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## USAID'S Growth with Equity in Mindanao (GEM 3) Program

# GEM 3 Quarterly Report July 1, 2011 - September 30, 2011



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Manila, Philippines

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October 10, 2011

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**Subject: USAID Contract No. 492-C-00-08-00001-00  
Growth with Equity in Mindanao 3 (GEM 3) Program  
Quarterly Performance Report (July 1, 2011 – September 30, 2011)**

Dear Ms. Robielos:

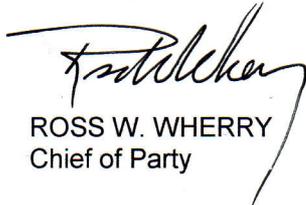
In accordance with Section F.6 of our contract, Reports and Deliverables or Outputs, and the requirements set forth in AIDAR clause 752.242-70, Periodic Progress Reports (Oct. 2007), we are pleased to submit a CD copy and two hard copies of our Quarterly Performance Report for the period July 1 through September 30, 2011.

The report addresses the following areas:

- (a) Performance objectives/expected outputs for the quarter
- (b) Summary of major accomplishments during the quarter and fiscal year as well as unexpected or unplanned outcomes/activities during the quarter
- (c) Outstanding issues and implementation problems and options for resolving these issues and problems
- (d) Planned performance objectives for the next quarter
- (e) FY 11 OP targets and accomplishments
- (f) An administrative report covering expenditures by contract line item and status of funds to date and
- (g) Participant Training

Should you have any questions or comments regarding this report, please feel free to contact this office. Thank you and best regards.

Very truly yours,  
THE LOUIS BERGER GROUP, INC.



ROSS W. WHERRY  
Chief of Party

cc: The Contracting Officer, USAID/Philippines

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Selected News Clippings: July 1, 2011 – September 30, 2011

**1.0 Infrastructure Development**

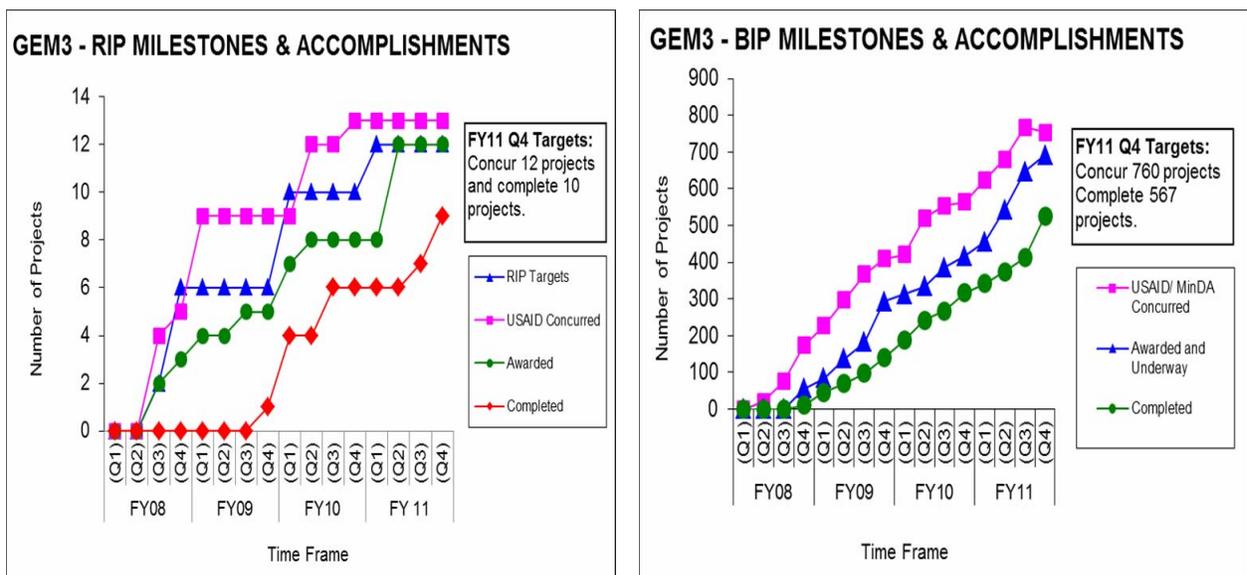
GEM-3 will design and construct at least 760 Barangay Infrastructure Projects (BIP) such as community water systems, warehouses, solar dryers, boat landings, barangay bridges, pedestrian bridges, market centers, and farm-to-market roads, and 12 Regional Impact Projects (RIP) including airport runways, water systems, bridges, and roadway upgrades. These projects will be located predominantly in the Autonomous Region in Muslim Mindanao (ARMM) and other conflict-affected areas of Mindanao (CAAM), and will be undertaken in partnership with national government agencies, the ARMM regional government, provincial and local governments, community groups, and cooperatives. The per-project cost of Barangay Infrastructure Projects will generally range from \$5,000 to \$50,000. The cost of Regional Impact Projects, which are larger and designed to help accelerate regional economic growth, generally range from over \$50,000 to \$1 million, although some RIPs exceed \$1 million.

**1.1 Performance objectives/expected outputs for 4<sup>th</sup> Qtr. FY2011:**

During the 4<sup>th</sup> quarter of the Fiscal Year 2011, GEM made significant progress in the RIP and BIP construction activities. RIP completed the construction of the Tawi-Tawi Bridge/Road Partnership project (R-04) on August 15, 2011 in the Municipalities of Bongao and Panglima Sugala, Tawi-Tawi Province, substantially completed the Paglat Spur Road Upgrading project (R-13) on September 14, 2011 in the Municipalities of Pandag and Paglat, Maguindanao Province, and 113 BIP subprojects were completed during the quarter for a total of 526 completed BIP subprojects to date.

Below are graphs showing targets and accomplishments through the end of the reporting period for the BIP and RIP infrastructure components.

Figure 1.1: RIP and BIP Accomplishments



GEM continues to make significant progress in the number of BIP subprojects packaged and awarded. Forty-five BIP subprojects were packaged and awarded, and are now in various stages of construction. GEM had 3 ongoing 1210-funded RIP subprojects in the Liguasan Marsh, and has previously completed 9 subprojects including the Tawi-Tawi Bridge/Road Partnership Project in Tawi-Tawi and the Paglat Spur Road Upgrading in Maguindanao, for a total of 12 RIPs as planned.

Some BIP subprojects continued to suffer delays and completion extensions during the quarter due primarily to less than satisfactory construction subcontractor progress, with some subproject delays due to counterpart contribution issues and wet weather. GEM continues to exert every effort to work with counterparts and subcontractors to improve subproject implementation and maintain construction subcontract project schedules. GEM is continuing to address potential delays due to LGU counterpart issues on new subprojects by getting LGUs to start to <sup>FY08</sup> cure counterpart materials as soon as GEM obtains approval to bid, combining complimentary projects that can be part of the counterpart contributions and requiring certification and/or delivery of LGU counterpart prior to the start of construction on subprojects. GEM continues to obtain assistance from the Mindanao Development Authority (MinDA) in dealing with counterpart issues. GEM Community Liaison Officers (CLO) assigned to the different regions have provided assistance in addressing outstanding counterpart issues and have had a positive impact in reducing LGU-caused delays.

GEM field staff and the Contracts Office continue to work closely with and meet with subcontractors having problems with providing adequate equipment and manpower to urge them to explain how they will improve their performance, and advise them of the potential termination of their subcontracts as a result of unacceptable delays. The latter action continues to produce positive results.

## **RIPs**

The 4th year work plan targeted the initiation of the 12<sup>th</sup> RIP. To date, 13 RIP subprojects have received concurrence from the United States Agency for International Development (USAID) and MinDA, of which one (Lunot Bridge in Basilan) previously received concurrence on December 5, 2008, but it was dropped from the RIP program with USAID approval due primarily to funding limitations at the time it was being considered.

Of the 12 RIP subprojects, construction had been completed on 9 subprojects and construction is ongoing on 3 subprojects. The 12 RIPs are listed below in Table 1.1:

Table 1.1: Status of RIP Subprojects

No.	RIP No.	Name of Project	Location (Municipality/Province)	Bene-ficiaries	Status	Date Started	Date Completed
1	R-01	Jolo Water Supply Upgrading	Jolo, Sulu	70,000	completed	3-Nov-08	23-Oct-09
2	R-02	Sanga-Sanga Airport Runway Improvement	Bongao, Tawi-Tawi	322,317	completed	22-Sep-08	23-Sep-09
3	R-03	Jolo Airport Runway Improvement	Jolo and Patikul, Sulu	619,688	completed	29-Sep-08	27-Dec-09
4	R-04	Tawi-Tawi Bridge/Road Partnership (Sanga-Sanga Road Improvement)	Bongao, Tawi-Tawi	200,000	completed	28-Nov-08	15-Aug-11
5	R-05	Ladia-Raguisi-Pinaring Road Upgrading	Sultan Kudarat, Maguindanao	2,000	completed	26-Jan-10	14-May-11
6	R-06	Baños Bridge	Lantawan, Basilan	134,000	completed	4-Dec-09	27-May-10
7	R-07	Busay Bridge	Isabela City, Basilan	121,000	completed	1-Dec-09	24-May-10
8	R-09	Ngan Spillway Overflow Structure	Compostela, Compostela Valley	7,202	completed	21-Jul-09	5-Nov-09
9	R-10	Midsayap-Datu Piang National Highway Upgrading (Midsayap Section)	Midsayap, North Cotabato	113,000	ongoing	10-Nov-10	
10	R-11	Buluan-Pandag-Paglat-SK Pendatun Road Upgrading	Buluan, Pandag, Paglat & SK Pendatun, Maguindanao	87,000	ongoing	22-Nov-10	
11	R-12	Ladtingan-Silik Road Upgrading	Pikit, North Cotabato	21,000	ongoing	22-Nov-10	
12	R-13	Paglat Spur Road Upgrading	Pandag & Paglat, Maguindanao	10,800	<i>substantially completed</i>	12-Mar-11	14-Sep-11

The 9 completed subprojects include: 1) Jolo Water Supply System Upgrading; 2) Jolo Airport Runway Improvement; 3) Sanga-Sanga Airport Runway Improvement; 4) Ngan Overflow Bridge; 5) Basilan Baños Bridge; 6) Basilan Busay Bridge; 7) Ladia-Raguisi-Pinaring Road Upgrading; 8) Tawi-Tawi Bridge/Road Partnership (Sanga-Sanga Road Improvement); and, 9) Paglat Spur Road Upgrading.

The 3 ongoing subprojects include: 1) Midsayap-Datu Piang National Highway Upgrading (Midsayap Section) subproject; 2) Buluan-Pandag-Paglat-SK Pendatun Road Upgrading subproject; and, 3) Ladtingan-Silik Road Upgrading subproject.

## BIPs

To date, USAID and MinDA concurrences have been received for 754 active BIPs, excluding 56 previously concurred BIPs that were cancelled for various reasons, primarily the inability of the LGU to provide a counterpart contribution and technical infeasibility. Seven hundred and one (701) subprojects have been approved for bidding, of which 692 subproject subcontracts have

been awarded. One hundred sixty six (166) BIPs are underway and 526 subprojects have been completed.

Table 1.2 provides the details of BIP status during the 3<sup>rd</sup> and 4<sup>th</sup> Quarters of the FY.

Table1.2: BIP Status

Activities	Q3 FY2011	Q4 FY2011	Change
	April - June	July - September	
Concurred BIPs	768	754	10 new concurrences (with 25 new cancellations, 1 previously cancelled revived)
Approved to bid BIPs	674	701	27
Awarded BIPs	647	692	45
Completed BIPs	413	526	113
Ongoing BIPs	234	166	68

The implementation of various BIP subprojects continued to suffer delays and many resulted in contract extensions during the quarter. During the quarter, 10% are due to technical problems, LGU counterpart problems accounted for 24% of subprojects affected by delays, bad weather accounted for 41%, and other issues including insufficient subcontractor performance accounted for 25%. GEM continued to exert every effort to work with counterparts and subcontractors to improve subproject implementation and maintain construction subcontract project schedules.

On the BIP boat landings in the Liguasan Marsh in Central Mindanao, one subproject was completed (B-0424: Badak Boat Landing) in January 2011, while construction of five (5) other BIPs are underway. The 5 ongoing BIPs include: 1) Pedtad Boat Landing (B-540); 2) Kudal Boat Landing (B-481); 3. Montay Boat Landing (B-542); 4. Balong Boat Landing (B-543); and, 5. Upper Taviran Boat Landing (B-539). These boat landings will facilitate faster and accessible transport of produce and passengers to local market centers, and improve access to education and health care of communities along the Liguasan Marsh. All five have been significantly impacted by flooding in the first month and subsequently have suffered delays; however, they are all expected to be completed in the coming quarter.

**The following provides a discussion of performance objectives and outputs that are scheduled to be completed per GEM's FY2011 4<sup>th</sup> Yr. work plan.**

#### **1.1.1 General:**

- Preparation and submittal of Monthly Infrastructure Progress and Expenditures reports – a contract requirement. Reports are due the 10<sup>th</sup> of the following month. The Monthly Reports for the first, second and third quarters were submitted on or before the 10<sup>th</sup> of the following month.

#### **1.1.2 Barangay Infrastructure Projects (BIPs) Targets:**

- Submit requests for USAID/MinDA preliminary concurrence for a cumulative 760 BIPs by the end of the fourth quarter of Fiscal Year 2011.

- Complete a cumulative total of 567 BIPs by the end of the FY.
- Continue to identify and validate future BIP projects for USAID and MinDA approval, including the conduct of LGU consultations and community meetings and one-on-one meetings with eligible LGUs in anticipation of additional funds becoming available.

### **1.1.3 Regional Impact Projects (RIPs) Targets:**

- Complete construction of 2 RIP subprojects namely the Tawi-Tawi Bridge/Road Partnership (R-04) Project and the Paglat Spur Road Upgrading (R-13) by the end of Q4 for a total of 9 RIPs completed by the end of the FY.
- Ongoing construction on the three 1210-funded RIP subprojects: 1) Midsayap-Datu Piang National Highway Upgrading (Midsayap Section) (R-10) in North Cotabato, 2) the Buluan-Pandag-Paglat-SK Pendatun Provincial Road Upgrading (R-11) in Maguindanao, and the Ladingan-Silik Road Upgrading (R-12) in North Cotabato.
- Complete first-time Beneficial Use Monitoring (BUM) visits to 1 remaining GEM-2 RIPs and 7 remaining GEM-2 BIPs but subject to the improvement of security condition in the project area, and conduct visits to newly completed GEM-3 BIPs and RIPs (before 6<sup>th</sup> month and 11<sup>th</sup> month after completion/turn-over) during the reporting period and revisits to “old” BIPs and RIPs.
- Continuing follow-up remediate actions (by phone calls or actual visits) to “red” and “yellow” projects and focus efforts by the maintenance task group to convince LGUs to provide specific maintenance actions and budgets.
- Submittal of monthly BUM summary reports from July 2011 through September 2011. The September 2011 BUM BIP Report is due the last week of October 2011.

## **1.2 Summary of major accomplishments during the quarter as well as other outcomes/activities during the quarter:**

Major outcomes achieved during the quarter are described briefly below:

### **1.2.1 General:**

- As required by the contract, GEM submitted Monthly Infrastructure Progress and Expenditures reports for July and August 2011 by the 10<sup>th</sup> of the following month. The September 2011 report was submitted on October 10, 2011.

### **1.2.2 BIPs:**

- GEM has submitted and received USAID/MinDA preliminary concurrences for a cumulative total of 754 active BIPs. This number excludes 56 previously concurred BIPs which have been dropped by GEM due to design issues or counterpart non-compliance with contribution commitments, as well as the re-classification of the Ngan Overflow Bridge (R-09) subproject in Compostela Valley from a BIP to a RIP due to costs.

- The designs for 712 BIPs have been completed. Seven hundred five (705) subprojects have been submitted to USAID for Approval to Bid with 4 projects pending approval.
- By the end of the reporting period, 526 subprojects were completed, with 13 more subprojects substantially completed (with rectification of punchlists ongoing), and 3 subcontracts completed with pending completion and documentation of completion of counterpart activities, out of the 692 subprojects that are awarded and underway. Counterpart failure to meet commitments, inadequate equipment of subcontractors and bad weather slowed subproject construction.
- By the end of the reporting period, 728 BIP Environmental Screening Reports (ESRs) of the 754 active BIPs have been approved by USAID. Of the remaining 26 active subprojects, 7 subproject ESRs have been submitted to USAID and are pending approval, while 19 subproject ESRs are pending completion.
- The following Figure and Tables showing progress to date.

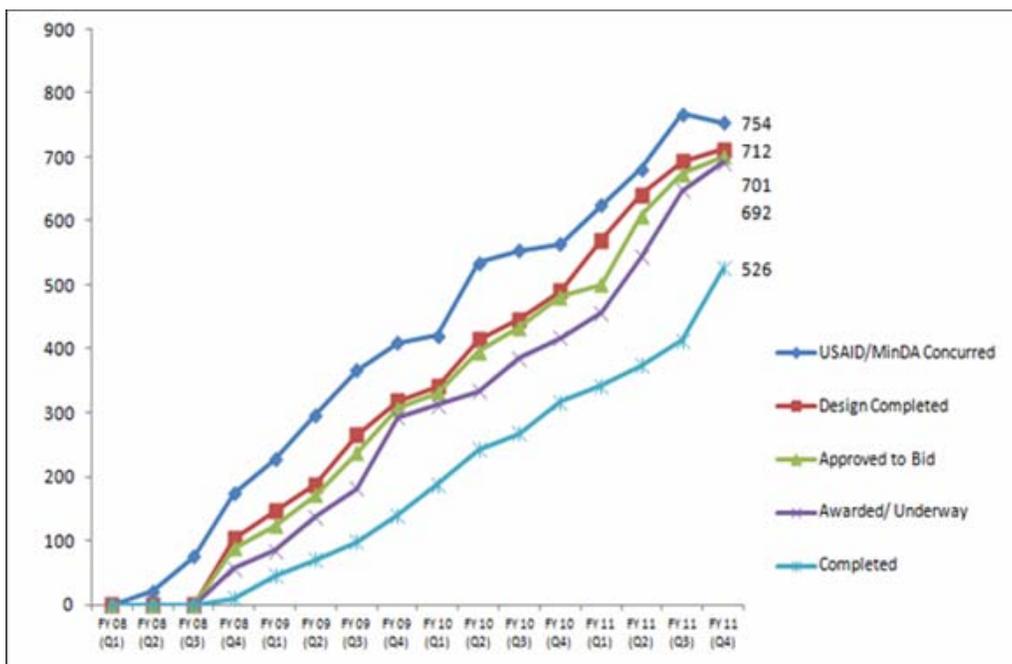
Figure 1.2 - BIP Accomplishments, as of 4<sup>th</sup> Qtr. of FY2011.

Table 1.3 - BIP Accomplishments vs Milestones, as of 4<sup>th</sup> Qtr. of FY2011.

Table 1.4 - BIPs Awarded (Cumulative), as of September 30, 2011.

Table 1.5 – BIPs Completed, as of September 30, 2011.

**FIGURE 1.2**  
**BIP Accomplishments, as of 4<sup>th</sup> Qtr. FY2011**



**TABLE 1.3**  
**BIP Cumulative Accomplishments vs. Milestones, as of 4<sup>th</sup> Qtr. FY2011**

TASK		FY 2011, 4 <sup>th</sup> Quarter		
		July	August	September
USAID/MinDA Concurred	Milestone	770*	760	760
	Actual	744	754	754
	Submitted	744	754	754
USAID Approval to Bid	Milestone	725*	700	710
	Actual	683	693	701
	Submitted	689	701	705
Total # of Subprojects Awarded	Milestone	680*	677	694
	Actual	660	672	692
Total # of Subprojects Completed	Planned	625*	510	567
	Actual	454	478	526

\* Based on previous work plan to complete 800 BIPs.

**TABLE 1.4**  
**BIPs Awarded (Cumulative), as of September 30, 2011**

Types of Projects	No. of Projects	Lengths (in km)/ Area (in sq.m.)	No. of Beneficiaries
Roads	45	40	181,121
Boat Landing	60	3	259,963
Water System	15	42	45,104
Pedestrian Footbridge	76	6	363,640
Barangay Bridge/Overflow Bridge	228	24	776,314
Drainage	7	2	28,814
Irrigation	24	16	17,545
Others (handpumps, prod'n facilities etc.)	8	n.a.	150,776
Grains Warehouse/Grains Warehouse & Solar Dryer	7	2,508	538
Seaweed Warehouse & Solar Dryer	1	150	1,335
Seaweed Solar Dryer	6	786	606
Grains Solar Dryer	120	36,996	9,762,000
Trading Center	95	14,024	565,050
<b>TOTAL</b>	<b>692</b>		<b>2,400,568</b>

**TABLE 1.5**  
**BIPs Completed, as of September 30, 2011**

Types of Projects	No. of Projects	Lengths (in km)/ Area (in sq.m.)	No. of Beneficiaries
Roads	24	19.3	102,744
Boat Landing	30	1.3	160,156
Water System	9	23.8	24,710
Pedestrian Footbridge	51	3.1	280,998
Barangay Bridge/Overflow Bridge	180	25.3	685,433
Drainage	7	1.9	28,814
Irrigation	9	7.6	13,081
Others (handpumps, prod'n facilities etc.)	7	1,349	148,524
Grains Warehouse/Grains Warehouse & Solar Dryer	6	2,028	658
Seaweed Warehouse & Solar Dryer	0	0	0
Seaweed Solar Dryer	6	786	606
Grains Solar Dryer	118	36,960	10,213
Trading Center	79	11,654	520,875
<b>TOTAL</b>	<b>526</b>		<b>1,976,812</b>

### 1.2.3 RIPs:

#### General

- During the quarter, GEM completed the construction of the Tawi-Tawi Bridge/Road Partnership project on August 15, 2011 in the Municipalities of Bongao and Panglima Sugala, Tawi-Tawi Province. This project is one of the four infrastructure projects for which 1207 funds were provided to upgrade the existing road to an all-weather gravel-surfaced road (6.73 km) and concrete pavement road (2.64 km). A joint final inspection was conducted by GEM staff and representatives of the DPWH-ARMM and Provincial Engineers Office (PEO), and a completion certificate was issued on August 17, 2011. Counterpart activities of this project are reported in Section 1.2.5.4.
- GEM also substantially completed the construction of the Paglat Spur Road Upgrading (R-13) Project on September 14, 2011 in the Province of Maguindanao. This project upgraded the existing road to an all-weather gravel-surfaced road (2.98 km) with intermittent concrete paved sections (0.22 km) along 2 government-funded schools. The spur road provides a direct and continuous route to the interior municipality of Paglat, located at the southeastern end of the Liguasan Marsh, and via the Municipality of Pandag, to the trading and business hubs in Central Mindanao particularly Tacurong City in Sultan Kudarat Province and Kidapawan City of North Cotabato. A joint final inspection will be conducted by GEM staff and representatives of the Provincial Engineers Office (PEO) this month. Counterpart activities of this project are reported in Section 1.2.5.9.

On the Environmental Compliance Monitoring of the Paglat Spur Road Upgrading subproject, the Provincial Government of Maguindanao has prepared and submitted a Semi-Annual Compliance Monitoring Report (CMR) for the period January – June 2011 to DENR-EMB ARMM on September 14, 2011. The CMR indicated that the Provincial Government had fully complied with the conditions of the Environmental Compliance Certificate (ECC) and commitments with the Environmental Management Plan (EMP) for the road upgrading project during the monitoring period.

- GEM construction work continued on the Midsayap-Datu Piang National Highway Upgrading (Midsayap Section) (R-10) Project, as described in more detail in Section 1.2.3.1.
- GEM construction work continued on the Buluan-Pandag-Paglat-SK Pendatun Road Upgrading (R-11) Project, as described in more detail in Section 1.2.3.2.
- GEM construction work continued on Ladtingan-Silik Road Upgrading (R-12) Project, as described in more detail in Section 1.2.3.3.

#### **1.2.3.1 Midsayap-Datu Piang National Highway Upgrading (Midsayap Section) Subproject (R-10)**

**Purpose:** This 1210-funded project will upgrade the approximately 11 km existing gravel section of Midsayap-Datu Piang Road (Midsayap Section) to a concrete pavement road. The road is part of the Midsayap-Datu Piang-Tacurong-Koronadal-Makar (General Santos City) National Highway, a major national road that integrates four provinces in Central Mindanao namely, North Cotabato, Maguindanao, Sultan Kudarat and South Cotabato. This road project is the only road that crosses the Liguasan Marsh and connects the Maguindanao Province through Datu Piang to the North Cotabato Province. The improved road will significantly decrease transit times and increase traffic counts, which will spur economic development along the road corridors, increase trade volume with neighboring municipalities, and improve access to education and health care.

**Location:** Municipality of Midsayap, North Cotabato Province

**Number of Beneficiaries:** 113,000

#### **Project Data**

- Contract Amount: Php 122,790,402.80
- Revised Contract Amount: Php126,320,727.93
- Subcontract Signed: October 18, 2010
- Subcontractor: PL Sebastian Construction
- NTP: November 10, 2010
- Contracted Completion Date: February 04, 2012

#### **Environmental Data**

- ECC issued by DENR: August 09, 2010
- EA approved by USAID: October 06, 2010

## **Progress Summary**

- Scheduled Progress: 71.8%
- Actual Progress: 41.4%

The subcontract has an actual progress of 41.4% compared to the projected progress of 71.8% based on the subcontractor's work schedule, and incurred a slippage of 30.4% during this reporting period. Progress was credited largely from the subcontractor's compliance with the items under General Technical Requirements (GTR), Clearing and Grubbing, Surplus Unclassified Excavation, Embankment from Unclassified Excavation, Embankment from Borrow, Subgrade Preparation, Subbase Course, Portland Concrete Cement Pavement (PCCP), supply and installation of pipe culverts and stone masonry for ditches. Construction progress is delayed due to bad weather, poor embankment materials and frequent equipment breakdown. GEM engineers continue to exert every effort to work with the subcontractor to improve subproject implementation and maintain construction subcontract project schedules.

Principal activities during the quarter also include the quality tests for Item 200 (Subbase materials) composed of grading, plasticity and compaction tests. Field Density Tests (FDT) were also conducted for Item 200 and embankment materials. All quality tests and FDT passed the required compaction level for both Subbase course and embankment materials.

GEM approved the Variation Order No. 3 and 4 of 13 May 2011 and 3 June 2011 respectively, to increase subcontract price by PhP3,530,325.13 from PhP124,790,402.80 to PhP126,320,727.73 for the use of limestone materials in lieu of the unclassified materials from roadway excavation which was determined unsuitable for embankment due to its very high plasticity and over-saturation resulting from prolonged rainy weather in the area. Items 104 (2) – Embankment from Borrow and Item 102 (4) – Surplus Unclassified Excavation are covered in this subcontract modification. Subcontract Modification No. 5 of September 1, 2011 was also issued by Contracts Office to approve the replacement of subcontractor personnel without increase in the subcontract price.

On the Environmental Compliance Monitoring (EMC) of the subproject, DPWH has prepared and submitted a Semi-Annual Compliance Monitoring Report (CMR) for the period January – June 2011 to the Department of Environment and Natural Resources – Environmental Management Bureau (DENR-EMB) XII on September 19, 2011. The CMR indicated that DPWH had fully complied with the conditions of the Environmental Compliance Certificate (ECC) and commitments with the Environmental Management Plan (EMP) for the road upgrading project during the monitoring period.

## **Counterpart Status**

DPWH Counterpart for the Reconstruction of the Damaged Olandang 3 Bridge- Funding for Construction of Substructure from DPWH Budget (PhP 49 Million):

- Fund from DPWH-Central was finally released amounting to PhP 42.7 Million but short of the original fund request of PhP 49 Million. As a result of the reduced fund release, design was adjusted to cut cost on unnecessary work items and then revised plans were submitted to DPWH-12 for review and approval. Bidding notice through the first newspaper advertisement on September 15 was issued. Contract award is estimated not later than 2 months and construction is estimated to start sometime in November 2011. Supplemental funding will be requested later to fully construct the remaining work items.

Supply of Mabey-Johnson Bridging Kit for Use as Superstructure for Olandang 3 Bridge Reconstruction (valued at PhP 9 Million):

- Bridging kits supplied by the President's Bridge Program were delivered and stockpiled at the DPWH-Cotabato Second Engineering District yard in Midsayap.

Clearing of Obstructions within the Road Construction Limit:

- The owner (Mr. Onotan) of a house in Barangay Kapinpilan (at Sta. 0+600), whose concrete balcony cum *sari-sari* store falls within the construction limit line, has agreed to move its properties with the request that DPWH and/or Municipal Government will assist him with the relocation and reconstruction work. The Municipal Government agreed to give donation and materials (cement, concrete hollow blocks and sand), while the barangay government stands ready to provide labor assistance on the agreed upon relocation date with the owner. The Municipal Government issued in August a Demolition Order to the house owner and has targeted the actual removal/relocation anytime in October.
- Eight small houses located in front of the Nabalawag Elementary School on top of a small hill (about 3-4 m high) which requires a side cut to attain the standard cut slope (1:1) in Barangay Nabalawag are in precarious situation for future slip/landslide and need to be relocated. Side cut has not been performed by GEM contractor so as not to aggravate the risk of slip. DPWH and the Municipal Government have been negotiating with the house owners to relocate. As a safety measure, the particular hill section has remained uncut (although standard cut slope of 1:1 not attained) while the construction of the new carriageway and shoulder was already performed.
- Obstructing electric posts located at the beginning of the project up to Sta. 5+500 were moved out (20 posts) by the Cotabato Electric Cooperative (COTELCO). Also, DPWH in coordination with the respective barangay officials successfully executed the cutting/removal of obstructing trees (coconuts, mango and other fruit trees) and structures on the same section. Relocation of remaining electric posts (about 26 posts) and clearing of obstructing trees and structures will continue beyond this section until the end of project. Nine additional obstructing posts, located between Sta. 5+500 through Sta. 6+500 were identified, marked and submitted by DPWH to COTELCO for relocation. Remaining 16 obstructing posts, located at Sta. 6+500 through Sta. 8+300 will also be checked and marked as soon as the GEM subcontractor had accurately defined the final line of the inclusive space needed for construction. The remaining 16 posts are under the jurisdiction of the Maguindanao Electric Cooperative (MAGELCO) since they are connected with the Datu Piang electric line.
- Since May 2011, GEM staff had cautioned DPWH and municipal government officials that if the government failed to relocate any post and/or clear any obstructing tree, house and structure within the construction limit promptly, the particular un-cleared section will be skipped and construction work suspended even up to the closure of the GEM contract if the government would ultimately fail to fulfill its obligation as stipulated in the project MOU.

Maintenance of Security Measures at the Project Site:

- The local detachment of the Philippine Army continues to provide security measures to the construction workers and GEM Engineers. A contingent of 21 soldiers has been stationed at the bunk-house/equipment yard of the contractor to secure the area and the field activities.

### **1.2.3.2 Buluan-Pandag-Paglat-SK Pendatun Road Upgrading Subproject (R-11)**

**Purpose:** This 1210-funded project will upgrade the existing provincial road to an all-weather gravel-surfaced road (13.5 km) with intermittent concrete paved sections (1.8 km) along bridge approaches, municipal centers, schools and clusters of establishments. It is a strategic transport network because it is the only direct access to the three interior municipalities of Pandag, Paglat and SK Pendatun to the national road through the Municipality of Buluan. The improved road will significantly decrease transit times and increase traffic counts, which will spur economic development along the road corridors, increase trade volume with neighboring municipalities, and improve access to education and health care.

**Location:** Municipalities of Buluan, Pandag, Paglat and SK Pendatun, Maguindanao Province

**Number of Beneficiaries:** 87,000

#### **Project Data**

- Contract Amount: Php93,236,926.93
- Revised Contract Amount: PhP90,605,549.52
- Subcontract Signed: October 22, 2010
- Subcontractor: PL Sebastian Construction
- NTP: November 22, 2010
- Contracted Completion Date: November 16, 2011

#### **Environmental Data**

- ECC issued by DENR: August 06, 2010
- EA approved by USAID: October 06, 2010

#### **Progress Summary**

- Scheduled Progress: 94.1%
- Actual Progress: 55.0%

The subcontract has an actual progress of 55% compared to the projected progress of 94.1% based on the subcontractor's work schedule, and incurred a slippage of 39.1% during this reporting period. Progress was credited from pay items under the General Technical Requirements, Earthworks, Clearing and Grubbing, Removal of Existing PCCP, Embankment from Unclassified Excavation, Embankment (from Borrow), Aggregate Subbase Course, Aggregate Surface Course and Portland Cement Concrete Pavement (PCCP) at Sta. 5+340 – Sta. 5+376 L/S.

Delays were encountered due to insufficient number of equipment mobilized by the subcontractor on site especially dump trucks. Hauling of embankment, subbase and surfacing materials were impeded by inadequate number of operational dump trucks. To expedite hauling of materials, the subcontractor has opted to lease dump trucks from a local supplier. On a daily average, 12 units of 6-wheeler dump trucks were rented and are being utilized by the subcontractor. Frequent breakdown of equipment on site were also experienced. PLSC Project Manager was also advised to follow-up with the PLSC Management in Davao City regarding the additional secondary crusher in order to expedite crushing of boulders for Item 300 in order to catch-up with the negative slippage.

GEM engineers continue to exert every effort to work with the subcontractor to improve subproject implementation and maintain construction subcontract project schedules.

Subcontract Modification No. 2 was issued on August 9, 2011 increasing the subcontract price by PhP1,686,564.97 from PhP93,236,926.93 to PhP94,923,491.90 due to adjustment in the quantities of several work items based on the as-stake survey conducted. Subcontract Modification No. 3 was also issued on August 11, 2011 reducing the quantity of Item 300 Aggregate Surface Course and increasing the volume of Item 104(1b) Embankment from Borrow due to revisions in the roadway design. In effect, the subcontract price was reduced to PhP90,605,594.52 with no adjustment in the subcontract duration. Subcontract Modification No. 4 of September 1, 2011 was also issued by Contracts Office to approve the replacement of subcontractor personnel without increase in subcontract price.

On the Environmental Compliance Monitoring of the subproject, the Provincial Government of Maguindanao has prepared and submitted a Semi-Annual Compliance Monitoring Report (CMR) for the period January – June 2011 to DENR-EMB ARMM on September 14, 2011. The CMR indicated that the Provincial Government had fully complied with the conditions of the Environmental Compliance Certificate (ECC) and commitments with the Environmental Management Plan (EMP) for the road upgrading project during the monitoring period.

#### **Counterpart Status**

Supply of materials at the approved sources for embankment (100,000 cubic meter loose truck volume), gravel wearing course (41,600 cubic meter loose truck volume) and sub-base course (4,410 cubic meter loose truck volume). Total estimated value of counterpart contribution is PhP 28.1 Million:

- Source of approved embankment materials (Item 104) in Barangay Kayaga, Municipality of Pandag. The subcontractor continued extracting materials from the identified source and has been using these materials in the project. Rocks found beneath the top soil layer are being crushed at site into useful aggregate size for Item 300. Because of the thin soil layer, fine materials for binder of Item 300 appear limiting at the present extraction point. Alternative sources of good materials are available in the Municipality of Quirino which is too distant and therefore not cost effective for the project. As a remedy, GEM Engineers modified the blending of materials to produce acceptable surface course (Item 300) based on available compliant materials and revised design.
- Source of approved aggregate materials (Item 200 and Item 300) from the property of Salendab family, a relative of the Provincial Governor, in Barangay Lomoyon, Municipality of Datu Paglas, has been used by the subcontractor. Quarry activity temporarily suspended one time, but promptly resolved by the LGUs. On 20 April 20 2011, the Municipality of Datu Paglas re-issued a resolution allowing the owner to undertake quarrying, after the old permit expired, and the Provincial Government then on had issued a temporary permit to the quarry owner.

Clearing of Obstruction within the Road Construction Limit:

- One obstructing electric post in Barangay Ramcor, SK Pendatun was already moved outside of the construction limit on July 06, 2011 by the Sultan Kudarat Electric Cooperative (SUKELCO), the local electric utility company, in response to the request of the Municipal Mayor. There is no other obstructing post after this one in SK Pendatun.

### **1.2.3.3 Ladtingan-Silik Road Upgrading Subproject (R-12)**

**Purpose:** This 1210-funded project will upgrade the existing provincial road to an all-weather limestone-surfaced road (7.2 km) with intermittent concrete paved sections (0.456 km) along the barangay centers and schools. This project connects six remote barangays in Pikit to the Poblacion Pikit, and will serve as access road to reach the neighboring municipalities along the Pulangi River in the Liguasan Marsh. The improved road will significantly improve security access, decrease transit times and increase traffic counts, which will spur economic development along the road corridors, increase trade volume with neighboring municipalities, and improve access to education and health care.

**Location:** Municipality of Pikit, North Cotabato Province

**Number of Beneficiaries:** 21,000

#### **Project Data**

- Contract Amount: Php16,625,654.55
- Revised Contract Amount: Php22,346,735.31
- Subcontract Signed: November 15, 2010
- Subcontractor: Must Enterprises & Construction
- NTP: November 22, 2010
- Contracted Completion Date: August 18, 2011
- Revised Completion Date: October 1, 2011

#### **Environmental Data**

- ECC issued by DENR: August 09, 2010
- EA approved by USAID: October 06, 2010

#### **Progress Summary**

- Scheduled Progress: 74.4%
- Actual Progress: 55.2%

The subcontract has an actual progress of 55.2% and incurred a slippage of 19.2% during this reporting period, compared to the projected progress of 74.4% based on the subcontractor's revised work schedule. No progress was recorded during the month of September 2011.

Contracts Office issued a time extension on September 15, 2011 extending the subcontract completion date from October 1, 2011 to October 20, 2011. The 19-day extension was a result of the 2 temporary work suspension orders issued by Contracts Office on August 26, 2011 for an extension from August 28 to September 9, 2011, then another time extension order on September 9, 2011 from September 9 to September 15, 2011. This was because of the materials testing that needs to be performed to ensure suitability of the limestone materials from the quarries in Brgy. Tapodoc (Municipality of Aleosan) for embankment materials (Item 104) and Brgy. Dalingawen (Municipality of Pikit) for surfacing materials (Item 300), and to obtain approval of North Cotabato Governor to procure the counterpart limestone materials from these sources. Subcontractor resumed work on September 16, 2011.

A subcontract modification was issued by the GEM Contracts Office on September 22, 2011 reducing the thickness of Item 300 Aggregate Surfacing Course from 250mm thick to 80mm

thick due to the stability and high degree of load carrying capability of the current subgrade materials.

Due to continued delays, GEM participated in the administration of construction of the subproject effective September 26, 2011 to complete the subproject expeditiously, while allowing Must Enterprises and Construction (MEC) to maintain its subcontract. GEM retained the current MEC staff and provided additional management staff to complement MEC manpower.

On the Environmental Compliance Monitoring of the subproject, the Provincial Government of North Cotabato has prepared and submitted a Semi-Annual Compliance Monitoring Report (CMR) to DENR-EMB XII on September 20, 2011 for the period January – June 2011. The CMR indicated that the Provincial Government had fully complied with the conditions of the Environmental Compliance Certificate (ECC) and commitments with the Environmental Management Plan (EMP) for the road upgrading project during the monitoring period.

### **Counterpart Status**

Supply of Limestone Materials at Approved Source(s) for Embankment (42,000 cubic meters), for Sub-base (750 cubic meters) and for Surfacing (19,250 cubic meters). Total value of counterpart is estimated at PhP 10 Million.

Source of Limestone Materials:

- Good materials from the Batulawan Quarry, earlier designated by the Provincial Government as source of counterpart materials, were fully extracted in the last week of August resulting to an order from GEM Engineers to stop extraction in the quarry. This was reported to the Provincial Governor who then agreed to purchase materials from two alternative sources, one quarry in Tapodoc (Aleosan) and another in Dalingawen (Pikit). Materials from Tapodoc quarry were tested to comply for embankment materials (Item 104) while materials for Dalingawen comply for surfacing materials (Item 300). Also, the volume of required limestone materials will decrease after the adjustment of vertical alignment design by GEM Engineers.

Clearing of Obstruction within the Road Construction Limit:

- After negotiations were conducted by the Provincial Government, affected land owners voluntary agreed to cut the affected trees and remove/clear obstructing structures. In the event that the affected lot owners are not cooperative, the North Cotabato Governor informed GEM to instead fit the road width within the available ROW space and that she has no problem in having some road sections narrower than normal (i.e. 6m roadway width and to fit the shoulder width to any available space on either or both sides).
- In response to the notice for transfer of affected electric posts sent by the Provincial Government, the Cotabato Electric Cooperative (COTELCO) had moved the obstructing posts outside the construction limit including an additional post and a low hanging electric cross wire in Barangay Manualanan. Two other posts which limit the road shoulder (at Sta. 1+660 through Sta. 1+760 in Barangay Ginatilan) and two others with an attached transformer (at Sta. 3+700 in Barangay Manualanan) were also identified and subsequently reported to COTELCO which committed to perform the relocation in October 2011.
- Since May 2011, GEM staff had cautioned the Provincial and municipal officials that if the electric company and/or the LGUs failed to move out or remove any obstructing post, tree and structure promptly, this will result to having some sections of the finished roadway with

protruding electric posts or trees and will effectively make the sections narrower than the normal width.

#### **1.2.4 Beneficial Use Monitoring (BUM):**

- Four hundred-ten BUM visits to BIPs were conducted for the period (July to September 2011), focusing on projects that were last visited more than a year ago, as well as BIPs visited for the first time, which were completed starting in October 2008 under GEM-3. Also, ten GEM-2 and GEM-3 RIPs were also revisited from July through September 2011. Meetings were conducted with local authorities, Provincial, Municipal and Barangay Government officials to emphasize the importance of proper operation and maintenance to sustain long-term beneficial use of completed projects. Thus far, 1,207 projects out of 1,356 completed BIPs (as of September 2011), and 45 of 49 completed RIPs, have been visited. There were 7 BIP subprojects and 1 RIP subprojects under GEM-2 that could not be visited due to local security problems. During the quarter, efforts of the BUM Team were focused on the GEM-2 BIPs that have not been visited for over a year and those that were recently completed under GEM-3.
- By the end of September 2011, there were 64 “yellow” and 12 “red” projects out of the 1,207 monitored BIPs, i.e., of monitored projects, 5.3 % are “yellow” and 1 % are “red”; due to inadequate maintenance and others with institutional problems, peace and order issues and damage caused by flood; also, 1,131 projects (93.7% of those monitored) were “green” which means they were properly utilized and maintained.
- Prepared and submitted monthly BUM Reports for July and August 2011. The September 2011 Report is due the last week of October 2011.
- Visited CLIC and EMGP schools if in the vicinity or on the way to BIPs and RIPs.

#### **1.2.5 Counterpart Status and Delivery of RIPs:**

##### **1.2.5.1 Jolo Water Supply System Upgrading (R-01)**

The counterpart commitment LWUA and JMWD for this subproject was 51% of total project cost and fully completed in September 2009.

##### **1.2.5.2 Sanga-Sanga Airport Runway Improvement (R-02)**

The counterpart commitment of DOTC and CAAP for this subproject is 52% of total project cost. Work is proceeding.

#### **Completed**

- Concreting (PCC) of 316.m runway section was completed on April 25, 2009 at a project cost of PhP 33 Million.
- Runway shoulder grade correction, runway strip clearing and grading, drainage improvement and fencing completed by DOTC contractor on July 25, 2011 at a total cost of PhP43 Million.
- Construction of perimeter fence (continuation): DOTC contractor completed in April 2011 section of the perimeter fence at the extension area with project cost of PhP5 Million.

Sections for fencing assigned to the Municipal Government of Bongao (with PhP5 Million funding) and to the Provincial Government of Tawi-Tawi (with PhP 5 Million funding) under an individual Memorandum of Agreement with DOTC were also completed in July 2011 but are still subject to final inspection and acceptance, together with the one completed by the contractor, by DOTC/CAAP officials. The final inspection to be conducted by DOTC/CAAP officials from Manila scheduled in September 2011 was moved to October 2011.

