located in Davao City serves not only the City, but the whole Mindanao. They support the roadmap development because it is aligned with their mandate under Republic Act 9500 to be a national university for research and extension for the public. They are also managing a Land Reservation located in Laak by virtue of Presidential Proclamation 1251.

  They see the importance of the SFITAL project to help provide the stakeholders with a single direction when it comes to cacao development. They are always very supportive of the roadmap development, and any research and development in Mindanao."
- **F. Atty. Reynaldo Castardo from the Provincial Planning and Development Office:**"Cacao is a laborious commodity. It requires time for pruning and sleeving, etc. But unlike

coconut which can only be harvested every three months, cacao can be harvested every two weeks. However, farmers in the province have small landholding, and therefore consolidation and marketing assistance is very important. Aside from improving cacao production, improving the farmers' income will what makes the cacao industry flourish. The Office is now updating the Provincial Development Plan, so this is a good opportunity to incorporate the concerns on cacao, and consequently to include cacao-related interventions in the investment plan."

### **Session 3**

# Workshop 1: Perspectives on sustainable cacao production and development as inputs to determine key strategies and interventions of the roadmap

The facilitators grouped the participants according to their functions. Group 1 consisted of individuals with direct involvement with cacao farmers (e.g. extension workers from local government and private agencies, research and extension staff from academe, officers in Cooperatives and Farmer's Associations) and the farmers. Group 2 consisted of individuals with direct work on government policy making and planning (e.g., PENRO, PAGRO, PPDO, MENRO, MAGRO, MPDC, and researchers from academe).

The participants were asked to connect to the venue's WIFI and access the mentimeter webpage using the link: bit.ly/sustainabilitree. This platform allows individual participants to anonymously answer the questions. Their responses were displayed on the screen in real-time. They were given more than five minutes to respond to each of the following questions:

- Can you access the menti now?
- How would you describe "sustainable cacao farm?"
- How would you describe sustainable cacao development" in the province?
- What needs to be developed or improved to achieve sustainable cacao development in Davao de Oro?"

Table 4. Summary of the outputs of workshop 1

Question	Type of question	Number of respondents	Number of responses	Number of sustainability parameters
Can you access the menti now?	Choices	44	44	N/A
2. How would you describe "sustainable cacao farm?"	Open-ended	42	85	126ª
3. How would you describe sustainable cacao development?" in the province?	Open-ended	38	77	115ª
4. What needs to be developed or improved to achieve sustainable cacao development in Davao de Oro?"	Open-ended	42	87	N/A

# Group discussion: Perspectives on sustainable cacao production and landscape development and thematic areas set by the SFITAL for the roadmap

The first group was asked to place the answers for Question No. 2 (How would you describe "sustainable cacao farm?") under eight pre-identified thematic areas shown in Table 5. These will be cross-checked with the farm suitability indicators of SFITAL and will be used together with the existing Plans in developing the first draft of cacao roadmap in Davao de Oro.

Table 5. Farm-level sustainability keywords identified by the participants classified under eight thematic areas

Thematic area	Keywords mentioned by the participants
Stable production and quality	Productive farm
product	Adapted to new technologies
	Good quality beans
	Good quality product
	Benefit future generations
	Long-term cacao farming
	Sustained production
	Development of location-specific technology
	Proper maintenance
Market and income of cacao	Happy farmer
growers	Contented farmer
	Farmer's well-being
	Social equity
	Healthy farmer
	Cacao is one of the sources of income
	Better/high farm income
	Profitable
	High household income
	Efficient production
	Eff <mark>ective</mark> production management
	Good market
	Marketing agreement
	Farm as part of cacao supply chain system
	Buyers transact with farmers
	Good market price
	Acquire different product certifications
	FMRs
	Good market price
	Supply and demand
	Financial literacy for cacao farmers
	Access to financial institutions
Environmental friendliness	Better environmental benefit
	Farming practices that benefit future generations
	Good ecosystem in the farm
	Application of agroecological practices
	Ecological farming

<sup>&</sup>lt;sup>a</sup> The indicators were culled from the participants' responses. For example, in "Farmer increase volume of production and good market price," the indicators are (1) increased productivity and (2) good market price. Two indicators with same meaning are still counted as two up to this point.