#### **Not yet complete**

- Construction of new passenger terminal and expansion of the apron (partial), in process by DOTC (with budget of PhP9.50 Million).
- Airline operators: AirPhil Express has continued its scheduled flights (using 77-seater turboprop Bombardier Q400) to Bongao. The upgraded service of seven days per week (since October 22, 2010) has returned to the original service of four days a week (MWFSu) starting May 2, 2011 because some aircrafts have been undergoing regular maintenance abroad. Airphil estimates that the upgraded service will resume after completing aircraft maintenance and if the market demand is strong.
- Cebu Pacific Airways has announced its incoming daily service to the Zamboanga-Bongao route starting October 14, 2011 using A319 aircraft (with a capacity of 156 passenger seats and more than three tons cargo load). The airline has been accepting on-line booking for this route beginning June 20. The Tawi-Tawi Chamber of Commerce and Industry assisted Cebu Pacific gather market information and establish business office in Bongao. GEM provided advice and information to the Tawi-Tawi Chamber of Commerce so that it can effectively assist Cebu Pacific establish its business in Bongao. GEM also provided technical data on the airport runway to the Civil Aviation Authority of the Philippines (CAAP) which then passed this on to both Airphil Express and Cebu Pacific Airways.

#### **1.2.5.3 Jolo Airport Runway Improvement (R-03)**

The counterpart commitment of DOTC and CAAP for this subproject is 38% of total project cost. Work is proceeding.

#### **Completed**

- Preparation of Airport Master Plan and Pre-Feasibility Study, completed in June 2009 at a project cost of PhP 9 Million.
- Runway shoulder grade correction, runway strip clearing and grading, drainage improvement and fencing by DOTC contractor completed in April 25, 2011 at a total cost of PhP53 Million.

#### **Not yet complete**

- Relocation of Philippine Air Force and civilian houses and structures in the runway safety zone: The fund amounting to PhP 16 Million for the relocation of civilian houses was transferred by DOTC to the Provincial Government of Sulu in April 2010 based on a Memorandum of Understanding for the latter to manage and execute the relocation work. The Deed of Absolute Sale for the relocation site was signed by the parties and payment to the Vicariate of Jolo (seller) was released by the Provincial Government from the DOTC fund. Affected families numbering 200 were also paid PhP 20,000 each as compensation for their resettlement. Also, title of the property was issued to DOTC which plans to donate the land to the Provincial Government for being the responsible party to develop the

resettlement area in accordance with the MOA. The Provincial Government, on the other hand, will solicit the assistance of the National Housing Authority (NHA) in implementing the resettlement program. GEM staff conducted research on resettlement procedure from NHA-Region 9, and sent a report to the Sulu Provincial Planning and Development Office in August for their ready reference. Sulu Governor has given 3 months timeframe for the affected civilians to vacate the airport area and relocate to the settlement site.

- Interested airline operators: AirPhil Express has continued its scheduled flights to Jolo for three days per week (TThS) using a 77-seater turboprop Bombardier Q400 aircraft.
- Cebu Pacific is less interested to serve the Zamboanga-Jolo route because of strong competition from lower cost sea transport services serving the Zamboanga-Jolo route.

#### **1.2.5.4 Tawi-Tawi Bridge-Road Partnership Project (R-04)**

The counterpart commitment for this subproject is 54.9% by DPWH-Central and 30.4% by DPWH-ARMM. Work is proceeding.

##### **Completed**

- Geotech study and detailed engineering design of 3 bridges and link roads completed in March 2009 by DPWH-Central at a total cost of PhP PhP 1.5 Million.
- Supply of Steel Bridge materials (from the Salam Bridge Program and valued at PhP 155 Million) delivered and stockpiled at the project site by DPWH-ARMM.
- Construction of Bridges, Phase 1 (PhP 100 Million budget): Scope of work includes construction of Bridge 1 substructure, installation of Bridge 1 superstructure, and construction of one abutment and two piers of Bridge 2 by DPWH contractor (JD Legaspi). The construction work in this phase is already complete and final inspection by DPWH-Region 9 Inspectorate Team was conducted on August 18, 2011 and found the work in order.

##### **Not yet complete**

- Construction of Bridges, Phase 2 (Additional Budget of PhP97 Million): Scope of work includes construction of one remaining abutment for Bridge 2, construction of approaches for the 3 bridges (partial only for Bridge 3), installation of superstructure of Bridge 2 and clearing of the short roadway (900 m) on the Bakhaw Dakula islet located between Bridges 2 and 3. As of September 26, 2011, the actual progress on this phase remained as in previous month at 96.26% versus revised target of 67.08% (ahead of schedule by 28.57%). The revised estimated project completion is on February 13, 2012 from the original target of September 10, 2011 after the approval of 156-days time extension due to bad weather condition in the project area.
- Construction of Bridges, Phase 3 (Additional Budget of PhP100 Million) Scope of work includes full construction of the substructure and superstructure of Bridge 3, full construction of two-lane gravel roadway (900 m) on the islet located between Bridges 2 and 3 and the short roadway between Bridge 1 and 2, and construction of bridge approach road connections on the Tawi-Tawi Island side and the Sanga-Sanga Island side (at the end of the GEM-assisted road project). Subcontract was awarded to and signed with JD Legaspi, contractor for the Phase 1 and Phase 2 works and became effective on June 28, 2011. Contractor mobilized in July 2011. As of September 26, 2011, the actual work on this phase

is reportedly at 32.52% (mostly rock fill) versus revised target of 4.96% (ahead of schedule by 27.56%) based on the official project report from DPWH-9 office. The revised estimated project completion is on July 1, 2012 from the original target of May 21, 2012 after the approval of 40-days time extension due to bad weather in the project area.

- Based on the inquiry of GEM and MinDA to DPWH, a Phase 4 amounting to PhP 80 Million has been included in the proposed DPWH 2012 budget for the concreting of the various road sections between the bridges and those connecting them to the Tawi-Tawi Island side and the Sanga-Sanga Island side (connection to the GEM-assisted road project), and for installation of guardrails and sign posts.
- The road on the Tawi-Tawi Island side (the Lapid-Lapid-Panglima Sugala Road), a counterpart of DPWH-ARMM in the project package, was allocated PhP 10 Million for partial upgrading in 2011. The upgrading work (concreting) is being implemented by DPWH-Tawi Tawi jointly with the Provincial Government under a Memorandum of Agreement (MOA).

#### **1.2.5.5 Ladia-Raguisi-Pinarang Road Upgrading (R-05)**

The original counterpart commitment of the project proponent (Bangsamoro community) for this subproject is 25% of the project cost. An equivalent of 14.5% of the project cost was delivered and was appropriately considered as being the complete counterpart delivery of the proponent as of August 2010 because USAID-GEM viewed the particular project as having a special and unusual potential for contributing to the consolidation of peace, especially in supporting the peace process with the Moro Islamic Liberation Front (MILF).

#### **1.2.5.6 Bañas Bridge (R-06)**

The counterpart commitment of DPWH for this subproject (i.e., asphaltting of 1.46 km section of the national highway) was 50% of the project cost, and fully completed in December 2009.

#### **1.2.5.7 Busay Bridge (R-07)**

The counterpart commitment for this subproject (i.e., asphaltting of 1.40 km section of the national highway) was 49.35% of project cost by DPWH and 1.98% by the Provincial Government of Basilan together with the Isabela Water District (ISAWAD), and all fully completed in May 2010.

#### **1.2.5.8 Ngan Spillway (Overflow) Structure (R-09)**

The counterpart commitment of the Provincial Government of Compostela Valley for this subproject amounting to PhP 2.3 Million was 42.6% of the project cost and fully completed in November 2009.

#### **1.2.5.9 Paglat Spur Road Upgrading Subproject (R-13)**

Counterpart materials consisting of embankment materials and aggregates for base and surfacing is a component of the Buluan-Pandag-Paglat-SK Pendatun Road Upgrading(R-11) as negotiated with the Provincial Government since the Paglat Spur Road is also a provincial road connecting the Municipality of Paglat with the rest of the Maguindanao Province.

- Materials for embankment, base and surfacing were fully supplied and appropriately used for the project.

Clearing of Obstruction within the Road Construction Limit:

- With the assistance of LGU officials, road clearing proceeded smoothly. Affected lot owners cooperated in the clearing of obstructing trees on their properties. The LGU shouldered the

related cost in cutting of trees and removing of obstructions. Moving out of any electric post was avoided when GEM Engineers adjusted the road alignment to fit the construction within the available ROW space.

### **1.3 Outstanding issues and implementation problems and options for resolving these issues and problems.**

During the reporting period, a total of 4 BIPs had to be suspended due to rain delays, 27 BIPs were delayed due to late delivery of counterpart, and 15 BIPs were delayed due to change orders. During the quarter, of the 42 BIP subprojects for which IFBs were issued, there were no bidders on 8 of the subprojects, and only single bids were received on another 8 of the subprojects. To increase the number of bidders, GEM continues to have meetings with potential subcontractors in the different areas to promote GEM's procurement opportunities and enhance competition. GEM held "Kapehan" meetings during the quarter to discuss projects and issues with subcontractors in each of the area offices.

GEM had also eliminated the prequalification requirements of potential bidders of all BIP subprojects in response to USAID's instruction. This has helped to encourage new subcontractors to bid BIPs and further increase competition, but has also increased the post-bid requirements of the contracting staff to ensure that only qualified and responsible bidders are awarded contracts. GEM has now opened the invitation to bid BIPs to all accredited contractors with the Philippine Contractors Accreditation Board (PCAB).

Security issues were minimal during the quarter and did not impact GEM construction activities. Isolated cases of "*rido*" or feuding between families and clans that resulted in sporadic violence and conflicts were reported in Maguindanao. However, such incidents were contained through the intervention of the Local Government Units (LGU) and the Philippine military, and have not affected GEM construction activities.

Other BIP and RIP implementation problems and strategies intended to resolve these problems are described briefly below.

#### **1.3.1 BIP Implementation**

Delays in BIP implementation continued due to non-compliance by LGUs on counterpart commitments, inadequate subcontractor equipment and workers, and bad weather. GEM is continuing to address the delays due to LGU counterpart issues by requiring certification of LGU counterpart prior to the start of subprojects, getting LGUs to procure counterpart materials as soon as GEM obtains approval to bid, combining complimentary projects that can be part of the counterpart contributions, and obtaining assistance from the Mindanao Development Authority (MinDA) to deal with counterpart issues. The BIP Community Liaison officers have greatly assisted in resolving and mitigating LGU-caused delays.

GEM field staff and the GEM Contracts Office also work closely with and regularly meet subcontractors who have problems with providing adequate equipment and manpower, to urge them to improve and show them how they can improve their performance, and to advise them of the potential termination of their subcontracts. The latter action usually produces positive results.

### **1.3.2 Ladia-Raguisi-Pinaring Road Upgrading (R05)**

This subproject was completed on May 14, 2011. This project is a special one because it was undertaken at the request of, and in partnership with the Moro Islamic Liberation Front (MILF). The U.S. Embassy requested that USAID-GEM undertake the project as a means of demonstrating U.S. Government's willingness to work with the MILF towards a peaceful resolution of the conflict in Mindanao. During the RIG Auditor's visit to the project in July 2011, they have observed that some road sections have soft spots and that the road is in poor condition.

GEM has initiated an internal audit to review the project, and has conducted a site investigation and quality tests on materials used in the road subproject. Samples of limestone materials and surfacing coarse aggregates were sent to Qualitest Solutions & Technologies, Inc. (QSTI) on September 10, 2011 in Davao City. QSTI is an accredited Department of Public Works and Highways (DPWH) laboratory. Based on the investigation and test results, GEM will propose to undertake restoration works on some unstable road sections from Sta. 2+700 to Sta. 6+300.

### **1.4 Planned performance objectives for the next quarter:**

Performance objectives to be met during the next quarter include the following:

#### **1.4.1 BIPs:**

- A cumulative total of 625 BIP subprojects will be completed, per the FY12 Annual Work Plan.
- BIPs that have been turned over and have maintenance issues will be targeted for re-visits. LGU proponents will continue to be urged to provide proper maintenance and budgets for maintenance and MinDA's assistance will be engaged to keep the pressure on erring LGUs. Newly completed BIPs will be visited two times (before the end of the 6<sup>th</sup> month and the 11<sup>th</sup> month after the project acceptance and turn-over) during the one-year warranty period and defects to be validated for reporting to GEM Contracts Team so that subcontractor's will be officially notified to rectify the defects.

#### **1.4.2 RIPs:**

- Construction will be ongoing for the two Central Mindanao 1210-funded subprojects: the Midsayap-Datu Piang National Highway Upgrading (Midsayap Section) and the Buluan-Pandag-Paglat-SK Pendatun Provincial Road Upgrading subprojects.
- Construction will be completed on the Ladtingan-Silik Road Upgrading subproject.

#### **1.4.3 BUM:**

- Conduct first-time visits to completed and turned-over GEM-3 BIPs and RIPs and remaining GEM-2 BIPs and RIPs (assuming site accessibility and no security problems, especially in Basilan and Sulu). Continue revisits to BIPs taking note of economic impacts and emphasizing O & M responsibilities including remedial actions, if any, to LGU officials.
- Conduct revisits to "red" and "yellow" projects, with focused efforts by the assigned BUM staff to convince LGUs to provide specific remedial actions and budgets (target of 3 to 5

“red” or “yellow” projects becoming “green” per month). The assistance of MinDA will continue to be engaged to keep the pressure on concerned LGUs until they perform remedial actions to O&M issues.

## 1.5 Attainment of Operational Plan (OP) Targets

### Fiscal Year 2011 - OP Targets and Accomplishment

OP Indicators		Revised GEM FY 2011 Target	COMPLETED				Actual TOTAL FY 11
			Qtr 1	Qtr 2	Qtr 3	Qtr 4	
			Oct 2010 - Dec 2010	Jan 2011 - Mar 2011	Apr 2011 - Jun 2011	Jul 2011-Sep 2011	
1	No. of people with access to improved drinking water as a result of USG assistance.	10,000	0	0	0	1,448	1,448
4*	Kilometers of transportation infrastructure constructed or repaired through USG assistance.	79	2.0	2.0	8.5	36.6	49.1
5	Total public and private \$ leveraged with USG support for transport infrastructure projects.	\$7,719,010	376,947	317,925	650,250	8,476,043	\$9,821,165
6	No. of people benefiting from USG-sponsored transportation infrastructure projects.	887,738	76,544	84,343	146,724	627,208	934,819
	Male	443,869	37,507	41,328	71,895	307,332	458,061
	Female	443,869	39,037	43,015	74,829	319,876	476,758
8	Number of vulnerable households benefiting directly from USG assistance.	93,420	3,644	2,557	17,438	31,168	54,807
9**	Number of producers associations, water users associations, trade and business organizations, and community-based organizations receiving USG assistance.	86	8	9	10	38	65

Notes:

\* Many road and other transport infra projects are still under construction or in the bidding stage. Implementation has been delayed due to relatively more complicated design requirements and delays in subcontract award and construction caused by bad weather, delayed counterpart and less than satisfactory subcontractor performance, and some security issue.

\*\* Number of Cooperatives/Communities provided with post harvest facilities (grains solar dryers, trading centers, production facilities and water

## 2.0 Business Growth

During fiscal year 2011, GEM continued working to triple the foreign exports and domestic out-shipments of high-value fruit vegetable and high-value commodities through strategic production and supply chain interventions. These interventions ranged from assisting growers, including former combatants, in improving production and finding domestic buyers, to helping Mindanao producers expand their reach into international markets. GEM also worked closely with business support organizations to bring about a better business environment more supportive of economic growth, sustainable peace and development in Mindanao.

Based on the still incomplete government data<sup>1</sup> for the sector, the total export and domestic out-shipment value of GEM targeted commodities from Mindanao for FY 2011 was \$64.8 million. This \$34.1 million increase from the 2007 baseline figure of \$31 million, is 91% of the targeted increase of \$38 million to FY 2011, and 67% of the overall \$51 million increase (from the \$31 million baseline to \$82 million LOP target) targeted by the end of the project. We anticipate that when the complete data are available, this final figure for 2010 and 2011 value of exports and out-shipment of GEM targeted commodities will increase, as will the percentage achievement towards the targeted life of project sales. Also, if the impacts of conflict, drought and power-outages are less severe during the remaining year and a half of the project than during 2008 to 2009, sales should further increase.

Based on sales transactions data compiled by GEM in fiscal year 2011, GEM helped facilitate an additional \$29.2 million in sales of international exports and domestic out-shipments, of selected fresh and processed fruit products, vegetables, and seafood commodities to these markets during this fiscal year. Total facilitated sales from project inception in 2008 to the end of this quarter were \$64.5 million. The 2011 sales represent a 20-fold increase in sales from the first year of the project. These increases – to which GEM assistance can be directly linked – provide solid, quantitative evidence of GEM's positive impact on sales in the targeted commodity sectors.

GEM provided successful local and international marketing support through participation in trade fairs, in partnership with government agencies and the private sector. This fiscal year, GEM participated in 8 international trade shows of which two were held during this quarter in Hong Kong, China: the Hong Kong Food Expo from August 11 to 15 and the Asian Seafood Show from September 6 to 8. Since project inception, GEM assistance to Mindanao producers' participation in 20 foreign and six Manila-based international trade shows has resulted in a total of more than \$39 million in actual sales.

This fiscal year, two Mindanao companies successfully obtained their HACCP certification under the 3<sup>rd</sup> Batch of the GEM HACCP Certification Assistance Project (H-CAP). Five other Mindanao companies in the 3<sup>rd</sup> Batch of the H-CAP are expected to secure their certification by December 2010. As of September 2011, a total of 12 companies have been assisted under the GEM H-CAP to obtain HACCP certification. The first group of companies that were certified in 2009 and 2010 has achieved a collective increase in sales of \$12 million in the 24 months following certification of the first batch of H-CAP companies. They attributed this increase directly to their access to new markets resulting from their certification. Collectively, these companies have invested about \$416,000 (for an average of about PhP 2 million) per company in upgraded facilities and equipment).

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<sup>1</sup> Government Sector Data (GSD) for export includes partial figures for FY 2011 and HVA in FY 2009. August and September 2009 Domestic out-shipment data for HVA are not available at OCA Zamboanga.

GEM assistance to specific growers' groups this quarter included providing them with seedstock and improved technologies for producing and marketing cardaba and lakatan banana, papaya, grouper, abalone, shrimp, milkfish, and various high-value vegetables. These activities help to raise the selected growers' incomes; by showing them "how it can be done," and encouraging other growers in the area to improve production and diversify into higher-value agriculture and aquaculture. The growers' groups assisted included cooperatives composed of former combatants of the Moro National Liberation Front (MNLF), located in six provinces and two cities in the Sulu Archipelago and Central Mindanao.

During the fiscal year 2011, assistance was also provided to growers' associations in establishing supply agreements with international and domestic buyers including large-scale fruit and vegetable trading companies, supermarket concessionaires and food processing companies.

GEM continues to provide technical assistance in aquaculture to selected growers' groups and mariculture parks. GEM aided them in acquiring hatchery-bred grouper and abalone spat, thereby helping to conserve wild stocks and to promote sustainable profitable aquaculture. This quarter, marketing assistance of HVA commodities has reached 25.4 metric tons, valued at \$600,000. Four new marketing agreements were also forged with GEM assistance between and among the Tawi-Tawi Hatchery and HVA growers groups.

GEM also helped create economies of scale and reliable product delivery volumes by assisting selected groups of growers to acquire consolidation and packing facilities. During this fiscal year, the GEM TCEP Team provided technical assistance to three producers groups in the preparation of project proposals for the establishment of consolidation and marketing support facilities such as Packing House, Semi-processing and Cold/Cool Storage and Consolidation Center. The project proposals were submitted to the Department of Agriculture (DA) for funding. The DA subsequently approved funding for these projects. These projects include packing houses with semi-processing and cold storage facilities for the Vegetable Enthusiasts and Growers Society (VEGS) and Greenland Asparagus Producers Multi-purpose Cooperative (GAP-MPC) in General Santos City and a vegetable consolidation center for the Caraga High Value Vegetable Council, Inc (CHiVVeCI) in Agusan Norte. As of September 2011, the three projects are on-going and are due for completion before end of 2011.

Since project inception 2008, GEM-3 has conducted a total of 368 commodity-related conferences/training activities that has enhanced the production efficiency of 21,050 small-hold growers that include a large number of former MNLF combatants.

Among GEM's major partners helping to realize its economic growth objectives are business support organizations (BSOs), which include chambers of commerce and producer associations. GEM assisted chambers in Pagadian City, Sarangani, and Maranaw (in Marawi City) to hold strategic planning workshops and investment promotion, fora and deliver improved services to members, and attract more investment to their respective geographic areas.

During this quarter, the BSO Team supported 13 events and training activities, including business-related seminars, consultation and trade fairs showcasing local products of MSMEs. More than 781 business-persons and small and medium scale entrepreneurs based in Mindanao attended these events. As a pre-event activity to the 20<sup>th</sup> Mindanao Business Conference, the GEM BSO Team managed the Round Table Discussions on Policy Issues

affecting the Mining, Energy, and Agriculture sectors in Mindanao. Insights gathered from the fora were consolidated to complete the Mindanao Business Agenda which was presented to the Philippine Government at the “20<sup>th</sup> MinBizCon”.

Since 2008, the GEM - BSO Team has facilitated 77 major events (e.g., conferences, forums, trade fairs and exhibits) and 102 organizational capability-strengthening workshops and business skills enhancement seminars, attended by 11,929 private-sector participants.

All targets scheduled for FY2011 were met. During FY 2012, we will expand our support to the chambers (target 3) to include helping them increase LGU tax revenue collection. Our efforts will be directed to enhancing the sustainability of other chambers (target 4), producer associations (target 5), and key growth sectors (target 7). The value (target 8) and volume (target 9) of sales will be increased by \$19 million and 75 T MT, respectively. Work with the tourism industry (target 11 has been discontinued) and completed for work with BPO facilities in CAAM (target 12). We will assist an additional two mining companies and associated communities (target 13). Assistance will be extended to an additional 20 former MNLF combatant groups/communities (target 14) and an additional 20 communities will be provided with pre/post harvest facilities (target 15).

## **2.1 Summary of FY 2011 4<sup>th</sup> quarter major activities and accomplishments.**

### **2.1.1 Targeted Commodity Expansion Project (TCEP):**

#### 2.1.1.1 Progress towards volume and value targets:

Target: Tripling (measured by both volume and value) of international export and domestic out-shipment to Philippine markets outside Mindanao of GEM “targeted commodities.”

GEM’s Business Growth component includes a broad range of activities and initiatives designed, in their aggregate, to help expand selected sectors of the region’s economy, thereby helping to create new jobs and to increase farmer productivity and incomes.

Results of assistance to targeted commodity sectors:

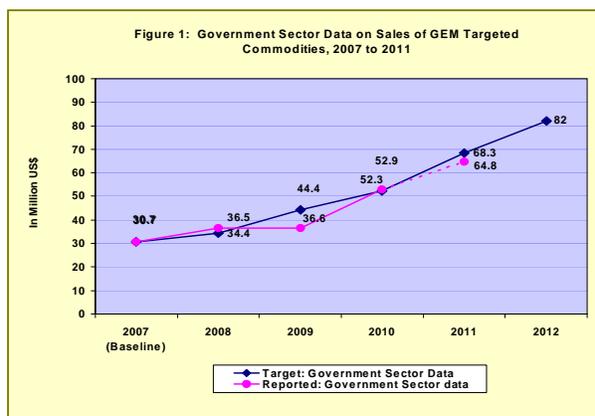
Acceleration of international export and domestic out-shipment of commodities. GEM’s target of tripling the value and volume of exports and out-shipments of these commodities is being attained in progressive increments, with higher values and volumes targeted during each of the five years of the program. A baseline on the volume and value of each targeted commodity was established in 2007. Progress towards these targets is monitored annually in synchrony with Government reporting of sector value and volume data. This is shown in Table 2.1.

**Table 2.1 GEM Targeted Commodities Export and Domestic Out shipment  
Baseline, FY 2008-2011<sup>2</sup> Results and Projected Targets for FY 2008-2012 (in USD)**

	Baseline 2007	FY 2008		FY 2009		FY 2010		FY 2011		FY 2012
		Target	Actual	Target	Actual	Target	Actual	Target	Actual <sup>2</sup>	
<b>Total Export and Domestic outshipment</b>	<b>30,700,010</b>	<b>34,388,056</b>	<b>36,459,970</b>	<b>44,424,909</b>	<b>36,640,834</b>	<b>52,337,225</b>	<b>52,900,793</b>	<b>68,280,577</b>	<b>64,823,873</b>	<b>92,189,427</b>
<b>Targeted Export Priority Commodities</b>	<b>23,401,902</b>	<b>26,287,156</b>	<b>28,048,025</b>	<b>34,014,095</b>	<b>25,602,885</b>	<b>39,849,144</b>	<b>28,713,905</b>	<b>51,897,404</b>	<b>33,788,711</b>	<b>70,273,851</b>
Fresh Fruit	3,592,770	4,041,866	3,545,931	4,609,710	2,834,229	4,467,020	1,091,491	6,700,530	1,605,993	10,788,772
Fresh Mango	3,592,770	4,041,866	3,545,931	4,609,710	2,834,229	4,467,020	1,091,491	6,700,530	1,605,993	10,788,772
Dried/Dehydrated Fruits	1,150,754	1,294,599	1,787,856	2,052,932	2,524,100	2,840,040	3,252,699	3,201,478	4,752,021	3,455,613
Dried Mango	982,244	1,105,025	1,471,092	1,706,467	2,079,104	2,256,298	3,161,402	2,549,617	4,509,652	2,949,592
Dried Papaya	105,330	118,496	139,650	167,580	19,295	37,783	15,108	160,547	76,708	316,297
Dried Pineapple	63,180	71,078	177,114	178,885	425,701	545,959	76,189	546,068	165,661	189,724
Fruit Juice/Puree	1,261,580	1,419,278	1,501,913	1,851,536	2,918,482	2,899,773	677,863	3,273,537	856,879	3,788,414
Mango Juice	792,305	891,343	701,602	947,163	1,628,527	1,533,800	580,868	1,871,236	587,039	2,379,222
Other Tropical Fruit Juices	52,542	59,113	385,603	385,989	395,222	160,387	20,314	160,547	153,877	157,788
Mango Puree	416,730	468,821	414,708	518,385	894,733	1,205,586	76,681	1,241,753	115,963	1,251,403
Frozen Fruits	413,506	466,187	428,154	565,163	1,192,822	1,181,320	1,796,812	1,233,353	1,840,284	1,241,722
Frozen Mango	413,506	466,187	356,154	470,123	625,822	645,052	394,812	696,656	352,284	1,241,722
Frozen Banana			72,000	74,160	567,000	536,268	1,402,000	536,697	1,488,000	
Other Horticulture Products	37,496	41,621	6,640	13,147	-	16,600	-	43,160	2,355	112,597
Fresh and Processed Ginger	37,496	41,621	6,640	13,147	-	16,600	-	43,160	2,355	112,597
Aquaculture	244,810	271,739	369,146	431,544	668,908	540,392	5,380,022	612,066	2,596,850	735,143
Abalone	30,345	33,683	178,297	178,475	30,408	188,619	-	189,940	645,081.41	91,123
Sea Cucumber	71,649	79,530	32,731	49,097	54,968		66,080		12,317	215,156
Groupers	142,816	158,526	158,118	203,972	583,532	351,772	5,313,942	422,127	1,939,452	428,864
Sardines (Bottled/Club can)	16,700,986	18,751,867	20,408,385	24,490,062	15,464,344	27,904,000	16,515,018	36,833,280	22,134,329	50,151,590
<b>Targeted Domestic Out shipment Commodities</b>	<b>7,298,108</b>	<b>8,100,900</b>	<b>8,411,945</b>	<b>10,410,814</b>	<b>11,037,949</b>	<b>12,488,081</b>	<b>24,186,888</b>	<b>16,383,173</b>	<b>31,035,161</b>	<b>21,915,576</b>
Fresh Bananas & Mango	3,130,435	3,474,783	4,803,643	5,620,263	5,711,534	6,382,391	7,705,706	7,722,693	9,646,708	9,400,421
Tropical and semi-temperate vegetables	3,881,783	4,308,779	2,846,368	4,013,379	3,758,956	5,400,611	5,925,349	7,884,893	8,810,084	11,656,653
High Value Aquaculture	285,890	317,338	761,934	777,172	1,567,459	705,079	10,555,833	775,587	12,578,369	858,502

Sources of raw data: National Statistics Office (NSO) for fresh mango, dried/dehydrated fruits, fruit juice/puree, frozen mango, fresh and processed ginger and sardines exports  
Bureau of Customs (BOC)-District Ports of Zamboanga, General Santos City and Davao City for high value aquaculture exports  
Sagrex Foods Inc. (SFI) for frozen banana exports  
Aboltiz ZGO for fresh banana and mango out shipment  
Industry for tropical and semi-temperate vegetable outshipment  
Office of the City Agriculture (OCA) - Zamboanga City for high value aquaculture out shipments

<sup>2</sup> Actual exports and outshipments value for first to third quarter, projected value for fourth quarter FY 2011

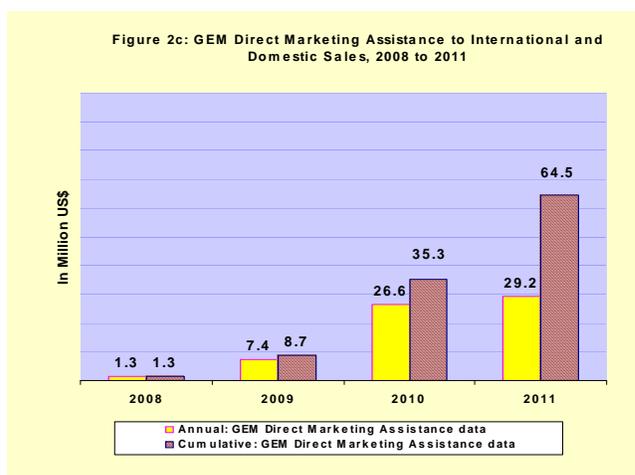
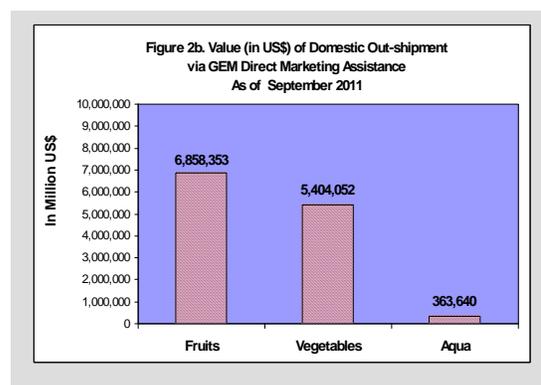
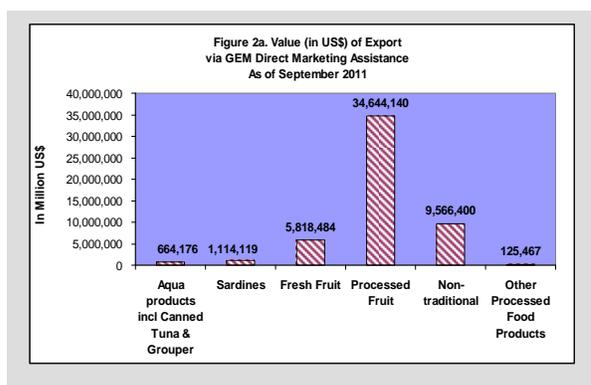


Based on as yet incomplete government data for the sector, the total export and domestic out-shipment value of GEM targeted commodities from Mindanao for FY 2011, has reached \$65 million or 91% of the targeted result of \$68 million for this fiscal year. The annual increase achieved during FY 2011 is 67% of the overall \$51 million increase targeted by the end of the project.

Based on transactions data compiled by GEM, Table 2.2 and Figures 2c below presents the recorded value of international export and domestic out-shipments achieved through GEM's direct marketing assistance. During the fourth quarter of fiscal year 2011, GEM helped facilitate an additional \$6.8 million in sales of fresh and processed fruit products, vegetables, and seafood commodities to these markets. Total facilitated sales from 2008 to the end of this quarter were \$64.5 million. The 2011 sales represent almost 30-fold increase in sales from the end of first year of the project. These increases, which are directly linked to GEM assistance, strongly indicate the major impact that GEM assistance is having on the sector, and counterbalance weaknesses that might be perceived if only the Government-reported sector data are considered.

Table 2.2 Total Volume and Value of International Exports and Domestic Out-shipments resulting from GEM Direct Marketing Assistance As of September 2011<sup>2</sup>

Out-shipment Destination	FY 2008		FY 2009		FY 2010		FY 2011		Cumulative FY 2008 to FY 2011	
	Volume (in MT)	Value (in US\$)	Volume (in MT)	Value (in US\$)	Volume (in MT)	Value (in US\$)	Volume (in MT)	Value (in US\$)	Volume (in MT)	Value (in US\$)
Domestic Markets	2,500	\$923,799	8,061	\$2,715,266	10,010	\$3,723,380	8,628	\$5,263,599	29,199	\$12,626,044
Export Markets	668	\$377,750	3,599	\$4,719,153	7,948	\$22,854,556	6,749	\$23,981,327	18,964	\$51,932,786
<b>Total</b>	<b>3,168</b>	<b>\$1,301,549</b>	<b>11,660</b>	<b>\$7,434,419</b>	<b>17,958</b>	<b>\$26,577,936</b>	<b>15,377</b>	<b>\$29,244,926</b>	<b>48,163</b>	<b>\$64,558,830</b>



We expect that as additional negotiated sales are completed, and as shipments from previous agreements continue, the cumulative value and volume of GEM-facilitated transactions from these past sales agreements will increase dramatically.

Results of assistance to key firms:

In addition to providing support to commodity sectors to increase out-shipments and exports, usually through producer-associations, GEM also provides direct assistance to a number

of firms and producer groups that are well positioned to increase exports and out-shipments. Value chain analysis is used to determine where (in production, logistics, processing, etc.) interventions are most needed, and also to identify individual firms or groups that can benefit from development of the value chain or benefit from its improvement.

GEM value-chain approach to strategic intervention in international export and domestic out-shipment of targeted commodities. To enable Mindanao producers expand foreign exports and domestic out-shipments to existing markets, and to identify new potentially lucrative markets, GEM analyzes value chains to determine key points that require intervention. This allows GEM

<sup>2</sup> Export included sales generated from (1) International and Local Trade Events, (2) GEM-assisted Sales from Non-trade Event activities, and (3) Additional sales generated through GEM H-CAP.

to develop appropriate strategies and activities that would benefit producers in increasing productivity and the competitiveness of their products, leading to increased market access and rural incomes. These activities include participation in consultation fora with business groups, key marketing events, market introductions and referrals through e-mail, and reconnaissance of key demand markets. They also include organizing visits to processing plants and production sites by smallhold growers and producer groups to encourage them to consolidate their production volumes to meet market supply requirements.

#### 2.1.1.2 Export Marketing and H-CAP:

GEM has provided technical and/or co-funding support to activities that help Mindanao companies promote their products in new markets. These activities include: facilitating logistics and participation in trade fairs; organizing meetings between Mindanao food exporters and potential buyers; and, collaborating with government and private sector partners to provide technical and funding support. These activities are also designed to generate sales through booked orders and negotiated sales of Mindanao food commodities.

To date, GEM assistance to Mindanao producers through participation in 20 foreign and six Manila-based international trade shows has resulted in cumulative total actual sales verified by the companies of more than \$39 million, and booked sales (i.e., scheduled but not yet verified as actual sales) of more than an additional \$63 million, for these producers. During this quarter, GEM assisted Mindanao producers to participate in two international trade fairs.

Trade event highlights during this quarter are:

Hong Kong Food Expo, August 11 to 15. GEM co-funded the participation of 6 Mindanao food exporters during the Hong Kong Food Expo 2011. The 6 Mindanao companies were mostly SME-exporters producing fresh and processed fruits and coconut-based products. Total sales generated by the Mindanao exhibitors amounted to \$ 2.55 million for booked sales and \$ 4.33 million for sales under negotiations.

Best selling products during the show were mango and other dried tropical fruit and purees, frozen mango, banana chips, dehydrated banana chips, fresh mango and coco-based products (coco sugar, coco sap). Leading buyers for Philippine/Mindanao products came from mainland China, Hong Kong, Singapore, and United States.

Mindanao Seafood Companies participated at Asian Seafood Show and Market Recon. GEM co-funded the participation of thirteen seafood suppliers at the Asian Seafood Show held in Hong Kong, China from September 6 to 8, 2011. Total sales generated at the Asian Seafood Show were approximately \$2 million from 13 countries.

Most of the participating companies were either based in Mindanao or purchased their raw materials from Mindanao through buying stations. The most sought-after Philippine products were value-added milkfish products and fresh sashimi tuna. The GEM TCEP-SAFE Team also arranged for a market reconnaissance of Aberdeen live fish market in Hong Kong on the 7<sup>th</sup> of September.

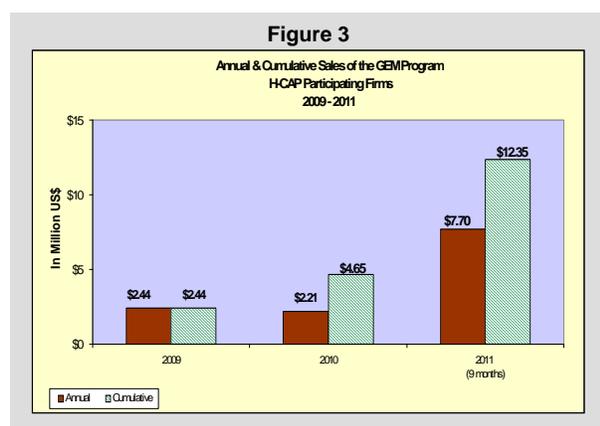
The Asian Seafood Show provided an excellent opportunity to showcase Mindanao food products, gauge the receptivity of target markets, observe product trends and establish marketing links with buyers. The Bureau of Fisheries and Aquatic Resources also provided co-funding support to the Mindanao exhibitors.

### *GEM HACCP Certification Assistance Project (H-CAP):*

The GEM H-CAP is part of the over-all strategy of the GEM Program to promote more exports of targeted Mindanao commodities like fruit, vegetables, fish and high-value aquaculture to key foreign markets. Under the H-CAP, GEM provides technical and co-funding assistance to Mindanao companies exporting these targeted commodities to acquire HACCP certification.

To date, the GEM Program has successfully assisted twelve companies obtain HACCP certification since the launching of its H-CAP Project in 2009. This fiscal year, eight companies from the 1<sup>st</sup> and 2<sup>nd</sup> batch of the H-CAP reported a collective increase in sales totaling \$12.4 million in 24 months following HACCP certification. They attributed this increase to improved access to new markets resulting from their certification.

Based on preliminary reports by the participating companies, total investments among the first 10 H-CAP firms are estimated at approximately \$416,000 for an average of more than PhP 2 million per company in upgraded facilities and operations.



During this quarter, two companies - the General Santos City-based Well Delight Network, a processor/exporter of frozen tuna products and See's International Manufacturing Corporation in Davao City, a processor/exporter of banana chips, have passed the HACCP Certification audit conducted by TUV-SUD, the third party certification agency engaged by the GEM Program. Five other Mindanao food companies participating in this batch of the H-CAP are scheduled to have their HACCP audit and certification in the next 2-3 months.

#### **2.1.1.3 High-Value Horticulture:**

GEM provided technical support to various smallhold grower groups in negotiating and establishing regular supply arrangements with domestic buyers outside Mindanao, which include food processors, exporters, supermarket concessionaires, and traders or consolidators for institutional markets. GEM also provided smallhold growers with technology training and market promotions assistance in order to penetrate new markets.

During this fiscal year, GEM extended marketing support assistance by providing improved packaging materials, particularly food grade plastic crates, sorting tables and mobile tents. Since December 2009, a total of 26 producer groups were provided with post-harvest materials and equipment to help them effectively handle and transport their highly-perishable fresh fruit and vegetables from the farms to various local retail outlets, including out-shipments to key demand centers in Luzon and Visayas. These producer-associations are also being assisted by the GEM Program to improve production and post-harvest technologies and establish market linkages with key buyers and processors.

During this fiscal year, GEM intensified efforts to link fruit and vegetable growers to major supermarket buyers and concessionaires. GEM introduced Greenland Asparagus Growers

Multi-Purpose Cooperative in General Santos City to Agri-Nurture, Inc. (ANI), the leading supplier of fresh fruit and vegetables to the SM supermarket chain in Metro Manila and UBM Corporation, the major concessionaire for fresh produce of the Robinson's Supermarket. These introductions led to a regular supply delivery by Greenland MPC of at least 300 kg of fresh asparagus daily to the two major buyers.

For fruit supply linkages, GEM assisted the Kidapawan City Banana Growers Association and a group of small-hold banana growers (VICMAR cluster) in Bukidnon supply a total of 5 MT of native banana varieties to UBM Corporation for its supermarket outlets in Metro Manila.

GEM also continued to provide assistance to the South Cotabato Creations, Inc (SBCI) in its fruit and vegetable retail operations at SM Robinson's in General Santos City and Ace Supermarket in Koronadal, South Cotabato. SCBCI supplies at least one MT of assorted fruit and vegetables to these supermarkets daily. GEM helped SCBCI link with other vegetable growers including former MNLF-combatants to supply its retail requirements.

During this fiscal year, GEM also provided marketing support equipment such as plastic crates and sorting tables to the association for its retail operations. From October 2010 to August 2011, more than 250 plastic crates, 8 mobile tents, and 27 sorting tables were handed over to various fruit and vegetable producer groups in Mindanao.

Highlights during this quarter are:

Smallhold fruit growers in South Cotabato turned exporters to the Middle East. The Tupi Papaya and Guava Growers Association's (TUPAGGA) successfully made two trial shipments of papaya to the Middle East (Dubai) through a Hong Kong-based trading firm Inovat Corporation. Each shipment was 6.5 MT valued at PhP65,000. The papaya export shipment benefited local growers in South Cotabato as the average buying price of Inovat was at least three times higher than the prevailing farm-gate prices. The GEM Program linked Inovat to TUPAGGA in June in response to the group's request for alternative markets in the wake of depressed prices in the Manila market.



GEM arranged TUPAGGA's participation to the International Food Exhibition through the Department of Agriculture in May 2011 where the group first met with Inovat Corporation and discussed papaya export possibilities. GEM also conducted a post-harvest training to TUPAGGA members and other growers to orient them on proper handling techniques for export-grade papaya. The training was done in partnership with the University of the Philippines Los Baños (UPLB) and the Municipal Government of Tupi.

In preparation for the trial shipment, GEM worked closely with Inovat Corporation, UPLB and DA-Tupi to finalize appropriate post harvest treatments for the papaya shipment. GEM also helped the association procure the required packaging materials (foam nets, boxes) and arranged meetings with Plant Quarantine Office to obtain phytosanitary permits.

Figure 4. TUBAGA Post-harvest and Packing System Flow



Organic Banana Growers in South Cotabato Gain Export Benefit from Efficient Sourcing and Packing System. The Tupi Balangon Growers Association (TUBAGA) in Tupi, South Cotabato has been using the GEM-funded Nuronia Trading Center as consolidation and packing area for their organic balangon bananas for export. TUBAGA has installed a wash tub in the nearby DA-constructed facility for washing purposes. With the centralized post-harvest and packing system of TUBAGA, problems on quality are expected to be minimized. TUBAGA had been experiencing quality inconsistencies with their old system where bananas were washed and packed on-site. Japan buyers have warned TUBAGA of incidence of insect contamination during shipment. With substantial improvements in the association's post-harvest system, TUBAGA has increased their volume of deliveries from 800 to 900 boxes per week to 1,200 to 1,300 boxes per week valued at US\$5,124 to US\$5,551 per week. As additional marketing support to the group, GEM has turned over 10 plastic crates to TUBAGA which will be used for washing of bananas prior to packing.

#### **2.1.1.4 Sustainable Aquaculture & Fisheries Efforts (SAFE):**

The objective of the GEM-3 Sustainable Aquaculture & Fisheries Effort (SAFE) is to provide support to the Mindanao fisheries and aquaculture sectors to help them achieve sustainability while increasing their contributions to the local economy. The target of GEM-3 SAFE is to triple exports and domestic out-shipments of selected aquatic products. To achieve this objective, the value chain of each selected commodity has been assessed to determine which interventions along the value chain would be the most effective in helping to increase exports and out-shipments.

SAFE's high-value aquaculture assistance contributed substantially to a 198% increase in cultured grouper exports, from 254 MT in FY 2009 to 757 MT in FY 2010. Data through June 2011 suggest a further substantial increase. In FY2011, SAFE coordinated the distribution of approximately 100,000 grouper and abalone seedstock to 800 fish farmers, trained 300 growers, and assisted eight groups of growers with marketing agreements. SAFE provided technical assistance to the Tawi-Tawi Multi-species Hatchery which resulted in an increase in production from 88,500 grouper and 293,197 abalone seedstock in FY2010 to 118,000 grouper and 423,000 abalone in the first 10 months of FY2011.

The Sulu Sea Sardine Management Plan, drafted by GEM, was adopted by the Department of Agriculture. The first management regulation, a three-month fishing closure during the peak spawning season, was promulgated by Bureau of Fisheries.

GEM supported 18 different seafood exporting companies, all with bases or buying stations in Mindanao, in displaying their products at four international seafood trade shows in FY 2011. Total seafood booked sales and sales under negotiation were over \$40 million for these four shows.

Highlights during this quarter are:

Sardine Industry.

SAFE assisted three sardine processors in promoting their products at the Asian Seafood Exposition. In preparation for this event, two companies developed new products (smoked sardines and dried sardines) and improved their packaging to export standards.

Tuna Industry.

At the request of the SOCKSARGEN Federation of Fishing and Allied Industries (SFFAI), SAFE drafted a position paper arguing against government imposition of a 3% export tax on all seafood exports. SFFAI used the position paper to negotiate a reduction in the export tax to 0.2%.

#### High Value Aquaculture Commodities:

##### Hatchery Production

- The production of grouper fingerlings at the Tawi-Tawi Hatchery improved in February 2011, with increased larval survival, averaging 14,000 pcs/month production. This was due mainly to GEM assistance in introducing formulated larval feeds, modifying tank structure, and other recommendations provided by resource persons from private hatcheries. In July 2011, a larvicologist was commissioned by GEM to recommend actions and train staff to meet the hatchery's target production volumes. Initial results show a substantial increase in survival rate from the modifications in the culture protocol. Abalone spat production has also been steadily increasing and is now at 53,000 spat per month.
- The MOAP hatchery's operations have come to a virtual stop, with grouper broodstock ceasing to spawn since June 2011. To address the MOAP Hatchery's inability to continue its operations, SAFE is working towards getting the provincial government of Misamis Occidental to consider leasing the hatchery to a private operator. GEM has submitted a preliminary concept plan to the Office of the Provincial Governor and intends to actively seek out interested companies willing to operate the hatchery.

##### Assistance to Grow-out

- SAFE forged 2 market agreements to help aquaculture cooperatives in selling their harvest. A major deal was consummated through GEM's direct intervention between the *Kahugpungan sa mga Gagmayng Mangingisdasa Concepcion* (KGMC), one of the most progressive co-ops being assisted by GEM, and Red Sidon, a large-scale grouper farm operator in Kolambugan, Lanao del Norte. Under the agreement, KGMC will sell its harvest to Red Sidon in order for the latter to reach the 5 MT mark required for direct transport to China by live fish carrier. Through these activities and other forms of direct assistance in marketing, the volume of high-value commodities sold through GEM facilitation reached 15 MT this quarter.

As a corporate aquaculture enterprise, Red Sidon joins the other private grouper farms being assisted by GEM this year, including Zampen Agro-Marine Enterprises in Misamis Oriental, AMR Trade and Industrial Devt. Corp. in Zamboanga City.

- SAFE established a new abalone demonstration module at the new mariculture park in Tondon, Panglima Sugala, Tawi-Tawi. Operated by the Matarrang Community Organization, an MNLF aquaculture cooperative, the module employs the 49-tray multi-harvest system to enable the co-op to undertake multiple production cycles, thereby increasing revenues, and will be used as a model for other park locators to replicate.



Signing of contract growing agreement between 11 Islands Neighborhood Association and Tawi-Tawi High Value Multi-species Hatchery (Stokes, Plitt, and Ilagan witness)

- On July 21, 2011, GEM facilitated the signing of a contract growing agreement between the Tawi-Tawi Hatchery and the 11 Islands Neighborhood Association, a GEM-assisted MNLFG growers group. Under this agreement, the hatchery will provide grouper fingerlings and abalone spat to the association at no immediate cost, for rearing until ready for harvest. Related to this, SAFE facilitated the distribution of more than 31,000 juveniles to 250 growers this quarter.
- This quarter, SAFE commenced its work on nursery development, starting with the establishment of a land-based nursery in Kabasalan, Zamboanga Sibugay. To be managed by the KGMC, a GEM-assisted aquaculture cooperative, this nursery will rear grouper larvae obtained from the Tawi-Tawi Hatchery and rear them to fingerling size, thereby enabling more growers in other parts of Mindanao to readily access seedstock for their grow-out operations.

#### 2.1.1.5 Expansion of warehousing, cold storage and vapor heat treatment facilities in Mindanao:

In fiscal year 2011, GEM assisted three (3) producer groups to acquire facilities necessary for the expansion of foreign exports and domestic out-shipment of priority commodities. The groups include: (1) The Vegetable Enthusiasts and Growers Society (of General Santos City and Sarangani), (2) the Greenland Asparagus Producers Multi-purpose Cooperative (GAP-MPC) and the (3) Caraga High Value Vegetable Council, Inc. (CHiVVeCI).

Highlights during this quarter:

Export Grade Asparagus Packing Facility Launched. GEM provided GAP-MPC assistance in developing a project proposal for the proposed asparagus consolidation and packing facility which was submitted to the Department of Agriculture (DA) for funding. The DA subsequently approved the project proposal and allocated funds for the project through the National Agribusiness Corporation (NABCOR). In mid-August, NABCOR made a release of the first tranche of the project costs and the cooperative immediately started construction work. With construction activities going full stream, the project was formally inaugurated by DA Secretary Proceso Alcala on 1 September 2011. The project is expected to be completed by the end of the year. GEM is providing technical assistance to the cooperative in over-all project management and monitoring.

Smallhold Growers Group in CARAGA established its own Packing House and Consolidation Facility. GEM also assisted Caraga Region-based producers association CHiVeCCI and its grower-members Crossing Beawan-Luna Multi-Purpose Coop (CroBeMPCo) in Esperanza, Agusan del Norte in the review of the project proposal and initial design and lay-out for a packing house and consolidation center and in subsequent follow-ups with the LGU.

The GEM Program continues to assist these two groups linking up with more growers and suppliers to optimize the use of the post-harvest facilities being provided.

#### 2.1.1.6 Support to producer groups:

In fiscal year 2011, GEM continued working with major producer-associations, to strengthen the fruit, vegetable, aquaculture and fishery industries through the expansion of stakeholder networks and an events-based strategy to provide fora for dealing with common issues and concerns. GEM technical support, in addition to co-funding activities, includes event design,

stakeholder mobilization, secretariat support, buyers-suppliers meeting facilitation, and managing the conference resolutions development process.

Highlights during this quarter:

During this quarter, GEM provided co-funding and technical assistance to major industry events and training activities organized by producer-associations. The majority of attendees were growers from all over Mindanao, as well as buyers from Luzon and Visayas.

The 13<sup>th</sup> National Tuna Congress was organized by the SOCSKSARGEN Federation of Fishing & Allied Industries, Inc. on September 1 & 2, 2011. The congress was attended by at least 275 composed of 190 male and 85 female. This year's congress has passed 8 congress resolutions which were accepted by the Bureau of Fisheries and Aquatic Resources.

The 13th National Mango Congress, organized by the Philippine Mango Industry Foundation, Sarangani Federation of Fruit Industry Association and the Mindanao Fruit Council, was held in Glan, Sarangani from September 27 to 29 with at least 300 participants. The 5-year Mango Industry Development Plan was submitted to Sec. Proceso J. Alcala of the Department of Agriculture. This event was actively supported by the Provincial Government of Sarangani and Municipal Government of Glan, Sarangani Province.

Newly-formed Cagayan De Oro Vegetable Producers Federation (CDOVPF) Launches Production Technology Demonstration Farm. The GEM Program, in partnership with the NorminVeggies, assisted the City Agriculturist Office of Cagayan de Oro in the creation of the Cagayan de Oro Vegetable Producers Federation (CDOVPF) on July 14, 2011. The 297 members CDOVPF is comprised of five key vegetable-producing barangays in Cagayan de Oro. It is the first group of vegetable growers federation recognized in Cagayan de Oro City. The CDOVPF's Vegetable Commercial Production Demonstration Site in Barangay Canitoan, was established with technical support from the East-West Seeds Company and Dupont Philippines. Similar technology demonstration sites in three other vegetable producing barangays in Cagayan de Oro City are also being established.

Emerging Producer Group Seeks More Marketing Opportunities in Mindanao. The Tupi-based SAMAKA is one of the growers' groups being assisted by GEM to expand its vegetable production and marketing activities in South Cotabato. SAMAKA has rented a space at the Alunan Bagsakan Center, a fresh produce trading facility operated by the local government of General Santos City. The group is planning to use the rented space as their centralized vegetables consolidation area and trans-shipment point to markets in nearby provinces. The Department of Agriculture is providing the association inputs such as seeds and planting materials to increase their volume and encourage the cultivation of higher-value vegetables like potato and carrots. A technical training on potato production was conducted by the TCEP Team for the group in April 2011.

Skills enhancement activities conducted to increase production and out-shipment of high quality fruit, vegetables and aquaculture commodities. To equip growers with improved technical skills crucial to the expansion of their production, out-shipment marketing, and sales, GEM organized training sessions and workshops for various producer groups in Mindanao, including former MNLF combatants, on: new pre- and post-harvest technologies; quality improvements; commodity clustering; and, assessing new markets and marketing trends for fruit, vegetables and aquaculture products.

Since FY 2008, in collaboration with various producer groups and local government units (LGUs), GEM has conducted 368 major commodity-related conference and training-workshops benefiting a total of 21,050 agricultural technicians, traders, small to medium scale food processors and manufacturers, and smallhold growers (including producers groups of former MNLF combatant communities assisted under the Former Combatant Reintegration subcomponent of GEM-3).

Highlights during this quarter are:

Training on Production Technology, Commodity Clustering, and Quality Improvement for fruits, vegetable and aqua products. During this quarter, more than 1,237 smallhold growers and producers (excluding producer groups of former MNLF combatants) of fruit, vegetable and aqua products were trained on Production Techniques, Quality Improvement, Commodity Clustering and Integrated Pest Management. GEM also partnered with private companies and local government units such as the Department of Agriculture regional offices and local government units (municipal offices) to organize major commodity-specific events, such as regional conferences and forum, to increase farm-level productivity and promote local out-shipment of fruit, vegetable and aqua products from Mindanao.

## **2.1.2 Exploratory Investments in Key Industries:**

### **2.1.2.1 Business Process Outsourcing:**

Target has been met for Investment in Business Process Outsourcing, and further activities have been discontinued.

### **2.1.2.2 Tourism:**

This subcomponent has been discontinued. Conflict in central and western Mindanao, power shortages, the Maguindanao massacre in November 2009, and the hostage-taking incident in Metro Manila in August 2010 involving a busload of tourists from Hong Kong, China, heightened the perception of risk, not only in Mindanao but in the rest of the Philippines. This security risk poses major challenges with regard to promoting tourism investment in the project area.

### **2.1.2.3 Mining:**

In line with its objective to establish socially responsible, productive “community outreach programs” by mining companies that benefit their host communities, GEM engaged in activities aimed at strengthening the collaborative efforts of mining companies, host communities and other industry stakeholders in the Caraga Region and Zamboanga del Norte to help develop sustainable and self-reliant mining communities. GEM is currently working with three international mining companies (1) Taganito Mining Company, (2) Taganito HPAL, and (3) TVI Resource Development (Phils), Inc. and anticipates including a fourth company by the end of September 2011.

With its continued technical assistance to the Community Technical Working Group of the Taganito Mining Corporation, GEM has also assisted the AMPANTRIMTU (Asosasyon sa Madazaw na Panagkaisa nan mga Tribong Mamanwa sa Taganito ug Urbiztondo) in 2009 in the formulation of the Council's Plans and Programs for 2010.

Towards the end of 2010, an evaluation of the 2010 Mamanwa Community Plan was conducted. Following the evaluation, an executive meeting attended by the tribal leaders and officers to further assess AMPANTRIMTU's concerns:

Other accomplishments:

Meeting with THPAL Nickel Corporation took place on December 15, 2010 wherein the company's Social Development and Management Plan implementation was discussed.

In early 2011, AMPANTRIMTU engaged in a focus group discussion in preparation for the drafting and formulation of the 2011 AMPANTRIMTU Community Plan. This exercise encouraged members of the AMPANTRIMTU to engage in sharing of ideas and what the membership deemed as priority concerns for the community.

During the Community Planning Workshop with GEM BSO, the results of the focus group discussion became the source of AMPANTRIMTU's identified plans and program for 2011.

Highlights during this quarter are:

The Association is faced with internal and organizational issues which they need to address closely, hence there are no highlights during this quarter.

### **2.1.3 Former Combatant Reintegration:**

#### **2.1.3.1 Support to producer groups of former MNLF combatants in Sulu Archipelago:**

Since the inception of GEM-3, the following FCR activities were implemented in the Sulu Archipelago:

- **Fifty (50)** MNLF cooperatives in the provinces of Basilan, Sulu, and Tawi-Tawi were assisted by GEM in producing and selling new high-value agriculture and aquaculture commodities.
- With GEM technical assistance and inputs, more than **1,980** co-op members began producing higher valued commodities.
- More than **1,817** co-op members were trained in the production and marketing of higher valued agricultural commodities.

Highlights during this quarter are:

Matarrang Community Organization Harvests Abalone in Panglima Sugala, Tawi-Tawi. The Matarrang Community Organization has completed its first crop of abalone, selling about 100 kilograms to the Tawi-Tawi Multi-species Hatchery for its broodstock requirements. According to the Chairman of the association, Mr. Najir Abdurahman, the community has re-stocked the pen with about 5,000 pcs. of 3 cm. spats produced by the Tawi-Tawi Multi-species Hatchery. In addition to abalone, the organization has over 1,000 pcs. of grouper with 400 pieces nearing marketable size (weight of over 500 grams each). The organization plans to expand its grouper production, and is requesting the GEM Program to co-fund a 'live fish transport boat'. This will lead to an increase in income of community residents by transporting their grouper, and selling directly to seafood exporters based in Bongao, Tawi-Tawi, and eventually in Zamboanga City, which will increase the price they will be paid for their groupers.

### 2.1.3.2 Support to producer groups of former MNLF combatants in Central Mindanao:

Since the inception of GEM-3, the following FCR activities were implemented in Central Mindanao:

- GEM assistance to **55** MNLF cooperatives in producing and selling high-value agricultural and aquaculture commodities has been fully implemented.
- These co-ops are in predominantly Muslim communities in, or close to, sensitive areas including the Liguasan Marsh.
- As a result of GEM assistance, **1,708** co-op members in these communities are now producing high-value agriculture and aquaculture commodities.
- Some **1,683** co-op members have been trained in production and marketing of various high-value agriculture and aquaculture commodities.

Highlights during this quarter are:

Illana Bay Fishermen Cooperative's Profitable Fish Harvest in Parang, Maguindanao. In August 2011, the Illana Bay Fishermen Multi-purpose Cooperative in Barangay Moro Point, municipality of Parang, harvested a total of 1,300 kg of milkfish with a gross revenue PhP110, 500 or PhP85 per kilogram. The milkfish reached an average body weight (ABW) of 345 grams in 140 days. Feed conversion ratio (FCR) is about 2. Over-all the target production and technical parameters were achieved. The buyer from Cotabato City was satisfied with the harvested milkfish as they were uniform in size and of good quality. Mayor Ibrahim Ibay of Parang, Assemblyman Cahar Ibay and Councilor Abdurahman Ganduan witnessed the activities and were pleased with the result of the harvest. This is the first time the municipality of Parang harvested milkfish from fish cages.

### 2.1.3.3. FCR Pre/Post-harvest facilities:

Since the inception of GEM-3, the following FCR post-harvest facilities and activities were implemented in the Sulu Archipelago and Central Mindanao:

- **30** post-harvest facilities completed, benefiting **2,947** community members engaged in producing and selling agriculture and aquaculture commodities.
- Some **807** community members trained in agriculture and aquaculture production, post-harvest handling, and the operation and maintenance of post-harvest facilities.

Highlights during this quarter:

Pre-Shipment Facility for Milkfish Fingerlings Benefits Former MNLF Combatants in Sarangani. The GEM Program, through its Former Combatant Reintegration Team successfully linked the Sultan Kudarat Descendants Multi-purpose Cooperative to San Andres Corporation in General Santos City. In September, the co-op started its initial delivery of 40,750 pieces of 5-inch sized milkfish fingerlings to the company's fish cages in Alabel, Sarangani. Prior to delivery, the milkfish fingerlings were consolidated and conditioned in the co-op's *Pre-shipment Facility* which greatly reduced fish mortality. The fingerlings were bought at five pesos per piece, which generated a gross revenue of PhP 203,750. The SKDMPC will prepare the nursery ponds after the full harvest and restock it with hatchery-bred milkfish fry.

## 2.1.4 Business Support Organization (BSO) Development:

The objective of the Business Support Organization (BSO) Development sub-component of GEM is to assist the establishment of BSOs that can offer useful services to their members, and to provide selective technical and financial assistance to improve the organizational and managerial capacity of existing BSOs. The aim of this capacity-building assistance is to strengthen each BSO's self-sufficiency and the ability of its members to contribute to economic growth in Mindanao.

### 2.1.4.1 Support to new chambers of commerce:

The GEM Program continues to conduct "Coaching and Mentoring Sessions" for chamber board members and management staff, to enhance these chambers' business services, resource generation, team building, and membership recruitment and retention. Chambers that benefited from these mentoring sessions include the Surigao, Pagadian, Iranon, Sarangani, Maranaw and Metro Kidapawan chambers. During the past 3.5 years, increases in membership of GEM-3 assisted chambers have ranged from 36% to 233%.

**Table 2.3 New Chambers of Commerce Membership Growth Review**

Chamber	2007 (Baseline)	2008	2009	2010	2011	% Growth			
						2008 vs. 2007	2009 vs. 2007	2010 vs. 2007	2011 vs. 2007
Pagadian	30	35	71	88	69	17%	137%	193%	130%
Surigao	54	59	54	67	86	9%	0%	24%	59%
Iranon	22	29	25	30	30	32%	14%	36%	36%
Maranaw	15	18	79	212	50	20%	427%	1313%	233%
Metro Kidapawan	37	55	78	100	118	49%	111%	170%	219%
Sarangani*	0	22	24	46	52		9%	109%	136%

\*Baseline is 2008

One of the objectives of the GEM BSO Development Program was to help Business Support Organizations in Mindanao sustain their operations without reliance on financial support from GEM. Planning sessions were held with the BSOs at the start of the program to identify activities designed to attain these objectives. These activities included training on board governance, bookkeeping and financial reporting, business management, the organizing of major events such as annual business and industry conferences, and technical forums. Financial and technical support was also provided for the organization and management of local and international fairs and exhibits.

Highlights during this quarter:

#### *Pagadian Chamber of Commerce and Industry*

- Organized PAKALS 2011 on August 12, 2011 with the end goal of uniting the hotel and restaurant owners and providing the venue for Hotel and Restaurant Management (HRM) students to showcase their skills and talents to prospective employers.
- Conducted FUN RUN for PEACE as part of the chamber's advocacy on Peace and Order.
- Hosted the 20<sup>th</sup> MINDANAO BUSINESS CONFERENCE, the largest annual gathering of the business community in Mindanao. U.S. Ambassador Harry K. Thomas, Jr. addressed the plenary, and newly appointed Presidential Adviser on Environmental Protection Sec. Nereus Acosta was the guest of honor at the Closing Ceremonies. During the Minbizcon, the 2011

Mindanao Business Policy Agenda was formally turned over to President Aquino thru his representative MinDA Chairperson Sec. Luwalhati Antonino. The Mindanao Business Policy Agenda covers an eight-point priority concerns for Mindanao.

#### *Surigao Chamber of Commerce and Industry*

- Organized Bonok-Bonok sa Surigao Trade Expo 2011 which showcased local delicacies and native products of at least 41 exhibitors. This was a 15-day trade fair organized by the chamber in partnership with the City Tourism Council and the Department of Trade and Industry.
- Participated in the Caraga Business Conference last August 2011 held in Butuan City
- Attended the 20<sup>th</sup> Mindanao Business Conference held last September 7-9, 2011 in Pagadian City

#### *Iranon Chamber of Commerce and Industry*

- Participated in the preparation for the 64<sup>th</sup> Founding Anniversary of Parang which was organized by the Local Government Unit of Parang and various sectors.
- Attended the Education Summit last July 2011 organized by LGU Parang, Department of Education and multi-sectoral entities.
- Participated in livelihood training on fabric conditioner and dish washing liquid processing organized by the women's sector.

#### *Maranaw Chamber of Commerce and Industry*

- Organized a Seminar and Demonstration on Solid Waste Management at the Padian Public Market in Marawi City on July 6, 2011. The objective of this activity is to pave way for an efficient and effective management of solid waste products and sanitation in the market by encouraging community participation.

#### *Metro Kidapawan Chamber of Commerce and Industry*

- Conducted MSMEs Training on Producing High Value Organic & Green Foods from Coconut Sap at Village Level last July 29, 2011 in Kidapawan City
- Conducted Business Permits and Licensing System LGU Streamlining Workshop last August 23, 2011 in Kidapawan City and was attended by 8 LGUs in North Cotabato
- Conducted "Market-Market sa Kapitolyo", a special 7-day trade fair for MSMEs in North Cotabato Province, showcasing their products and services. A total of 42 MSMEs participated in the event

#### *Sarangani Chamber of Commerce*

- Organized the 1<sup>st</sup> SOCCSKSARGEN Business Summit and Trade Fair last July 28-31, 2011 in General Santos City
- Signed a Memorandum of Agreement on Chamber Sisterhood with Israel Chamber of Commerce of the Philippines (ICCP), to include the following future engagements, to wit:
  1. Business Conferences and Periodic Seminars & Forums on Technology Transfer on Agriculture and Aqua-Marine Culture as well as Water Technology

2. Business Matching
  3. Benchmarking on trade and business in Israel by 2012
  4. Conduct various trainings/seminars such as : Business Management and Indigenous People's Based Entrepreneurial Development Trainings and Intellectual Property Forum
- Conducted 1<sup>st</sup> SOCKSARGEN Business Summit Trade Fair last July 28-31, 2011 which was participated by 30 exhibitors and obtained a revenue of Php 68,000 on booth rental

#### 2.1.4.2 Support to previously-assisted (GEM-2) Chambers of Commerce:

In FY 2011, GEM provided technical support to six previously-assisted (GEM 2) chambers of commerce (Autonomous Basilan Islamic Chamber of Commerce and Industry, Inc (ABICCI); Metro Cotabato Chamber of Commerce and Industry Foundation (MCCCIF); Sulu Chamber of Commerce (SCCI); Tawi-Tawi Chamber of Commerce (TCCI); Muslim Chamber of Commerce of Kutawato, Inc. (MCCIKI); and Chamber of Commerce and Industry Foundation of Iligan (CCIFI), to strengthen these chambers' ability to advocate improved governance, particularly in relation to local government revenue generation.

During FY 2011, all six chambers provided assistance to partner local government units to substantially increase locally-sourced revenue in 2010 over base year figures. Increases were: ABICCI for Lamitan – 75%; CCIFI for Iligan City – 16%; MCCCIFI for Cotabato City – 10%; MCCIKI for Parang, Maguindanao – 20% and TCCI for Bongao – 357%. SCCI for Jolo reported the only decrease of 15%, brought about by natural disasters which hit the area during the year.

The increase in the number of business permits issued in FY 2010 ranged from 6-19% above the base year figures. However, Jolo registered a decrease of 42% due likewise to the various calamities which hit the area in 2010.

Five of the six local government units have completed training on the electronic business permit and licensing system conducted by the National Computer Center (NCC), as provided for in their agreements with NCC and the Chambers.

Iligan Chamber is helping Iligan City acquire updated software, hardware and training for its e-TRACS integrated LGU revenue system. Both parties just signed a memorandum of agreement formalizing previous joint activities improving the permits processing of the city.

Highlights during this quarter:

##### *Autonomous Basilan Islamic Chamber of Commerce*

- Organized a workshop, entitled “Strategic Planning Geared for Chamber and LGU Development” held on July 09, 2011 in Lamitan, Basilan province. The activity provided opportunity to present the difficulties incurred in the collection of taxes and to consolidate suggested improvements to increase tax collection rates.

##### *Chamber of Commerce & Industry of Iligan Foundation, Inc.*

- Conducted the 5<sup>th</sup> Mindanao Bloggers' Summit on October 29 to 30 in Iligan City. The event is in line with the chamber's six-point agenda on investment promotion, specifically the

improvement of its image as investment destination, through actual and onsite observation of over 100 bloggers and positive online promotion in their respective sites.

- Conducted the business permit & licensing system enhancement seminar on August 31 to September 2. This was preceded by a benchmarking workshop on August 8 and benchmarking onsite observation of similar systems installed in Palawan, Makati and Quezon City. Follow-up activities consisting of conferences with Iligan City Mayor and City Administrator were made to obtain their full support through issuance of appropriate legislative and administrative pronouncements.

#### *Metro Cotabato Chamber of Commerce*

- The Chamber held the Business Permit Forum on September 29. This is an advance activity to campaign for business permit application and renewal in January 2012 and is expected to result in an increase of 10% in the issuance of business permits and business taxes collection in 2010.

#### *Muslim Chamber of Kutawato*

- The Chamber, in partner with the Office of the Regional Governor of the ARMM conducted this year's Ramadhan Fair at the ORG compound in Cotabato City. Over a thousand visitors were at the fair every night. Officials from the US Embassy, USAID and GEM also visited the fair, which earned the 50 booth operators about Php 4 million in sales. Nightly highlights include free medicines and consultations conducted by the Department of Health, education materials from the Department of Education, and cultural shows sponsored by the Bureau of Culture and History.
- The Chamber is currently making preparations for the conduct of the first ARMM Business Summit tentatively set for November.

#### *Tawi-Tawi Chamber of Commerce*

- TCCI conducted a 4-day Client Servicing Training for the office staff of the Local Government of Bongao. This is seen to improve local revenue of the LGU through the efficient and friendly approaches of the trained staff.

#### 2.1.4.3 Support to Event-Specific BSOs:

Since 2008, the GEM- BSO Team assisted 77 major events (i.e. conferences, forums, trade fairs and exhibits) and 102 organizational capability strengthening workshops and business skills enhancement seminars. 11,929 business persons have attended these events.

During this quarter, the BSO Team supported 9 major events and business seminars and workshops which were attended by 781 small- and medium scale entrepreneurs based in Mindanao.

- The Pagadian Chamber of Commerce and Industry, in coordination with the Philippine Chamber of Commerce and with assistance from the GEM BSO Development Team, managed the policy recommendation development process of the 20<sup>th</sup> Mindanao Business Conference, held in Pagadian City from September 17 to 18, and the design and facilitation of the pre-event policy forum sessions, held in Manila from August 2 to 3. This year's conference drew more than 250 participants. The conference culminated with a formal presentation of the Mindanao Business Policy Agenda.

- The Mindanao Business Council organized the 2<sup>nd</sup> Mindanao Mining Summit on August 11-12, 2011 at the Grand Regal Hotel, Davao City. The event was attended by 187 representatives of mining companies, supported communities, LGUs and NGAs, Church and civil society representatives, Academe, MinBC institutional partners, Mindanao CCIs, Donor Organizations, and MinBC members. One of the highlights of the summit was the passing of the manifesto that endorsed the recommended actions for development of the Mindanao minerals industry, drawn from the various consultations, as validated and embodied in the 8 resolutions crafted during this 2<sup>nd</sup> Mindanao Mining Summit.
- The 7<sup>th</sup> Zamboanga Peninsula Business Conference, organized by the Dipolog City Chamber of Commerce and Industry Foundation, Inc., was held from August 5 to 7, 2011 in Dipolog City. More than 300 participants witnessed the presentation of four policy resolutions prepared by the Zamboanga Peninsula Business Council to Senator Jinggoy Ejercito Estrada for his appropriate legislation.
- The Butuan City Chamber of Commerce and Industry Foundation conducted the 17<sup>th</sup> Caraga Business Conference on August 3-4, 2011. The event was attended by 190 participants who represented the Chambers of Commerce, Provincial and Municipal LGUs, Government Agencies, Academe, NGOs, and private sector. Highlight of the conference was the presentation of the Caraga Development Plan 2011-2016. The development plan was presented to Senator Teofisto L. Guingona, guest speaker of the conference.

#### 2.1.4.4 Support to key sector BSOs (Aqua):

Highlights during this quarter are:

*No significant highlights during this quarter*

## **2.2 Outstanding issues and implementation problems, and options for resolving these issues and problems.**

Conflict in central and western Mindanao continued to propagate perceptions of risk in all of Mindanao, both as an investment destination and as a supplier of commodities. The global financial crisis combined with negative perceptions of security pose challenges for GEM initiatives. The security situation also delayed support in some areas of planned assistance under the FCR component. Weather events that affect production, including extended drought, storms and flooding, power and water outages as well as large-scale fluctuations in market demand and pricing are not within the control of the project, but may affect overall annual sales volumes and values, as reflected in Government-compiled data on the agribusiness sector. Because of the potential of these factors to influence overall trends in sales and mask the contribution of GEM assist to the sector, we will continue to compile data on the impact of GEM's direct assistance to the sales transactions of assisted growers, associations/cooperatives, and companies participating in GEM-assisted trade events and the HACCP certification assistance project. Economic factors may cause production costs to increase, thereby, affecting demand. There may be a need, therefore, to capitalize on opportunities to reduce the cost of production inputs and transportation.

## **2.3 Planned performance objectives/expected results for the first quarter of FY 2012**

### **2.3.1 Targeted Commodity Expansion Project (TCEP)**

#### 2.3.1.1 Export Market Development

- Support 7 domestic and international trade events, and the participation of 8-15 companies in each event;
- Assist the completion and achievement of 5 HACCP certification for Batch 3 companies;
- Obtain the commitment of 7-12 additional companies to participate in Batch 4 of the H-CAP program.

#### 2.3.1.2 Domestic out-shipments

##### Fruit:

- Continue technical assistance to Tupi Papaya and Guava Growers (TUPAGA) in their exports of fresh papaya to Middle East and other markets;
- Work with other fruit growers in SOCKSARGEN and Davao Regions to supply requirements of buyers for export market;
- Provide technical assistance to companies in their planned fruit semi-processing operations (KLT and Fruit V) in Mindanao to supply institutional markets in Luzon and Visayas;
- Strengthen supply linkages between major supermarkets (through their concessionaires) and fruit growers and suppliers;
- Provide assistance to Mindanao VHT operators (SPFFC, Diamond Star) in sourcing raw materials to maximize fresh mango export shipments;
- Continue to facilitate linkages between Mindanao fruit growers/suppliers and fruit processors to ensure supply of raw materials for processing;
- Assist selected fruit growers in Maguindanao/ARMM establish/expand commercial-scale fruit production and marketing;
- Assist prospective locator/investor-firms to establish fruit plantation/processing projects in Mindanao including conflict-affected areas.

##### Vegetables and Other High-Value Horticulture:

- Continue technical assistance to Greenland Asparagus Multi-Purpose Cooperative in expanding their asparagus out-shipments;
- Provide technical assistance to NorMinVeggies in its planned vegetable semi-processing operations;
- Provide technical assistance to small-hold vegetable grower-groups in Northern Mindanao in establishing consolidation and marketing operations by taking over the NorMinVeggies Consolidation Center at Agora Market in Cagayan de Oro;
- Assist new vegetable grower groups such as Federation of CDO Vegetable Growers and Misamis Oriental Vegetable Growers to expand/enhance existing production and marketing through commodity clustering and quality improvement training;
- Continue assistance to other regional/provincial vegetable growers' associations (Davao Norte, Caraga, Western Mindanao) in their consolidation and out-shipment activities;
- Assist South Cotabato Banana Creations, Inc. to expand its vegetable retailing operations in major supermarkets in Central Mindanao;

- Provide technical assistance to selected vegetable growers in Maguindanao/ARMM to establish vegetable demo farms and commercial-scale vegetable production and marketing.

#### 2.3.1.3 Sustainable Aquaculture and Fisheries Efforts

- Coordinate Philippine booth at China Seafood Show and Busan Seafood Show, both in November, with target of \$5 million in booked and negotiated sales for each show.
- Accomplish all necessary administrative requirements for two seafood shows in March-April 2012.
- Continue assistance to sardine processors to achieve 25% increase in exports compared to 1st Quarter 2011.
- One (1) nursery/holding station established.
- Two (2) additional contract growing / marketing agreements forged.
- Two (2) growers' groups trained and assisted.
- One (1) additional demonstration module/established in expansion areas.
- High-value aquaculture Industry conference / roundtable discussion conducted.
- TT Hatchery abalone spat production at 70,000 pieces per month.
- TT Hatchery grouper fingerling production at 30,000 pieces per month.

#### 2.3.1.4 Expansion of warehousing, cold storage and vapor heat treatment facilities in Mindanao

Target: Help create a sizable expansion of warehousing, cold storage and vapor heat treatment (VHT) facilities for increased export and out-shipment of targeted commodities.

- Provide technical advice to Greenland Asparagus MPC and monitor implementation/construction of its asparagus packing house facility;
- Assist Caraga Vegetable growers in developing a management plan for its vegetable consolidation facilities in Agusan Norte;
- Continue technical advice to Tupi LGU in maximizing utilization of Nuronía Trading Center to service more packing/post-harvest handling requirements of fruit growers and traders in the area.

#### 2.3.1.5 Support to producer groups:

Target: Assist 15 producer-associations (previously supported by GEM) to improve competitiveness.

- Continue technical assistance to at least one previously assisted producer association in the conduct of their events and activities.
- Continue technical assistance to the Minfruit Council in preparation for the Mindanao Fruits and Vegetable Summit (cum 8<sup>th</sup> Mindanao Fruit Industry Conference), which is scheduled on October 20-22, 2011.

### **2.3.2 Exploratory Investments in key industries: BPO, tourism, and mining (focusing on improving the “community outreach” activities of selected responsible mining firms).**

#### 2.3.2.1 Business Process Outsourcing:

*Target has been met for Investment in Business Process Outsourcing. The GEM Program will continue to provide necessary technical assistance and support to key Mindanao-wide industry group promoting the BPO sector.*

#### 2.3.2.2 Tourism

*This subcomponent has been discontinued. Conflict in central and western Mindanao, power shortages, the Maguindanao massacre in November 2009, and the recent hostage-taking incident in Metro Manila in August 2010 involving a busload of tourists from Hong Kong, China, heightened the perception of risk, not only in Mindanao but in the rest of the Philippines. This security risk poses significant challenges for GEM initiatives, particularly with regard to achieving its target in tourism investment.*

#### 2.3.2.3 Community outreach in Mining:

Target: Assist at least five (5) mining firms to establish and implement “community outreach” projects in their areas to showcase a responsible mining industry in Mindanao.

Target:

- Continuing technical assistance in the quarterly review of AMPANTRIMTU 2011 Work and Financial Plan;
- Continuing technical assistance in the assessment of the 2011 AMPANTRIMTU Work and Financial Plan and the formulation of 2012 AMPANTRIMTU Work and Financial Plan;
- Continue to provide technical assistance in the formulation of the AMPANTRIMTU’s Policy Manual, a document that will establish rules, policies and procedures and guide the communities on how to maximize the benefits and judiciously allocate the resources according to the needs of the community;
- Identify one international mining company to be assisted for community outreach projects to showcase responsible mining in Mindanao;
- Continue to provide technical assistance to TMC Community Technical Working Group (CTWG) in the implementation of the Social Development Management Program.

### **2.3.3 Former Combatant Reintegration**

2.3.3.1 Support producer groups of former MNLF combatants in Sulu Archipelago produce higher-value commodities.

Target: Assist fifty (50) communities of former MNLF combatants in the Sulu Archipelago to produce higher value commodities

*Target has been met for Sulu Archipelago areas. However, the FCR Team will periodically conduct project site evaluation to monitor the progress and achievements of the following GEM-assisted production and marketing activities in the Sulu Archipelago:*

- Milkfish, prawn, tilapia, and catfish production
- High-value vegetable and cassava production
- Live fish transport facility
- Abalone and marine fish production
- Integrated rice and fish production

- *Cardaba* banana production
- *Gracillaria* production

2.3.3.2 Support producer groups of former MNLF combatants in Central Mindanao to produce higher-value commodities:

Target: Assist seventy five groups in Central Mindanao to produce and sell higher-value commodities. Proposed projects and location for the next quarter are as follows:

- One catfish production in Pikit, North Cotabato;
- One catfish production in Kabacan, North Cotabato;
- One vegetable production in Midsayap, North Cotabato;
- One vegetable production in Aleosan, North Cotabato.

2.3.3.3 FCR Pre/Post-harvest Facilities:

Target: Provide 50 former MNLF combatant communities with pre- and post harvest facilities for profitable farming/fishing. Proposed projects and location for the next quarter are as follows:

- One live fish consolidation and transport system in Zamboanga City;
- One live fish consolidation and transport system in Isabela City, Basilan;
- One live fish consolidation and transport system in Languyan, Tawi-Tawi;
- One live fish consolidation and transport system in Maluso, Basilan;
- One grains solar dryer in Bacolod, Lanao del Norte;
- One grains solar dryer in Carmen, North Cotabato;
- One grains solar dryer in Matalam, North Cotabato.

## **2.3.4 Business Support Organization (BSO) Development**

2.3.4.1 Support to new chambers of commerce:

Target: Identify and provide institutional development support to at least six (6) chambers of commerce in conflict-affected areas which have not previously received GEM assistance.

- Conduct performance review and assessment of the project officers and technical assistants of the assisted new chambers to determine capacity to do the job.
- Identify and generate a short list of possible new chambers to be provided with institutional development support;
- Continue to provide technical assistance in implementing revenue generating events;
- Continue technical assistance in the conduct of business training and seminars (Pagadian, Surigao, Metro Kidapawan, Sarangani and Maranaw Chambers);
- Provide technical assistance in the conduct of the Maranaw Peace Forum in October 2011;
- Continue technical assistance on the on-going campaign and implementation of Solid Waste Management Activities of the Maranaw Chamber in the next three months.

2.3.4.2 Support to previously-assisted (GEM 2) chambers of commerce:

Target: Identify six (6) previously-assisted (GEM-2) chambers of commerce deemed most likely to succeed in their advocacy efforts to improve LGU performance and in assisting local schools to improve the quality of education offered.

- Three BSOs arrange for National Computer Center to conduct on-site BPLS users training for partner island municipalities of Jolo, Bongao and Lamitan City.
- Five BSOs help partner local government units streamline and complete installation of the updated Real Property System, attend NCC training both at the NCC facilities and on-site.
- Iligan Chamber help Iligan City fully install e-TRACS and provide comprehensive training to users.
- Metro-Cotabato and Autonomous Basilan Islamic Chamber assist Cotabato City and Lamitan City to conduct parallel runs and fully implement their respective e-BPLS installations.
- Five BSOs and partner LGUs install and run their electronic Real Property Tax Systems
- Six BSOs submit updated revenue and permit data from base year to 2011.
- Six BSOs submit final reports for their respective SAFs
- Six BSOs will be provided with technical assistance in the preparation of their 2012 work and financial plans.
- Six BSOs provide assistance to partner LGUs to increase by 20% locally sourced revenue and business permits issued

#### 2.3.4.3 Support to Event-specific BSOs:

Target: Work with approximately 20 BSOs in implementing strategic “events” important to the growth of business in their areas of sectors.

- Technical and co-funding assistance to the Mindanao Business Council in organizing the BIMP-EAGA Investment Conference on October 19-20, 2011 to be held in Xavier Estates Convention Center, Cagayan de Oro City.
- Continue technical and co-funding assistance to the Mindanao Trade Expo Foundation in organizing and conduct of the Mindanao One – A Showcase of the Islands’ Abundance on October 14-17, 2011 at the World Trade Center, Manila.
- Continue technical and co-funding assistance to Davao City Chamber of Commerce and Industry in organizing and conduct of the Davao Agribusiness Trade and Exposition 2011 in October 2011 at the Central Bank Convention Center, Davao City.

#### 2.3.4.4 Support to key sector BSOs (ICT, Tourism and Aqua):

Target: Provide institutional development support to five (5) BSOs working in the tourism, business process outsourcing (BPO), and aquaculture sectors, which have good potential for contributing substantially to the growth of their sectors.

- Assist relevant Mindanao-based Tourism Associations with Department of Tourism in the conduct of Year-End Performance Review. Expected output is the 2012 Mindanao Tourism Industry Plan covering private sector strategies and mapping out policies requiring government action.
- Assist relevant Mindanao-based BPO Associations with Commission on ICT in the conduct of Year-End Performance Review. Expected output is the 2012 Mindanao BPO Industry Plan covering private sector strategies and mapping out policies requiring government action.
- Technical assistance for the Aquaculture Industry in the design of an Industry Marketing Plan.

- Assist relevant industries in the design and conduct of major industry events aimed at promotions and investment facilitation.

## 2.4 Attainment of Operational Plan (OP) Targets

All Business Growth OP Indicator targets were achieved or exceeded for FY2011.

Table 2.4 Summary of OP indicator achievement for FY 2011

Fiscal Year 2011 OP Targets and Accomplishments

OP Indicators	Total USAID Targets	Business Growth Targets	Business Growth				Actual TOTAL FY 11	
			Completed					
			Qtr 1	Qtr 2	Qtr 3	Qtr 4		
			Oct. 10 - Dec. 10	Jan. 11 - March 11	April 11- June 11	July 11 - Sept 11		
7	% change in value of intra-regional exports of targeted agricultural commodities as a result of USG assistance.	30%	30%	-	-	-	-	63%
8	Number of vulnerable households benefiting directly from USG assistance.	93,420	78,053	190	125	0	189	504
	Male			107	84	0	176	367
	Female			83	41	0	13	137
9	Number of producers associations, water users associations, trade and business organizations, and community-based organizations receiving USG assistance.	86	30					82
10	Number of individuals who have received USG-supported short-term agri-sector productivity training (M/F)	2,280	2,280	312	802	700	1126	2,940
	Male	1,834	1,834	196	460	434	774	1,864
	Female	456	456	116	342	266	352	1,076
11	Number of new members in private business associations as result of USG assistance.	30	30					52
12	Number of business associations and trade unions that are at least 50% self-funded as a result of USG assistance.	4	4					4

<sup>(a)</sup> Based on Government data reported at the end of the fiscal year <sup>(b)</sup> Quarterly breakdown of data not available

### 3.0 Workforce Preparation

The Workforce Preparation component of GEM-3 includes five sub-components:

1. Computer Literacy and Internet Connection (CLIC) that provides computers and high speed internet connections to schools in GEM's target areas and —per the original design of the project—subsumes four “variants” as follows:<sup>1</sup>
  - “Standard CLIC,” which will, over the course of GEM 3, provide up to ten computers and internet connections to up to 200 high schools in conflict-affected areas;
  - “Computers only CLIC,” which provides additional computers to up to 200 high schools that have previously received CLIC “packages”;
  - “Internet only CLIC,” which provides high speed internet connections to up to 200 high schools that have received computers from the GRP or other donors;
  - “Teacher CLIC,” which provides two computers, high speed internet connections and teacher training to up to 300 elementary schools in conflict-affected areas.
2. *Education Matching Grant Project (EMGP)*, formerly known as EASE, which will provide education matching grants to the PTAs of 800 elementary or high schools in conflict-affected areas;
3. *Investments in Vocational, Elementary, Secondary and Tertiary Studies (INVESTS)*, which will provide up to 150 secondary, vocational, elementary and college/university students with financial support required for them to take advantage of desirable, employment-related training opportunities or to remain in school;
4. *Productive Internships in Dynamic Enterprises (PRIDE)*, which will provide up to twenty-five recent college graduates per year with 3-5 month internships in national or international corporations;
5. *Job Enabling English Proficiency (JEEP) Project*, which will assist up to twenty colleges and universities in Mindanao to augment English language instruction programs, thus assuring that selected graduating students have sufficient ability in the language to compete successfully for employment in those areas that require high degrees of English proficiency as a condition of employment.