Thematic area	Keywords mentioned by the participants
	Environmental protection
	Natural farming techniques
	All inputs available in the farm
	Minimize chemical inputs
	Good agricultural practices implementation
	Regulated farming system
	Use of organic fertilizers
	Organic farming
	Integrated pest management
	Support biodiversity
	Farmers as environmental stewards
	Agro-ecotourism
	People, profit, planet
Crop diversification in the farm	Biodiversity conservation
	Cacao intercropping with native trees
	Intercropped and diversified
	Diversified clones
Higher resilience from climate	Adapted to climate change
threats	Climate change mitigation
ameuts	SALT
,	Climate-smart agriculture
	Crop insurance
	RSBSA, NCFRS reg
	Cacao clones resistant to climate change
	Long-term
	Farming system that protects wildlife
Social inclusiveness and gender	Inclusion of IPs
equality	Inclusion of rebel returners
equanty	Opportunities for employment
	Participation of women and marginalized groups in the value
	chain
	Empowerment of LGBTQ community
	Fair treatment and good working conditions
	Policies aligned to human rights and environment
Enabling conditions	Stakeholders engagement
Enabling conditions	Support provision
	LGU support
	Nursery operators teach farmers
	Funding sources
	Inputs provision to farmers
	Assistance from government and non-government
	Cacao post-harvest facilities
	Sound policies
	Harmonious programs
Capacitated farmers	Farms not abandoned
	Maintained cacao trees
	Continuous use of inputs
	Use of fertilizers
	Clean farms

Thematic area	Keywords mentioned by the participants
	Knowledgeable farmers
	Farmers acquire inputs
	Research and dev't (climate, elevation, pests and diseases)

Note: Items in brown font were added during the group discussion

The second group was asked to place the answers for Question No. 3 (How would you describe "sustainable cacao development over province?") under six pre-identified thematic areas shown in Table 6. These will be cross-checked with the principles, criteria, and indicators of SFITAL and will also be used in developing the first draft of cacao roadmap in Davao de Oro.

Table 6. Province-level sustainability keywords identified by the participants classified under six thematic areas

Thematic area	Keywords mentioned by the participants
Economic growth and well-being	Sustainable farmer income
of cacao farmers	Increased area cultivated
	High farm income
	Fair economic return
	Empowered cacao farmer and community
	Financial literacy for cacao farmers
Social inclusiveness and gender	Social responsibility
equality	Social equity for rural communities
	Inclusiveness of women and out-of-school youth in cacao
	production
	Presence of council in every LGU
Strong and dynamic policy,	LGU recognition of farmer organizations
institutions, and partnerships	Incentives to technicians
	Strengthened cacao council
	LGU support to Farmer Associations per barangay
	Cooperatives supported and empowered
	LGU support (financial and in-kind)
	LGU encourage local utilization of cacao-based products
	Well-established support system
	Government support (farm inputs and technologies)
	LGU support to new technologies
	Every LGU has cacao technician
	Development of financial institutions
	Stakeholders engagement
	Systemic support system from enablers
	Strengthened support to cacao farmers
	Strengthen the programs
	Strategies developed for increased production
	Multi-faceted approach
	Prioritized in crafting local plans (ordinances)
	Upscaling of PPAs of cacao industry

Thematic area	Keywords mentioned by the participants
	Harmonized interventions of industry enablers (manual,
	protocol, policy)
	Having a roadmap for the province
	Sound policies
	Technical assistance in production and marketing
	Capacitated extension workers
	Access to LGU support (PLGU, MLGU)
	Established demo farms
	Development of new technology
	Mainstreaming new technology
	Certified products
	Research and development
	Established cacao research centers
Sustainable farming system	Farm rehabilitation
Sastamasic farming system	Well-managed farms
	Technologies adopted by farmers
	Good quality produce
	Good quality beans Long-term production
	Increased productivity
	Adoption of technologies
	Promote eco-friendly farming
	Program on sustainable cacao farming
	Implement GAP
	Promote organic fertilizers
	Benefit both farmers and the environment
	C <mark>ac</mark> ao-based <mark>agro</mark> forestry
	Modern agricultural techniques
Transparent and fair cacao value	Increased local utilization of cacao-based products
chain	Established market linkages
	Certified cacao product
	Certified cacao farm
	Value adding
	Globally competitive
	Economic growth of the province
	Globally competitive beans
	Competitive price
	High buying price
	Fair price
	Stable cacao price
	Standard pricing in the province
	Buyers and sellers benefit
	Organized farmers
	Consolidated products
	Farmer association presence per barangay
	· · · · · · · · · · · · · · · · · · ·
	Empowered farmer's cooperative
	Farmer organizations active participation in PAFCs
	Access to infrastructure (FMR)
	Access to trainings