#### 3.1 Performance objectives/expected outputs for the quarter

The performance objectives and outcomes for the fiscal year, relative to each of the initiatives delineated are presented below:

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<sup>1</sup> Per agreement with USAID, since virtually all eligible high schools within GEM's target areas have been connected, CLIC ceased providing resources in March, 2011, and GEM's Annual Work Plan for Fiscal Year 2011 does not include targets for activities in these areas. A few “Standard CLIC” schools will be connected this year, since conditions at some schools have changed, making them eligible for CLIC.

### 3.1.1 Computer Literacy and Internet Connection (CLIC) Project

The expected outputs and the accomplishments for the quarter relative to each output are presented below:

General:

- Resolve Connection, Hardware and Software issues at GEM 2 schools, as Identified by the Beneficial Use Monitoring (BUM)
- Provide continuous technical support to CLIC schools thru *CLIC Technical Forum* that enables laboratory managers at CLIC schools to interact directly with CLIC technical specialists.
- Monthly emails and “status checks” of all partner schools – Monthly emails are sent by the CLIC Manager to all schools.
- Identify up to 12 schools that comply with all criteria.as potential recipients of “Standard” CLIC assistance,

### 3.1.2 Education Matching Grant Project

The Education Matching Grant Project—which was designed and implemented during GEM 2 and continued under GEM 3—is intended to mobilize community resources to improve educational services. The objective is accomplished largely through the provision of matching grants, which provide PTAs of participating schools with peso-for-peso grants that match funds raised by the PTAs. Funds may be used to improve the quality of existing programs or facilities or to establish new programs or facilities.

*The Target is 150 completed matching grants by the end of the fiscal year.*

Objectives for the quarter are described below:

- Submit forty SAF funding approval requests;
- Sign Letters of Undertaking (LOU) for forty Education Matching Grants;
- Collect cost-share documents for forty Education Matching Grant schools;
- Procure materials to implement forty Education Matching Grants;
- Complete implementation of forty Education Matching Grants.

Objectives for the fiscal year are described below:

- Submit one hundred fifty SAF funding approval requests;
- Sign Letters of Undertaking (LOU) for one hundred fifty Education Matching Grants;
- Collect cost-share documents for one hundred fifty Education Matching Grant schools;
- Procure materials to implement one hundred fifty Education Matching Grants;
- Complete implementation of one hundred fifty Education Matching Grants.

### 3.1.3 INVESTS

The performance objectives and outcomes for the quarter are presented below:

- Identify additional students to receive scholarships particularly—for vocational studies.
- Submit SAF to USAID for the award of Medical Transcription scholarships for up to one hundred twenty students; and
- Continue to identify additional potential opportunities and submit to USAID for comment.

### 3.1.4 PRIDE

Productive internships in Dynamic Enterprises (PRIDE), provides 3-5 month internships in large national and international corporations to recent college graduates from Mindanao.

The PRIDE objectives for the quarter were as follows:

- Deploy 18 interns currently being evaluated;
- Deploy 5 additional interns to at least 2 new companies;
- Invite/recruit 10 additional companies to participate in PRIDE;
- Invite/recruit 50 additional interns to participate in PRIDE.

### 3.1.5 JEEP

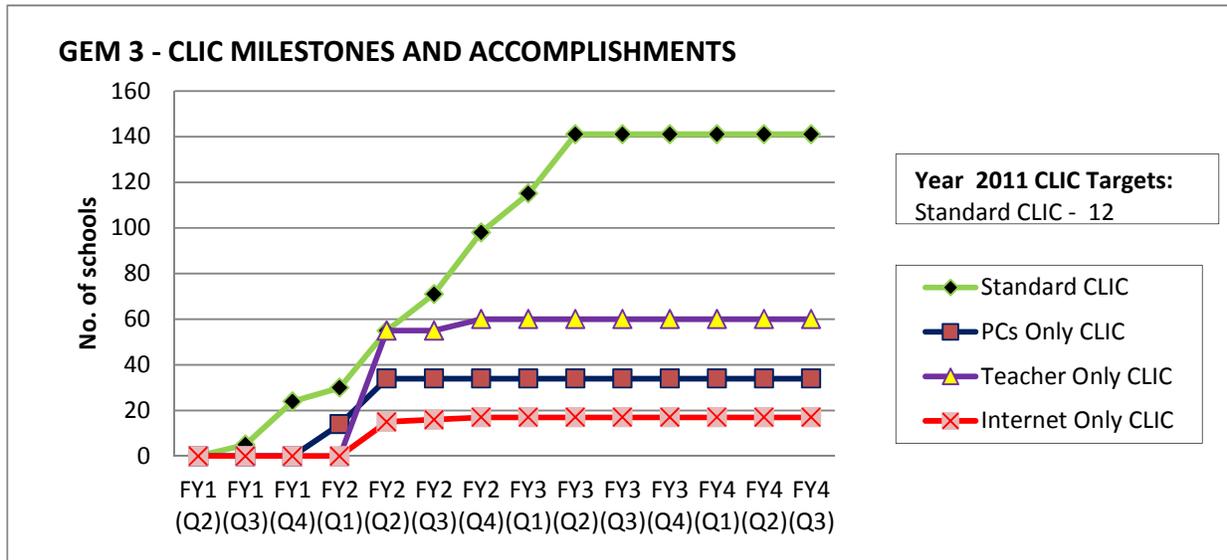
The JEEP objectives for the quarter were as follows:

- Planning for and conduct of the JEEP Presidents' Conference.
- Revision of the second semester JEEP Accelerate Curriculum Outlines for English Maritime Services, Nursing and Allied Health Services, Travel and Tourism, BPO, and International Employment.
- Planning for the Group 4 JEEP Accelerate Teacher Training.
- Finalize the SAFs and procurement processes for Group 5 partner colleges and universities.
- Monitoring and site visits to Group 5 partner colleges.
- Monitoring and site visits to Group 4 partner college and initiation of preparation for JEEP Accelerate implementation.
- Monitor the File Transfer Protocol (FTP) server to allow partners to access the updated course outlines, forms, software patches and updates.
- Test, review and implement customer relationship management of resolution of various software and hardware issues. This will also serve as the foundation for a JEEP technical knowledge base to be developed in the next 2 quarters.
- Preparation of draft of a JEEP Implementation Manual.
- Implementation of the next phase of the Tracer Study.
- Orientation and deployment of two new JEEP Team members.

### 3.2 Summary of Major Accomplishments during the quarter and unexpected or Planned outcomes/activities during the quarter

#### 3.2.1 CLIC

The chart presented below illustrates the number of CLIC partner schools added by Quarter since the inception of GEM 3.



Though target was to assist in the establishment of 12 new CLIC partner schools by the end of the fiscal year, all activity was postponed until next fiscal year, since, despite resurveying the target areas for additional schools, no appropriate institutions were identified. With the slight change in criteria for selected recently mandated by USAID however, the CLIC Team is confident that 12 additional schools will be identified during the first quarter of the next fiscal year.

During the 4<sup>th</sup> quarter, the CLIC team focused on maintaining and troubleshooting computers and internet connections at CLIC partner schools. The performance objectives and outcomes relative to each of the initiatives delineated for the quarter, are as follows:

- Visited 75 GEM 2 CLIC-assisted schools identified mostly as “red” or “yellow” in BUM reports. *The number of “red” schools is approximately 10%, and will fall to less than 8% with the conclusion of the renewal of contracts and payment monthly internet fees of CLIC assisted schools to its internet service providers.*
- Monitored performance of new and GEM 2 CLIC-assisted schools, both through site visits and via the *CLIC Technical Forum*, which is available, via the internet, to all CLIC laboratory managers, school/PTCA officials, PC suppliers and Internet Service Providers. Approximately 475 CLIC partner schools utilized the Forum during the quarter.
- The CLIC Team continued to send monthly emails and follow-up emails to all CLIC partner schools. The average response rate per month was approximately 73%, which does not

represent the total percentage of schools connected, since not all connected schools respond every month.

- Re-established relationships with DepEd to update records of CLIC assisted schools and to know if CLIC assisted schools have already receive their budget for the payment of their internet connection.
- Met with senior WIT management staff with regards to the slow internet connection as a result of the standardized connection speed of 64kbs for schools connected to VSAT. As a result, a roadshow will be scheduled to meet with CLIC partner schools that have been connected to WIT. The objective of the road show is to inform schools of on the standardized connection speed and what to do to maximize it.

### 3.2.2 Education Matching Grant Project

The Education Matching Grant Project—which was designed and implemented during GEM 2 and continued during GEM 3—is intended to mobilize community resources to improve educational services. The objective is accomplished largely through the provision of matching grants, which provide Parent-Teacher Associations (PTAs) of participating schools with peso-for-peso grants that match funds raised by the PTAs. Funds may be used to improve the quality of existing programs or facilities or to establish new programs or facilities.

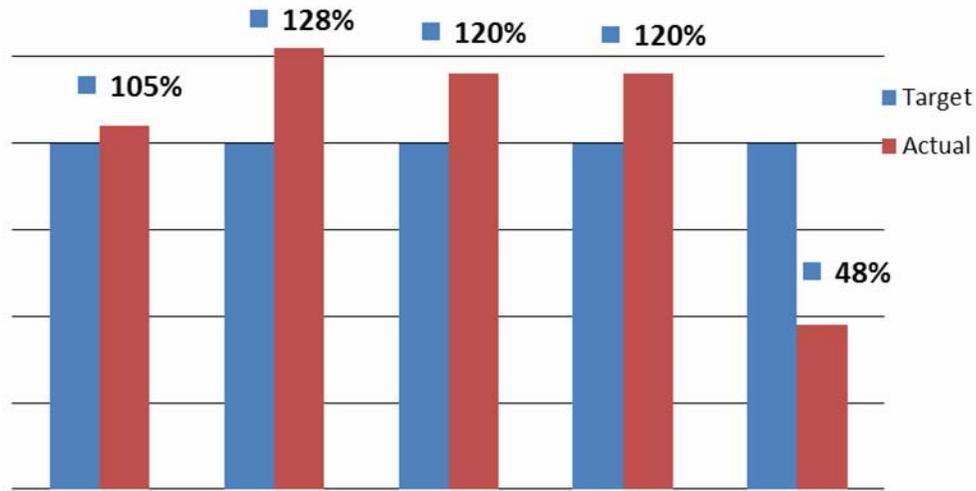
*The Target is to complete 150 matching grants by the end of the fiscal year.*

During the 4<sup>th</sup> quarter, the EMGP Team focused on the generation of new proposals and signing of letters of understanding with the PTAs of partner schools. PTAs are still generating their counterpart shares. During the quarter there were also organizational changes in the EMG team, thus target for delivery and completion of EMG items fell short, though the Life of Project target will be met.

Key activities completed during the quarter are described below:

- Submit forty SAF funding approval requests – Forty-two (42) requests for approval were submitted during the quarter, which is 105% of the targeted number;
- Sign Letters of Undertaking (LOU) for forty Education Matching Grants – Letters of undertaking were signed for fifty-one (51) matching grants, which is 128% of the targeted number;
- Collect cost-share documents for forty Education Matching Grant schools – Documentation was collected from forty-eight (48) schools, which is 120% of the targeted number;
- Procure materials to implement forty Education Matching Grants – Procurements were undertaken for forty-eight (48) schools, which is 120% of the targeted number;
- Deliver and complete implementation of forty Education Matching Grants – Nineteen (19) were completed during the quarter, representing 48% completion.

**SUMMARY of 4<sup>th</sup> Quarter Targets VS 4<sup>th</sup> Quarter Accomplishment \_  
Education Matching Grant Project**



Performance relative to Fiscal year objectives is summarized below:

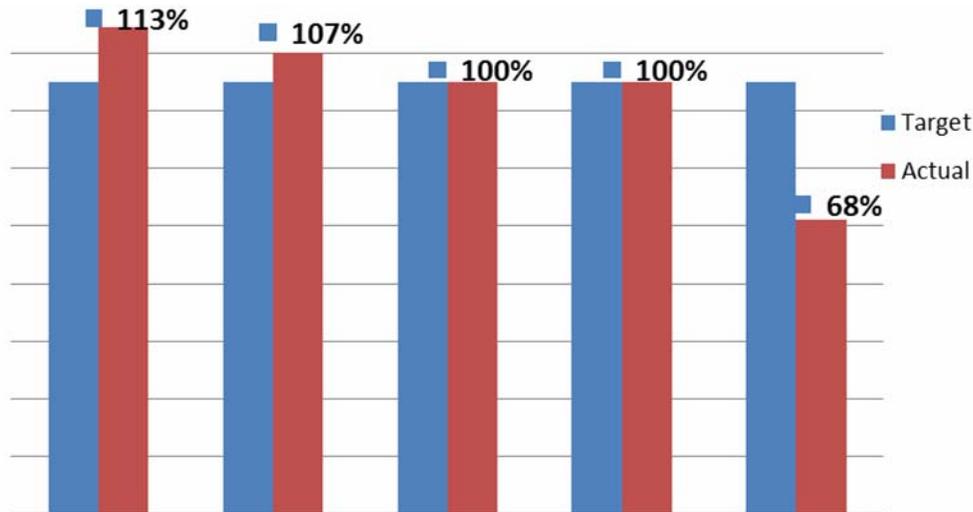
	Annual Target	Accomplishment	Percentage
SAFs submitted	150	169	113%
LOUs signed	150	160	107%
Cost-share collected	150	150	100%
Materials procured	150	150	100%
EMGs completed	150	102	68%

The objectives to be completed during the next fiscal year are as follows:

- Submit one hundred fifty SAF funding approval requests – One hundred sixty nine (169) requests for approval were submitted during the fiscal year, which is 113% of the targeted number;
- Sign Letters of Undertaking (LOU) for one hundred fifty Education Matching Grants – Letters of undertaking were signed for one hundred sixty (160) matching grants, which is 107% of the targeted number;
- Collect cost-share documents for one hundred fifty Education Matching Grant schools – Documentation was collected from one hundred fifty (150) schools which is 100% of the targeted number;
- Procure materials to implement one hundred fifty Education Matching Grants – Procurements were undertaken for one hundred fifty (150) schools, which is 100% of the targeted number;

- Deliver and complete implementation of one hundred fifty Education Matching Grants – One hundred two (102) were completed during the fiscal year, representing 68% completion.

In GEM 3, there are a total of 507 completed matching grants, which slightly exceeds the target of 500 grants for GEM 3 year 1 through year 4.



### 3.2.3 INVESTS

Major accomplishments for the quarter are summarized below:

- Identified additional scholarship categories, labor market trends and possible training venues—including “animation,” and “medical transcription,”—with high potential for INVESTS support.
- Conducted visits to colleges and universities in Cagayan de Oro, Iligan, Marawi, Sarangani Province, General Santos City, Zamboanga City and Cotabato City, to identify possible support recipients.
- Continued to provide support to fifteen students, including two women, enrolled as full-time students in programs leading to the degree of Bachelor of Science in Mining Engineering. The institutions at which they are studying are as follows: six at the Cebu Institute of Technology (CIT) and eight at the Palawan State University (PSU) and one at the University of the Philippines Diliman.
- Provided support to ten secondary students at Iligan City-East High School for Academic Year 2011-2012, twenty students at the Cotabato City National High School, and twenty students at the Maguling National High School.
- Provided support to one student enrolled in a program leading to a degree of Bachelor of Science in Information Technology Specializing in Multimedia Arts and Computer Animation at the Ateneo de Zamboanga University.

- In collaboration with Mindanao State University-Iligan Institute of Technology INVESTS enrolled 60 participants in a six-month Medical Technology course.

### 3.2.4 PRIDE

Major accomplishments for the quarter are described below:

- Three new interns were deployed during the quarter: two in We Are IT; one in AgriWIT. This makes a total of 47 interns deployed since inception.
- One new company participated in the PRIDE project during the quarter: AgriWIT. This makes a total of 19 companies hosting interns since inception.
- Thirty-four interns have completed internships, with more than half offered full-time employment by their host companies.
- Fourteen candidates are being evaluated for possible deployment to Phoenix Petroleum Philippines, SQL Wizard, Philippine Seven Corporation, DB Wizards, Fluor Daniels Inc. - Phils, Microsoft Philippines, Megafishing Corporation, Thomson Reuters, UFC/NutriAsia, Cypress Semicon Mftg Ltg. in the fourth quarter.
- PRIDE continues to recruit qualified graduates of Mindanao universities to apply for the program. To date, PRIDE has 65 prospective interns in its database.
- PRIDE continues to follow up the interest of companies willing to host interns. These include: Coca-Cola Bottlers Phils., Honda Cars Cebu, TVI Resources Development, Inc., Timex Corporation, Fairchild Semiconductor, Intel Technology Phils, On Semiconductor, Lexmark International Phils., United Laboratories, Inc., Crown Regency Hotel, Maxim Semicon, Monde Nissin, Lexus Manila, Athena E-Services, Pascual Laboratories, Johnson & Johnson Phils.
- PRIDE continues to develop hosting arrangements with companies located in Metro Manila, Zamboanga, Cagayan de Oro, Surigao and Davao.

During the quarter, USAID broadened the intern selection criteria that had been utilized since the inception of PRIDE. With the more inclusive criteria, PRIDE anticipates no problem in meeting its target of 53 new interns during the next fiscal year.

### 3.2.5 JEEP

Major accomplishments for the quarter are described below:

- There are now twenty-six JEEP partner schools:

- Group 1 – four;
- Group 2 – seven;
- Group 3 – four.
- Group 4 – three
- Group 5 - eight

- JEEP is operating as follows in these institutions:

Group 1 – JEEP Start ( 3 <sup>rd</sup> cohort)	JEEP Accelerate ( 2 <sup>nd</sup> cohort);
Group 2 – JEEP Start ( 2 <sup>nd</sup> cohort);	JEEP Accelerate ( 1 <sup>st</sup> cohort cont.)
Group 3 – JEEP Start ( 2 <sup>nd</sup> cohort).	JEEP Accelerate ( 1 <sup>st</sup> cohort )
Group 4 - JEEP Start ( 1 <sup>st</sup> cohort cont)	
Group 5 – JEEP Start ( 1 <sup>st</sup> cohort)	

- JEEP enrolments continue to grow as partner colleges and universities mandate JEEP. The enrolment for Academic Year 2011-12 (Semester 1) is approximately 16,000.
- Initial planning for the JEEP Presidents' Conference has been undertaken.
- Planning for the Group 4 JEEP Accelerate Teacher Training was undertaken and included the procurement of resources, the revision of the first semester JEEP Accelerate Course Outlines for English Maritime Services, Nursing and Allied Health Services, Travel and Tourism, BPO, and International Employment, notification to participating partner colleges and scheduling for the workshops and resource delivery.
- Revision of the second semester JEEP Accelerate Curriculum has begun in conjunction with the changes in the semester 1 Course outlines identified above.
- Site visits to Group 4 partner sites were undertaken to conduct monitoring of the JEEP Start program and to conduct preparatory discussions on the JEEP Accelerate program and their preparation.
- Technical monitoring and support visits were conducted to the Group 5 partner colleges and universities to support their implementation of the JEEP Start program.
- Technical monitoring and support visits were conducted to Group 1,2 and 3 partner sites to support them in their implementation of the JEEP programs.
- Procurement of hardware and peripherals for two Group 5 partner sites (at Sultan Kudurat State University – Tacurong and Isulan Campus), delivery and installation was completed.
- Training was provided for the JEEP Lab Managers at Sultan Kudurat State University – Tacurong and Isulan Campus;
- Work on the monitoring of the File Server Protocol (FTP) server which allows partners to access the updated course outlines, forms, software patches and updates, is in progress.
- Testing and review of a customer relationship management to resolve software and hardware issues is in progress.
- Analysis of the Tracer Study data from JEEP Graduates March 2010 and March 2011 was undertaken on a sample of 2,000 students from 14 Higher Education Institutes. A report was submitted.

- The JEEP team has been working with partner colleges and universities as they develop their JEEP sustainability plans and protocols. This work includes:
  1. Group 2 and 4 partner colleges have been supported in their work towards aligning the JEEP Program within their Academic Course Profile, in order to support its sustainability.
  2. Commencement of development of a higher level, “JEEP English for International Employment” as a result of requests from partner colleges and universities to meet the needs of students in a wider range of academic programs.
  3. Initial exploration of a Master Teacher Training program to train two permanent staff from each JEEP partner college and university in order to provide the ongoing training needs of the two JEEP courses at the site level. This will be conducted in May 2012.

### **3.3 Outstanding Issues and Implementation Problems and Options for Resolving these Problems and Issues**

Two issues, power interruptions and/or intermittent conflicts hampered virtually all Workforce Preparation components as follows:

1. Power interruptions delayed, but did not prevent, computer installations at JEEP laboratories and EMGP schools. Because of the voltage spikes associated with such interruptions, components of some computers at CLIC and JEEP laboratories were damaged (and ultimately required replacement), and some WeAreIT Internet installations at CLIC schools were postponed.
2. Intermittent conflicts, particularly in and around Sulu, Maguindanao, and Cotabato delayed the completion of some EGMP Grants. Conflict in other areas delayed several monitoring visits to CLIC schools in the area in and around Cotabato province. Again however, while such conflicts did prompt deviations from some schedules, the visits and installations were rescheduled, and all installations were completed.

#### **3.3.1 CLIC**

Beneficial Use Monitoring (BUM) of CLIC Schools - The CLIC network consists of 921 partner schools throughout conflict-affected areas of Mindanao. Sustaining the network—in terms of computer operability and internet connections—has become a consistent issue, and the CLIC team has taken several steps to rectify problems at individual schools and to reduce the incidence of recurrent problems.

Though there are no “sustainability” targets in the GEM work plan, the CLIC team has established the objective of maintaining the network at a “readiness” level of 90% or above. This means that at any given time, no more than 10% of the CLIC schools will be offline. Activities pertaining to the maintenance and sustainability of the network are ongoing.

CLIC technical specialists have made site visits and in some cases several visits, to 880 schools some of which were visited by BUM. Additional schools are being visited every week. *The visits made to date have resulted in a slight decrease of schools categorized as “red,” from 12% to 10% and schools categorized as “yellow,” to 8%.*

Most schools are classified as “red” due to the persistent internet connection problems associated with installations provided by WIT. GEM is assisting each of these schools in terms of continuous communication with WIT and DepEd Division Superintendents and Division IT Coordinators to rectify the problem in a manner that satisfies the CLIC partner schools and the renewal of their contract.

### 3.3.2 EMGP

Towards the last quarter of the fiscal year, the Technical Assistant for Procurement went on leave; leaving most of the workload to the current EMG Coordinator for Central Mindanao. These organizational changes hampered the procurement process in the team. – *A new Technical Assistant for Procurement was hired recently.*

### 3.3.3 INVESTS

The eight students attending the Palawan State University will graduate, with degrees in Mining Engineering in April, 2011. They had hoped that by taking heavier-than-normal class loads they would be able to graduate a year earlier. However, the administration of the college recently determined that these students cannot be awarded credit for several of the courses taken by the students at their previous universities. Thus, though their academic standing remains high, they lack sufficient credits to graduate early.

### 3.3.4 PRIDE

More than 85% of identified internship opportunities are for technical positions, and thus require technical skills that, for the most part, have not been acquired by the pool of available interns. PRIDE will continue to try to recruit companies for internships in non-technical areas and at the same time increase the number of interns who graduated from Hotel and Restaurant Management and Business courses. In addition, the recent potential broadening of the intern candidate pool, precipitated by USAID’s decisions relative to eligibility will likely alleviate this problem.

### 3.3.5 JEEP

- The provision of technical support for JEEP Start hardware and software and the consistent support provided to JEEP Accelerate teachers as they adapt to radically different pedagogical styles, has been a major factor in the success of the JEEP program. JEEP implementation is labor-intensive, with team members spending the majority of their time in the field. As the project moves toward completion, the handover of resources to partner colleges and universities will resolve the technical monitoring demands in partner sites for JEEP Start, and the proposed “Master Teacher Training Program” will ensure continued support to Accelerate teachers.
- The attrition rate of JEEP teachers has resulted in the need to train additional teachers in both JEEP Start and JEEP Accelerate. The partners have been undertaking the training of teachers new to JEEP Start and the training of new teachers to JEEP Accelerate has been accomplished through the provision of additional training workshops conducted by the JEEP Team in May 2011, in October 2011.

- ILS, the provider of JEEP Start software, has reduced its technical staff to one individual. This has had consequences for the support being offered to the partner sites for JEEP Start. The JEEP IT Specialists have filled this role but it has put an extra burden on their workload. When approved, the handover of resources from USAID to the partner sites will alleviate this situation. Sites cannot pay for or budget for, replacement or repair of any equipment that is not their own. Thus, with USAID concurrence, GEM will turn over ownership at the end of the first year of implementation assuming the equipment has been well maintained.

### **3.4 Planned Performance Objectives for the Next Quarter**

#### **3.4.1 CLIC**

- Complete visits to at least 100 CLIC schools identified mostly as “yellow” or “red” in the BUM report and rectify outstanding problems at these schools.
- Internet installation and delivery of computers to 12 new CLIC partner high schools.

#### **3.4.2 EMGP**

- Submit thirty SAF approval requests;
- Sign Letter of Understanding (LOU) for thirty matching grants;
- Collect cost-share documents from thirty schools;
- Procure materials to implement thirty Education Matching Grants;
- Complete implementation of thirty Education Matching Grants.

#### **3.4.3 INVESTS**

- Submit SAFs for the award of scholarship for metal fabrication for up to fifty additional students;
- Host an official INVESTS Ceremony celebrating the graduation of the first group of Mining Engineering Students;
- Prepare/review scholarship proposals.

#### **3.4.4 PRIDE**

- Deploy 14 interns currently being evaluated;
- Deploy 5 additional interns to at least 2 new companies;
- Invite/recruit 10 additional companies to participate in PRIDE;
- Invite/recruit 50 additional interns to participate in PRIDE.

#### **3.4.5 JEEP**

- Implement JEEP at up to nine new partner colleges and universities constituting “Block 4.”

- Tracer Study – Implementation of Phase II will commence. Phase II is an impact study which will extend the current JEEP Graduate data from Cohort I (JEEP Graduates, March 2010) and Cohort II (JEEP Graduates, March 2011) from the 14 Group I and II partner sites, to Cohort III. Cohort III includes new students in Group I and II as well as those enrolled in JEEP at the remaining partner Groups III- V - 26 sites in total.
- Follow up on the employment status of JEEP Graduates March 2010, 2011;
- Distribution and receipt of Survey No 3 the Employer Survey to those employing Cohort I and II JEEP Graduates.
- Cohort III – data entry of student profiles from the currently enrolled JEEP students in all JEEP partner sites (26)
- Identification of those JEEP students who will graduate in October 2011.
- Monitor and support the implementation of JEEP Accelerate in Block 3 and 4 partner colleges and universities.
- Continue to monitor and support the implementation of JEEP Accelerate in Block 1 and 2 colleges and universities.
- Conduct preparatory visits and planning for JEEP Accelerate in Block 5 colleges and universities.
- Revise the JEEP Accelerate Teacher Training Program and prepare for the Block 5 Teacher JEEP Accelerate Training and the Master Teacher Training program
- Continue the revision of first and second semester JEEP Accelerate Curriculum Outlines for, English for BPO, English for Maritime Services, English for Nursing and Allied Health Services, English for Travel and Tourism and English for International Employment.
- Finish the development of the “JEEP English for International Employment (Level 2)” semester one and two.
- Continue the Work on the monitoring of the File Server Protocol (FTP) server which allows partners to access the updated course outlines, forms, software patches and updates, is in progress.
- Continue testing and review of a customer relationship management to resolve software and hardware issues is in progress.
- Develop and conduct the Presidents’ Conference to support strong, committed and effective leadership at the partner site level.
- Support partner colleges and universities as they move to expand the program internally as a result of the success of the program and as part of their sustainability plan.

### 3.5 Summary of accomplishments for the fiscal year

#### 3.5.1 CLIC

- Visited 75 GEM 2 CLIC-assisted schools identified mostly as “red” or “yellow” in BUM reports, *and met the target of maintaining at least 90% connectivity.*
- Monitored the performance of new and GEM 2 CLIC-assisted schools, both through site visits and via the *CLIC Technical Forum*, which is available, via the internet, to all CLIC laboratory managers, school/PTCA officials, PC suppliers and Internet Service Providers. Approximately 475 CLIC partner schools utilized the Forum during the quarter.
- Have re-established relationships with DepEd to update records of CLIC partner schools.
- Have met with the senior WIT management staff to discuss standardized connections of schools that have been connected to VSAT.

#### 3.5.2 EMGP

- Met sixty-eight percent (68%) of the target completing 102 Education Matching Grants during the fiscal year.
- Exceeded all other targets, including: number of SAFs submitted; LOU’s signed with partner schools and number of cost share contributions verified.

#### 3.5.3 INVESTS

- Supported the studies of 226 students: 15 Mining Engineering Students; 1 student in Multimedia Arts and Animation at Ateneo De Zamboanga; 100 high school students and 110 students for Medical Transcription.
- Received USAID approval to provide additional financial support to Medical Transcription, and enrolled, in partnership with MSU – IIT, 60 additional students.

#### 3.5.4 PRIDE

- Placed 29 interns within the fiscal year with 12 additional companies.
- Two hundred forty nine (249) additional interns recruited.
- Twenty six additional companies signified interest in hosting interns.

#### 3.5.5 JEEP

- JEEP met the target of implementation in twenty six partner colleges and universities: Group 1 – four colleges; Group 2 seven colleges; Group 3 – four colleges, Group 4 – 3 colleges, Group 5 – 8 colleges.
- JEEP met the target of training the Group 3 and 4 partner personnel in the JEEP Accelerate Courses.

- 451 Monitoring visits were made to partner sites for the provision of technical support and documentation.
- Training on both JEEP Start and JEEP Accelerate was provided to JEEP Teachers and IT personnel :
- JEEP Accelerate courses (Semester 1) were revised for Travel and Tourism, Business Process Outsourcing (BPO), Maritime Services, Nursing and English for International Employment.

### 3.6 Attainment of Operational Plan (OP) Targets

OP Indicators		Total GEM Targets	Workforce Development					Actual TOTAL FY 11
			Workforce Targets	Completed				
				Qtr 1	Qtr 2	Qtr 3	Qtr 4	
				Oct. 10 - Dec. 10	Jan. 11 - March 11	April 11- June 11	July 11 - Sept 11	
2	No. of people with access to internet service as a result of USG assistance	6,211	6,211	2,375	970	0	0	3,345
3	Total public and private \$ leveraged by USG for communications projects	\$463,486	\$463,486	\$127,669	\$66,763	\$234,223	\$28,141	\$456,796
8	Number of vulnerable households benefiting directly from USG assistance. *	93,420	78,053	19,439	18,392	34,139	7,438	79,408
13	Number of persons participating in USG-funded workforce development	12,342	12,342	13,171	7	16,042	3	29,223

Note:

\* *Improvement to education thru assistance provided under CLIC, EMGP and JEEP projects.) 1 student = 1 household*

\*\* *No. of school PTAs assisted by CLIC and EMGP projects. 1 school = 1 PTA.*

#### 4.0 Governance Improvement

Governance activities during the quarter concentrated heavily on the monitoring of the revenue performance of the twelve (12) Revenue Enhancement and Progress (REAP) LGUs, validation of annual revenue collection reports with the Bureau of Local Government Finance, monitoring of the status of completion of the construction of major incentives for the four LGUs that met their revenue collection targets in 2009. During the quarter, REAP turned over the major incentives consisting of a Welcome Arch and street lights for Barangays Blancia and Madasigon to Molave, Zamboanga del Sur for achieving their target in 2009..

Efforts also focused on the orientation of the staff of the Office of the Secretary General, House of Representative, who will now be the HOR office in charge for CIPYML. The resumption of the activities for CIPYML12 also happened during this quarter.

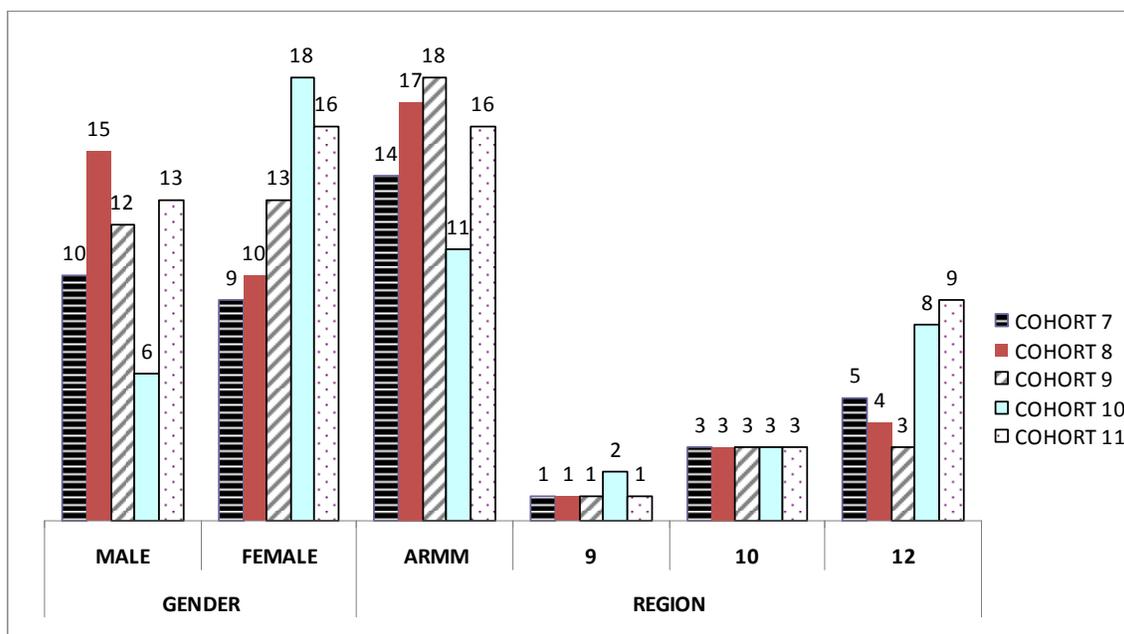
##### CIPYML Objectives and Beneficiaries

Through the internships and more formal academic exposure offered in the program, CIPYML is designed to create a pool of young professionals from the “underserved” communities in the conflict-affected areas of Mindanao committed to the establishment and development of democratic institutions. To achieve this objective, CIPYML recruits college graduates from the universities and colleges in the conflict-affected areas, under 30 years old, to participate in the program. A two tiered selection process is implemented, the first – selecting at least the top thirty from among the applicants and sending them to the Mindanao State University (MSU) Marawi campus to participate in a three week training on local governance. Toward the end the third week, another selection is conducted and the top twenty five are sent to Manila for continue training on Policy Development and Advocacy and the internship at the Congress of the Philippines.

As of this quarter, eleven (11) cycles of CIPYML, six (6) which began in GEM 2, have been completed with 246 interns from conflict-affected areas in Mindanao “graduating” from the program, including 122 during GEM 3. With the completion of the twelfth (12<sup>th</sup>) cycle of the program next quarter, 273 interns from Mindanao’s conflict affected areas will have participated, as summarized in the table and figure presented below:

COHORT	GENDER		REGION			
	MALE	FEMALE	ARMM	9	10	12
COHORT 7	10	9	14	1	3	5
COHORT 8	15	10	17	1	3	4
COHORT 9	12	13	18	1	3	3
COHORT 10	6	18	11	2	3	8
COHORT 11	13	16	16	1	3	9

**Figure 4.1 GEM 3 CIPYML GRADUATES' GENDER AND REGIONAL REPRESENTATION**



*Revenue Enhancement and Progress (REAP) Project Objectives and Beneficiaries*

Throughout the Philippines and especially in the Autonomous Region in Muslim Mindanao, approximately 90% of the revenues expended by local governments are derived from the national government through Internal Revenue Allotments (IRA). In most cases, funds received are insufficient to provide minimally acceptable standards of service from the local governments.

The Local Government Code of the Philippines however, gives local government units—particularly cities and municipalities—broad latitude in the imposition and collection of local revenue sources, including property and business taxes. The major objective of REAP is to work with up to ten local government units from conflict-affected areas, on the development and implementation of aggressive local revenue enhancement plans, which will result in significant increases in locally-generated revenues that will be expended to improve specific, predetermined local services.

REAP is an incentive-based project that provides local governments with “rewards” for the achievement of key milestones. Unlike most other projects of this nature, technical assistance is quite limited (“TA-lite”). Initial milestones—such as adoption by the Sanggunian Bayan of the Revenue Generation Action Plan, and the approval of a budget for its implementation, the revision/updating of local revenue and market codes—are non-financial. Achievement of these milestones precipitate the award, by GEM, of small incentives—referred to in the project as “teaser incentives”—that enhance the capacity of the local governments to implement revenue generation plans. Such incentives include, for example, two to three computers and software to facilitate updating tax revenue databases, printers, and tax campaign materials. REAP also provides limited short-term technical assistance to local government units, usually in the context of a workshop, that facilitates the latter’s capacity to design viable revenue enhancement plans, update tax maps, and to revise local tax codes.

Major incentives, in the form of physical infrastructure, or motorcycles for tax collectors - are provided to local governments once predetermined, significant revenue targets have been achieved and validated with the Bureau of Local Government Finance. Per recent guidance from USAID, the value of major incentive that any LGU can receive will not exceed Php 2.5 Million.

#### Other Governance Activities

On MinDA's request, GEM continues to provide services to MinDA in its role as Secretariat of the Mindanao Working Group. GEM assistance in this area included analyses of proposals, plans and procedures developed by the MWG, liaison with partner agencies, and suggestions for the improvement of these documents.

#### **4.1 Performance objectives/expected outputs for the quarter**

Governance activities for the first quarter focused on critical work plan tasks. Specific activities relating to each sub-program area are summarized below:

##### 4.1.1 Revenue Enhancement and Progress (REAP) Project for selected LGUs:

Under the REAP Project, up to twelve LGUs in the ARMM and CAAM will be provided assistance to realize sizeable and sustainable increases in the collection of local revenues, including real property taxes, business taxes, and other fees and charges. In year one, four LGUs in the ARMM and CAAM have received assistance under the project, and are now implementing fiscal revenue measures designed to improve and increase the collection of local revenues. In year two, two additional LGUs enrolled in the project and were provided limited technical assistance to improve local revenue generation. In year three, another LGU enrolled in the project and is now implementing measures to improve collection of local revenues, and in year four, five additional LGUs participated in the project.

The objectives for this quarter are described below while the accomplishments relative to the objectives are described in Section 4.2;

- Monitor performance of the twelve (12) enrolled LGUs and provide additional assistance when needed;
- Validate annual report of the first seven (7) LGUs with BLGF to determine who met the target increase;
- Coordinate with the Infrastructure/BIP Team for the design of the preferred major incentives of the LGUs that met their targets: Lamitan – Welcome Arch; Dumingag – Multipurpose/Training Center, Buug – Street lights, and Molave – Street lights and Welcome Arch
- Award completed major incentives to the LGU
- Provide teaser incentives to the last five LGUs that participated in the project once the milestones specified have been achieved.

#### 4.1.2 Congressional Internship Program for Young Muslim Leaders (CIPYML)

Objectives for this quarter are described below:

- Implement the activities described in the approved SAF for the 12<sup>th</sup> CIPYML program cycle;
- Monitor program implementation and provide support to program partners when needed;

#### 4.1.3 “Other” Governance Activities

GEM provides assistance to the Mindanao Development Authority (MinDA) in its capacity as Secretariat to the Mindanao Working Group (MWG), which is a sub group of the Philippines Development Forum—a group of all donor and multilateral institutions working in the Philippines. The MWG has focused on the creation of a common Monitoring and Evaluation Framework to be followed by all project implementers in Mindanao, and on the formulation of a “Mindanao 2020 Peace and Development Framework Plan.” Mindanao 2020 is intended to serve as a guide to all program implementers in Mindanao, thus helping Mindanao to achieve its development vision by the year 2020.

GEM’s assistance in this area included analyses of plans and procedures developed by the MWG, and suggestions for the improvement of the draft documents.

When requested, GEM continues to provide services as required to the Mindanao Development Authority (MinDA) in its role as Secretariat for the Mindanao Working Group.

In addition to the direct technical assistance provided by Governance staff, GEM also continues to pay—with USAID concurrence—the full salary and related expenses of a MinDA staff member assigned to monitor the implementation of selected USAID sub-projects in Mindanao under the Mindanao Peace and Development Initiatives for which MinDA is the oversight agency. To facilitate such efforts, GEM also provides a vehicle, including a driver and all vehicle maintenance expenses, for the use of MinDA.

As noted, support to MinDA is provided “on request” as needs are identified. Thus, there are no predetermined, quantifiable objectives associated with this activity.

### **4.2 Summary of major accomplishments during the quarter as well as unexpected or unplanned outcomes/activities during the quarter, as well as for the fiscal year**

#### 4.2.1 Revenue Enhancement and Progress (REAP) Project

Performance during the quarter as well as performance for the fiscal year can be categorized into three areas: 1) activities and accomplishments related to the first four enrolled REAP LGUs; 2) activities and accomplishments related to the additional three enrolled LGUs; 3) activities related to the three LGUs that signified intent to participate in REAP.

*Activities and accomplishments related to the first four enrolled LGUs*

The first four LGUs enrolled in REAP are Buug in Zamboanga Sibugay, Molave and Dumingag in Zamboanga del Sur, and Lamitan in Basilan.

- The four LGUs started implementing their Revenue Generation Action Plans in January, 2009.
- Each of the LGUs signed a Memorandum of Understanding with GEM which contained among others, LGUs committed targeted “own-source” revenue increase and the estimated value of the major incentive if the target is met. All “own-source” revenues collected by the LGUs, including ten percent of total receipts from economic enterprises, are eligible revenues. *All four enrolled LGUs ( Dumingag, Lamitan, Buug, and Molave) met their targets in 2009.*
- In accordance with the MOU, GEM will provide major incentives selected by the LGUs from the list of eligible major incentives stated in the REAP Fact Sheet. These LGUs have selected their preferred major incentives: Buug – street lights; Dumingag – Multi-purpose/Training Center; Molave – a Welcome Arch and Street Lights; and Lamitan- a Welcome Arch.
- *For this quarter*, GEM turned over the major incentives to Molave consisting of the Welcome Arch and the Street lights for Barangays Madasigon and Blanca. The street lights directly benefitted the almost 8,000 households residing in the said barangays.
- The major incentive for Dumingag and Lamitan are almost complete and may be ready for turn-over next quarter.
- The major incentive for Buug have been recommended by the Infrastructure Team for de-scoping with the concurrence of the LGU.
- All the first four LGUs are now implementing REAP for the third year. Below is their first semester performance for 2010 with 10% receipts from economic enterprises:

<i>LGU</i>	<i>1<sup>st</sup> Sem. 2010</i>	<i>1<sup>st</sup> Sem. 2011</i>	<i>% Increase</i>
<i>Buug</i>	<i>Php 5.94 M</i>	<i>Php 7.53M</i>	<i>27%</i>
<i>Dumingag</i>	<i>Php 4.23 M</i>	<i>Php 5.04 M</i>	<i>19%</i>
<i>Lamitan</i>	<i>Php 6.29 M</i>	<i>Php 7.01 M</i>	<i>11%</i>
<i>Molave</i>	<i>Php 12.78 M</i>	<i>Php 18.33 M</i>	<i>43%</i>

All LGUs registered increases in the first semester of 2011 as compared with their performance for the same period last year. The said increase in collection can be attributed to the following: intensive collection efforts, establishment of new businesses in the municipality, full utilization of municipal enterprises, reasonable adjustment in rates for regulatory and user fees to reflect current market conditions, continuous information and education campaign on why taxes should be paid; appropriate support to tax collectors; and multi-sectoral approach in tax advocacy

The increased collection in 2009 and 2010 were utilized by the LGUs to improve delivery of basic services to the constituents (municipal and farm to market road upgrading, construction of social service, health, and agricultural facilities, waste management disposal, scholarship to deserving constituents, and support to women initiatives in the LGU).