Thematic area	Keywords mentioned by the participants
	Access to financial institutions
	Access to inputs
	Access to market
	Develop smart farming technology (artificial intelligence) on
	cacao production
	Centralized pricing, standard, with policy support
	Clustering of farmers
Creating sustainable	Environmental conservation
environment	Environmentally-friendly cacao industry
	Environmental stability
	Biodiversity conservation
	Protect the environment

Note: Items in brown font were added during the group discussion

### Workshop 2: Visioning

Using Mentimeter, the participants were then asked to reflect on their vision for cacao industry development in Davao de Oro using six questions. For each question, they were given initially at least 5 minutes, with extension depending on how frequently responses still register in the cloud at the end of each session. For each question, the group was asked if they agree to end receiving responses before proceeding to the next. In the process, the anonymously written responses were projected onto the big screen. These were summarized in a word cloud. The following questions were asked:

- 1. Kind of life for cacao growers and entrepreneurs in Davao de Oro
- 2. Cacao products in Davao de Oro
- 3. Cacao business in Davao de Oro
- 4. Cacao farms in Davao de Oro
- 5. Physical environment for Davao de Oro
- 6. Kind of governance for the cacao industry in Davao de Oro

Table 7 provides the summary of response rates per question. The raw data of responses, which are shown in Annex 3, were partially cleaned and processed to produce the new word clouds shown in Figure 7 to Figure 12. These will be used in developing the roadmap vision and objectives.

Table 7. Summary of response rates during the visioning workshop

Question	No. of participants	Participation rate (%)
Are you ready?	44/47	94
1. Using keywords, describe the kind of life you envision for cacao growers and entrepreneurs in Davao de Oro.	42/47	89
2. Using keywords, describe the cacao products you envision for Davao de Oro.	37/47	79
3. Using keywords, describe the cacao business that you envision for Davao de Oro.	37/47	79
4. Using keywords, describe the cacao farms you envision to have Davao de Oro.	35/47	74

Question	No. of participants	Participation rate (%)
5. Using keywords, describe the physical environment you envision for Davao de Oro.	37/47	79
6. Using keywords, describe the kind of governance you envision for cacao industry development in Davao de Oro.	34/47	72

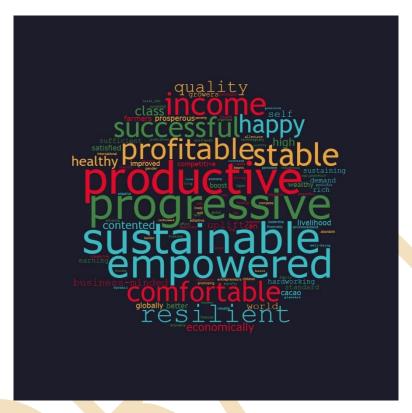


Figure 7. Participant's description about the kind of life they envision for cacao growers and entrepreneurs in Davao de Oro.



Figure 8. Participant's description about the kind of cacao products they envision for Davao de Oro



Figure 9. Participants' description about the kind of cacao business they envision for Davao de Oro.



Figure 10. Participants' description about the cacao farms they envision for Davao de Oro



Figure 11. Participants' description of the physical environment they envision for Davao de Oro



Figure 12. Participants' description of the kind of governance they envision for the cacao industry development in Davao de Oro

### 5. Next steps

The SFITAL team will share the initial draft of the roadmap document during the second quarter of 2024, before the second planning workshop in June 2024. In the second planning workshop, the local planning team will validate the planned interventions and activities by municipality. The draft roadmap will be presented and discussed in this second workshop. The planning team will then set targets, prioritize activities, set timelines, and assign implementing agencies.