### *Activities and accomplishments relative to the second set of REAP LGUs*

The second set of REAP LGUs are Upi and Datu Paglas in Maguindanao Province and Alabel in Sarangani.

For the quarter, BLGF reports confirmed that both Upi and Datu Paglas have achieved their target increase in 2010 and are entitled to receive major incentives from GEM. Because the monetary value of the major incentives that these two LGUs are entitled to receive will not be enough to construct a BIP, GEM recommended an expansion of the list of eligible major incentives to include non-BIP incentives such as office equipment, books, etc. to the COTR during the meeting held in Davao City last September 14, 2011. The COTR instructed GEM to justify the major incentive recommended in its SAF proposal with a condition that the incentive should be something that the community in the said LGU will need. GEM will discuss with LGU the possible major incentive next quarter and submit its proposal to USAID.

All the three LGUs in this group registered increase in revenue collection for the first semester of 2011 as compared with its performance for the same period last year. This increased collection is the result of the intensive efforts of the LGU officials to improve tax collection, updating of its tax records, massive advocacy and information campaign, and adjustment in rates of regulatory fees and user charges to reflect current conditions.

Below is the comparative revenue collection performance of the three LGUs in the first semester of 2011 compared with same period in 2010

<i>LGU</i>	<i>Q1&amp;2 '10</i>	<i>Q1&amp;2 '11</i>	<i>% Increase</i>
<i>Datu Paglas</i>	<i>Php 1.18M</i>	<i>Php 1.30 M</i>	<i>10%</i>
<i>Upi</i>	<i>Php 2.31 M</i>	<i>Php10.96 M</i>	<i>375%</i>
<i>Alabel</i>	<i>Php 16.35 M</i>	<i>Php 17.50M</i>	<i>7%</i>

### *Activities and accomplishments related to next five LGUs*

The last five LGUs to participate in REAP -Banga and Norala in South Cotobato, Malapatan in Sarangani, Parang in Maguindanao, and Pickawayan in North Cotobato have completed their Revenue Generation Action Plan and updated their revenue generating ordinances during the fiscal year.

For this quarter, Parang's revision of the rates in its Revenue Code, the milestone stipulated in the MOU, has been approved by the Sanggunian Panlalawigan of Maguindanao. The approval triggered the release of the "teaser" incentives due to Parang. GEM has submitted a SAF request to USAID for the release of the "teaser" incentives. Monitoring of the revenue performance of the five LGUs also showed that all registered increased collection for the first semester of this year as compared with the revenue collection for the same period last year.

<i>LGU</i>	<i>1<sup>st</sup> Sem. 2010</i>	<i>1<sup>st</sup> Sem. 2011</i>	<i>%Increase</i>
<i>Banga</i>	<i>Php 5.22 M</i>	<i>Php 6.08 M</i>	<i>16%</i>
<i>Malapatan</i>	<i>Php 3.95 M</i>	<i>Php 6.22 M</i>	<i>57%</i>
<i>Norala</i>	<i>Php 3.94 M</i>	<i>Php 4.97 M</i>	<i>26%</i>
<i>Parang</i>	<i>Php 0.69 M</i>	<i>Php 3.16 M</i>	<i>419%</i>
<i>Pickawayan</i>	<i>Php 4.66 M</i>	<i>Php 5.15 M</i>	<i>11%</i>

#### 4.2.2 Congressional Internship Program for Young Muslim Leaders

Accomplishments for this quarter, as well as for the fiscal year, are delineated below:

- The 11th cycle of the CIPYML was completed on May 5, 2011 with 29 participants, 16 females and 13 males from ARMM and CAAM. As of the this cycle, a total of 247 young men and women from the conflict affected areas in Mindanao have completed the program.
- Recruitment for the next cycle started in mid March but had to be put on hold on request of HOR. HOR replaced the Administrative Department as GEM's counterpart for this program with the Office of the Secretary General. There has been a delay in the signing of the new Memorandum of Understanding between HOR and USAID, through the GEM Program. The said document was signed only in mid-July.
- GEM met with the officers and staff of the Office of the Secretary General to familiarize them with the requirements of the program. The series of meetings resulted in minor changes in the implementation of the Policy Paper requirement for this program. HOR, through the OSG, wanted a Policy Paper adviser from the HOR.
- Since the Policy Paper is part of the completion requirements for the second phase of the academic component of this program, GEM facilitated a meeting between UP NCPAG and the Office of the Secretary General to ensure that no confusion will arise when the intern starts writing his Policy Paper.
- Moreover, instead of thirty interns to be deployed to HOR for the actual internship, the Office of the Secretary General informed GEM that they can accommodate only 27 interns for the 12<sup>th</sup> batch, and 25 interns each for the next two batches.

*Accomplishments for this quarter:*

- The recruitment and selection of the interns that comprised the 12<sup>th</sup> cohort of CIPYML was finally completed on July 22, 2011. The 12<sup>th</sup> cohort of CIPYML formally started the program on July 26, 2011 at the Mindanao State University in Marawi City with 33 participants selected from the applicants from the ARMM and CAAM.
- Of the thirty three participants in Marawi, 27 were selected to participate in the next phase of the Academic component of the program conducted by the UP National College of Public Administration and Governance.
- Twenty seven (27) interns, 18 women and 9 men from the ARMM and CAAM were flown to Manila on August 18, 2011. Formal classes at the UP NCPAG started on August 22, 2011 while formal internship with the HOR started on August 31, 2011.
- The interns are now deployed in the different departments and congressional committees at the HOR.
- Completion of the 12<sup>th</sup> cohort of CIPYML will be on November 9, 2011 at the House of Representatives.

- Immediately upon completion of the program, two participants from the 12<sup>th</sup> batch have been offered jobs at the Mindanao Development Authority. They are now based in Davao.
- Two “graduates” of Batch 7 have been offered scholarships, one on women participation in governance in Sweden, and another on leadership in Australia. They will return to Mindanao after the training in October, 2011.

#### 4.2.3 Other Governance Activities

On request, GEM provides assistance to the Mindanao Development Authority (MinDA), in its capacity as Secretariat to the Mindanao Working Group (MWG), which is a sub group of the Philippines Development Forum—a group of all donor and multilateral institutions working in the Philippines. The MWG has focused on the creation of a common Monitoring and Evaluation Framework to be followed by all project implementers in Mindanao, and on the formulation of a “Mindanao 2020 Peace and Development Framework Plan.” Mindanao 2020 is intended to serve as a guide to all program implementers in Mindanao, thus helping Mindanao to achieve its development vision by the year 2020.

GEM’s assistance in this area included analyses of plans and procedures developed by the MWG, and suggestions for the improvement of the draft documents.

*For this quarter*, GEM was requested to co-fund the Mindanao-wide validation workshop to gather stakeholders comments on the draft Mindanao 2020 Framework Development Plan before its finalization and printing. The workshops were initially scheduled to happen in July and August but due to conflicting schedules of the participants and workshop resource persons and facilitators, the same was deferred until the next quarter.

No request for assistance was made by MinDA during the quarter relative to the Mindanao Working Group initiative.

### **4.3 Outstanding issues and implementation problems and options for resolving these issues and problems:**

#### 4.3.1 Revenue Enhancement and Progress (REAP) Project

- Sporadic bombings and clan related violence in the Cotobato/Maguindanao area have constrained efforts to monitor LGUs in this area. Only one site visit was conducted in Parang, Maguindanao. Even planned verification trips to BLGF Region 12 Office in Cotobato City had to be deferred twice due to flooding and security concerns.

### **4.4 Planned performance Objectives for the next quarter:**

#### 4.4.1 Revenue Enhancement and Progress (REAP) Project

- Prepare SAF and award major incentives to LGUs that meet its target

- Prepare SAF and award “teaser incentives” to LGUs in the 3<sup>rd</sup> group that achieved milestones provided in the MOU;
- Monitor the performance of the 12 enrolled LGUs;
- *Collate revenue reports of other LGUs in the ARMM and CAAM and identify potential participants for a REAP-lite assistance\**
- *With USAID approval, implement REAP lite assistance to the new LGUs selected\**
- Will require Contract Modification

#### 4.4.2 Congressional Internship Program for Young Muslim Leaders

- Complete implementation of Batch 12
- Prepare SAF for Batch 13 and initiate recruitment activities
- As needed, meet with program partners to discuss/resolve implementation issues and concerns that may arise

#### 4.4.3 Other Governance Activities

- On request, continue to support MinDA in its role as Secretariat of the Mindanao Working Group.
- Continue to respond promptly to MinDA’s requests for additional technical assistance;
- Promptly forward any MinDA’s requests for additional financial assistance to USAID.

### 4.5 Attainment of Operational Plan (OP) Targets

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OP Indicators		Total GEM Targets	Governance					Actual TOTAL FY 11
			Governance Targets	Completed				
				Qtr 1 Oct 10 - Dec 10	Qtr 2 Jan. 11 - Mar 11	Qtr 3 Apr11- Jun 11	Qtr 4 Jul 01 - Sept 11	
8	Number of vulnerable households benefiting directly from USG assistance. *	93,420	6,000	2000	2000	2000	2000	8,000

**Note:**

\* *"Vulnerable" households are households that fall below poverty line. Twenty percent of population of 4 municipalities that met their targeted revenue increases.*

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## **5.0 Other Activities**

“Other Activities” was included in GEM 3 by USAID to ensure that GEM and/or USAID had the capability to respond quickly to emerging challenges that were either undefined or unanticipated at the onset of the program. Targets and performance objectives therefore, are determined as challenges and opportunities emerge.

Proposed activities under “Other Activities” are usually initiated by requests from USAID and/or MinDA, and are sometimes identified by the GEM Team.

### **5.1 Performance objectives/expected outputs for the quarter**

5.1.1 Provide support to Mindanao Development Authority (MinDA)'s Mindanao Peace and Development Initiatives' (MPAD) Project Monitoring Unit;

5.1.3 Formulation of the Mindanao 2020 Peace and Development Framework Plan

- Provide logistics support to facilitate extensive consultations with key Mindanao stakeholders, whose input is essential to the preparation of the Mindanao 2020 Peace and Development Framework Plan.

5.1.4 Improve Shipping Services in Mindanao and RORO ports in Western Mindanao

- Continue to assess shipping services in Mindanao;
- Develop a plan of action for improving shipping services and other logistics infrastructure in Mindanao;
- Submit action plan to USAID for comment and/or approval.

### **5.2 Summary of major accomplishments during the quarter as well as unexpected or unplanned outcomes/activities during the quarter and for the fiscal year**

Many of the activities and sub-programs covered under “Other Activities” continue from initiatives proposed originally during the previous fiscal year. The past accomplishments which, in many cases, serve as the context for the accomplishments of this quarter and this fiscal year are presented below:

5.2.1 Provide support to Mindanao Development Authority (MinDA)'s MPAD Project Monitoring Unit

- GEM has, with USAID concurrence, continued to pay the salary and related benefits of two staff members assigned to the MPAD project monitoring unit. In addition, GEM has provided a vehicle and driver for the full-time use of two MinDA staff conducting monitoring and assessment visits to selected project sites.

The two MPAD staff provided assistance to MinDA to do the following:

- Provided support to MinDA in consolidating issues and concerns for the consideration of the Steering Committee

- Provided support to the new MinDA Chair during technical briefings involving the different projects covered by the MPAD;
- Conducted regular monitoring and evaluation of activities in the MPAD covered area in coordination with the different Project Management Offices of the MPAD covered projects.
- On a continuing basis, update the inventory of MPAD projects using inputs from the different MPAD implementing agencies.
- Prepared reports for submission to the National Economic Development Authority.
- Reviewed proposed list of sub-projects submitted to MinDA for evaluation and approval.
- Identify implementation issues and concerns and recommend appropriate action to further enhance MPAD support to the target areas.

#### 5.2.2. Establishment of Centers of Excellence

- Initiative was discontinued due to insufficient time remaining in GEM 3 to complete, and insufficiency of funding for other activities.
- However, because this initiative was discontinued, GEM was able to accomplish the following:
  - Conducted a consultation workshop with industry players to gather inputs for a concept paper for the establishment of a Mindanao Center of Excellence for Fruits and Vegetables. Discussions during the workshop included the potential task/activities that the Center of Excellence will undertake, potential sources of operational funds, institutional arrangements between the players, and GEM's possible contribution to the initiative.
  - A site visit at the Mindanao State University – Naawan campus was conducted by the TCEP-Mariculture staff to assess the potential of the university as the site for the Center of Excellence for Mariculture. A preliminary discussion with the school officials was undertaken to determine the school's capability to undertake applied research for the possibility to raising mariculture species that will later on be sold to farmers.

#### 5.2.3. Formulation of the Mindanao Peace and Development Framework Plan

- Mindanao 2020 Peace and Development Framework Plan.
- GEM provided co-funding support for the conduct of stakeholders' validation of the draft Mindanao 2020 Peace and Development Framework Plan. Comments and inputs that will be derived from the workshops will be use to enhance the draft and prepare the final document. The scheduled consultations were moved to October-December, 2011.

#### 5.2.4 Improved shipping services in Mindanao and RORO port services in Western Mindanao

- While there is nothing to report for this quarter, the following are the accomplishments for this fiscal year:
- GEM provided financial and technical support to the Mindanao Logistics Conference that helped in the formulation of the Mindanao Shipping and Land Transport Public-Private Sector Action Agenda which was submitted to MedCO, now Mindanao Development Authority's Chairman, Undersecretary Virgilio Leyretana for appropriate action.
- A resolution was also passed supporting the creation of a Mindanao Development Authority to replace the Mindanao Economic Development Council.

#### 5.2.5. Project Assessment

The tasks and activities attributable to "Other" during the quarter were centered on the approval of the scopes of work for the two major studies: one, to examine the economic and social impacts of infrastructure projects constructed during GEM 2 and GEM 3, through October, 2010; and the other to assess the impacts of the Computer Literacy and Internet Connection (CLIC) project initiated during GEM 2, through March 31, 2010. The following activities relative to these studies were undertaken during the quarter:

- The Infrastructure Assessment study has been completed and the report is being finalized. Once the report is finalized, the same will be submitted to USAID
- The CLIC Impact Assessment Study which was awarded to Ateneo de Davao University through competitive bidding, will be completed midway through the second quarter of the next fiscal year.

#### 5.2.6 Assistance to the Office of the Presidential Adviser on the Peace Process (OPAPP)

On instruction of USAID, GEM provided assistance to the Office of the Presidential Adviser on the Peace Process (OPAPP) for the establishment of its Data Management Unit. GEM provided OPAPP with hardware and software and GIS trainings for OPAPP staff to improve its Data Management Unit. The items have been procured but delivery will happen in the next quarter.

### **5.3 Outstanding issues and implementation problems and options for resolving these issues and problems:**

No outstanding issue/problem to address during the quarter.

### **5.4 Planned performance objectives for the next quarter:**

- Provide continuing assistance to MinDA's MPAD Project Monitoring Unit;;
- Complete the on-going assessment of GEM's Infrastructure and CLIC Programs.
- Respond to MinDA's request for assistance.

## 6.0 Support Activities

### 6.1 Facilitation Services

GEM provides a range of support services to other USAID projects and activities, and for the U.S. Embassy.

During the quarter, GEM provided assistance to **12** official visits and activities of USG officials, including U.S. Ambassador Harry Thomas Jr., Deputy Chief of Mission Leslie A. Bassett and USAID Mission Director Gloria Steele to various USAID/USG-supported projects and other activities in Mindanao (see table 6.1). Other visitors include Dr. Raymond Morton, Strategic Analyst, USAID and Andrew Plitt, Director, ASIA/SPO, USAID. For these visits GEM usually prepared scene setters and schedules, provided logistical and security arrangements, arranged media coverage, arranged meetings with local business people and government officials, provided GEM briefings, arranged travel and hotel accommodation and/or prepared talking points for resource/guest speakers.

GEM provided logistical arrangements for two RIG Field Assessments in Western and Central Mindanao. GEM also provided logistical assistance and helped arrange meetings for three Mindanao Working Group field assessments in Zamboanga City and Basilan, Marawi and Iligan Cities, and Cotabato City. Deputy Chief of Mission Leslie Bassett led the visit in Zamboanga City while Daniel Miller of USAID led the visits in the other two locations.

On July 20-22, Andrew Plitt, Asia Bureau Chief of Strategic Planning and Operations (SPO), USAID-WA, traveled to Zamboanga City to visit USAID projects. In the GEM office Mr. Plitt and Myra Stokes were briefed by GEM Chief of Party Ross Wherry on the GEM Program. They then met with GEM-assisted former MNLF combatants farming grouper in the Eleven Islands in Zamboanga City.

On Sept. 1 & 2, new Deputy Mission Director Reed Aeschliman participated in the celebration of the completion of over 1,000 USAID Education Matching Grants in General Santos City. He also met with GEM-assisted former MNLF combatants turned vegetable farmers in Sumbakil, Polomolok and spoke during the National Tuna Congress, an annual event supported by GEM in General Santos City. He was also briefed on the activities of the GEM Program.

On September 8<sup>th</sup>, U.S. Ambassador Harry Thomas and USAID Mission Director Gloria Steele were honored guests at the Mindanao Business Conference, another annual event supported by GEM in Pagadian City. Ambassador Thomas was the keynote speaker at the event. He then flew to Zamboanga City to meet with Mayor Celso Lobregat, Inaugurate the PNP Crime Laboratory and call on Archbishop Romulo Valles. GEM provided logistical assistance and provided security and other arrangements for the visit.

To date, GEM 3 has facilitated **194** visits/activities of USG, USAID and GRP officials.

GEM's activities in this area are summarized in the following table.

**Table 6.1  
(Visits/Activities July 1 – September 30, 2011)**

No.	DATE	PLACE	VISITOR	ACTIVITIES
1	July 6-8, 2011	Davao City	DR. RAYMOND MORTON, Strategic Analyst, USAID	<ol style="list-style-type: none"> <li>1. GEM and Mindanao Situationer Briefing</li> <li>2. Meeting with H-CAP companies</li> <li>3. MABS Briefing</li> <li>4. Barangay Justice Program Briefing</li> <li>5. Meeting with Dynamic Vegetable Growers Association</li> </ol>
2	July 10-16, 2011	Pagadian City, Ipil, Zamboanga del Sur and Zamboanga City and Basilan	RIG Auditors	<ol style="list-style-type: none"> <li>1. Visit Midsalip NHS (CLIC)</li> <li>2. Visit Santiago ES (EMGP)</li> <li>3. Visit Southern Mindanao Colleges (JEEP)</li> <li>4. Visit Pagadian Chamber of Commerce (BSO)</li> <li>5. Visit Tabina Abong BB (BIP)</li> <li>6. Visit Poblacion Dinas DC (BIP)</li> <li>7. Visit Baenautan Fish and Prawn Holding Station (BIP)</li> <li>8. Visit Santan-Pundol Suspension FB (BIP)</li> <li>9. Visit Purok Maguindanao GSD (BIP)</li> <li>10. Visit Picanan River Boat Landing (BIP)</li> <li>11. Visit Sitio-Maabi Abihon TC (BIP)</li> <li>12. Visit Fishing Village Suspension FB (BIP)</li> <li>13. Visit Kabasalan Trading Center (BIP)</li> <li>14. Visit Guitu-an GSD (BIP)</li> <li>15. Visit Malipayoun SFB (BIP)</li> <li>16. Visit Bagong Silang SBL (BIP)</li> <li>17. Visit Ipil-Ipil BB (BIP)</li> <li>18. Visit Tandang Sora GSD (BIP)</li> <li>19. Visit Surabaya TC (BIP)</li> <li>20. Visit Tumanggong Road Upgrading (BIP)</li> <li>21. Visit WMSU (JEEP)</li> <li>22. Visit Tugbungan ES (Teacher CLI)</li> <li>23. Visit Zamboanga City Fruit and Veg. Industry Dev't. Council (BSO)</li> <li>24. Visit Banas and Busay Bridges (RIP)</li> <li>25. Visit BAP-MPC (TCEP-FCR)</li> <li>26. Visit Kumalarang MPC (TCEP-FCR)</li> </ol>

NO.	DATE	PLACE	VISITOR	ACTIVITIES
3	July 14-16, 2011	Cagayan de Oro City	DR. RAYMOND MORTON, Strategic Analyst, USAID	<ol style="list-style-type: none"> <li>1. Visit to Motherland Corporation (a GEM-assisted fruit processor)</li> <li>2. Visit to Capitol University (a GEM-assisted university)</li> <li>3. Meeting with Cagayan de Oro City Chamber of Commerce and Industry, Inc.</li> <li>4. Meeting with Northern Mindanao Vegetable Producers' Association</li> <li>5. Visit to BG Fruits &amp; Nuts Manufacturing Corporation (a GEM-assisted fruit exporter)</li> <li>6. Meeting with UBM Corporation</li> <li>7. Visit to NorMin Veggies' Consolidation Center</li> <li>8. Meeting with Philexport (a GEM-assisted exporters' association)</li> </ol>
4	July 18-21, 2011	Zamboanga City & Basilan	LESLIE A. BASSET and Mindanao Working Group	<ol style="list-style-type: none"> <li>1. Meetings with Education and Workforce Development and Agricultural Stakeholders</li> <li>2. Meeting with Muslim and Christian Leaders</li> <li>3. Meetings with Business Organizations and Health Care Stakeholders</li> <li>4. Meeting with Civil Society Representatives</li> </ol>
5	July 20-22, 2011	Zamboanga City	Andrew Plitt, Director, ASIA/SPO, USAID MYRA EMATA-STOKES, USAID/Philippines	<ol style="list-style-type: none"> <li>1. Meeting with USG interagency assessment team</li> <li>2. Visit GEM office in Zamboanga to meet with former MNLF combatants growing grouper in the Eleven Islands in Zamboanga City.</li> <li>3. Visit Alliance for Mindanao Off-Grid Renewable Energy (AMORE) beneficiary</li> <li>4. Meet with Out-of-School Youth</li> <li>5. Visit to Ayala Seafood Canning Corp.</li> <li>6. Discuss Microenterprise Access to Banking Services (MABS) and mobile banking with First Valley Bank</li> <li>7. Meet with Barangay Justice Project staff</li> </ol>

NO.	DATE	PLAE	VISITOR	ACTIVITIES
6	July 24-29, 2011	Central / Southern Mindanao	RIG Field Auditors	<ol style="list-style-type: none"> <li>1. Visit to Rosary Heights 8 Road Upgrading</li> <li>2. Visit to Ladia-Raguisi-Pinaring Road Upgrading</li> <li>3. Visit to Kutawato Institute of Technology</li> <li>4. Visit to Cotabato City State Polytechnic College</li> <li>5. Meeting with Maguindanao Fruit Growers Association</li> <li>6. Visit to Balogo Boat Landing</li> <li>7. Visit to Bulucaon Water System Upgrading</li> <li>8. Visit to Sinawingan Barangay Bridge</li> <li>9. Visit to Baticocan-Demapaco Footbridge</li> <li>10. Meeting with Lower Gumaga Farmers Association</li> <li>11. Meeting with MNLF Farmers Association</li> <li>12. Visit to Midsayap Road Upgrading</li> <li>13. Visit to Upper Minggading Box Culvert</li> <li>14. Lower Minggading Road Upgrading</li> <li>15. Meeting with Chrislam Free Farmers Association</li> <li>16. Visit to Pikit Trading Center</li> <li>17. Visit to Ladtingan-Ginatilan Water System</li> <li>18. Meeting with Balatikan Farmers Association</li> <li>19. Visit to Malamote Irrigation Canal</li> <li>20. Visit to Poblacion Manganeg Road Upgrading &amp; Napok Road Upgrading</li> <li>21. Buluan-Pandag-Paglat-SK Pendatun Road Upgrading</li> <li>22. Visit to Sampao Footbridge</li> <li>23. Visit to Muslim Village Road Upgrading</li> <li>24. Visit to Kamanga Overflow Structure</li> <li>25. Visit to El Nama Box Culvert</li> <li>26. Nuronía Trading Center</li> <li>27. Meeting with Sumbakil Multi-purpose Cooperative</li> <li>28. Visit to Ramon Magsaysay Memorial School</li> <li>29. Meeting with SOCKSARGEN Federation of Fishing and Allied Industries</li> </ol>

NO.	DATE	PLACE	VISITOR	ACTIVITIES
7	July 28-29, 2011	Surigao del Norte and Surigao City	MA. TERESA ROBIELOS JENNA TAJCHMAN OEDG, USAID/Philippines	<ol style="list-style-type: none"> <li>1. Visit to Taganito Mining Corporation</li> <li>2. Visit and Briefing at the Vegetable Production Center</li> <li>3. Tour and Briefing of the IP Relocation / Housing Project</li> <li>4. Visit to the IP Café or Livelihood Store</li> <li>5. Visit to Surigao State College of Technology</li> </ol>
8	August 8-11, 2011	Iligan City and Marawi City	Mindanao Working Group	<ol style="list-style-type: none"> <li>1. Local GEM Partners Meeting</li> <li>2. JSOTF Briefing</li> <li>3. Courtesy Call with Marawi City Mayor</li> <li>4. Meeting with 103rd BDE Commander and staff</li> <li>5. Meetings with Business Organizations and Health Care Stakeholders</li> <li>6. Post-Meeting Hotwash Session</li> <li>7. Roundtable Discussion with Muslim and Christian Leaders</li> <li>8. Roundtable Discussion Civil Society Representatives</li> <li>9. Meetings with Education and Workforce Development and Agricultural Stakeholders</li> <li>10. Courtesy Call with Lanao del Norte Governor</li> </ol>
9	August 22-25, 2011	Cotabato City	Mindanao Working Group	<ol style="list-style-type: none"> <li>1. Meeting with Armed Forces of the Philippines - MBLT, 6th ID</li> <li>2. Meeting with Philippine National Police - Cotabato</li> <li>3. Local GEM Partners Meeting</li> <li>4. Courtesy Call with Cotabato City Mayor</li> <li>5. Courtesy Call on Notre Dame University President</li> <li>6. Roundtable Discussions with Muslim and Christian Leaders</li> <li>7. Meeting with Education and Workforce Dev't Stakeholders</li> <li>8. Meeting with Business Organizations and Agricultural Stakeholders</li> <li>10. Roundtable Discussions with Civil Society Representatives</li> <li>11. Meeting with Health Care Stakeholders</li> <li>12. Courtesy Call on ARMM Acting Governor</li> <li>13. Meeting with MILF Political Vice Chairman</li> </ol>

NO.	DATE	PLACE	VISITOR	ACTIVITIES
10	September 1-2, 2011	General Santos City	REED J. AESCHLIMAN, Deputy Mission Director, USAID/Philippines and MARIA RENDON Chief, OEDG - USAID/Philippines	<ol style="list-style-type: none"> <li>1. 1,000 Matching Grants event (EMGP)</li> <li>2. Visit to Sumbakil Multi-Purpose Cooperative (MPC) Vegetable Farm</li> <li>3. Tuna Culinary Contest</li> <li>4. Dinner Briefing with GEM Chief of Party and Staff</li> <li>5. Visit to General Santos City Fish Port</li> <li>6. Attend the National Tuna Congress</li> </ol>
11	September 8, 2011	Pagadian City and Zamboanga City	HARRY K. THOMAS, JR. U.S. Ambassador to the Philippines	<ol style="list-style-type: none"> <li>1. Courtesy call on Mayor of Pagadian City</li> <li>2. Attend the Mindanao Business Conference</li> <li>3. Lunch meeting with Zamboanga City Mayor</li> <li>4. Visit to PNP Crime Laboratory</li> <li>5. Courtesy call on Archbishop Romulo Valles</li> </ol>
12	September 29-30	General Santos City	MARIA RENDON Chief, OEDG - USAID/Philippines	<ol style="list-style-type: none"> <li>1. Visit to to Trully Natural Food Corporation</li> <li>2. Visit to Well Delight Network Inc.</li> <li>3. Visit to Balungis Trading Center</li> <li>4. Attend Mango Congress</li> </ol>

GEM also shares information and guidance regarding the security situation in various areas in Mindanao to staff of USAID and other USAID-supported projects as well as other foreign donors through an email-based “listserve”. Security reports provide information and guidance on trouble spots to avoid, possible emerging threats, preferred routes to take when traveling, etc. In GEM 3, we have shared **62** security advisories to members of the “listserve”.

## 6.2 Communications and Information

Between July and September 2011, GEM produced **39** press releases comprised of news and feature articles and photos with captions. A total of **244** placements were generated, including **98** in Mindanao newspapers, **48** in national newspapers and **98** in the Web as reflected in the following table (Table 1).

**Table 1 (quarterly)  
GEM-Produced Releases and Placements (FY 2011)**

	Oct-Dec 2008	Jan-Mar 2009	Apr-Jun 2009	July-Sep 2009	Oct-Dec 2009	Jan-Mar 2010	Apr-Jun 2010	July-Sep 2010	Oct-Dec 2010	Jan-Mar 2011	Apr-Jun 2011	*Jul-Sep 2011	TOTAL
GEM Produced Articles and Photo Releases	57	55	50	43	44	29	37	53	45	44	41	39	<b>537</b>
Local/ Provincial Print Placements	152	130	161	170	79	72	102	141	90	108	114	98	<b>1417</b>
National Print Placements	90	92	102	126	78	42	51	117	64	65	78	48	<b>953</b>
On-Line Placements	127	154	218	187	94	60	125	243	112	146	224	98	<b>1788</b>
International Placements	3	-	7	10	-	1	1	10	1	-	6	-	<b>39</b>

**Table 2 (monthly)  
GEM-Produced Releases and Placements (GEM-3)**

Output	Jan-Dec 2008	Jan-Dec 2009	Jan-Dec 2010	Jan 2011	Feb 2011	Mar 2011	Apr 2011	May 2011	Jun 2011	July 2011	Aug 2011	Sep 2011	TOTAL
GEM Produced Articles and Photo Releases	193	192	164	16	9	19	17	13	11	14	14	11	<b>673</b>
Local/ Provincial Print Placements	376	540	405	33	41	34	30	43	41	37	35	23	<b>1641</b>
National Print Placements	252	398	277	23	15	27	20	46	12	9	23	16	<b>1118</b>
On-Line Placements	406	653	540	36	62	48	85	97	42	46	35	17	<b>2067</b>
International Placements	3	17	33	-	-	-	6	-	-	-	-	-	<b>59</b>

*\*As of September 26, 2011*

From the inception of GEM 3 in January 2008, the Communications Team has generated **673** stories and photo releases about Mindanao and USAID's assistance to the region. A total of **4,885** placements were obtained in local and national dailies, magazines, news and information websites, and international publications.

## **GEM Communications Team Events Coverage and Assistance**

**80** USG and USAID visits and events under GEM 3 have been covered by the Communications Team in Mindanao and Manila. **156** events and other activities have been photo-documented, **38** of which were supplemented with video-documentation. **49** slideshow presentations in PowerPoint format have been produced and submitted to USAID. Media coverage was organized for **58** USG, USAID visits, GEM events and other activities.

**Following is a summary of events covered and assisted by the Communications Team from July to September 2011.**

### **USG Visits**

- Visit of USAID/Washington D.C. Bureau Chief for Strategic Planning and Operations Andrew Plitt to USAID Projects in Zamboanga City on July 20 and 21, 2011. The GEM Communications Team provided photo-documentation. A PowerPoint slideshow was submitted to USAID, highlighting the following events: Meeting with USG Assessment Team; Briefing on USAID-GEM Program; Visit to Talon-Talon Elementary School, a partner school of USAID's Alliance for Mindanao Off-Grid Renewable Energy (AMORE); Meeting with Out-of-School Youth\_beneficiaries of USAID's Education Quality and Access for Learning and Livelihood Skills (EQuALLS) Project.; Visit to Ayala Seafood Corporation; Discussion on Microenterprise Access to Banking Services (MABS) and mobile banking with First Valley Bank; Meeting with Barangay Justice Project staff. Two photo releases were produced and dispatched to local, national and on-line news media featuring Mr. Plitt's meeting with Zamboanga City Mayor Celso Lobregat and William Lim, President of Mega Fishing Corporation, and the signing of a contract agreement for growing grouper and abalone in Zamboanga City between Mega Fishing Corporation and Eleven Islands Neighborhood Association (EINA), an aquaculture cooperative comprised of former combatants of the Moro National Liberation Front (MNLF) facilitated by GEM's Sustainable Aquaculture and Fisheries Effort (SAFE) Project.
- Visit of USAID/Philippines Deputy Mission Director Reed J. Aeschliman to USAID Projects in General Santos City and Polomolok, South Cotabato on September 1 and 2, 2011. The GEM Communications Team provided photo and video-documentation. A PowerPoint slideshow was submitted to USAID, highlighting the following events: 1,000 Education Matching Grant Project (EMGP) Celebration; visit to the Sumbakil Multi-Purpose Cooperative (MPC) Vegetable Farm in South Cotabato Province and meeting with members/growers who are former combatants of the MNLF and are Livelihood Enhancement and Peace (LEAP) Program graduates (TCEP-LEAP); Briefing with GEM Chief of Party Ross Wherry and staff; Tour of the General Santos Fish Port; Opening Ceremonies of the 13<sup>th</sup> National Tuna Congress; Tuna Congress Trade Exhibit and Culinary Show. A news article on the 1,000<sup>th</sup> Education Matching Grant Celebration was produced and, following approval by USAID and PAS, was dispatched to local, national and on-line news media. Photos with captions were also produced for approval. Press coverage of local and regional correspondents was organized for the Tuna Culinary Show and the 1000<sup>th</sup> Education Matching Grant Celebration. A 75-slide PowerPoint and a five-minute audio-visual presentation were also prepared for the Education Matching Grant briefing. A separate video presentation is being produced for on-line streaming on YouTube.

- Visit of USAID/Philippines Office of Economic Development and Governance (OEDG) Deputy Chief Dan Miller and GEM Chief of Party Ross Wherry to KGMC Fish Hatchery in Kabasalan, Zamboanga Sibugay on September 7, 2011. The GEM Communications Team provided photo and video-documentation and provided USAID with a selection of photos for institutional use. A video presentation is being produced for on-line streaming on YouTube.
- Visit of U.S Ambassador Harry K. Thomas, Jr. and USAID/Philippines Mission Director Gloria Steele to USAID Projects in Pagadian City and Zamboanga City on September 8, 2011. The GEM Communications Team provided photo and video-documentation. A PowerPoint slideshow was submitted to USAID, highlighting the following events: Courtesy call on Pagadian Mayor Samuel Co; Participation at the 20<sup>th</sup> Mindanao Business Conference in Pagadian City; Courtesy call on Zamboanga City Mayor Celso Lobregat; PNP Crime lab dedication; Meeting with Zamboanga Archbishop Romulo Valles; and Meeting with JSOTF-P. Three photo releases on the Ambassador and Mission Director at the Mindanao Business Conference were produced and, following approval by USAID and PAS, were dispatched to local, national and on-line news media. National and local media coverage was organized for the Pagadian leg of the visit. A video presentation is being produced for on-line streaming on YouTube.
- Photo-documentation was also supplied by the Communications Team to the Revenue Enhancement and Progress (REAP) Project turn-over of the municipal welcome arch and street light system in Molave, Zamboanga del Sur on September 8<sup>th</sup>. USAID/Philippines OEDG Deputy Chief Dan Miller and GEM Chief of Party Ross Wherry graced the event. A post-event press release was prepared and, following approval by USAID and PAS, was distributed to local, national and on-line news media.

### **GEM-supported activities and events**

- The GEM Communications Team handled the GEM booth's physical arrangement and provided photo and video-documentation at the 1<sup>st</sup> SOCCSKSARGEN Business Summit in General Santos City from July 28 to 29, 2011. A pre-event press release was prepared and distributed to local, national and on-line news media.
- The GEM Communications Team handled the GEM booth's physical arrangement and provided photo and video-documentation for the 13<sup>th</sup> National Tuna Congress in General Santos City on September 2, 2011. A video presentation is being produced for on-line streaming on YouTube.
- The GEM Communications Team provided extensive assistance to the Pagadian Chamber of Commerce and Industry in promoting the 20<sup>th</sup> Mindanao Business Conference. The following pre-event publicity activities were organized and facilitated at their request: September 19<sup>th</sup> Press Conference in Pagadian City for Pagadian Mayor Samuel Co, Philippine Chamber of Commerce and Industry (PCCI) Regional Governor for Western Mindanao and ARMM Edgar Bagarinao and Pagadian Chamber President Lourdes Quisumbing; September 23<sup>rd</sup> Press Conference in Zamboanga City for PCCI Regional Governor for Western Mindanao and ARMM Edgar Bagarinao and Pagadian Chamber President Lourdes Quisumbing; September 24<sup>th</sup> Press Conference in Cebu City for PCCI Regional Governor for Western Mindanao and ARMM Edgar Bagarinao and Pagadian Chamber President Lourdes Quisumbing; September 25<sup>th</sup> Press Conference in Traders Hotel, Manila for PCCI Secretary General Crisanto Frianeza, PCCI Regional Governor for

Western Mindanao and ARMM Edgar Bagarinao and Pagadian Chamber President Lourdes Quisumbing; September 26<sup>th</sup> Appearance of PCCI Regional Governor for Western Mindanao and ARMM Edgar Bagarinao and Pagadian Chamber President Lourdes Quisumbing on NBN-4's *The Morning Show* and DWRJ – AM Radio's *Coffebreak with Neric Acosta*, MINDA Chairperson Sec. Luwalhati Antonino's appearance on ANC's *Business Nightly*. Two pre-event press releases were prepared and distributed to local, national and on-line news media following approval by USAID and PAS. National media coverage was organized for the Conference proper in Pagadian City. The Communications Team handled the GEM booth's physical arrangement and supplied photo and video documentation from September 7 to 9, 2011.

- The GEM Communications Team assisted the Sarangani Federation of Fruit Industry Associations, Inc. (SFFIAI) in promoting the 13<sup>th</sup> National Mango Congress. The following pre-event publicity activities were organized and facilitated at their request: August 10<sup>th</sup> appearance of Philippine Mango Industry Foundation President, Inc. Virgie dela Fuente and SFFIAI President Fred Dumasis on GMA-7's *Una Ka Bai* and a press conference held at the Marco Polo Hotel in Davao City. A pre-event press release was prepared and, following approval by USAID and PAS, distributed to local, national and on-line news media.

#### **Other Communication and Public Relations Activities and Assistance to GEM Teams**

- Production of the GEM Communications Quarterly Matrix
- Drafting of USAID weekly highlights
- Editorial assistance to other GEM Teams
- Video production of GEM teams for the Support Services Team
- Light Armored Vehicle Dismantling photos and video for USAID
- Video conversion and post production for the TCEP-Aquaculture Team and Support Services Team
- On-going photo banking and archiving through the Data Management System (DMS)
- Public Relations support is continuously provided to all GEM teams. Thus far, **30** Press Conferences and Media Fora, **51** Media Briefings by GEM staff, partners, beneficiaries, and **9** Mindanao Familiarization Trips for the national and international media have been organized and implemented by GEM.
- GEM also communicates its message of peace and development through the broadcast media. **81** broadcast placements have been recorded to date, including **42** TV appearances and **39** radio exposures by GEM/USAID staff, partners, and beneficiaries.

## **Web and Graphics Support for USAID and GEM Teams July to September 2011**

Graphics and web support was provided to all GEM Teams during the quarter. Specific activities are described below.

- Scanning, digital imaging and photo manipulation, file conversion, PowerPoint slide layout and animation for all GEM Teams
- Web activities for the quarter included maintenance and monitoring of the GEM Facebook page and the GEM website, [www.mindanao.org](http://www.mindanao.org): Infrastructure webpage update with new IFBs and notifications, upload of procurement documents files, RFQs, News and Features.
- Information materials and communications collaterals were produced, reproduced, updated, and reformatted for all GEM Teams. This involved the retrieval, design, layout, and printing of business cards, certificates, brochures, banners, streamers, backdrops, wall and panel displays, maps, reports, and presentation materials for USG visits to GEM projects and GEM-supported events in Mindanao, Manila and overseas such as the Asean Seafood Exhibit for Hongkong under the Business Growth team.

## 7.0 Administrative Report

### 7.1 Financial Status of the Contract

Contract Period : January 1, 2008 through December 31, 2012  
 Reporting Period : January 1, 2008 through September 30, 2011

#### The GEM 3 Budget <sup>1</sup>

BUDGET BREAKDOWN	
Total Contract Budget (US\$)	125,972,977
Total Obligation	83,078,493
Total Expenditures to Date	71,777,214
Expenses as % of Budget	56.98%
Expenses as % of Obligation	86.40%

CONTRACT DATA	
Expenses (July 1, 2011 – September 30, 2011)	7,855,003
Cumulative Expenses to Date	71,777,214
Remaining Unexpended Balance (Budget)	54,195,763
Remaining Unexpended Balance(Obligation)	11,301,279

BREAKDOWN BY CLIN								
	CLIN 1A Non 1207 Infra	CLIN 1B 1207 Infra	CLIN 1C 1210 Infra	CLIN 2 Business Dev	CLIN 3 Workforce Prep	CLIN 4 Gov Activities	CLIN 5 Other Activities	TOTAL
Obligated	37,076,214	10,000,000	8,865,000	10,740,085	10,791,368	4,133,487	1,472,339	83,078,493
Expenses (Jan. 1, 2008 – Sep. 30, 2011)	32,965,122	10,000,000	4,917,643	9,077,138	10,455,587	3,286,121	1,075,603	71,777,214
Expenses as % of Obligation	88.91%	100%	55.47%	84.52%	96.89%	79.50%	73.05%	86.40%
Remaining Unexpended Balance (Obligation)	4,111,092	-	3,947,357	1,662,947	335,781	847,366	396,736	11,301,279

<sup>1</sup> Details of expenditures are reported monthly to USAID under a separate submission and cover titled *Invoice*.

**7.2 Contracts**

As of September 30, 2011

**I. INFRASTRUCTURE**

**A. BIPS:**

- a. 754 BIPs have been concurred by AID
- b. 703 BIPs have been approved (by AID) for bidding
- c. 691 BIPs subcontracts have been awarded by GEM to various subcontractors

**B. RIPS:**

1. Completed RIPS:

	<u>Subcontractor</u>
• Sanga-Sanga Airport Runway Improvement	HR Const.
• Jolo Water Supply System Improvement	Mamsar Const.
• Ngan Overflow Structure Bridge Construction	Rano’s Const.
• Jolo Airport Runway Improvement Project	CS Santiago Const.
• Bañas Bridge Construction	Alraf Const.& Enterprise
• Busay Bridge Construction	Basilan C&J Const.
• Ladia Road Upgrading Project	KA Builders & Supply
• Tawi-Tawi Bridge/Road Partnership Project	HR Construction

2. Ongoing Construction:

	<u>Subcontract Amount</u>	<u>Subcontractor</u>
• Midsayap-Datu Piang National Highway Upgrading (Midsayap Section)	P 122,790,402.80	PL Sebastian
• Ladtingan-Silik Road Upgrading	P 16,625,654.55	Must Const.
• Buluan-Pandag-Paglat-Sk Pendatun Provincial Road Upgrading	P 93,236,926.93	PL Sebastian
• Paglat Spur Road Upgrading Project	P 19,195,470.94	PL Sebastian

**C. Activities to Enhance Competition and Increase Number of Bidders for BIPs and RIPS**

- The regular quarterly meetings or “Kapehan sessions” with subcontractors were held in GEM- Davao Office on June 22, in GEM Cotabato City on July 5, in GEM Cagayan de Oro City on July 7 and GEM Zamboanga City on July 12 to discuss various infrastructure procurement issues.
- Orientation seminars (for walk-in and with appointment) were conducted in GEM-Davao Office for new interested subcontractors. The meetings introduced GEM in general and oriented potential bidders on GEM procurement policies.
- BIP Invitations to bid were published in local and national newspapers on September 29, 2011.