The first planning workshop was also evaluated by the participants to ensure that its execution will be improved in the succeeding workshops. Results of the participant evaluation is in Annex 4 of this report.

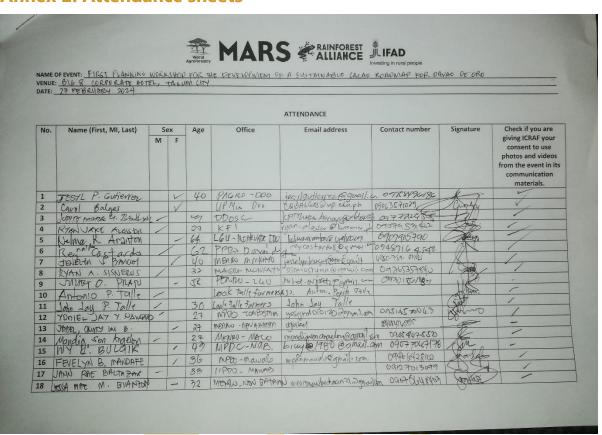
## 6. Annexes

# **Annex 1: Group photo**





### **Annex 2: Attendance sheets**



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### **Annex 3: Raw results of Workshop 2: Visioning**

1. Using keywords, describe the kind of life you envision for cacao growers and entrepreneurs in Davao de Oro.

productive 15 empowered 11 progressive 11 Also prominent profitable 8 successful 8 sustainable 8 comfortable 7 happy 6 Other responses resilient 4 business minded 3 contented 3 quality 3 stable 3 stable income 3 hardworking 2 high quality 2 prosperous 2 world class 2 abundant 1 adaptive 1 adoptive 1 agriprenuers 1 alleviate poverty 1 betterincome 1 betterlife 1 bost 1 bost economy 1 cacao with love 1 can afford basic needs 1 can compit globally 1 compititive 1 demand 1 disease free 1 dynamic 1 eco-friendly 1 economically improved 1 entrepreneurs 1

environmentalist 1 financial freedom 1 financially stable 1 focused 1 friendly 1
gender equality 1 global standard 1 globally-competitive 1 hoppy family 1