## **II. EASE**

- Procurement of various Education Matching Grant Projects (EMGPs) to establish/improve mini-libraries, multimedia resource centers, audio-visual and home economics rooms, computer and science laboratories for **19** PTCA schools in Central, Northern and Western Mindanao and other conflict affected areas in Mindanao, making the total number of completed EMGPs to **507**.
- Procurement for the matching grant projects (i.e. vsat internet installations, multimedia items, home economics tools, computers and accessories, science laboratory apparatus, gardening and carpentry tools, books and general references) of **63** recipient schools are underway, i.e. price quotations are being reviewed or purchase orders are being processed. To date, a total of six hundred forty four (**644**) EMGP SAF funding requests have been approved by USAID.

## **III. CIPYML**

- Procurement for healthcare coverage, various office supplies, packaged meals and transportation service for 27 CIPYML Interns.
- Awarded a subcontract to University of the Philippines Public Administration Research and Extension Services Foundation (UPPAF) for the implementation of the 12<sup>th</sup> Cycle of the Internship Program for Young Mindanao Leaders ( CIPYML ) on August 8, 2011.

## **IV. PRIDE**

- Procurement of healthcare coverage for PRIDE interns.

## **V. INVESTS**

- Procurement of various office supplies for INVESTS interns.

## **VI. JEEP**

### **Ongoing procurement actions for the following supplies and services:**

- Supply and Delivery of computers and multimedia equipment for the implementation of JEEP-Accelerate for the 2<sup>nd</sup> semester of academic year 2011-2012 in seven partner colleges namely: Southern Mindanao Colleges (SMC) in Pagadian City, North Western State College of Science and Technology (NMSC) in Tangub City, Misamis University (MU) in Ozamis City and Davao del Norte State College (DNSC) in Panabo City.
- Services for the implementation of JEEP-Accelerate Training for teachers and coordinators of eleven JEEP partner colleges on October 23 to October 27, 2011 in Cagayan de Oro City. Procurement activities include venue and facilities, room accommodation and transportation services.
- Services of Maya Vandenbroeck as trainer/facilitator for JEEP Accelerate training for teachers and coordinators of eleven JEEP partner colleges on October 23 to October 27, 2011 in Cagayan de Oro City.

**The procurement actions for the following supplies and services have been completed:**

- Supply of books and multimedia equipment for the implementation of JEEP-Accelerate for Misamis University (in Ozamis City, Misamis Occidental), Southern Mindanao College (in Pagadian, Zamboanga del Sur), Northwestern Mindanao State College of Science Technology (in Tangub City, Misamis Occidental) and Davao del Norte State College (in Panabo, Davao del Norte)
- Supply and delivery of additional hardware materials for JEEP Groups 1 and 2 Colleges (Central Mindanao University, Misamis Oriental State College of Agriculture and Technology, Mindanao State University-IIT, Mindanao State University-Marawil, Sultan Kudarat State University-Isulan, Sultan Kudarat State University-Tacurong, University of Southern Mindanao and Western Mindanao State University).
- Supply and installation of additional DynEd software licenses to Southern Christian College (SCC), Midsayap, Cotabato.

**VII. CLIC**

- Awarded a subcontract to Institute for Socio-Economic Development Initiatives (ISFI) amounting to Php 3,100,000.00 relative to the conduct of the CLIC Impact Study.

**VIII. BDT**

**A. Targeted Commodity Expansion Project (TCEP) on vegetable and other high-value horticulture products.**

- Procurement of services, which include venue and facilities, packaged meals and lecturers for the conduct of various training on post harvest improvement, packaging and marketing support to key producer groups, buyer-supplier market exchange, integrated pest management (IPM) and organic farming to five (5) vegetable grower associations and some individuals from Bukidnon, Cagayan de Oro City, Butuan City, Tagum City and Digos City.
- Procurement of various materials (e.g. plastic crates, sorting tables and mobile tents) for the vegetables post-harvest quality handling for the five (5) vegetable grower associations and individuals from Bukidnon, Cagayan de Oro City, Butuan City, Tagum City and Digos City.

**B. Targeted Commodity Expansion Project (TCEP) on Mindanao fruits.**

- Procurement of various materials such as plastic crates, sorting tables and mobile tents for the post-harvest quality handling of fruits for eleven (11) farmer cooperatives in South Cotabato, North Cotabato, Bukidnon and Zamboanga del Sur.
- Procurement of services, which include venue and facilities and lecturer for the conduct of various training on 1) expansion of production and marketing clusters on papaya production and 2) food safety and good manufacturing seminar and post harvest handling improvement for 11 farmer cooperatives in South Cotabato, North Cotabato, Bukidnon and Zamboanga del Sur.

### **C. Targeted Commodity Expansion Program- Former Combatants Reintegration (TCEP-FCR)**

- Procurement of materials and services which include banana seedlings, fruits and vegetables seeds, feeds, nets, grouper, tilapia and african hito fingerlings and post harvest construction materials for eight (8) former combatants cooperatives in North Cotabato, South Cotabato, Sarangani Province and Western Mindanao.

### **D. Business Support Organization**

- Procurement of services which include venue and facilities for the conduct of investment forum and series of press conference to promote the Mindanao Business Conference (MINBIZCON) in Pagadian City.

### **E. Export Market Team**

- Procurement of supplies and services which include printing of brochures, Mindanao exhibitors directory, booth rental and other amenities for the following International Food Shows: 1) Seafood Exposition on September 6-8, 2011 in Wanchai, Hongkong 2) Anuga 2011 Food show on 8-12 October 2011 in Cologne, Germany.
- Awarded a subcontract to TUV SUD PSB Philippines, Inc. for the Third Party Hazard Analysis and Critical Point (HACCP) Certification for seven (7) Food Companies based in Mindanao for the Target Commodity Expansion Program-Business Development Component.

### **F. Sustainable Aquaculture and Fisheries Effort (SAFE)**

- Procurement of materials which include grouper fingerlings, abalone spat nets, plastic tray and other production inputs for the grouper and abalone production of Matarrang Community Organization in Brgy. Tandon, Panglima Sugala, Tawi-Tawi..

## **IX. OTHERS**

- Procurement of software and hardware materials for the establishment of Data Management Unit of the Office of the Presidential Adviser on Peace Process (OPAPP). The GIS software and hardware materials are scheduled for delivery on October 5, 2011.

### **7.3 Special Activities Fund**

From January 1, 2008 to September 30, 2011, **\$6,406,345** of the obligated **\$8,438,297** SAF budget has been approved for **1,472** special activities.

## 8.0 Participant Training Report 4th QUARTER (July-September 2011)

During the quarter, GEM initiated 18 training programs, across a broad range of subjects. The details of each of the programs, and the training participants are provided in the table presented on the following pages.

No.	Title of Activity	Duration		Description	PARTICIPANTS		
					M	F	Total
1	Mobilization, training and support for one PRIDE Intern placement with Malayan Banking Berhard (Maybank)	8/12/2011	8/12/2011	The training aims to orient the intern on the nature of their host company and discuss the details of the Intern Handbook.	1	1	2
2	Mobilization, training and support for two PRIDE Intern placements with WIT	8/15/2011	8/15/2011	The training aims to orient the intern on the nature of their host company and discuss the details of the Intern Handbook.	1	1	2
3	Mobilization, training and support for one PRIDE intern placement with AgriWit	9/6/2011	9/6/2011	The training aims to orient the intern on the nature of their host company and discuss the details of the Intern Handbook.	1	1	2
4	Mobilization, training and support for one PRIDE intern placement with We Are I.T. (WIT)	9/6/2011	9/6/2011	The training aims to orient the intern on the nature of their host company and discuss the details of the Intern Handbook.	1	1	2
5	JEEP Start IT Training for two new Block 5 colleges	7/21/2011	7/21/2011	A one-day IT training was held at SKSU, Tacurong City to familiarize the IT personnel of the two new group 5 partner schools with the Dyned computer software.	7	11	18
6	Geographic Information Systems (GIS) Training: ArcGIS Desktop 1: Getting Started With GIS	9/8/2011	9/9/2011	Basic course in GIS using ArcGIS Desktop software. This training will provide GEM an additional staff to work on the GIS.	1	0	1
7	Congressional Internship Program for Young Mindanao Leaders-MSU Academic Training	7/27/2011	8/15/2011	Academic training at Mindanao State University (MSU)-Marawi City---The exposure at MSU will include training on local governance, and policy advocacy. Technical Writing, issue analysis and advocacy will also be included. The knowledge and skills developed will help participants derive full benefits from the academic training at UP-NCPAG. MSU will be responsible for the design and implementation of the initial academic program to be conducted at it's Marawi campus, for arranging the granting of academic credits, as appropriate, for assessing work undertaken by the interns during the program, and for working in collaboration with HOR and GEM to recruit appropriate candidates and to assess the performance of the interns at the end of the program.	12	19	31

No.	Title of Activity	Duration		Description	PARTICIPANTS		
					M	F	Total
8	Congressional Internship Program for Young Mindanao Leaders-UP-NCPAG Academic Training	8/22/2011	8/26/2011	Academic Training at the University of the Philippines-National College of Public Administration and Governance (UP-NCPAG)-UP-NCPAG will develop the program's academic content of interns' Manila academic training, coordinate with MSU in the awarding of graduate or post-graduate academic credit, and assist in the evaluation of the performance of the interns, particularly in the academic performance of interns and the assessment of the latter's policy papers.	9	18	27
9	Vegetable Quality Improvement Training with members of the Vegetable Enthusiasts and Growers Association of SOCKSARGEN, Red Trellis Seafood Garden, General Santos City	4/12/2011	4/12/2011	The purpose of this training is to improve the post-harvest practices of the vegetable growers to maintain the good quality and freshness of their product. Training topics include proper product handling, sorting, storage and packaging, etc.	15	7	22
10	Vegetable Quality Improvement Training and Commodity Clustering in Mati City, Davao Oriental	4/14/2011	4/14/2011	The purpose of this training is to improve the post-harvest practices of the vegetable growers to maintain the good quality and freshness of their product. The training was also aimed at encouraging the growers to form commodity clustering groups as a strategy for sustaining vegetable production and marketing activities	30	25	55
11	Vegetable Quality Improvement Training and Integrated Pest Management, Tagum City	4/15/2011	4/15/2011	The training was conducted to help the growers improve on their post-harvest practices and maintain the good quality and freshness of their product. The second part of the training was on Integrated Pest Management which taught the farmers on how to control and prevent pest disease safely and effectively.	29	23	52
12	Training on Commodity Clustering for Vegetables in Cagayan de Oro City	6/14/2011	6/14/2011	The training was aimed at encouraging the growers to form commodity clustering groups as a strategy for sustaining vegetable production and marketing activities	34	10	44
13	Training on Mango Good Agricultural Practices and Off Season Production in Barangay Abuno, Iligan City	5/26/2011	5/26/2011	The training was aimed to improve the mango production skills of existing mango growers and to teach them how to induce mango production during off season to capture better market price thereby increasing their profit	50	30	80
14	Export Requirements Training for Papaya and Banana in Tupi, South Cotabato	8/16/2011	8/17/2011	The training was conducted to educate the members of the Tupi Papaya and Guava Growers Association (TUPPAGA), Tupi Papaya Growers Association (TUPAGA) and SAMAKA on the various phytosanitary and other documentary requirements they should comply with in order to export fresh produce to the Middle East and markets in other Asian Countries.	49	11	60
15	Vermi composting and Organic Banana Production in Magpet, North Cotabato	8/19/2011	8/19/2011	The training activity was conducted to educate organic banana growers on how to produce their own fertilizer using vermiculture.	30	44	74

No.	Title of Activity	Duration		Description	PARTICIPANTS		
					M	F	Total
16	Training on Banana Good Agricultural Practices (GAP) in Oroquieta City	8/24/2011	8/24/2011	The training was conducted to educate banana growers on the importance of implementing good agricultural practices in banana production. Topics include the market and marketing opportunities for good quality bananas.	20	40	60
17	Training/ Seminar on Banana Production in Magpet, North Cotabato	8/7/2011	8/7/2011	The training activity was conducted to encourage smallhold farmers to produce banana as an alternative or additional livelihood to support or increase rural income	85	35	120
18	Training/ Seminar on Banana Good Agricultural Practices in Medina, Misamis Oriental	9/1/2011	9/1/2011	The training was conducted to educate banana growers on the importance of implementing good agricultural practices in banana production. Topics include the market and marketing opportunities for good quality bananas.	40	15	55

Summary (July 1, 2011 – September 30, 2011):

Total Number of Training Activities Conducted: 18

Total Number of Male Participants: 415

Total Number of Female Participants: 292

Total Number of Participants: 707

Summary Participant Training to date from start of GEM 3:

Total Number of Training Activities Conducted: 339

Total Number of Male Participants: 8,502

Total Number of Female Participants: 5,482

Total Number of Participants: 13,984

## 9.0 Fiscal Year 2011 OP Targets and Accomplishments

OP Indicators		GEM FY 11 Workplan Targets	Total GEM Actual FY11
1	No. of people with access to improved drinking water as a result of USG assistance	10,000	1,448
2	No. of people with access to internet service as a result of USG assistance	6,211	3,345
3	Total public and private \$ leveraged by USG for communications projects	\$ 463,486	\$ 456,796
4	Kilometers of transportation infra constructed or repaired through USG assistance	79	49.1
5	Total public and private \$ leveraged with USG support for transportation infra projects.	\$ 7,719,010	\$ 9,821,165
6	No. of people benefiting from USG-sponsored transportation infrastructure projects.	887,738	934,819
	Male	443,869	458,061
	Female	443,869	476,758
7	% change in value of intra-regional exports of targeted agricultural commodities as a result of USG assistance.	30%	59%
8	Number of vulnerable households benefiting directly from USG assistance.	93,420	142,719
9	Number of producers associations, water users associations, trade and business organizations, and community-based organizations receiving USG assistance.	86	147
10	Number of individuals who have received USG-supported short-term <b>agri-sector</b> productivity training (M/F)	2,280	2,940
	Male	1,834	1,864
	Female	456	1,076
11	Number of new members in private business associations as result of USG assistance.	30	52
12	Number of business associations and trade unions that are at least 50% self-funded as a result of USG assistance.	4	4
13	Number of persons participating in USG-funded workforce development	12,342	29,223

# **ANNEXES**

## ANNEX 2-1

### **Planned performance objectives/expected results for the fourth quarter of FY 2011:**

#### **1.1 Targeted Commodity Expansion Project (TCEP).**

Target: Tripling (measured by both volume and value) of foreign export and out-shipment to Philippine markets outside of Mindanao, of GEM “targeted commodities”

##### 1.1.1 Export Market Development:

- Provide technical and co-funding support to enable the participation of Mindanao food suppliers to two (2) trade shows: (1) Taipei Food Show to be held from June 22 to 25, 2011 and (2) Hong Kong Food Expo to be held from August 11 to 15, 2011.
- Continue to oversee and monitor implementation of the 3<sup>rd</sup> batch (1<sup>st</sup> Sub-Group) of GEM-HCAP for Program Year 4 and prepare initial arrangements and schedule for HACCP certification.
- Finalize list of 6 to 8 Mindanao companies for the 2<sup>nd</sup> Sub-Group of participants to the GEM-HCAP for Program Year 4.
- Coordinate with Department of Agriculture (DA) and Center for International Trade Exhibits and Missions (CITEM) to forge collaborative partnerships on scheduled international trade events.
- Monitor results (actual sales) of assisted-companies during past foreign trade exhibits.
- Develop initial plans for Kosher certification assistance to Mindanao exporters

##### 1.1.2 Domestic out-shipments:

###### Fruit:

- Continue market linkage assistance to key fruit grower associations in Southern, Central and Southern Mindanao and enable them to directly access major buyers for Luzon and Visayas markets.
- Provide assistance to major fruit buyers in Luzon and Visayas in identifying fruit growers and prospective suppliers.
- Strengthen existing supply linkages between major Mindanao fruit processors and local fruit growers and suppliers.
- Assist Mindanao fruit processors assisted under the GEM-HCAP expand sources of raw materials through supply linkages with fruit growers and suppliers.
- Assist key Manila-based fruit exporters and processors establish supply hubs and/or establish supply linkages with Mindanao growers.
- Provide technical assistance to selected fruit shippers and processors establish critical post-harvest facilities in partnership with cooperating agencies (Department of Agriculture, Local Government Units).

###### Vegetables and Other High Value Horticulture:

- Continue technical and co-funding assistance to major vegetable grower associations in expanding their marketing and out-shipment activities.
- Assist NorminVeggies in developing initial project proposal for semi-processing of vegetables for institutional markets.
- Support Davao del Norte vegetable growers in maximizing existing markets and buyers.

- Assist Caraga Vegetable growers expand existing markets in Visayas.
- Continue technical assistance to selected vegetable growers' groups in the implementation of its DA-approved post-harvest facilities and equipment and plan for the commercial operations of these facilities.
- Continue technical assistance to selected growers in ARMM to manage and sustain demo farms and field trials for vegetables and other high-value crops.

#### 1.1.3 Sustainable Aquaculture and Fisheries Efforts:

- Coordinate Philippine booths at Asian Seafood Exposition to be held in Hong Kong China from September 6 to 8, 2011 and World Food Moscow which will be held in Moscow, Russia from September 13 to 16, 2011, with total targets of \$10 million in booked and negotiated sales.
- Continue technical assistance to Zamboanga sardine companies resulting in one new processing plant under construction.
- Technical partnership arrangement for Misamis Occidental Aquamarine Park (MOAP) established.
- Assistance in broodstock development continued.
- Additional nursery/holding station established.
- Four (4) additional contract growing / marketing agreements forged.
- Four growers' groups trained and assisted.
- Five contract-growing arrangements forged.
- Two (2) additional demonstration modules established in expansion areas.
- Feed trials for formulated feed use concluded.
- Tawi-Tawi Hatchery abalone spat production at 100,000 pieces per month.
- Tawi-Tawi Hatchery grouper fingerling production at 50,000 pieces per month.

#### 1.1.4 Expansion of warehousing, cold storage and vapor heat treatment facilities in Mindanao:

Target: Help catalyze a sizable expansion of warehousing, cold storage and vapor heat treatment (VHT) facilities for increased export and out-shipment of targeted commodities.

- Monitor utilization status of BIP-funded post-harvest facilities turned over to TCEP-supported groups (Lala Calamansi Growers and Tupi Balangon Growers Association).
- Continue technical assistance to Sarangani vegetable growers in the initial operation of its vegetable consolidation center.
- Assist Caraga growers in the implementation of their DA-funded post-harvest facility projects.
- Continue technical assistance to Greenland Asparagus Growers MPC in finalizing implementation arrangements for its DA-funded packing house and consolidation area

#### 1.1.5 Support to producers' groups:

Target: Assist 15 producer-associations (previously supported by GEM) to improve competitiveness.

- Continue technical assistance to at least eight (6) previously assisted producer association in the conduct of their events and activities.
- Continue technical assistance to the Dynamic Vegetable Growers Association (formerly Davao del Norte Vegetable Industry Council) and Southern Philippines Vegetable Council (SPVC), Inc in organizing the 8<sup>th</sup> Mindanao Vegetable Congress in July 2011 in Tagum City.
- Continue technical assistance to the Minfruit Council in preparation for the 8th Mindanao Fruit Industry Conference, tentatively scheduled in August 2011.

- Continue technical assistance to the Sarangani Fruit Farmers Association, Inc. in finalization of the program management of the 13<sup>th</sup> National Mango Congress in September 2011.
- Continue technical assistance to the Northern Mindanao Vegetable Producers Association Inc. (NorminVeggies) in planning their Mindanao Vegetable Expo and Market Encounter tentatively set in September 2011.
- Continue technical assistance to the SOCKSARGEN Federation of Fishing and Allied Industries, Inc. (SFFAI) in organizing the annual National Tuna Congress scheduled this September 2011.

## **1.2 Exploratory Investments in key industries: BPO, tourism, and mining (focusing on improving the “community outreach” activities of selected responsible mining firms).**

Target: Facilitate the establishment of at least one (1) sizable tourist resort in a previously conflict affected area; and of at least one (1) BPO operations facility in a conflict-affected area. These targets will be attained by the end of year 3 of the contract.

### 1.2.1 Business Process Outsourcing:

*Target has been met for Investment in Business Process Outsourcing. GEM will continue to collaborate with and support industry stakeholders if and when necessary.*

### 1.2.2 Tourism:

*This subcomponent has been discontinued. Conflict in central and western Mindanao, power shortages, the Maguindanao massacre in November 2009, and the recent hostage-taking incident in Metro Manila in August 2010 involving a busload of tourists from Hong Kong, China, heightened the perception of risk, not only in Mindanao but in the rest of the Philippines. This security risk poses significant challenges for GEM initiatives, particularly with regard to achieving its target in tourism investment.*

### 1.2.3 Community outreach in Mining:

Target: Assist at least five (5) mining firms to establish and implement “community outreach” projects in their areas to showcase a responsible mining industry in Mindanao.

- Continuing technical assistance in the quarterly review of AMPANTRIMTU (*Asosasyon sa Madayaw na Panagkaisa nan mga Tribong Mamanwa sa Taganito ug Urbiztondo*) 2011 Work/Financial Plan;
- Provide technical assistance in the formulation of AMPANTRIMTU's "Policy Manual", a document that will establish rules, policies and procedures and guide the communities on how to maximize the benefits and judiciously allocate the resources according to the needs of the community.
- Work with Mindanao Business Council for the conduct of a Mindanao Mining Congress. GEM shall provide technical assistance in the program design and policy paper formulation.
- Presentation to the Secretary of the Department of Energy and Natural Resources (DENR) copy of the Community Technical Working Group (CTWG) Manual of Operations. We expect the DENR Secretary to issue a Memorandum Circular that will require the full implementation of the CTWG Manual nationwide. Draft copy of the document has been submitted to DENR Secretary technical working group for review.
- Continue providing technical assistance to Taganito Mining and TVI in the conduct of year end Performance Assessment of their Social Development Management Programs (SDMPs).

- Monitoring of Enterprise Development Projects e.g. Vegetable production for Taganito Mining and TVI. This was introduced as part of the sustainable efforts in maximizing resources coming from the SDMP funds.
- Provide technical assistance to Caraga Chamber of Mines and the Chamber of Mines of the Philippines in the finalization of policy paper for presentation during the Top Level Roundtable Discussion to be held in Manila from August 3 to 4, 2011. The RTD will be attended by respective Secretaries of Mines and Geosciences Bureau (MGB), Department of Interior and Local Government (DILG), Department of Finance (DOF), National Commission on Indigenous Peoples (NCIP), and the DENR.

### **1.3 Former Combatant Reintegration.**

1.3.1 Support producer groups of former MNLF combatants in Sulu Archipelago produce higher-value commodities.

Target: Assist fifty (50) communities of former MNLF combatants in the Sulu Archipelago to produce higher value commodities

*Target has been met for Sulu Archipelago areas. However, the FCR Team will periodically conduct project site evaluation to monitor the progress and achievements of the following GEM-assisted production and marketing activities in the Sulu Archipelago:*

- Milkfish, prawn, tilapia, and catfish production
- Rubber plantation and production of rubber coagulum
- High-value vegetable and cassava production
- Live fish transport facility
- Abalone and marine fish production
- Integrated rice and fish production
- *Cardaba* banana production
- *Gracillaria* production

1.3.2 Support producer groups of former MNLF combatants in Central Mindanao to produce higher-value commodities:

Target: Assist seventy five (75) groups in Central Mindanao produce and sell higher-value commodities.

- One (1) cardaba banana production in Alabel, Sarangani;
- One (1) vegetable production in Lambayong, Sultan Kudarat;
- One (1) vegetable production in Midsayap, North Cotabato;
- One (1) vegetable production in Aleosan, North Cotabato

1.3.3 FCR Pre/Post-harvest Facilities:

Target: Provide 50 former MNLF combatant communities with pre- and post harvest facilities for profitable farming/fishing. Proposed projects and location for the next quarter are as follows:

- One (1) live fish consolidation and transport system in Zamboanga City
- One (1) live fish consolidation and transport system in Isabel City, Basilan
- One (1) live fish consolidation and transport system in Languyan, Tawi-Tawi

## **1.4 Business Support Organization (BSO) Development.**

### **1.4.1 Support to new chambers of commerce:**

Target: Identify and provide institutional development support to at least six (6) chambers of commerce in conflict-affected areas which have not previously received GEM assistance.

- Continue technical assistance in the conduct of business trainings and seminars (Pagadian, Iranon, Surigao, Maranaw, Metro Kidapawan, and Sarangani Chambers).
- Continue to provide technical assistance in implementing revenue generating events.
- Continuing technical assistance to (Pagadian, Iranon, Surigao, Maranaw, Metro Kidapawan, and Sarangani Chambers) in the conduct of revenue generation programs and other events aimed at improving business services to Chamber members.
- Conduct further assessment of Iranon and Maranaw Chambers on training requirements vis a vis institutional strengthening and work planning.
- Consolidation of Mindanao Chambers policy concerns in the final draft of 2011 Mindanao Policy Agenda.
- Provide technical assistance to Pagadian Chamber, host of the 20<sup>th</sup> Mindanao Business Conference, in administrative and logistical requirements and guidance to each of the working committee.
- Continue to provide technical assistance to Sarangani Chamber in the program design and events preparation for the Sarangani Business Summit scheduled in July 2011.
- Performance review of “Big Brother-Small Brother” chamber development scheme which directs “matured chamber” provide technical assistance in the strengthening of municipal chambers.

### **1.4.2 Support to previously-assisted (GEM 2) chambers of commerce:**

Target: Identify six (6) previously-assisted (GEM-2) chambers of commerce deemed most likely to succeed in their advocacy efforts to improve LGU performance and in assisting local schools to improve the quality of education offered.

- Finalization and implementation of agreement between Iligan Chamber and partner LGU for the simplification of revenue procedures and operation of the City’s Investment Promotion Center.
- Updating of Iligan City’s eTRACS (an integrated system being used by Iligan City for its Business Permit and Licensing (BPLS), Real Property Tax (RPTS) and Treasury operations), and conduct of technical training for LGU users.
- Complete submission and processing of LGU revenue data and BPLS statistics for CY 2010.
- Submission to the National Computer Center of the Information Systems Strategic Plan (ISSP) by 2 LGUs.
- Facilitate training course for LGU Systems Administrators and Users in cooperation with National Computer Center.
- Conduct review and analysis on LGU revenue performance and projections. The objective is to determine and identify successful strategies and gaps in the implementation of BPLS and RPTS.

### **1.4.3 Support to Event-specific BSOs:**

Target: work with approximately twenty (20) BSOs in implementing strategic “events” important to the growth of business in their areas of sectors.

- Technical and co-funding assistance to the Mindanao Trade Expo Foundation in organizing and conduct of the Mindanao One – A Showcase of the Islands's Abundance on October 14-17, 2011 at the World Trade Center, Manila.
- Technical and co-funding assistance to Davao City Chamber of Commerce and Industry in organizing and conduct of the Davao Agribusiness Trade and Exposition 2011 in October 2011 at the Central Bank Convention Center, Davao City.
- Provide technical assistance to about 5 BSOs in the program design of their proposed major events.
- Provide technical assistance to Philippine Chamber of Commerce & Industry (PCCI) in the preparation of the 20<sup>th</sup> Mindanao Business Conference. Specifically, the GEM program shall assist in the program design, development of promotion materials, formulation of 2011 Mindanao Business Policy Agenda, conduct of Top Level Roundtable Discussion, conduct of Mindanao Investment Forum, and link with other relevant trade associations / Mindanao chambers / business councils to campaign for attendance during the 20<sup>th</sup> MinBizCon.
- Provide technical assistance to key associations, chambers, and councils in the conduct of activities important to the development and promotion of their respective industries or sector.

#### 1.4.4 Support to key sector BSOs (ICT, Tourism and Aqua):

Target: Provide institutional development support to five (5) BSOs working in the tourism, business process outsourcing (BPO), and aquaculture sectors, which have good potential for contributing substantially to the growth of their sectors.

- Initiate a mid-year industry performance review consultations with relevant BSOs on Tourism, BPO and Aquaculture and assess various industry concerns needing private sector support and intervention.
- Conduct consultations with relevant government agencies and assess relevant agency programs and cross match with private sector needs that will help link and maximize resources.
- Technical assistance to key relevant Mindanao Tourism Association in the drafting of Mindanao Tourism Map.

## ANNEX 2-10

### FORMER COMBATANT REINTEGRATION – POST-HARVEST FACILITIES As of September 2011

No.	Project and Proponent	GEM Assistance Provided
<b>Completed</b>		
1.)	Project: Live Fish Transport Facility Proponent: Batumanga Seaweed Growers Association Beneficiaries: 50 Location: Sitio Batumanga, Barangay Balimbing, Panglima Sugala, Tawi-Tawi	(1) Design of the live fish transport facility, and (2) training with hands-on demonstration on the operation of the facility. IFAD provided the portable power generator, submersible pump, air blower, aquarium PVC pipes, valves and fittings, and air tube
2.)	Project: Grains Solar Drier Proponent: Lagandang Multi-Purpose Cooperative Beneficiaries: 73 Location: Purok 7, Brgy. Lagandang, Isulan, Sultan Kudarat	BIP constructed the grains solar drier while TCEP conducted training on threshing, drying, and storage. The coop provided the land where the drier was constructed.
3.)	Project: Vegetable Packing Facility Proponent: Tapucan Farmers Multi-Purpose Cooperative Beneficiaries: 139 Location: Brgy. Tapucan, Piagapo, Lanao del Sur	(1) Design of the facility, and (2) training on the operation of the vegetable packing facility. The cooperative provided the (1) construction of the access road, and (2) labor and materials for the facility.
4.)	Project: Pre-Shipment Facility for Milkfish Fingerlings Proponent: Sultan Kudarat Descendants Multi-Purpose Cooperative Beneficiaries: 50 Location: Brgy. Kawas, Alabel, Sarangani Province	(1) Design of the pre-shipment facility and (2) training with hands-on demonstration. PhilAM Foundation granted a loan to the cooperative to purchase the facility equipment and materials, and milkfish fingerlings production inputs. The cooperative provide
5.)	Project: Heavy-Duty Wooden Cart Proponent: Bakud-Mahaba Farmers Association Beneficiaries: 25 Location: Brgy. Tubig-Basag, Bongao, Tawi-Tawi	(1) Water storage and a two-wheel heavy-duty cart, and (2) training. The SPOTS Project provided carabao and irrigation pipes while the association provided labor for the maintenance
6.)	Project: Vegetable and Tilapia Consolidation Facility Proponent: Manisan Multi-Purpose Cooperative Beneficiaries: 50 Location: Brgy. Polonuling, Tupi, South Cotabato	(1) Roofing materials of the facility, (2) tools and equipment such as plastic crates, styro boxes, plastic trays, weighing scale, working tables, and water pump, and (3) training for the operation and maintenance. UNDP's ACT for Peace Programme provided t
7.)	Project: Fruits and Vegetables Consolidation Facility Proponent: Sapu Masla Association for Peace and Unity (SAPU) Beneficiaries: 50 Location: Brgy. Sapu Masla, Malapatan, Sarangani	(1) Roofing materials of the facility, (2) tools and equipment such as plastic crates, plastic trays, weighing scale, working tables, and water pump, and (3) training for the operation and maintenance. UNDP's ACT for Peace Programme provided the constructi
8.)	Project: Tilapia and Vegetables Consolidation Facility Proponent: Datu Dani Moro Farmers' Multi-Purpose Cooperative Beneficiaries: 50 Location: Brgy. Datu Dani, Kiamba, Sarangani	(1) Roofing materials of the facility, (2) tools and equipment, and (3) training for the operation and maintenance. UNDP's ACT for Peace Programme provided the construction materials of the facility while the cooperative provided the (1) area where the fac
9.)	Project: Cardaba Banana and Vegetable Consolidation Facility Proponent: Samal Moro Women's Multi-Purpose Cooperative Beneficiaries: 40 Location: Sitio Lagu, Brgy. Lumatil, Maasim, Sarangani	(1) Training on the operation and maintenance of the facility, (2) harvest tools, equipment, and some construction materials. UNDP's Act for Peace Programme co-shared the construction materials and harvest tools and equipment while the cooperative provide
10.)	Project: Fruits and Vegetable Consolidation Facility Proponent: Palian Community Workers Association Beneficiaries: 45 Location: Brgy. Palian, Tupi, South Cotabato	(1) Training on the operation and maintenance of the facility, (2) design of the post-harvest facility, and (3) harvest tools and equipment and some construction materials such as roofing, wood, and paint. UNDP's Act for Peace Programme provided most of t
11.)	Project: Warehouse for Post-Harvest Handling of Vegetables and Fruits Proponent: Sumbakil Multi-Purpose Cooperative Beneficiaries: 50 Location: Brgy. Sumbakil, Polomolok, South Cotabato	(1) Training on the operation and maintenance of the facility, and (2) construction materials and supervised the upgrading of the post-harvest facility. The cooperative provided the labor for upgrading works and co-fund the construction materials
12.)	Project: Post-Harvest Transport Boat and Equipment Proponent: Tuyan Muslim Farmers & Fishers Association Beneficiaries: 50 Location: Brgy. Tuyan, Malapatan, Sarangani	(1) Training on the operation and maintenance of the facility as well as the latest production technology, (2) construction materials for harvest platform and other production materials, and (3) the design of the transport boat. UNDP's Act for Peace Program
13.)	Project: Cardaba Banana Consolidation Facility Proponent: Integrated Cultural Livelihood Assistance Farmers Association Beneficiaries: 100 Location: Brgy. Manili, Carmen, North Cotabato	(1) Design of the facility, (2) harvest tool, equipment, and some construction materials, and (3) training on the operation and maintenance. UNDP's Act for Peace Programme co-shared the construction materials and harvest tools and equipment while the asso
14.)	Project: Mobile Rice Mill Shed and Consolidation Facility Proponent: Muslim Christian Kallilintad Association Beneficiaries: 51 Location: Brgy. Pagangan, Aleosan, North Cotabato	(1) Design of the facility, (2) harvest tool, equipment, and some construction materials, and (3) training on the operation and maintenance. UNDP's Act for Peace Programme provided the mobile rice mill and and will co-share the construction materials and
15.)	Project: High-quality Rubber Coagulum Tanks Proponent: Sitio Leaders and Farmers Association Beneficiaries: 255 Location: Brgy. Chua, Bagumbayan, Sultan Kudarat	(1) Design of the facility, (2) construction materials, and (3) training on the operation and maintenance. While the association will provide the cost for site development and labor for the construction as well as harvest tools and equipment.

ANNEX 2-10...Continued

FORMER COMBATANT REINTEGRATION – POST-HARVEST FACILITIES  
As of September 2011

No.	Project and Proponent	GEM Assistance Provided
<b>Completed</b>		
16.)	Project: Live Fish Transport Facility Proponent: Bangsamoro Farmers and Fisheries Association Beneficiaries: 50 Location: Brgy. Mamali, Lutayan, Sultan Kudarat	(1) Design of the transport boat, (2) harvest tools, equipment, and harvest platform construction materials, and (3) training on the operation and maintenance. UNDP's Act for Peace Programme provided (1) production materials for fish cage production (2) boat
17.)	Project: Cardaba Banana and Vegetable Consolidation Facility Proponent: Lumayon Village Farmers Association Beneficiaries: 50 Location: Brgy. Manarapan, Carmen, North Cotabato	(1) Design of the facility, (2) roofing materials, (3) harvest tools and equipment, and (4) training on the operation and maintenance. UNDP's Act for Peace Programme provided the (1) construction materials, and (2) cardaba seedlings and vegetable seeds wh
18.)	Project: Fruits and Vegetables Consolidation Facility Proponent: South Cotabato State Revolutionary Committee Zone 3 MNLF Association Beneficiaries: 65 Location: Brgy. Lamsalome, T'boli, South Cotabato	(1) Design of the facility, (2) harvest tools, equipment, and some construction materials, and (3) training on the operation and maintenance. UNDP's Act for Peace Programme will co-share the construction materials and harvest tools and equipment while the
19.)	Project: Fruits and Vegetables Consolidation Facility Proponent: Polomolok Bangsamoro Women's Association Beneficiaries: 60 Location: Brgy. Bentung, Polomolok, South Cotabato	(1) Design of the facility, (2) harvest tools, equipment, and some construction materials, and (3) training on the operation and maintenance. UNDP's Act for Peace Programme co-shared the construction materials and harvest tools and equipment while the ass
20.)	Project: Cardaba Banana Consolidation & Banana Chips Processing Proponent: Baluntay Women's Association Beneficiaries: 150 Location: Brgy. Baluntay, Alabel, Sarangani	(1) Design of the facility, (2) harvest tools, equipment, and some construction materials, and (3) training on the operation and maintenance. UNDP's Act for Peace Programme co-shared the construction materials and harvest tools and equipment while the ass
21.)	Project: Vegetable Packaging and Processing Facility Proponent: Christam Free Farmers Association Beneficiaries: 310 Location: Brgy. Dualing, Aleosan, North Cotabato	(1) Design of the facility, (2) harvest tools, equipment, and some construction materials, and (3) training on the operation and maintenance. UNDP's Act for Peace Programme co-shared the construction materials and harvest tools and equipment while the ass
22.)	Project: Cardaba Banana Consolidation Facility Proponent: Lagandang Taliawid Association Beneficiaries: 154 Location: Brgy. Lagandang, Isulan, Sultan Kudarat	(1) Design of the facility, (2) harvest tools, equipment, and some construction materials, and (3) training on the operation and maintenance. UNDP's Act for Peace Programme co-shared the construction materials and harvest tools and equipment while the ass
23.)	Project: Cardaba Banana Consolidation Facility Proponent: Lake Sebu Bangsamoro Multi-purpose Cooperative Beneficiaries: 145 Location: Brgy. T'konel, Lake Sebu, South Cotabato	(1) Design of the facility, (2) harvest tools, equipment, and some construction materials, and (3) training on the operation and maintenance. UNDP's Act for Peace Programme co-shared the construction materials and harvest tools and equipment while the coo
24.)	Project: Cardaba Banana Consolidation Facility Proponent: Liliongan Women's Association Beneficiaries: 130 Location: Brgy. Liliongan, Carmen, North Cotabato	(1) Design of the facility, (2) harvest tools, equipment, and some construction materials, and (3) training on the operation and maintenance. UNDP's Act for Peace Programme co-shared the construction materials and harvest tools and equipment while the ass
25.)	Project: Agricultural Products Consolidation Facility Proponent: Biniruan Farmers Association Beneficiaries: 124 Location: Poblacion 9, Cotabato City	(1) Harvest tools, equipment, and construction materials, and (2) training. UNDP's Act for Peace Programme co-shared the construction materials and harvest tools and equipment while the association provided the labor for the construction as well as lumbe
26.)	Project: Seed Storage and Banana Consolidation Facility Proponent: SAMAKANA Multi-purpose Cooperative Beneficiaries: 116 Location: Brgy. Bual, Isulan, Sultan Kudarat	(1) Design of the facility, (2) harvest tools, equipment, and construction materials, and (3) training on the operation and maintenance. UNDP's Act for Peace Programme co-shared the construction materials and harvest tools and equipment while the cooperat
27.)	Project: Cardaba Banana Consolidation Facility Proponent: Tuyan Muslim Christian Farmers Association Beneficiaries: 142 Location: Brgy. Tuyan, Malapatan, Sarangani	(1) Design of the facility, (2) harvest tools, equipment, and some construction materials, and (3) training on the operation and maintenance. UNDP's Act for Peace Programme co-shared the construction materials and harvest tools and equipment while the asso
28.)	Project: Cardaba Banana Consolidation Facility Proponent: Pandaludaya Association Beneficiaries: 118 Location: Brgy. Batomelong, General Santos City	(1) Design of the facility, (2) harvest tools, equipment, and some construction materials, and (3) training on the operation and maintenance. UNDP's Act for Peace Programme co-shared the construction materials and harvest tools and equipment while the asso
29.)	Project: Cardaba Banana Consolidation Facility Proponent: Maunlad Industrial and Livelihood Cooperative Beneficiaries: 135 Location: Brgy. Sarabia, Koronadal, South Cotabato	(1) Design of the facility, (2) harvest tools, equipment, and some construction materials, and (3) training on the operation and maintenance. UNDP's Act for Peace Programme co-shared the construction materials and harvest tools and equipment while the coop
30.)	Project: Coconut Sap Processing Facility Proponent: Sapu Masla Coconut Farmers Association Beneficiaries: 120 Location: Brgy. Sapu Masla, Malapatan, Sarangani	(1) Design of the facility, (2) harvest tools, equipment, and some construction materials, and (3) training on the operation and maintenance. UNDP's Act for Peace Programme co-shared the construction materials and harvest tools and equipment while the asso

ANNEX 2-10...Continued

FORMER COMBATANT REINTEGRATION – POST-HARVEST FACILITIES  
As of September 2011

No.	Project and Proponent	GEM Assistance Provided
<b>Implementation Underway</b>		
31.)	Project: Grains Solar Dryer Proponent: Carmen Agricultural Resources Development Producers Cooperative Beneficiaries: 214 Location: Brgy. General Luna, Carmen, North Cotabato	Will provide the (1) design of the facility, (2) harvest tools, equipment, and some construction materials, and (3) training on the operation and maintenance. While the organization will provide the cost for site development and labor for the construction
32.)	Project: Live Fish Consolidation and Transport System Proponent: Basilan Integrated Aquamarine Product MPC Beneficiaries: 42 Location: Brgy. Tabuk, Isabela City, Basilan	Will provide the (1) design of the facility, (2) construction materials, and (3) training on the operation and maintenance. While the cooperative will provide the land, labor for equipment installation, as well as the cage and tank construction
33.)	Project: Live Fish Consolidation and Transport System Proponent: Eleven Islands Neighborhood Association Beneficiaries: 34 Location: Brgy. Dita, Zamboanga City	Will provide the (1) design of the facility, (2) construction materials, and (3) training on the operation and maintenance. While the cooperative will provide the land, labor for equipment installation, as well as the cage and tank construction
34.)	Project: Live Fish Consolidation and Transport System Proponent: Campo Muslim MNLF MPC Beneficiaries: 35 Location: Brgy. Marang-Marang, Languyan, Tawi-Tawi	Will provide the (1) design of the facility, (2) construction materials, and (3) training on the operation and maintenance. While the cooperative will provide the land, labor for equipment installation, as well as the cage and tank construction
35.)	Project: Live Fish Consolidation and Transport System Proponent: Samal Village Multi-Sectoral Association Beneficiaries: 40 Location: Brgy. Samal, Maluso, Basilan	Will provide the (1) design of the facility, (2) construction materials, and (3) training on the operation and maintenance. While the association will provide the land, labor for equipment installation, as well as the cage and tank construction
36.)	Project: Grains Solar Dryer Proponent: West Delabayan Farmers Association Beneficiaries: 50 Location: Brgy. West Delabayan, Bacolod, Lanao del Norte	Will provide the (1) design of the facility, (2) construction materials, and (3) training on the operation and maintenance. While the association will provide the cost for site development and labor for the construction as well as lumber the post-harvest
37.)	Project: Grains Solar Dryer Proponent: Kidama Bangsamoro Farmers Association Beneficiaries: 43 Location: Purok 6, Brgy. Kidama, Matalam, North Cotabato	Will provide the (1) design of the facility, (2) construction materials, and (3) training on the operation and maintenance. While the association will provide the cost for site development and labor for the construction as well as lumber the post-harvest
38.)	Project: Concrete Rubber Coagulum Tanks Proponent: Kapatagan Lapid-Lapid Multi-purpose Cooperative Beneficiaries: 35 Location: Sitio Kapatagan, Brgy. Lapid-Lapid, Bongao, Tawi-Tawi	Will provide the (1) design of the facility, (2) construction materials, and (3) training on the operation and maintenance. While the cooperative will provide the cost for site development and labor for the construction as well as some materials for the p
39.)	Project: Live Fish Consolidation and Transport System Proponent: Matarrang Community Organization Beneficiaries: 29 Location: Brgy. Tondon, Panglima Sugala, Tawi-Tawi	Will provide the (1) design of the facility, (2) construction materials, and (3) training on the operation and maintenance. While the organization will provide the land, labor for equipment installation, as well as the cage and tank construction