hayahay kahimtang 1 healthy 1 healthy farmers 1 healthy mind 1 high morale 1

Income earning planters 1 Income-sufficient 1 Increase income 1 Industrious 1

42 of 47 responded • 191 responses

higher demand 1 Improved well being 1 Income 1 Income earning 1

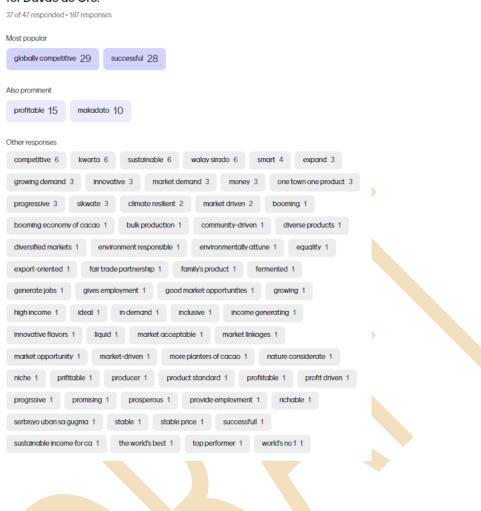


2. Using keywords, describe the cacao products you envision for Davao de Oro.

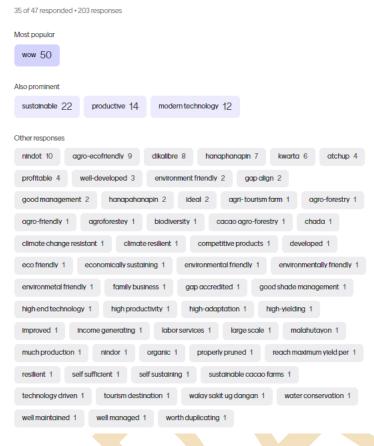
37 of 47 responded • 225 responses

Most popular aroma 33 lamion 23 quality 22 Also prominent yummy 20 high quality 17 competitive 13 premium 12 world class 10 the best 6 globally competitive 5 sustainable 4 world quality product 4 growing demand 2 profitable 2 standard 2 tasty 2 aftordable 1 atoma 1 available 1 can be exported world wid 1 centralized 1 clean and healthy 1 compatative 1 consolidated 1 delicious 1 diverse flavors 1 environmentally worthy 1 ethically sourced 1 family produced 1 famous 1 goal oriented 1 good quality produce 1 gourmet 1 healthy 1 healthy natural produce 1 high quality cacao 1 high yield 1 high-quality 1 innovative 1 laml 1 lamfon 1 locally-produced 1 low toxicity 1 marketable 1 number one 1 nutritious 1 one of its kind 1 palatable 1 premiun 1 pride 1 productive 1 quality beans 1 quality products 1 resilient 1 safety 1 stable 1 sufficient 1 sustainable supply 1 tatak de oro 1 the world's fines 1 thriving 1 value addition 1 world class chocolates 1 world class quality 1

3. Using keywords, describe the cacao business that you envision for Davao de Oro.



4. Using keywords, describe the cacao farms you envision to have Davao de Oro.



5. Using keywords, describe the physical environment you envision for Davao de Oro. 37 of 47 responded • 146 responses Most popular fertile 23 Also prominent balance ecosystem 13 balance 10 aesthetic 9 Other responses sustainable 5 healthy 4 productive 4 bugnaw ang palibot 3 eco-friendly 3 livable 3 climate resilient 2 healthy soil 2 preserve 2 resilient 2 soil conservation 2 suitability 2 agro eco-friendly 1 agro ecofriendly 1 agro-ecofriendly 1 agroecology 1 balance ecosytem 1 balance environment 1 balanced 1 balanced ecosystem 1 balanced-ecosystem 1 bio-diversity 1 biodiverse 1 biodiversity friendly 1 carbon neutral 1 clean 1 clean air and water 1 clean water 1 cleaner water ways 1 clean and green 1 daghan og kakahoyan 1 disaster resilient 1 disaster-resilient 1 ecological balanc 1 environment friendly 1 environment sustainable 1 flora and fauna 1 good air quality 1 green economy 1 greener davao de oro 1 healthy environment 1 life below water 1 life-sustaining 1 lush 1 ma'ayo ang kina'ihah 1 maminusan ang landslide 1 more trees 1 no erosion 1

nutrient balance 1 peaceful 1 protected forest 1 reduced pollution 1 s 1
sound 1 suitable 1 superior quality 1 wala nay baha 1 water conservation 1

well-preserved 1 wide forest 1 wildlife protection 1

6. Using keywords, describe the kind of governance you envision for cacao industry development in Davao de Oro.



### **Annex 4a: Participant evaluation results**

After the workshop, participants were asked to evaluate the execution of the workshop based on the following:

- Workshop objectives, which cover the participant's understanding of the purpose and role in the workshop as explained in the invitation and the introductory sessions of the workshop;
- Workshop content, which includes the sufficiency of the information provided to enable the participants to participate in the discussions, as well as the manner of presenting these information;
- Workshop materials, which cover the workshop materials' ease of use and understanding, as well as its appropriateness for the participants and for the content;
- Workshop delivery, which assesses how the workshop was delivered, the sufficiency of the time it provided for the discussions and for raising questions and clarifications;
- Workshop facilitators, which includes the facilitators engagement and interactions with the participants during the workshop; and
- Workshop conditions and environments, which covers the conduciveness of the venue and the completeness of its participants.

Using survey forms, participants evaluated the workshop. It contains statements based on the criteria above and the participants were asked to indicate whether they agree or not with the given statements using a Likert scale, where 1 means "Strongly disagree" and 5 means "Strongly agree". The evaluation form and the mean ratings are in Annex 4b of this report.

### Results of the evaluation

A summary of the mean ratings per set of criteria are in the table below.

Table 8. Summary of average ratings from the participants of the first workshop

Set of criteria	Average rating
Objectives	4.70
Content	4.67
Materials	4.66
Delivery	4.69
Facilitators	4.65
Conditions and environment	4.48

In terms of workshop objectives, the participants' rating indicates that they agree that they understand the purpose of the workshop and their role in it.

When it comes to the workshop content, the participants' rating indicates that the participants strongly agree that the information presented during the workshop was sufficient to enable them to participate in the discussion, was presented in a clear and understandable manner, and was useful for roadmap development.

For statements referring to the workshop materials, the average rating shows that the participants strongly agree that the materials used in the workshop are easy to understand, easy to use and navigate, appropriate for them, and appropriate for its content.

In terms of workshop delivery, the participants strongly agree that the workshop was delivered in an engaging manner, they were given sufficient time and opportunity to participate in the discussions and ask questions and have their questions answered, they are comfortable in the pace and length of the workshop. This high rating can be influenced by the use of an interactive online platform called Mentimeter, which allowed everyone to participate in the discussion. The use of meta cards in the other activity also allowed participants to interact and discuss with each other.

Additionally, the rating for the facilitators also shows that the participants agree that the facilitators are engaging enough, easy to understand, and easy to approach.

For the first five sets of criteria, the average ratings are close and relatively high. In fact, these ratings are supported by some of qualitative comments provided by participants, which include:

- "The workshop is comprehensive and enjoyable."
- "Workshops are engaging. All stakeholders were table to participate well and attain the target objectives."
- "Good job team SFITAL for your unique way of conducting a workshop and making it not boring."
- "Looking forward to the next workshop to come up with a comprehensive plan for our cacao industry."

The condition and environment seem to have the lowest average rating among the sets of criteria. The mean rating still indicates that the participants agree that the venue is comfortable and conducive for the workshop and that their needs to participate well in the workshop are made available in the venue. The relatively low rating might be caused by the logistical difficulties that happened in the venue (i.e., malfunctioning air conditioner and sound system, inefficient WiFi connection), despite the team checking it before the event. This was resolved during the workshop, when the hotel agreed to transfer the workshop to a bigger, much more comfortable hall. This is supported by some of the qualitative comments provided by the participants, where they indicated frustration about the initial venue of the workshop.

Other suggestions for the participants include:

- Extending the workshop to two to three days to allot more time on activities; and
- Inviting the same set of participants in the next workshops to ensure consistency in inputs.

When asked to provide an overall rating for the workshop, 5 being the highest, the participants provided a mean rating of 4.74.

### Recommendations for the next workshops

Based on the results of the participant evaluation for the first planning workshop, the following practices should be continued on the next workshops:

- Use of Mentimeter and other interactive methods for discussions
- Provision of handouts/relevant documents that will enable the participants to take part in the discussions
- Explanation of the purpose of the workshop and its expected outputs

The results also suggest the following improvements:

- Allocating more time for discussions
- Providing other platforms to raise questions (in a more anonymous manner), more than the use of the microphone
- Looking for an alternative venue in the area that are more conducive for the participants

Moreover, following the recommendations from the participants, the attendees from the first planning workshop should be specified in the invitation letters for the succeeding workshops to ensure consistency in the inputs to the roadmap.



# **Annex 4b: Participant evaluation form and ratings**

	Average			
	rating			
Workshop objectives				
1. I understand the purpose of the workshop.	4.73			
2. I understand my role in the workshop.	4.67			
Workshop content	4.67			
1. The information presented during the workshop is sufficient to enable				
me to participate in the discussions.	4.69			
2. The information presented during the workshop is clear and				
understandable.	4.62			
3. The information shared and discussion conducted during the workshop				
are very useful for the roadmap development	4.69			
Workshop materials	4.66			
1. The materials used in the workshop are easy to understand.	4.67			
2. The materials used in the workshop are easy to use and navigate.	4.62			
3. The materials used in the workshop are appropriate for me.	4.67			
4. The materials used in the workshop are appropriate for its content.	4.67			
Workshop delivery				
1. The workshop was delivered in an engaging manner.	4.73			
2. I had ample time and opportunity to participate in the discussions.	4.69			
3. I had ample time to ask questions and receive answers to my questions.	4.67			
4. I am comfortable with the pace of the workshop.	4.69			
5. I am comfortable with the length of the workshop.	4.67			
Workshop facilitators	4.62			
1. The facilitators are engaging enough.	4.78			
2. The facilitators are easy to understand.	4.71			
3. The facilitators are easy to approach.	4.82			
Workshop conditions and environment				
1. I found the venue comfortable and conducive for the workshop	4.4			
2. All of my needs (in order to participate well in the workshop are available				
in the venue.	4.56			
OVERALL RATING	4.74			