ANNEX 2-10...Continued

FORMER COMBATANT REINTEGRATION – POST-HARVEST FACILITIES  
As of September 2011

No.	Project and Proponent	GEM Assistance Provided
<b>for Implementation</b>		
40.)	Project: Live Fish Consolidation and Transport System Proponent: Siapas Seaweed Growers Association Beneficiaries: 30 Location: Sitio Basong, Brgy. Marang-Marang, Languyan, Tawi-Tawi	Will provide the (1) design of the facility, (2) construction materials, and (3) training on the operation and maintenance. While the association will provide the land, labor for equipment installation, as well as the cage and tank construction
41.)	Project: Grain Solar Dryer Proponent: Kapatagan Irrigators Association Beneficiaries: 30 Location: Brgy. Lapid-Lapid, Bongao, Tawi-Tawi	Will provide the (1) design of the facility, (2) construction materials, and (3) training on the operation and maintenance. While the association will provide the cost for site development and labor for the construction as well as lumber the post-harvest
42.)	Project: Grain Solar Dryer Proponent: Balatikan Farmers Association Beneficiaries: 25 Location: Sitio Kababan, Brgy. Balatican, Pikit, North Cotabato	Will provide the (1) design of the facility, (2) construction materials, and (3) training on the operation and maintenance. While the association will provide the cost for site development and labor for the construction as well as lumber the post-harvest
43.)	Project: Grain Solar Dryer Proponent: Butuan Village Farmers Association Beneficiaries: 25 Location: Sitio Polanpolan, Brgy. Balatican, Pikit, North Cotabato	Will provide the (1) design of the facility, (2) construction materials, and (3) training on the operation and maintenance. While the association will provide the cost for site development and labor for the construction as well as lumber the post-harvest

**Summary:**

- 43 Identified Post-harvest Facilities for MNLF Communities**  
- 30 Post-Harvest Facilities completed  
- 9 Post-Harvest Facilities implementation underway  
- 4 Post-Harvest Facilities for implementation

ANNEX 2-2a

GEM Targeted Commodities Export and Domestic Out shipment  
Baseline, FY 2008-2011<sup>5</sup> Results and Projected Targets for FY 2008-2012  
(In USD)

	Baseline 2007	FY 2008		FY 2009		FY 2010		FY 2011		FY 2012
		Target	Actual	Target	Actual	Target	Actual	Target	Actual <sup>5</sup>	
<b>Total Export and Domestic Out-shipment</b>	<b>30,700,010</b>	<b>34,388,056</b>	<b>36,459,970</b>	<b>44,424,909</b>	<b>36,640,834</b>	<b>52,337,225</b>	<b>52,900,793</b>	<b>68,280,577</b>	<b>64,823,873</b>	<b>92,189,427</b>
<b>Targeted Export Priority Commodities</b>	<b>23,401,902</b>	<b>26,287,156</b>	<b>28,048,025</b>	<b>34,014,095</b>	<b>25,602,885</b>	<b>39,849,144</b>	<b>28,713,905</b>	<b>51,897,404</b>	33,788,711	<b>70,273,851</b>
Fresh Fruit	3,592,770	4,041,866	3,545,931	4,609,710	2,834,229	4,467,020	1,091,491	6,700,530	1,605,993	10,788,772
Fresh Mango	3,592,770	4,041,866	3,545,931	4,609,710	2,834,229	4,467,020	1,091,491	6,700,530	1,605,993	10,788,772
Dried/Dehydrated Fruits	1,150,754	1,294,599	1,787,856	2,052,932	2,524,100	2,840,040	3,252,699	3,201,478	4,752,021	3,455,613
Dried Mango	982,244	1,105,025	1,471,092	1,706,467	2,079,104	2,256,298	3,161,402	2,549,617	4,509,652	2,949,592
Dried Papaya	105,330	118,496	139,650	167,580	19,295	37,783	15,108	105,793	76,708	316,297
Dried Pineapple	63,180	71,078	177,114	178,885	425,701	545,959	76,189	546,068	165,661	189,724
Fruit Juice/Puree	1,261,580	1,419,278	1,501,913	1,851,536	2,918,482	2,899,773	677,863	3,273,537	856,879	3,788,414
Mango Juice	792,305	891,343	701,602	947,163	1,628,527	1,533,800	580,868	1,871,236	587,039	2,379,222
Other Tropical Fruit Juices	52,542	59,113	385,603	385,989	395,222	160,387	20,314	160,547	153,877	157,788
Mango Puree	416,730	468,821	414,708	518,385	894,733	1,205,586	76,681	1,241,753	115,963	1,251,403
Frozen Fruits	413,506	466,187	428,154	565,163	1,192,822	1,181,320	1,796,812	1,233,353	1,840,284	1,241,722
Frozen Mango	413,506	466,187	356,154	470,123	625,822	645,052	394,812	696,656	352,284	1,241,722
Frozen Banana			72,000	74,160	567,000	536,268	1,402,000	536,697	1,488,000	
Other Horticulture Products <sup>1</sup>	37,496	41,621	6,640	13,147	-	16,600	-	43,160	2,355	112,597
Fresh and Processed Ginger	37,496	41,621	6,640	13,147	-	16,600	-	43,160	2,355	112,597
Aquaculture <sup>4A</sup>	244,810	271,739	369,146	431,544	668,908	540,392	5,380,022	612,066	2,596,850	735,143
Abalone <sup>4A1</sup>	30,345	33,683	178,297	178,475	30,408	188,619	-	189,940	645,081.41	91,123
Sea Cucumber	71,649	79,530	32,731	49,097	54,968		66,080		12,317	215,156
Grouper <sup>4A2</sup>	142,816	158,526	158,118	203,972	583,532	351,772	5,313,942	422,127	1,939,452	428,864
Sardines (Bottled/Club can)	16,700,986	18,751,867	20,408,385	24,490,062	15,464,344	27,904,000	16,515,018	36,833,280	22,134,329	50,151,590
<b>Targeted Domestic Out shipment Commodities</b>	<b>7,298,108</b>	<b>8,100,900</b>	<b>8,411,945</b>	<b>10,410,814</b>	<b>11,037,949</b>	<b>12,488,081</b>	<b>24,186,888</b>	<b>16,383,173</b>	31,035,161	<b>21,915,576</b>
Fresh Bananas & Mango <sup>2</sup>	3,130,435	3,474,783	4,803,643	5,620,263	5,711,534	6,382,391	7,705,706	7,722,693	9,646,708	9,400,421
Tropical and semi-temperate vegetables <sup>2/3</sup>	3,881,783	4,308,779	2,846,368	4,013,379	3,758,956	5,400,611	5,925,349	7,884,893	8,810,084	11,656,653
High Value Aquaculture <sup>4B, 1-4</sup>	285,890	317,338	761,934	777,172	1,567,459	705,079	10,555,833	775,587	12,578,369	858,502

Sources of raw data: (a) National Statistics Office (NSO) for fresh mango, dried/dehydrated fruits, fruit juice/puree, frozen mango, fresh and processed ginger and sardines exports; (b) Bureau of Customs (BOC)-District Ports of Zamboanga, General Santos City and Davao City for high value aquaculture exports; (c) Sagrex Foods Inc. (SFI) for frozen banana exports; (d) Aboitiz 2GO for fresh banana and mango out shipment; (e) Industry for tropical and semi-temperate vegetable out-shipment; (f) Office of the City Agriculture (OCA) - Zamboanga City for high value aquaculture out shipments

<sup>1</sup> Used 2006 export figures for baseline in lieu of 2007 figures

<sup>2</sup> Domestic out shipment values were converted using the following Php-US\$ foreign exchange rate: (a.) 46.1484 Php to US\$ for FY 2008; (b) 48.44 Php to US\$ for October-December 2008; (c) 47.75 Php to US\$ for January-March 2009; (d) 47.88 Php to US\$ for April-June 2009; (e) 48.15 Php to US\$ for July-September 2009; (f) 46.77 Php to US\$ for October-December 2009; (g) 46.03 Php to US\$ for January-March 2010; (h) 45.51 Php to US\$ for April-June 2010; (i) 45.27 Php to US\$ for July-September 2010; (j) 43.63 Php to US\$ for October-December 2010; (k) 44.13 Php to US\$ for January-March 2011. Source: Monthly Average Exchange Rate, [www.nscb.gov.ph/stats/pesodollar.asp](http://www.nscb.gov.ph/stats/pesodollar.asp)

<sup>3</sup> Includes out shipment of tropical and semi-temperate vegetables from Northern Mindanao Vegetable Producers Association, Inc. (FY 2008-2011); Dynamic Vegetable Growers Association (Jul. 2008-Mar. 2011); Vegetable Industry Council of South Cotabato - San Jose Vegetable Growers and Fruit V International (Dec. 2010-Mar. 2011); ZANORTE Fruit and Vegetable Industry Development Council (Sep. 2009-Mar. 2011); Caraga High Value Vegetable Council, Inc. (Jul. 2010-Mar. 2011)

<sup>4A</sup> High value aquaculture (HVA) exports: (1) Includes 10% of frozen marine products for FY 2010 and (2) Includes "fresh/frozen fish" for FY 2009; Includes "frozen marine products" for FY2010

<sup>4B</sup> High value aquaculture (HVA) out shipment value was computed by: (1) Subtracting exports (BoC) value from total shipments (LGU data) value for first to third quarter FY 2008. (2) Multiplying the OCA's domestic out-shipment volume by BOC's computed price per metric ton per HVA commodity for 4th quarter FY 2008; OCA data merely reflects volume, thus, by applying BOC values, we are able to come up with market values relatively proximate to those declared by government agencies. (3) Includes actual production data procured directly from growers/producers, but are not reflected in OCA data as these do not pass through the Zamboanga City ports. (4) Actual partial figures for FY 2009, August-September OCA data is unavailable.

<sup>5</sup> Actual exports and out-shipments value for first to third quarter, projected value for fourth quarter FY 2011

## ANNEX 2-2b

### GEM Targeted Commodities Export and Domestic Out shipment Baseline, FY 2008-2011 Results and Projected Targets for FY 2008-2012

	2007 Baseline		Total for FY08		Total for FY09		Total for FY10		Total for FY11 (Projected 4th qtr)		Projected Target for FY 2008		Projected Target for FY 2009		Projected Target for FY 2010		Projected Target for FY 2011		FY 2012 Target	
	Volume (MT)	Value (USD)	Volume (MT)	Value (USD)	Volume (MT)	Value (USD)	Volume (MT)	Value (USD)	Volume (MT)	Value (USD)	Volume (MT)	Value (USD)	Volume (MT)	Value (USD)	Volume (MT)	Value (USD)	Volume (MT)	Value (USD)	Volume (MT)	Value (USD)
<b>Total Exports and Domestic Outshipment</b>	<b>33,251</b>	<b>30,700,010</b>	<b>37,663</b>	<b>36,459,979</b>	<b>43,374</b>	<b>36,640,835</b>	<b>43,940</b>	<b>52,900,793</b>	<b>54,456</b>	<b>64,823,873</b>	<b>38,571</b>	<b>34,388,055</b>	<b>46,655</b>	<b>44,424,910</b>	<b>58,032</b>	<b>52,337,225</b>	<b>75,460</b>	<b>68,280,577</b>	<b>98,705</b>	<b>92,189,427</b>
Targeted Export Priority Commodities	2007 Baseline		FY08		FY09		FY10		FY11 (Projected 4th qtr)		Projected Target for FY 2008		Projected Target for FY 2009		Projected Target for FY 2010		Projected Target for FY 2011		FY 2012 Target	
	Volume (MT)	Value (USD)	Volume (MT)	Value (USD)	Volume (MT)	Value (USD)	Volume (MT)	Value (USD)	Volume (MT)	Value (USD)	Volume (MT)	Value (USD)	Volume (MT)	Value (USD)	Volume (MT)	Value (USD)	Volume (MT)	Value (USD)	Volume (MT)	Value (USD)
Fresh Fruit	1,992	3,592,770	2,307	3,545,931	2,056	2,834,229	788	1,091,491	1,379	1,605,993	2,311	4,041,866	2,884	4,609,710	2,503	4,467,020	3,755	6,700,530	5,913	10,788,772
Fresh Mango	1,992	3,592,770	2,307	3,545,931	2,056	2,834,229	788	1,091,491	1,379	1,605,993	2,311	4,041,866	2,884	4,609,710	2,503	4,467,020	3,755	6,700,530	5,913	10,788,772
Dried/Dehydrated Fruits	242	1,150,754	336	1,787,856	390	2,524,100	467	3,252,699	640	4,752,021	281	1,294,598	397	2,052,932	459	2,840,040	552	3,201,478	718	3,455,613
Dried Mango	163	982,244	234	1,471,092	290	2,079,104	439	3,161,402	582	4,509,652	189	1,105,025	276	1,706,467	329	2,256,298	395	2,549,617	484	2,949,592
Dried Papaya	57	105,330	60	139,650	5	19,295	12	15,108	19	76,708	66	118,496	75	167,580	12	37,783	38	105,793	169	316,297
Dried Pineapple	22	63,180	43	177,114	95	425,701	17	76,189	38	165,661	26	71,078	46	178,885	118	545,959	118	546,068	65	189,724
Fruit Juice/Puree	2,258	1,261,580	2,466	1,501,913	5,840	2,918,482	1,064	677,863	1,261	856,879	2,619	1,419,278	3,023	1,851,537	6,046	2,899,773	6,482	3,273,537	6,703	3,788,414
Mango Juice	1,857	792,305	1,613	701,602	4,243	1,628,527	967	580,868	905	587,039	2,154	891,343	2,097	947,163	4,597	1,533,800	5,011	1,871,236	5,512	2,379,222
Other Tropical Fruit Juices	99	52,542	628	385,603	684	395,222	35	20,314	172	153,877	115	59,113	629	385,989	245	160,387	267	160,547	294	157,788
Mango Puree	302	416,730	225	414,708	913	894,733	62	76,681	184	115,963	350	468,821	297	518,385	1,204	1,205,586	1,204	1,241,753	896	1,251,403
Frozen Fruits	204	413,506	242	428,154	725	1,192,822	1,335	1,796,812	1,119	1,840,284	237	466,187	289	565,163	773	1,181,320	927	1,233,353	606	1,241,722
Frozen Mango	204	413,506	170	356,154	158	625,822	158	394,812	159	352,284	237	466,187	213	480,123	210	645,052	336	696,656	606	1,241,722
Frozen Banana			72	72,000	567	567,000	1,177	1,402,000	960	1,488,000			76	85,040	563	536,268	591	536,697		
Other Horticulture Products <sup>1</sup>	34	37,496	13	6,640	-	-	-	-	2.47	2,354.67	39.44	41,620.56	36.00	13,147.00	23	16,600	47	43,160	101	112,597
Fresh and Processed Ginger	34	37,496	13	6,640	-	-	-	-	2.47	2,354.67	39.44	41,620.56	36.00	13,147.00	23	16,600	47	43,160	101	112,597
Aquaculture <sup>2</sup>	97	244,810	148	369,146	273	668,908	907	5,380,022	779	2,596,850	113	271,739	150	431,544	159	540,392	177	612,066	288	735,143
Abalone	11	30,345	57	178,297	8	30,408	-	-	193.49	645,081.41	13	33,683	57	178,475	60	188,619	60	189,940	33	91,123
Sea Cucumber	53	71,649	1.5	32,731	11	54,968	6	66,080	3	12,317	61	79,530	3	49,097			0		157	215,156
Grouper	33	142,816	89	158,118	254	583,532	901	5,313,942	583	1,939,452	38	158,526	90	203,972	99	351,772	117	422,127	98	428,864
Sardines (Bottled/Club can)	11,207	16,700,986	12,986	20,408,385	9,984	15,464,344	10,221	16,515,018	14,886	22,134,329	13,000	18,751,867	15,973	24,490,062	18,200	27,904,000	24,570	36,833,280	33,268	50,151,590
<b>Total</b>	<b>16,034</b>	<b>23,401,902</b>	<b>18,499</b>	<b>28,048,025</b>	<b>19,268</b>	<b>25,602,885</b>	<b>14,783</b>	<b>28,713,905</b>	<b>20,066</b>	<b>33,788,711</b>	<b>18,599</b>	<b>26,287,155</b>	<b>22,752</b>	<b>34,014,095</b>	<b>28,164</b>	<b>39,849,144</b>	<b>36,509</b>	<b>51,897,404</b>	<b>47,597</b>	<b>70,273,851</b>

Sources of raw data: (a) National Statistics Office (NSO) for fresh mango, dried/dehydrated fruits, fruit juice/puree, frozen mango, fresh and processed ginger and sardines; (b) Bureau of Customs (BOC)-District Ports of Zamboanga and Davao City for abalone, sea cucumber and grouper; and (c) Sagrex Foods Inc. (SFI) for frozen banana

<sup>1/</sup> Used 2006 export figures for baseline in lieu of 2007 figures

<sup>2/</sup> High value aquaculture (HVA) exports: (1) Includes 10% of frozen marine products for FY 2010 and (2) Includes "fresh/frozen fish" for FY 2009; Includes "frozen marine products" for FY2010

ANNEX 2-2b...Continued

GEM Targeted Commodities Export and Domestic Out shipment  
Baseline, FY 2008-2011 Results and Projected Targets for FY 2008-2012

Targeted Domestic Out shipment Commodities	2007 Baseline		FY08		FY09		FY10		FY11 (Projected 4th qtr)		Projected Target for FY 2008		Projected Target for FY 2009		Projected Target for FY 2010		Projected Target for FY 2011		FY 2012 Target	
	Volume (MT)	Value (USD)	Volume (MT)	Value <sup>1</sup> (USD)	Volume (MT)	Value <sup>1</sup> (USD)	Volume (MT)	Value <sup>1</sup> (USD)	Volume (MT)	Value <sup>1</sup> (USD)	Volume (MT)	Value <sup>1</sup> (USD)	Volume (MT)	Value <sup>1</sup> (USD)	Volume (MT)	Value (USD)	Volume (MT)	Value (USD)	Volume (MT)	Value (USD)
Fresh Bananas & Mango via RoRo and other improved logistic system	14,400	3,130,435	16,941	4,803,652	19,216	5,711,534	22,779	7,705,706	26,323	9,646,708	16,704	3,474,783	20,837	5,620,263	24,095	6,382,391	32,047	7,722,693	42,746	9,400,421
NorMinVeggies, Davao del Norte and South Cotabato groups vegetable outshipment <sup>2</sup>	2,704	3,881,783	2,078	2,846,368	4,767	3,758,956	5,882	5,925,349	7,541	8,810,084	3,137	4,308,779	2,888	4,013,379	5,600	5,400,611	6,664	7,884,893	8,027	11,656,653
High Value Aquaculture <sup>3</sup>	113	285,890	145	761,934	123	1,567,459	496	10,555,833	526	12,578,369	131	317,338	177	777,172	173	705,079	240	775,587	335	858,502
<b>Total</b>	<b>17,217</b>	<b>7,298,108</b>	<b>19,164</b>	<b>8,411,954</b>	<b>24,106</b>	<b>11,037,949</b>	<b>29,157</b>	<b>24,186,888</b>	<b>34,390</b>	<b>31,035,161</b>	<b>19,972</b>	<b>8,100,900</b>	<b>23,903</b>	<b>10,410,814</b>	<b>29,868</b>	<b>12,488,081</b>	<b>38,951</b>	<b>16,383,173</b>	<b>51,108</b>	<b>21,915,576</b>

Sources or raw data: (a) Industry for fruits; (b) NorminVeggies Vegetables Consolidation Center (NVCC), Davao Norte Vegetable Council and Vegetable Industry Council of South Cotabato (VICSCo), ZANORTE for Visayas for vegetables; and (c) Office of the City Agriculturist (OCA)-Zamboanga for high value aquaculture

1 Domestic out-shipment values were converted using the following Php to US\$ foreign exchange rate: (a.) 46.1484 Php to US\$ for FY 2008; (b.) 48.43 Php to US\$ for October-December 2008; (c) 47.75 Php to US\$ for January-March 2009; (d) 47.88 Php to US\$ for April-June 2009; (e) 48.15 Php to US\$ for July-September 2009; (f) 46.77 Php to US\$ for October-December 2009; (g) 46.03 Php to US\$ for January-March 2010; (h) 45.51 Php to US\$ for April-June 2010; (i) 45.27 Php to US\$ for July-September 2010; (j) 43.63 Php to US\$ for October-December 2010; (k) 44.13 Php to US\$ for January-March 2011. Source: Monthly Average Exchange Rate, [www.nscb.gov.ph/stats/pesodollar.asp](http://www.nscb.gov.ph/stats/pesodollar.asp)

2 Includes out shipment of tropical and semi-temperate vegetables from Northern Mindanao Vegetable Producers Association, Inc. (FY 2008-2011); Dynamic Vegetable Growers Association (Jul. 2008-Mar. 2011); Vegetable Industry Council of South Cotabato - San Jose Vegetable Growers and Fruit V International (Dec. 2010-Mar. 2011); ZANORTE Fruit and Vegetable Industry Development Council (Sep. 2009-Mar. 2011); Caraga High Value Vegetable Council, Inc. (Jul. 2010-Mar. 2011)

3 High value aquaculture (HVA) out shipment value was computed by: (1) Subtracting exports (BoC) value from total shipments (LGU data) value for first to third quarter FY 2008; (2) Multiplying the OCA's domestic out-shipment volume by BOC's computed price per metric ton per HVA commodity for 4th quarter FY 2008; OCA data merely reflects volume, thus, by applying BOC values, we are able to come up with market values relatively proximate to those declared by government agencies; (3) Includes actual production data procured directly from growers/producers, but are not reflected in OCA data as these do not pass through the Zamboanga City ports; and (4) Actual partial figures for FY 2009; August-September OCA data is unavailable

## ANNEX 2-3

### Actual, Booked, and Negotiated Sales Generated by Mindanao Food Suppliers during its participation in a GEM-assisted International and Local (Philippines) Trade Events January 2008 to September 2011

I. International Trade Events		Actual Sales generated during the event period (in US\$)	Booked Sales (in US\$)	Sales Under Negotiation (in US\$)	Total Booked Sales and Sales under Negotiation (in US\$)	Total (Cumulative) Actual Sales Generated As of September 15, 2011 (in US\$)
1	Hong Kong Food Expo 2008, 14-18 August	2,378,001	3,892,985	0	3,892,985	5,263,215
2	Seoul Food & Hotel 2009, 13-16 May	251,000	1,470,000	0	1,470,000	1,562,866
3	Taipei International Food Show 2009, 23-26 June	0	6,701,596	0	6,701,596	1,156,000
4	Hong Kong Food Expo 2009, 13-17 August	0	1,892,450	0	1,892,450	62,390
5	Anuga 2009, 10-14 October	11,529,605	6,707,807	0	6,707,807	15,066,018
6	International Boston Seafood Show 2010, 12-14 March	0	0	5,268,700	5,268,700	796,000
7	Singapore Food & Hotel Asia, 20-23 April 2010	0	390,328	861,998	1,252,326	176,886
8	Seoul Food & Hotel 2010, 12-15 May	0	2,519,307	13,440,376	15,959,683	1,707,400
9	SIAL China 2010, 19-21 May	0	1,133,038	3,563,094	4,696,132	0
10	56th Summer Fancy Food Show, 27-29 June 2010	0	1,760,000	3,356,000	5,116,000	2,416,165
11	Hong Kong Food Expo 2010, 12-16 August	0	7,071,290	1,646,533	8,717,823	1,612,089
12	World Food Moscow 2010, 14-17 September	0	0	19,586,900	19,586,900	0
13	China Fisheries and Seafood Expo 2010, 2-4 November	0	111,600	7,560,000	7,671,600	0
14	FOODEX (Japan) 2011, 1-5 March 2011	0	4,365,655	7,011,665	11,377,320	404,625
15	2011 International Boston Seafood Show, 20-22 March 2011	0	167,000	10,800,000	10,967,000	0
16	Seoul Food & Hotel 2011, 26-29 April 2011	0	1,606,325	2,768,860	4,375,185	368,418
17	2011 European Seafood Exposition, 3-5 May, 2011	0	2,120,650	17,370,450	19,491,100	0
18	2011 Taipei International Food Show, 22-25 June 2011	0	3,096,072	11,451,098	14,547,170	0
19	2011 Hong Kong Food Show, 11-15 August 2011	0	2,550,000	4,332,025	6,882,025	0
20	2011 Asian Seafood Expo, 6-8 September 2011	0	2,000,000	0	0	0
<b>Total Sales International Trade Event</b>		<b>\$ 14,158,606</b>	<b>\$ 47,556,103</b>	<b>\$ 109,017,699</b>	<b>\$ 156,573,801</b>	<b>\$ 30,592,072</b>
II. Local (Philippines) Trade Events		Actual Sales generated during the event period (in US\$)	Booked Sales (in US\$)	Sales Under Negotiation (in US\$)	Total Booked Sales and Sales under Negotiation (in US\$)	Total (Cumulative) Actual Sales Generated As of September 15, 2011 (in US\$)
1.0	IFEX 2008, 16-18 May	324,963	2,313,746	0	2,313,746	4,881,775
2.0	8th PhilFoodExpo 2009, 5-8 March	30,445	2,748	0	2,748	2,110
3.0	IFEX 2009, 15-17 May	114,350	12,605,339	0	12,605,339	3,529,046
4.0	PhilFoodExpo 2010, 25-28, February	0	3,978	0	3,978	270
5.0	10th PhilFoodExpo 2011, 24-27, February	0	1,254	26,718	27,972	10,080
6.0	2011 IFEX 12-14 May 2011	83,081	607,363	725,250	1,332,613	127,128
<b>Total Sales Local (Philippines) Trade Events</b>		<b>\$ 552,839</b>	<b>\$ 15,534,429</b>	<b>\$ 751,968</b>	<b>\$ 16,286,397</b>	<b>\$ 8,550,409</b>
<b>Total Sales from Local and International Trade Events</b>		<b>\$ 14,711,445</b>	<b>\$ 63,090,531</b>	<b>\$ 109,769,667</b>	<b>\$ 172,860,198</b>	<b>\$ 39,142,481</b>

**ANNEX 2-4**  
**GEM Direct Market Linkage Assistance to Export**  
**(Sales Generated from Non-Trade Event Activities)**  
**February 2008 to September 2011**

No.	Supplier	Commodity Sector	Product/Variety	Buyer	Export Market	Volume & Frequency of Delivery	Status	Total Volume (MT) of Export as of September 15, 2011	Total Value (US\$) of Export as of September 15, 2011	GEM Assistance
1.0	Agri-Nurture Inc	FRUITS, Fresh	FRUIT - Fresh Mango	Buyer in Hong Kong	Hong Kong	Regular delivery of fresh mango to Hong Kong	SHIPMENT ON-GOING As of December 31, 48MT of Mindanao sourced mangoes were shipped to Hong Kong.  ANI has buyers in the following countries: Hong Kong, Korea, Singapore, Canada & New Zealand	128	165,714	Arranged market encounter in Cotabato, Davao, and ARMM areas to help ANI in its mango sourcing activities and Assisted in the establishment of fruit buying station/warehouse in Davao City and in the identification of mango farms for ANI's direct mango pr
2.0	Agri-Nurture Inc	FRUITS, Fresh	FRUIT - Fresh Mango	Buyer in Korea	Korea	New export market to Korea Note: Delivery from Oct 29-Nov 30 @ 6 tons/day and 4 tons/day respectively [Buying price @ Php40/kilo and US\$ rate @ 1=42]	SHIPMENT ON-GOING - As of December 31, 48MT of Mindanao sourced mangoes were shipped to Korea. ANI has buyers in the following countries: Hong Kong, Korea, Singapore, Canada & New Zealand	18	17,143	same as above
3.0	Frescomar Seahelm Corporation	AQUA, Frozen Fresh	AQUA - Fresh tuna loin and big eye loin	Bayville Rum Trading Inc.	Japan	Regular delivery of fresh tuna loin and big eye loin to ready market including a chain of retail stores on a weekly basis  Assuming 1.5MT/wk. Shipment as of September = 4weeks)	TRIAL/INITIAL SHIPMENT: - Result of Japan's certification analysis on sample products from Frescomar Seahelm Corporation was favorable. An initial commercial shipment of 214 kg (114 kg tuna loin, 100 kg blue marlin) at US\$2,350 was carried out on Septem	0	2,350	Arranged business meetings between four (4) GSC-based seafood companies and representatives of Bayville Rum Trading Inc. on August 1-2 & 4, 2008
4.0	Initiative for Tawi-Tawi Area Development Foundation, inc	AQUA, Frozen Fresh	Grouper	Roy Fong (Taiwanese trader)	Hong Kong		SHIPMENT ONGOING	55	65,761	Assistance in training on improved production practices, provision of production inputs
5.0	Paul Gabunada banana cluster	FRUITS, Fresh	Cavendish Bananas	ANI'	China	10 vans weekly starting February 2011	TRIAL/INITIAL SHIPMENT Samples	120	120,000	Assisted New Fruit Exporter (ANI) expand Mindanao supply hub for fresh fruit export
6.0	Tupi Papaya Growers Association	FRUITS, Fresh	Solo Papaya		Hong Kong	2 tons shipped as samples	TRIAL/INITIAL SHIPMENT Samples		419	GEM assistance in training on improved production practices, provision of production inputs; Marketing assistance
7.0	UMT Kasulutan	AQUA, Frozen Fresh	AQUA - Various High Value Aquaculture products	Roy Fong (Taiwanese trader)	Hong Kong		TRIAL/INITIAL SHIPMENT: High-Value Aquaculture (HVA) products; transport via Live Fish carrier	0	19,111	GEM assistance in training on improved production practices, provision of production inputs; Marketing assistance
8.0	Tandubanak Taungoh Fishermen Association	AQUA, Frozen Fresh	AQUA	Roy Fong (Taiwanese trader)	Hong Kong	High-Value Aquaculture (HVA) products; transport via Live Fish carrier		1	43,000	GEM assistance in training on improved production practices, provision of production inputs; Marketing assistance
9.0	Sagrex Foods Incorporated	FRUITS, Processed	Banana variants	Phil-Em Ent. for Al Jadeed Trading	Middle East (Bahrain, Qatar, Dubai, Kuwait)		TRIAL/INITIAL SHIPMENT: Product samples for market testing Samples sent: Nov. 2008	1	2,195	Assisted Al Jadeed Trading during IFEX 2008 -VIB Market Encounter GEM directly referred PhilEm to Mindanao-based processors.
10.0	Tupi Papaya & Guava Growers Association	FRUITS, Fresh	Solo Papaya	INOVAT Corp	Middle East (Dubai)	Two trial shipments to Dubai. Each shipment contain 6.5MT of solo papayas valued at Php65,000 per shipment	TRIAL/INITIAL SHIPMENT in July and August 2011	13	2,826	Facilitated site visit and meetings with growers and DA-LGU of Tupi; Assisted growers in phytosanitary requirements, packaging.
								336	\$ 438,518	

SUMMARY OF GEM-ASSISTED EXPORT SALES	Volume in MT	Value in USD
I. GEM-ASSISTED SALES GENERATED THROUGH LOCAL & INTERNATIONAL TRADE EVENTS	18,348	\$ 39,142,481
II. SALES GENERATED THROUGH GEM DIRECT MARKET LINKAGE ASSISTANCE FROM NON-TRADE EVENT ACTIVITIES	336	\$ 438,518
III. ADDITIONAL SALES GENERATED BY MINDANAO FIRMS WHICH BENEFITED FROM GEM HACCP CERTIFICATION ASSISTANCE PROJECT	280	\$ 12,351,787
<b>TOTAL</b>	<b>18,964</b>	<b>\$ 51,932,786</b>

\* Incomplete data on volume

ANNEX 2-5

Sales attributed to HACCP Certification of Companies assisted through GEM Program's  
HACCP Certification Assistance Project (H-CAP)  
October 2009 to September 2011

No.	Company	Cost of Investment (PhP46:US\$1)	Nature of Investment	Product	Annual Sales Oct '09 - Dec '09 3 months	Annual Sales Jan '10 - Dec '10 12 month	Annual Sales Jan '11 - Sept '11	Cumulative Oct '09 - Sept '11 24 months	Export Destination
<b>Batch 1: HACCP Preparation and Certification Period: April 2009-October 2009</b>									
1.0	Amley Food	\$ 110,156.00	Upgrading of plants & facilities	Dried Mango	\$ 1,200,000	\$ 536,600	\$ 5,000	\$ 1,741,600	N. America, UK
2.0	KF Nutrifoods	\$2,222.00		Banana Chips	\$ 360,000	\$ 1,293,000	\$ 934,285	\$ 2,587,285	Europe & USA
3.0	Boom Marine	\$20,000.00		Prawn	\$ 180,000	\$ -	\$ -	\$ 180,000	Korea
4.0	Sagrex	\$15,822.22		Frozen Banana	\$ 700,000	\$ 322,000	\$ -	\$ 1,022,000	US, Korea
<b>Batch 1 Total</b>		<b>\$ 148,200.22</b>			<b>\$ 2,440,000</b>	<b>\$ 2,151,600</b>	<b>\$ 939,285</b>	<b>\$ 5,530,885.00</b>	
<b>Batch 2: HACCP Preparation and Certification Period: April 2010-October 2010</b>									
1.0	BG Fruits & Nuts	\$ 23,809.52	Upgrading of plants & facilities	Banana Chips	\$ -	\$ -	\$ 1,571,429	\$ 1,571,429	
2.0	Motherland	\$20,640.0		Fruit Concentrat	\$ -	\$ 62,500	\$ 65,074	\$ 127,574	Korea, Hong Kong
3.0	Four Seasons	\$ 82,856.81		Banana Chips	\$ -	\$ -	\$ 2,281,376	\$ 2,281,376	US, Europe, China,
4.0	Prime Xynergies	\$ 100,000.00		Banana Chips	\$ -	\$ -	\$ 1,000,000	\$ 1,000,000	Asia, Europe, USA
5.0	Soyuz Foods <sup>1/</sup>	\$ 5,813.95		Calamansi Extrd	\$ -	\$ -	\$ 24,275	\$ 24,275	
6.0	Snapsnax <sup>1/</sup>	\$ 34,883.72		Banana Chips	\$ -	\$ -	\$ 1,816,248	\$ 1,816,248	
<b>Batch 2 Total</b>		<b>\$ 268,004.00</b>			<b>\$ -</b>	<b>\$ 62,500</b>	<b>\$ 6,758,403</b>	<b>\$ 6,820,902.56</b>	
<b>Batch 3: HACCP Preparation and Certification Period: January 2011- December 2011 consisting of 10 firms</b>									
<b>Batch 3a</b> Consists of 5 firms scheduled - January 2011 and to complete HACCP Certification on September/October 2011									
1.0	Lucilles Food Products				\$ -	\$ -		\$ -	
2.0	MAGIRCO				\$ -	\$ -		\$ -	
3.0	Perfectly Natural Herbs				\$ -	\$ -		\$ -	
4.0	See's Intl Food Mfg Corp <sup>1/</sup>				\$ -	\$ -		\$ -	
5.0	Vjandep Corporation			Baked goods	\$ -	\$ -		\$ -	
6.0	Well Delight Network Corp <sup>1/</sup>				\$ -	\$ -		\$ -	
7.0	Southern Philippines Fresh Fruits Corp.				\$ -	\$ -		\$ -	
<b>Batch 3 Total</b>					<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	
<b>Total</b>		<b>\$ 416,204.22</b>			<b>\$ 2,440,000</b>	<b>\$ 2,214,100</b>	<b>\$ 7,697,688</b>	<b>\$ 12,351,788</b>	

**ANNEX 2-6**  
**GEM Direct Market Linkage Assistance to Domestic Out-shipment**  
**February 2008 to September 2011**

No.	Supplier	Product/Variety	Buyer	Transaction Details			Total Out-shipment As of September 2011			GEM Assistance
				Volume & Delivery Frequency	Date Started	Date Ended	Volume (MT)	Value (PhP)	in US\$ (PHP46:1USD)	
1.0	Iligan Papaya Growers Association	Fresh papaya	Asian Vegetables, Cebu City	1MT per week; Deliveries made from May 2008 until Dec 2008.	2nd week of May 2008	Dec-08	35.00	700,000	15,217	Arranged/facilitated Market Recon in Cebu; Assisted in negotiations with buyer resulting to weekly shipments
2.0	Iligan Papaya Growers Association	Fresh papaya	Local retailers in Iligan City	1MT per week; Deliveries to local retailers stopped in June 2010. Farmers deliver to Del Monte	1st week November 2009	Jun-10	36.00	198,000	4,304	Technical Assistance and monitoring from pre-to post-harvest; Assisted in negotiating with buyers; Market Recon
3.0	Iligan Papaya Growers Association	Fresh papaya, ("cavite" and "red lady" variety)	Del Monte Philippines	10MT per week; Regular weekly deliveries to Del Monte	Jan-10	Mar-10	120.00	540,000	11,739	Conducted Quality Improvement Training upon request of growers to increase market value of the product.
4.0	Iligan Papaya Growers Association	Fresh papaya, ("cavite" and "red lady" variety)	Del Monte Philippines	6MT per week; Weekly delivery reduced to 6MT per week starting April 2010	Apr-10	Sep 2010	162.00	729,000	15,848	
5.0	Iligan Papaya Growers Association	Fresh papaya, ("cavite" and "red lady" variety)	Del Monte Philippines	8 MT per week; Weekly deliveries increased from 6 to 8 MT	Oct-10		400.00	2,200,000	47,826	
6.0	Durian Industry Council of Region XI <sup>1</sup>	Fresh, various	Wholesalers & retailers in Davao City; Shippers & consolidators for Manila markets	3.31 MT per week; Durian peak selling season is Aug-Nov (fruiting season from June to November 2008)	Aug-08	Nov-08	50.00	2,000,000	43,478	Conducted Quality Improvement Training to durian growers to increase market value of the product.
7.0	Durian Industry Council of Region XI <sup>1</sup>	Fresh, various	Wholesalers & retailers in Davao City; Shippers & consolidators for Manila markets	5 MT per week; Durian season started in Aug 2009 and will peak on Oct 2009	Aug-09	Nov-09	110.00	4,400,000	95,652	Conducted Quality Improvement Training to durian growers to increase market value of the product.
8.0	Farmers' Market <sup>2</sup>	Fresh, various	Metro Manila Consumers	4MT per week; Sales will depend on Mindanao's fruit season. Direct retailing during Mindanao Fruit festival at Quezon City Circle Aug-Nov 2008.	Aug-08	Nov-08	24.00	2,400,000	52,174	Co-funded travel expenses of Minfruit staff to Mindanao Fruit Festival in QC Circle; Co-drafted Minfruit's proposal for additional funding from key government agencies
9.0	Farmers' Market <sup>2</sup>	Fresh, various	Metro Manila Consumers	0.7MT per week; Shipment continued in February to March 2009 with 0.7MT per week	Feb-09	Mar-09	5.60	560,000	12,174	Co-funded travel expenses of Minfruit staff to Mindanao Fruit Festival in QC Circle; Co-drafted Minfruit's proposal for additional funding from key government agencies
10.0	Farmers' Market <sup>2</sup>	Fresh, various	Metro Manila Consumers	2MT per week; Shipping of fruit in Manila only during peak season	Aug-09	Oct-09	26.00	2,600,000	56,522	Co-funded travel expenses of Minfruit staff to Mindanao Fruit Festival in QC Circle; Co-drafted Minfruit's proposal for additional funding support from key gov't agencies
11.0	Farmers' Market <sup>2</sup>	Fresh, various	Metro Manila Consumers	4MT per week	Aug-10	Sep-10	32.00	320,000	6,957	Co-funded travel expenses of Minfruit staff to Mindanao Fruit Festival in QC Circle; Co-drafted Minfruit's proposal for additional funding support from key gov't agencies

**ANNEX 2-6...Continued**  
**GEM Direct Market Linkage Assistance to Domestic Out-shipment...Continued**  
**February 2008 to September 2011**

No.	Supplier	Product/Variety	Buyer	Transaction Details			Total Out-shipment As of September 2011			GEM Assistance
				Volume & Delivery Frequency	Date Started	Date Ended	Volume (MT)	Value (Php)	in US\$ (PHP46:1USD)	
12.0	Malaya Farms and other Davao & North Cotabato Passion Fruit Growers	Fresh, passion fruit	Profood International, Toril, Davao City	5MT per week; Deliveries temporarily suspended due to low production brought about by the dry spell	Jun-08	Dec-09	405.00	4,050,000	88,043	Co-funded Minfruit staff's travel expenses to organize supply clusters for passion fruit; Co-organized Quality Improvement training
13.0	Esperanza Calamansi Growers Association	Fresh, calamansi	Lito Vitualla (Consolidator for Manila Market)	3.64MT per week; Weekly deliveries continuing . Averaging 3.6MT	May-08	Jun-11	666.12	7,098,000	154,304	Marketing assistance;; Techno-training to suppliers
14.0	Integrated Cultural Livelihood MPC (MNLF Community)	Fresh, banana (cardaba variety)	Ca Cucamonga Banana Chip Factory	2.25MT bi-weekly; Bi-weekly deliveries continued until November 2008	Jul-08	Nov-08	15.75	94,500	2,054	Marketing assistance to growers; Assisted in price negotiation; Arranged schedule of delivery and recommended protocols to lessen post-harvest losses.
15.0	Integrated Cultural Livelihood MPC (MNLF Community)	Fresh, banana (cardaba variety)	MAGIRCO Banana Chips Factory	0.5MT per week; Regular weekly deliveries temporarily stopped in April 2010 due to export market concerns of MAGIRCO	Jun-09	Apr-10	23.50	99,000	2,152	Conducted Quality Improvement Training on Cardaba Banana in partnership with MAGIRCO to members of the cooperative
16.0	Integrated Cultural Livelihood MPC (MNLF Community)	Fresh, banana (cardaba variety)	MAGIRCO Banana Chips Factory	3.5 MT per week; Resume delivery on March 2010	Mar 2011		98.00	411,600	8,948	
17.0	Tulunana Banana Cluster	Fresh, banana (cardaba variety)	MAGIRCO Banana Chips Factory	3.5 MT per week; Weekly deliveries on going	Jan 2011		129.50	543,900	11,824	Provide market linkage assistance
18.0	Limbalod MPC (MNLF Community)	Fresh, banana (cardaba variety)	Ca Cucamonga Banana Chip Factory	2.25MT bi-weekly; Bi-weekly deliveries continued until November 2008	Jul-08	Nov-08	15.75	94,500	2,054	Marketing assistance; Assisted the farmers in price negotiation; Arranged schedule of delivery and recommended protocols to lessen postharvest losses.
19.0	Limbalod MPC (MNLF Community)	Fresh, banana (cardaba variety)	MAGIRCO Banana Chips Factory	0.5MT per week; Regular weekly deliveries temporarily stopped in April 2010 due to export market concerns of MAGIRCO	Jun-09	Apr-10	22.00	132,000	2,870	Conducted Quality Improvement Training on Cardaba Banana in partnership with MAGIRCO to members of the cooperative
20.0	Buena Vida MPC	Fresh, banana (cardaba variety)	Ca Cucamonga Banana Chip factory	2.5MT bi-weekly; Bi-weekly deliveries continued until November 2008	Jul-08	Nov-08	17.50	105,000	2,283	Marketing assistance; Assisted the farmers in price negotiation; Arranged schedule of delivery and recommended protocols to lessen postharvest losses.
21.0	Buena Vida MPC	Fresh, banana (cardaba variety)	MAGIRCO Banana Chips Factory	4.0MT per week; Deliveries continued until lat week of April 2010. MAGIRCO temporarily suspended buying of banana	Jun-09	Apr-10	232.00	1,392,000	30,261	Conducted Quality Improvement Training on Cardaba Banana in partnership with MAGIRCO to members of the cooperative

ANNEX 2-6...Continued  
GEM Direct Market Linkage Assistance to Domestic Out-shipment...Continued  
February 2008 to September 2011

No.	Supplier	Product/Variety	Buyer	Transaction Details			Total Out-shipment As of September 2011			GEM Assistance
				Volume & Delivery Frequency	Date Started	Date Ended	Volume (MT)	Value (PhP)	in US\$ (PHP46:1USD)	
22.0	SOCSKARGEN Mango Contractors Association	Fresh, mango (process grade)	Profood Int'l in Cebu City, Profood Davao and other shippers and buyers	30MT per week; Delivery started on Feb 2008 to 2nd week of Nov 2008. Deliveries resumed on January 2009	Feb-08	Dec-09	2,790.00	65,100,000	1,415,217	Co-funded and co-organized Production Skills Enhancement Training and Training on GAP and Best Farming Practices on Mango for farm workers in SOCSKARGEN
23.0	SOCSKARGEN Mango Contractors Association	Fresh, mango (process grade)	Profood Int'l in Cebu City, Profood Davao and other shippers and buyers	10MT per week; Delivery started in January 2010 at lower volume and lower prices	Jan-10	Jun-10	240.00	4,800,000	104,348	Co-funded and co-organized Production Skills Enhancement Training and Training on GAP and Best Farming Practices on Mango for farm workers in SOCSKARGEN
24.0	SOCSKARGEN Mango Contractors Association	Fresh, mango (process grade)	Profood Int'l in Cebu City, Profood Davao and other shippers and buyers	20MT per week; Delivery started to peak in July (off season in Visayas and Luzon)	Jul-10	Dec-10	460.00	11,500,000	250,000	Co-funded and co-organized Production Skills Enhancement Training and Training on GAP and Best Farming Practices on Mango for farm workers in SOCSKARGEN
25.0	SOCSKARGEN Mango Contractors Association	Fresh, mango (process grade)	Profood Int'l in Cebu City, Profood Davao and other shippers and buyers	40 MT per month; Delivery reduced to 40 MT per week due to insufficient supply	Jan 2011		370.00	9,250,000	201,087	
26.0	SOCSKARGEN Mango Contractors Association	Fresh, mango (process grade)	Truly Natural Fruits Corp, Polomolok, South Cotabato	10MT per week; Delivery started October 2010	Oct-10		500.00	15,000,000	326,087	Facilitated meeting with TNFC and SOCSKARGEN Mango Contractors
27.0	Chiquita-Unifrutti Philippines	Fresh, pineapples	Profood International, Toril, Davao City	10MT per week; Weekly deliveries of 10MT per week from Jan 2008 to May 2009	Jan-08	May-09	740.00	3,270,800	71,104	Introduced and facilitated meetings between Unifrutti and Profood
28.0	Chiquita-Unifrutti Philippines	Fresh, pineapples	Profood International, Toril, Davao City	75MT per week; Resume deliveries to Profood starting mid- August 2009	Aug-09	Dec-09	1,425.00	5,700,000	123,913	Introduced and facilitated meetings between Unifrutti and Profood
29.0	Chiquita-Unifrutti Philippines	Fresh, pineapples	Profood International, Toril, Davao City	20MT per week; Weekly deliveries reduced to 20MT/week due to low production of process-grade pineapples	Jan-10	Mar-10	240.00	1,200,000	26,087	Introduced and facilitated meetings between Unifrutti and Profood
30.0	Chiquita-Unifrutti Philippines	Fresh, pineapples	Asian Vegetables, Cebu City	0.3MT per week; Deliveries made from October 2008 to December 2009	Oct-08	Dec-09	15.75	315,000	6,848	Provided Unifrutti contact persons and number of buyer; arranged meeting
31.0	Chiquita-Unifrutti Philippines	Fresh, papaya	Asian Vegetables, Cebu City	0.12MT per week; Deliveries made from Oct 2008 to Dec 2008	Oct-08	Dec-08	1.68	33,600	730	Provided Unifrutti contact persons and number of buyer; arranged meeting
32.0	Chiquita-Unifrutti Philippines	Fresh, papaya	Angelland Marketing, Cebu City	0.3MT per week; Weekly deliveries made from Oct 08 to Jun 09	Oct-08	Jun-09	15.30	306,000	6,652	Provided Unifrutti contact persons and number of buyer; arranged meeting
33.0	Chiquita-Unifrutti Philippines	Fresh, papaya	Angelland Marketing, Cebu City	0.12MT per week; Deliveries made from Oct 2008 to Jan 2009	Oct-08	Jan-09	2.28	45,600	991	Provided Unifrutti contact persons and number of buyer; arranged meeting
34.0	Chiquita-Unifrutti Philippines	Fresh, pineapples	UBM (Consolidator of Robinsons & other major supermarkets)	0.12MT per week; Weekly deliveries made from Oct 08 to Jun 09	Oct-08	Jun-09	15.30	306,000	6,652	Provided Unifrutti contact persons and number of buyer; arranged meeting

ANNEX 2-6...Continued  
GEM Direct Market Linkage Assistance to Domestic Out-shipment...Continued  
February 2008 to September 2011

No.	Supplier	Product/Variety	Buyer	Transaction Details			Total Out-shipment As of September 2011			GEM Assistance
				Volume & Delivery Frequency	Date Started	Date Ended	Volume (MT)	Value (PhP)	in US\$ (PHP46:1USD)	
35.0	Chiquita-Unifrutti Philippines	Fresh,papaya	UBM (Consolidator of Robinsons & other major supermarkets)	0.12MT per week; Weekly deliveries made from Oct 08 to January 09	Oct-08	Jan-09	2.28	45,600	991	Provided Unifrutti contact persons and number of buyer; arranged meeting
36.0	Chiquita-Unifrutti Philippines	Fresh, pineapples	Metro Gaisanao - Cebu	0.54MT per week; Deliveries made from October 2008 to December 2009	Oct-08	Dec-09	27.54	550,800	11,974	Provided Unifrutti contact persons and number of buyer; arranged meeting
37.0	Chiquita-Unifrutti Philippines	Fresh, papaya	Metro Gaisanao - Cebu	0.12MT per week; Deliveries made from Oct 2008 to Jan 2009	Oct-08	Jan-09	2.28	45,600	991	Provided Unifrutti contact persons and number of buyer; arranged meeting
38.0	Chiquita-Unifrutti Philippines	Fresh, pineapples	Lemuel Tan (fruit distributor in Cebu)	0.36MT per week; Weekly deliveries made from Oct 08 to June 09.	Oct-08	Jun-09	18.36	367,200	7,983	Provided Unifrutti contact persons and number of buyer; arranged meeting
39.0	Chiquita-Unifrutti Philippines	Fresh, papaya	Lemuel Tan, Cebu	0.12MT per week; Deliveries made from Oct 2008 to Jan 2009	Oct-08	Jan-09	2.28	45,600	991	Provided Unifrutti contact persons and number of buyer; arranged meeting
40.0	Kidapawan City Banana Farmers Association	Fresh, banana (lakatan variety)	Consolidated Craft Int'l Corp./Lemuel Tan Trading (Concessionaire of major supermarkets and malls in Cebu)	8MT per week; Weekly deliveries continuing	Jul-08		904.00	17,176,000	373,391	Provided Quality Improvement Training; Production monitoring; facilitated negotiations between farmers and buyers
41.0	Kidapawan City Banana Farmers Association	Fresh, banana (lakatan variety)	Bong Lim Trading (Iloilo Wholesaler and supplier to SM and Robinsons Concessionaires)	2.5 MT per week; Weekly deliveries ongoing	Sep-10	Sep-10	5.00	100,000	2,174	Co-funded freight cost of initial shipment
42.0	Kidapawan City Banana Farmers Association	Fresh, banana (lakatan variety)	Bong Lim Trading (Iloilo Wholesaler and supplier to SM and Robinsons Concessionaires)	7.0 MT per week; Weekly deliveries increased from 2.5 to 7 MT due to good quality	Oct-10		350.00	9,450,000	205,435	Co-funded freight cost of initial shipment
43.0	Kidapawan City Banana Farmers Association	Fresh, banana (lakatan variety)	UBM Manila (Concessionaire of major Malls and Supermarkets in Metro Manila)	3.5 MT per week; Regular shipment of 100 crates (3.5 MT) Class AB lakatan to Manila	Oct 2010	Oct 2010	21.00	588,000	12,783	GEM linked UBM to Kidapawan City Banana Growers Association; provided technical assistance on proper harvesting and packaging as required by UBM
44.0	Kidapawan City Banana Farmers Association	Fresh, banana (lakatan variety)	UBM Manila (Concessionaire of major Malls and Supermarkets in Metro Manila)	5.25 MT per week; One delivery of 150 crates to UBM due to increase demand	Nov 2010	Nov 2010	5.25	147,000	3,196	GEM linked UBM to Kidapawan City Banana Growers Association; provided technical assistance on proper harvesting and packaging as required by UBM
45.0	Kidapawan Banana Growers (Garcia Cluster)	Fresh, banana (lakatan variety)	DF Trading, Iloilo City (Concessionaire of Hospitals and Call Centers)	2.625 MT per week; Two deliveries made in November 2010. Deliveries to continue on Jan 2011 since demand for local fruits slowed during christmas season	Nov 2010	Nov 2010	5.25	144,374	3,139	GEM linked supplier to DF Trading. DF Trading is one of the buyers met by GEM during their market reconnaissance activity in Iloilo City in Sep 2010
46.0	Kidapawan Banana Growers (Garcia Cluster)	Fresh, banana (lakatan variety)	UBM, Cebu City (Concessionaire of Malls and Supermarkets in Cebu)	0.35 MT per week; Trial delivery of 10 crates (350 kgs) to determine quality acceptance	Nov 2010	Nov-10	0.35	8,750	190	GEM facilitated initial negotiations of supplier and UBM

ANNEX 2-6...Continued  
GEM Direct Market Linkage Assistance to Domestic Out-shipment...Continued  
February 2008 to September 2011

No.	Supplier	Product/Variety	Buyer	Transaction Details			Total Out-shipment As of September 2011			GEM Assistance
				Volume & Delivery Frequency	Date Started	Date Ended	Volume (MT)	Value (PhP)	in US\$ (PHP46:1USD)	
47.0	Kidapawan Banana Growers (Garcia Cluster)	Fresh, banana (lakatan variety)	UBM Manila (Concessionaire of major Malls and Supermarkets in Metro Manila)	1.75 MT per week; Trial shipment to Manila to determine quality acceptability. Regular deliveries to start on Jan 2011	Nov 2010	Nov-10	1.75	49,000	1,065	GEM facilitated initial negotiations of supplier and UBM
48.0	Melon Growers in South Cotabato and Sultan Kudarat <sup>3</sup>	Fresh, melons (cantaloupe variety)	Dole Philippines, Polomolok, South Cotabato	4MT per week ; March to July 2008 and October to second week of December 2008.	Mar-08	Dec-08	132.00	1,584,000	34,435	Co-funded/organized training on Proper Pre/ Post-Harvest Handling for Melons; Introduced growers to seed suppliers.
49.0	Melon Growers in South Cotabato and Sultan Kudarat <sup>3</sup>	Fresh, melons (honey dew variety)	Dole Philippines, Polomolok, South Cotabato	6MT per week; March to July 2008 and October to second week of December 2008.	Mar-08	Dec-08	198.00	4,554,000	99,000	Co-funded/organized training on Proper Pre/ Post-Harvest Handling for Melons; Introduced growers to seed suppliers.
50.0	Pineapple growers of Sarangani	Fresh, pineapples (process-grade)	Philippine FRUIT Int'l, Davao City	30MT per week ; Weekly deliveries continued until December 2009	Oct-08	Dec-09	1,890.00	8,977,500	195,163	Facilitated farmers meeting for supply-delivery arrangements between growers and buyer
51.0	Pineapple growers of Sarangani	Fresh, pineapples (process-grade)	Philippine FRUIT Int'l, Davao City	10MT per week ; Weekly deliveries starting January 2010 at lower volumes	Jan-10	Dec 2010	500.00	2,470,000	53,696	Facilitated farmers meeting for supply-delivery arrangements between growers and buyer
52.0	Papaya growers of Sarangani and South Cotabato	Fresh, papaya (Yellow variety)	Philippine FRUIT Int'l, Davao City	4MT per week; Weekly deliveries continued until December 2010 only.	Nov-08	Dec-10	420.00	1,680,000	36,522	Facilitated farmers meeting for supply-delivery arrangements between growers and buyer. Suppliers include GEM FCR group.
53.0	FruitGems Agricultural Corporation	Fresh, papaya (Red Lady variety),	Asian Vegetables, Cebu City	0.8MT per week; Deliveries continued until last week of Dec 2008. Improved packaging system (plastic crates) utilized in shipment	Nov-08	Dec-08	17.60	352,000	7,652	Market linkage; facilitated initial shipments for product sampling and determine logistic requirements
54.0	FruitGems Agricultural Corporation	Fresh, papaya (Red Lady variety),	Kathy Diccican (concessionaire for Makro Cebu)	0.5MT per week; Deliveries made from Nov 08 to Jun 09	Nov-08	Jun-08	16.50	330,000	7,174	Market linkage; facilitated initial shipments for product sampling and determine logistic requirements
55.0	Melon Growers of Maguindanao	Fresh, melons (cantaloupe variety)	Angelland Marketing, Cebu City	0.5 MT per week ; Initial harvest 0.5MT on first production run; Regular 0.5MT/week deliveries to continue once production programmed by grower.	Dec-08	Jan-09	2.50	87,500	1,902	Marketing assistance; Confirmed supply arrangements for the trial shipment; Conducted techno training to ensure consistent volume and quality of supply.
56.0	Melon Growers of Maguindanao	Fresh, melons (honeydew variety)	Angelland Marketing, Cebu City	1.0 MT of honeydew <sup>5</sup> ; <b>Initial harvest on first production run; Regular deliveries started in December 2008</b>	Dec-08	Dec-08	5.00	225,000	4,891	Marketing assistance; Confirmed supply arrangements for the trial shipment; Conducted techno training to ensure consistent volume and quality of supply.
57.0	Big Island Trading Company	Bananas (Lakatan), fresh	Asian Veg, Angelland, Metro Gaisano, Robbies Trading	2.6MT per week	3rd week of January 2009	Dec 2010	262.60	5,514,600	119,883	Facilitated market reconnaissance in Cebu City and initiated meetings with different buyers
58.0	South Cotabato papaya growers (thru Carol de Leon Trading Co)	Fresh, papaya (solo variety)	ANI Agriventures	5MT per week; Regular deliveries made from Feb 09 to June 09	Feb-09	Jun-09	110.00	1,100,000	23,913	Facilitated meeting of ANI and Carol del Leon; provided quality improvement training to TUPi papaya growers

ANNEX 2-6...Continued  
GEM Direct Market Linkage Assistance to Domestic Out-shipment...Continued  
February 2008 to September 2011

No.	Supplier	Product/Variety	Buyer	Transaction Details			Total Out-shipment As of September 2011			GEM Assistance
				Volume & Delivery Frequency	Date Started	Date Ended	Volume (MT)	Value (PhP)	in US\$ (PHP46:1USD)	
59.0	Tupi Papaya Growers Association	Fresh, papaya (solo variety)	Divisoria Wholesale Outlet and QC Retail outlet	18MT per week	Feb-09	Dec 2010	1,998.00	10,989,000	238,891	Provided Techno-Training to farmers; Assist Production monitoring; co-fund trial shipment of papaya through alternative logistics
60.0	Tupi Papaya & Guava Growers Association	Fresh guapple	Divisoria Wholesale Outlet and QC Retail outlet	1MT per week; Weekly deliveries on going	Oct 2010		50.00	500,000	10,870	
61.0	Tupi Papaya & Guava Growers Association	Fresh papaya	UBM Manila (Concessionaire of major Malls and Supermarkets in Metro Manila)	4MT per week	Apr-11		96.00	1,056,000	22,957	
62.0	Tupi Papaya & Guava Growers Association	Fresh, other fruits in season		1.2MT per week	Apr-11		28.80	1,152,000	25,043	
63.0	South Cotabato papaya growers (thru Carol de Leon Trading Co)	Fresh, papaya (solo variety)	Landors Corporation	10MT per week; Weekly deliveries made from Feb 09 to July 09	Feb-09	Jul-09	260.00	2,600,000	56,522	Facilitated meeting of different suppliers and Carol del Leon; provided quality improvement training to TUPPI papaya growers
64.0	South Cotabato pineapple growers (thru Carol de Leon Trading Co)	Pineapples, fresh	Landors Corporation	9MT per week; Weekly delivery on-going	Aug-09	Jun-11	900.00	8,100,000	176,087	Facilitated meeting of different suppliers and Carol del Leon
65.0	Kidapawan City Banana Farmers Association	Fresh, banana (cardaba variety)	MAGIRCO	15MT per week; Weekly deliveries made until April 2010	Feb-09	Apr-10	885.00	4,130,000	89,783	Co-organized Kidapawan City Banana Market forum where MAGIRCo and suppliers from made their business transactions.
66.0	Del Rio Farm	Fresh, calamansi	Jojo's Food	1MT per week; Weekly delivery of 1MT up to 80 tons as stated in the marketing contract of Del Rio and Jojo's	Aug-09	Sep-09	9.00	225,000	4,891	Facilitated market linkage and signing of marketing contract between Del Rio and Jojo's
67.0	Del Rio Farm	Calamansi, fresh	Jojo's Food	4MT per week; Weekly delivery increase to 4MT from October to December 2009	Oct-09	Dec-09	60.00	1,500,000	32,609	Facilitated market linkage and signing of marketing contract between Del Rio and Jojo's
68.0	Del Rio Farm	Calamansi, fresh	Jojo's Food	2MT per week; Weekly delivery reduce to 2MT up to end of January 2010	Jan-10	Jan-10	24.00	600,000	13,043	Facilitated market linkage and signing of marketing contract between Del Rio and Jojo's
69.0	MAGIRCO Banana Chip Factory	Processed, Banana chips (first fry)	KF Nutri Foods	5MT per week; Regular deliveries continued from March 09 to June 09. Thereafter, deliveries being made on a per-order basis by KF	Mar-09	Jun-09	90.00	3,330,000	72,391	Facilitated market linkage and signing of marketing agreement between MAGIRCO and KF Nutrifoods.

ANNEX 2-6...Continued  
GEM Direct Market Linkage Assistance to Domestic Out-shipment...Continued  
February 2008 to September 2011

No.	Supplier	Product/Variety	Buyer	Transaction Details			Total Out-shipment As of September 2011			GEM Assistance
				Volume & Delivery Frequency	Date Started	Date Ended	Volume (MT)	Value (PhP)	in US\$ (PHP46:1USD)	
70.0	MAGIRCO Banana Chip Factory	Processed, Banana chips (first fry)	Prime Fruits	8MT per week; Weekly delivery on-going until March 2010. Subsequent deliveries still being verified	May-09		984.00	36,408,000	791,478	Facilitated market linkage and signing of marketing agreement between MAGIRCO and KF Nutrifoods.
71.0	Lala Calamansi Consolidators/ Farmers Association	Fresh, calamansi	KLT Fruits, Inc	3MT; Trial delivery to test quality of calamansi after 2 days travel	May-09	May-10	3.00	110,700	2,407	Facilitated meeting with farmers and trial shipment
72.0	Lala Calamansi Consolidators/ Farmers Association	Fresh, calamansi	KLT FRUIT Inc	6MT; 2nd delivery scheduled in Sep 2009. Regular deliveries expected thereafter given compliance with buyer's specs	Sep-09	Sep-09	6.00	221,400	4,813	Facilitated meeting with farmers and shipment
73.0	Lala Calamansi Consolidators/ Farmers Association	Fresh, calamansi	KLT FRUIT Inc	5MT/week; Delivery made per order basis	Dec-09	Dec-09	20.00	360,000	7,826	Facilitated meeting with farmers and shipment
74.0	Lala Calamansi Consolidators/ Farmers Association	Calamansi, fresh	Cebu City Vendors Association	5.0 MT per week	Jun-10	Jun 11	140.00	2,100,000	45,652	GEM provided Quality Improvement Training to farmers; assisted consolidators during market recon; provided consolidation center thru BIP trading post
75.0	Lala Calamansi Consolidators/ Farmers Association	Fresh, calamansi	Wholesalers for Cagayan de Oro, Cebu and Manila Markets	Minimum of 12 MT of calamansi transacted at the GEM-BIP trading post; weekly transactions on going	Jun-11		180.00	1,800,000	39,130	Co-fund consolidation center thru GEM-BIP Trading Post Project
76.0	South Cotabato Banana Creations Inc	Fresh, banana	Robinson's Mall & Supermarket in General Santos City	0.3MT per week	Oct-09	May 2011	27.00	432,000	9,391	Provided plastic crates for consolidation of different fruit and vegetable commodities
77.0	South Cotabato Banana Creations Inc	Fresh, assorted fruits	Robinson's Mall & Supermarket in General Santos City	1 MT per week; volume increased from 300 kgs to 800 kgs per week; weekly delivery on going	Jun-11		12.00	300,000	6,522	
78.0	South Cotabato Banana Creations Inc	Fresh, banana	Ace Supermart, Koronadal City	0.3MT per week; Weekly delivery on-going	Oct 2010	May 2011	11.40	182,400	3,965	
79.0	South Cotabato Banana Creations Inc	Fresh, assorted fruits	Ace Supermart, Koronadal City	0.5MT per week; volume increased from 300 to 500 kgs per week; weekly deliveries on going	Jun-11		7.50	187,500	4,076	
80.0	Operiano Farms	Cardaba Banana, fresh	MAGIRCO	9MT/week; Weekly delivery on-going	3rd week of Nov '09	Jun-11	774.00	5,727,600	124,513	Facilitated meeting of Operiano and MAGIRCO re supply delivery and agreement
81.0	Lucrative MPC	Fresh, banana (lakatan variety)	Wholesalers in Cotabato City	5MT/week	May-08	Dec 2010	665.00	15,960,000	346,957	Technical assistance in the establishment and maintenance of farm in Maguindanao

ANNEX 2-6...Continued  
GEM Direct Market Linkage Assistance to Domestic Out-shipment...Continued  
February 2008 to September 2011

No.	Supplier	Product/Variety	Buyer	Transaction Details			Total Out-shipment As of September 2011			GEM Assistance
				Volume & Delivery Frequency	Date Started	Date Ended	Volume (MT)	Value (PhP)	in US\$ (PHP46:1USD)	
82.0	Lucrative MPC	Fresh, banana (lakatan variety)	Wholesalers in Cotabato City	2 MT/week; Deliveries reduced on Jan due to pest and disease problem. Farm rehab started in Feb 2011 thus deliveries to buyers stopped beginning Feb	Jan 2011	Jan 2011	8.00	160,000	3,478	
83.0	Rising Star MPC	Fresh, banana (cardaba variety)	Celebes Agriventures	5MT/week	Jan-10	Dec 2010	250.00	1,125,000	24,457	Technical assistance in farm monitoring; provided quality improvement training to members who are into banana production
84.0	Rising Star MPC	Fresh, banana (cardaba variety)	Celebes Agriventures	3MT/week; Volume reduce due to low raw mat requirements of exporters	Jan 2010	Jun-11	42.00	126,000		GEM assisting the group to link with other markets such as Cebu
85.0	Tupi Banana Growers	Fresh, banana (cardaba variety)	Greenville Agroventures	5MT/week; Weekly deliveries until March 2010. Buyer temporarily stopped buying due to market concerns	Jan-10	Mar-10	130.00	650,000	14,130	Technical assistance in farm monitoring; provided quality improvement training to members who are into banana production
86.0	South Cotabato pineapple growers	Fresh, pineapples	FruitGems Agriventures Inc	8MT/week	May-10	Dec 2010	200.00	1,000,000	21,739	Market assistance
87.0	Chiquita-Unifrutti Philippines	Pineapples, fresh	Linkage Foods, Tibungco, Davao City	Trial delivery			10.00	75,000	1,630	Introduced Chiquita representative to Linkage and assisted in the negotiation to determine supply arrangements
88.0	Chiquita-Unifrutti Philippines	Pineapples, fresh	Nakashin, Tibungco, Davao City	Trial delivery			10.00	120,000	2,609	Introduced Chiquita representative to Nakashin and assisted in the negotiation to determine supply arrangements
89.0	Lala Calamansi Consolidators/ Farmers Association	Calamansi, fresh	UBM (Consolidator of Robinsons & other major supermarkets)	0.26MT at P3,500 <sup>4</sup> ; Trial Delivery	Aug-08		0.26	3,500	76	Identified buyer and facilitated negotiation between buyer and supplier; Participated in a GEM co-funded technology training
90.0	Lala Calamansi Consolidators/ Farmers Association	Calamansi, fresh	Asian Vegetables, Cebu City	0.78MT at P10,500; Trial Delivery	Aug-08		0.70	10,500	228	Identified buyer and facilitated negotiation between buyer and supplier; Participated in a GEM co-funded technology training
91.0	Lala Calamansi Consolidators/ Farmers Association	Calamansi, fresh	Beso Marketing	1MT; Trial delivery to test quality of calamansi after 2 days travel	Sep-09		1.00	13,000	283	Facilitated meeting with farmers during 2nd Minfruit Market Encounter and monitor trial shipment
92.0	Claveria Land Care Farmers Association	Banana (lakatan), fresh	Linda Carrido (CDO based fruit Consolidator for Manila & Cebu markets)	0.5MT at P10,000; Trial shipment to Manila in July 2008. Regular monthly delivery to be scheduled	Jul-08		0.50	10,000	217	Identified buyer and facilitated negotiation between buyer and supplier; Participated in a GEM co-organized/funded improved production technology training

ANNEX 2-6...Continued  
GEM Direct Market Linkage Assistance to Domestic Out-shipment...Continued  
February 2008 to September 2011

No.	Supplier	Product/Variety	Buyer	Transaction Details			Total Out-shipment As of September 2011			GEM Assistance
				Volume & Delivery Frequency	Date Started	Date Ended	Volume (MT)	Value (Php)	in US\$ (PHP46:1USD)	
93.0	Matalam Pummelo Growers Association	Pummelos, fresh	Farmer's Market, Davao City	1.0MT at P45,000; Trial delivery to local market and possible outshipment to Manila. Delivery scheduled every harvest season 2x/year			1.00	45,000	978	Identified buyer and facilitated negotiation between buyer and supplier; Participated in a GEM co-organized/funded improved production technology training
94.0	Matalam Calamansi Growers Association	Calamansi, fresh	Landors Trading Corporation (via local GSC consolidator)	0.28MT at P3,500; Trial delivery of calamansi for shipment to Manila (280kgs @ P3,500)			0.28	3,500	76	Identified buyer and facilitated negotiation between buyer and supplier; Participated in a GEM co-organized/funded improved production technology training
95.0	Tupi Papaya Growers Association	FRUIT-Fresh solo papayas	UBM	0.39MT; Initial delivery of 390 kilos of solo papaya for Manila market	Jan-09		0.39	4,800	104	Provide quality improvement training to farmers. Introduced farmers to UBM and facilitated trial delivery on January 2009.
96.0	Malaya Farms and other Davao & North Cotabato Passion Fruit Growers	FRUIT-Fresh Passion fruit for puree	Linkage Food Ventures, Tibungco, Davao City	30MT; Initial delivery			30.00	390,000	8,478	Co-funded Minfruit staff's travel expenses to organize supply clusters for passion fruit; Co-organized Quality Improvement training
97.0	Lourdes Faustino	FRUIT - Lakatan Banana	UBM (Consolidator of Robinsons & other major supermarkets)	0.12MT; Trial delivery			0.12	2,280	50	Market linkage. Facilitated delivery to UBM
98.0	Mrs. Susan Namoc	FRUIT - Lakatan Banana	UBM (Consolidator of Robinsons & other major supermarkets)	0.18MT; Trial delivery			0.18	3,420	74	Market linkage. Facilitated delivery to UBM
99.0	Sarangani Agricultural Company, Inc	FRUIT- Fresh Mango	Manny Bartocillo, Mindanao Wholesale Buyer	22MT; Fresh mango "all-in"; Delivery to buyers will be on a "bidding" basis			22.00	506,000	11,000	GEM assisted SACI in inviting buyers to participate in the bidding
100.0	Moro United MPC	Fresh, mango	Del Rio Farms	20MT; One time delivery only. Good for one harvest season	Mar-10	Mar-10	20.00	320,000	6,957	GEM facilitated on-field monitoring and negotiation between growers and buyer. Provided technology and post-harvest training
101.0	Moro United MPC	Fresh, mango	Del Rio Farms	7 MT; One time delivery only. Good for one harvest season	Oct-10	Oct-10	7.00	280,000	6,087	
102.0	Carmen Mango Growers	Fresh, mango	Del Rio Farms	20MT; One time delivery only. Good for one harvest season	Mar-10	Mar-10	80.00	1,280,000	27,826	GEM facilitated on-field monitoring and negotiation between growers and buyer. Provided technology and post-harvest training
103.0	PALMA HVCC Association	FRUIT- Fresh Mango	Diamond Star Agro-industries, Inc	30MT; Fresh mango "all-in"; Trial delivery			30.00	690,000	15,000	Marketing Assistance; Techno-training on quality improvement for export quality mangoes
104.0	Maguindanao Fruit Growers	FRUIT- Fresh Pummelo	UBM Manila	0.5 MT; Trial Shipment of 500 kgs to determine quality acceptability	Nov 2010		0.50	20,000	435	GEM linked supplier with UBM

ANNEX 2-6...Continued  
GEM Direct Market Linkage Assistance to Domestic Out-shipment...Continued  
February 2008 to September 2011

No.	Supplier	Product/Variety	Buyer	Transaction Details			Total Out-shipment As of September 2011			GEM Assistance
				Volume & Delivery Frequency	Date Started	Date Ended	Volume (MT)	Value (PhP)	in US\$ (PHP46:1USD)	
105.0	Maguindanao Fruit Growers	FRUIT- Fresh Pummelo	UBM Manila	2MT; Commercial shipment of 2T	Dec 2010	Dec 2010	2.00	80,000	1,739	
106.0	Misamis Occidental Fruit Growers	FRUIT- Fresh Pummelo	Lemuel Tan (fruit concessionaire in Cebu)	0.3 MT; weekly deliveries on going	2nd week Nov 2010	Dec 2010	1.80	45,000	978.26	GEM linked supplier with Lemuel Tan Trading
107.0	Pigcawayan HVCC Growers Association	FRUIT- Fresh Pummelo	Manila wholesaler (Allan Torres)	5.0 MT; weekly delivery on going	Oct 2010		125.00	7,500,000	163,043.48	GEM co-fund trial shipment of pummelo to Manila
108.0	Pigcawayan HVCC Growers Association	FRUIT- Fresh Pummelo	Beso Marketing	1.0 MT; Trial delivery of 1MT of Class C pummelo	Nov 2010		1.00	20,000	434.78	GEM linked supplier with Beso Marketing during 2nd Minfruit Market Encounter
109.0	Lantapan Banana Growers	FRUIT- Banana Lakatan variety	UBM Manila	2.45 MT; Trial delivery of 2.45 MT to determine quality acceptability. Quality did not pass supermarket requirements thus need for quality improvement	Nov 2010		2.45	68,600	1,491.30	GEM linked to UBM
<b>TOTAL FOR FRUITS</b>							<b>22,547.45</b>	<b>Php315,610,224</b>	<b>\$ 6,858,353</b>	

**NOTE:**

<sup>1</sup> Annual projection is based on the 4 month duration on the Mindanao Fruit Festival at QC Circle

<sup>2</sup> Annual projection based on the 6 month fruiting season of durian in Mindanao

<sup>3</sup> Deliveries of honeydew and canatalopue to Dole is only 10 months in a year (March to July and October to February)

<sup>4</sup> Deliveries to Manila only for the months of June to November when there is no supply in Mindoro

<sup>5</sup> Delivery will be 6x yearly based on the 65 day production cycle

ANNEX 2-6...Continued  
GEM Direct Market Linkage Assistance to Domestic Out-shipment...Continued  
February 2008 to September 2011

**I. VEGETABLE DOMESTIC OUT-SHIPMENT TO MARKETS WITHIN & OUTSIDE OF MINDANAO**

Supplier	Product/Variety	Buyer	Transaction Details			Total Out-shipment As of September 2011			GEM Assistance	
			Volume & Delivery Frequency	Date Started	Date Ended	Volume (MT)	Value (PhP)	in US\$ (PHP46:1USD)		
1.0	NorminVeggies	Fresh	Nutri-Asia.	2-3MT per month. No deliveries made since April 2009 since Nutri-Asia has undergone organizational re-structuring.	Oct-08	Mar-09	13.00	1,001,000	21,761	Market assistance; Co-funded training on quality improvement and supply clustering ; NorminVeggies continue to follow-up with Nutri-Asia for any development regarding resumption of supply.
2.0	NorminVeggies	Fresh, various semi-temperate	4SYTES Trading (June Tolentino/Wilbert Ang - consolidator for Metro Gaisano, other supermarkets and hotels in Cebu)	NorMinVeggies took over direct transactions to KFC, Metro Gaisano and Pizza hut requirement as June Tolentino migrated to Canada and Wilbert concentrated on other non-vegetable business	Jun-08	Feb-11	94.95	6,917,350	150,377	Market Linkage; Co-funded training; Assist and provide NorminVeggies co-funding to follow-up meetings with buyers during continuous market recon activities in the Visayas to expand 4Sytes market reach outside Cebu.
3.0	NorminVeggies	Fresh, various semi-temperate (Scorpio cabbage, salad-type tomato, cucumber, onion, etc)	KFC Cebu Commissary for Cebu, Dumaguete, Bohol, Tacloban and Cdo outlet requirements	Average 800 kilos weekly for the month period June-August; On-going Regular weekly	Mar-11		16.90	870,000	18,913	Co-funded Market Reconnaissance and succeeding quality monitoring/meeting with buyer; Market Linkage
4.0	NorminVeggies	Fresh, various semi-temperate (Scorpio cabbage, salad-type tomato, lettuces, onion, etc)	Pizza Hut Cebu outlets (Bistro, SM, Ayala, CountryMall, Fuente)	Average 600 kilos weekly; On-going Regular weekly	Mar-11		16.20	972,000	21,130	Co-funded Market Reconnaissance and succeeding quality monitoring/meeting with buyer; Market Linkage
5.0	NorminVeggies	Fresh, various semi-temperate	Metro Gaisano - Cebu	Average of 3-4MT per week.	3rd week of May 2008		762.50	21,345,000	464,022	Co-funded Market Reconnaissance in Cebu; Market Linkage; Co-funded quality improvement training w/ Ampalaya cluster in Balingasag. Assist and co-fund NorMin's follow-up meetings with buyers.
6.0	NorminVeggies	Fresh, various semi-temperate	Angelland Marketing, Cebu City (caters to supermarket, hotels, and restaurants);	Delivery to Angelland on-going weekly. Average weekly during the June-Aug2011 period at 300 kilos valued at P15,000	Oct-08		91.90	4,310,384	93,704	Conduct Good Agricultural Practices and IPM Training. Assist and co-fund NorMin's follow-up meetings with buyer to include other types of vegetables other than ampalaya.
7.0	NorminVeggies	Fresh, various semi-temperate	Asian Vegetables, Cebu City	Delivery to Asian Veggies ongoing weekly. Average 250 kilos weekly for the period June-Aug2011	Oct-08		75.95	2,396,000	52,087	Conduct techno-training and IPM; Assist and co-fund NorMin's follow-up meetings with buyer.
8.0	NorminVeggies	Fresh, various semi-temperate	Robert Chua (Cebu based fruit and vegetable consolidator);	Weekly delivery on-going. 400 kilos average June-Aug2011 period	Apr-09		58.25	1,528,500	33,228	Co-fund NorminVeggies market reconnaissance and follow-up meetings with buyer to maintain and expand volume
9.0	Betina Farms/ NorminVeggies	Fresh, various semi-temperate(Bellpepper); Honeydew melons	Angelland Marketing, Cebu City	Weekly delivery ongoing	Jan-09		63.40	4,933,000	107,239	Co-fund Market reconnaissance and arranged meetings with buyers; Provide co-funding on production structure support to improve quality of produce (for melons)
10.0	Betina Farms/ NorminVeggies	Fresh, various semi-temperate (Bellpepper)	Asian Vegetable	On-going direct delivery	Jan-09		26.15	2,060,000	44,783	Co-fund Market reconnaissance and arrange meetings and visit of buyers
11.0	NorminVeggies	Fresh, various vegetables	Bohol Quality Supermarket	No deliveries made in June-Aug2011	Mar-09		5.60	205,500	4,467	Marketing assistance/Market Linkage. Facilitated the trial delivery on March 7, 2009
12.0	NorminVeggies	Fresh, various vegetables	Ms. Jennifer Chiu - for Dumaguete Supermarket Chains	0.2 MT per week. No deliveries made yet since November 2009 (small volume not feasible for NVCC)	Mar-09		2.00	60,000	1,304	Marketing assistance. Facilitated the trial delivery on March 7, 2009
13.0	NorminVeggies	Fresh, various semi-temperate, Lettuces	Basic Necessity, Lyndon Tan	0.25MT/wk. Weekly delivery ongoing till April; No deliveries made March2011-May2011	Oct '09		5.80	580,000	12,609	Market linkage/Market recon; Assisted NorMin in follow-ups

ANNEX 2-6...Continued  
GEM Direct Market Linkage Assistance to Domestic Out-shipment...Continued  
February 2008 to September 2011

**I. VEGETABLE DOMESTIC OUT-SHIPMENT TO MARKETS WITHIN & OUTSIDE OF MINDANAO**

Supplier	Product/Variety	Buyer	Transaction Details			Total Out-shipment As of September 2011			GEM Assistance	
			Volume & Delivery Frequency	Date Started	Date Ended	Volume (MT)	Value (PhP)	in US\$ (PHP46:1USD)		
14.0	NorminVeggies	Fresh	Manila-based consolidator Nene Jose. Century Tuna	For the three month period (June-Aug2011) 20,000 kilos delivered	Oct '09		79.70	4,825,000	104,891	Market linkage/Market recon, Quality Improvement training for producing clusters
15.0	NorminVeggies	Fresh	Manila-based consolidator Nene Jose. Laguna	Delivered 5 metric tons for the three month period (March2011 to May2011)	Oct-09		39.00	2,650,000	57,609	Market linkage/Market recon
16.0	NorminVeggies	Fresh, various semi-temperate	Marco Polo Hotel Davao	Weekly average delivery of 500 kilos various salad and tropical vegetables (pinakbet-type) for the period June-Aug2011	Jun-10		21.90	1,752,500	38,098	Market linkage; facilitated initial shipments for product sampling and determine logistic requirements; Assistance in quality monitoring; facilitate follow-up meetings and consultations
17.0	NorminVeggies	Fresh, various semi-temperate	KFC/Pizza Outlet CDO and Davao	Average 400 kilos/weekly June-Aug2011	Dec-10		16.90	793,000	17,239	Market linkage; facilitated initial shipments for product sampling and determine logistic requirements; Assistance in quality monitoring; facilitate follow-up meetings and consultations
18.0	Davao Del Norte Vegetable Industry Development Association	Fresh, various tropical vegetables	Retailers and Wholesalers in EASTERN VISAYAS	Weekly Delivery ongoing. Total volume delivered June-Aug2011 - 273.5 Mt. Valued at P10,250,000	Jul-08		2,292.50	67,155,000	1,459,891	Co-funded Market Reconnaissance in Cebu and met with buyers. Provided techno Training for the producers. Buyers include: Tacloban, Borongan, Baybay, Ormoc and Maasin Vegetable Vendors Association
19.0	Davao Del Norte Vegetable Industry Development Association	Fresh, various tropical vegetables	Marco Polo Hotel in Davao and other hotels in Davao del Norte	All deliveries to Marco Polo for the period June-Aug 2011 were taken care of by NorMinVeggies	Jun-10		7.50	376,653	8,188	Market Linkage, facilitate trial shipment, assistance on quality monitoring, facilitate follow up meetings/consultations; Continued assistance during weekly deliveries to ensure quality is maintained.
20.0	Davao Del Norte Vegetable Industry Development Association	Fresh, various tropical vegetables	Mang Kiko Catering Services a Mla-based Food Service Provider for Penitentiaries in MuntinLupa, Iwahig Palawan and Dapecol - Davao norte; Davao Penitentiary	Deliveries for the the three month period June-Aug2011 - 10 Metric tons wit Average value P200,000	Apr-11		24.70	353,000	7,674	Market Linkage, facilitate trial shipment, Co-funded training on clustering to expand production capabilities; assistance on quality monitoring, facilitate follow up meetings/consultations; Continued assistance during weekly deliveries to ensure quality i
21.0	Vegetable Industry Council of South Cotabato or VICSCo	Fresh, Sweet pepper and Carrots	General Tuna Corporation, General Santos City	On-going delivery made through GSC-based consolidators, some 84.3 MT valued at P6,200,000 were delivered for June-Aug 2011	Feb-08		634.50	42,226,000	917,957	Marketing assistance and arranged meetings between the buyer and supplier; Co-funded Techno-Training and Supply Clustering Strengthening Workshops.
22.0	VICSCo/CEMVIDEC	Assorted vegetables, tropical, fresh	Davao based consolidators for Visayas Markets	delivery ongoing. Some 96,500 kilos valued at P4,250,000 delivered for June-Aug 2011	Dec-08		845.00	30,632,540	665,925	Provided Quality Improvement Training to farmers and technical assistance to production monitoring; facilitated meeting and negotiations between farmers and buyers; Co-fund market forums to expand market buyer base; provision of some post harvest material
23.0	VICSCo/CEMVIDEC	Assorted tropical and semi-temperate vegetables	Manila-based consolidator, concessionaire, buyers	Delivery is on-going. Total volume delivered to Luzon/Manila market from March2011 to May2011 were 73,000 kilos valued at P3,750,000	Sep-09		360.30	14,848,220	322,787	Market linkage, Market Reconnaissance, Techno-training; provision of some post harvest materials like crates, mobile packing tent

ANNEX 2-6...Continued  
GEM Direct Market Linkage Assistance to Domestic Out-shipment...Continued  
February 2008 to September 2011

**I. VEGETABLE DOMESTIC OUT-SHIPMENT TO MARKETS WITHIN & OUTSIDE OF MINDANAO**

Supplier	Product/Variety	Buyer	Transaction Details			Total Out-shipment As of September 2011			GEM Assistance	
			Volume & Delivery Frequency	Date Started	Date Ended	Volume (MT)	Value (Php)	in US\$ (PHP46:1USD)		
24.0	VICSCo	Assorted semi-temperate vegetables (sweet pepper and carrots), fresh	Toto Perrales Vegetable Consolidator for Visayas(Cebu)/Tuna Canneries and Manila buyers	No reported deliveries made for the period March-May2011	Mar-09		44.00	1,050,000	22,826	Introduce vegetable growers of VICSCO (i.e., Ned Lake Sebu group) to consolidator; provision of packing tent for consolidation of produce from <del>SocSargen producers</del>
25.0	VICSCo	Squash, Fresh	Truly Natural Foods Corporation	Delivered 10 metric tons valued at P4/kilo	May-11		10.00	40,000	870	Market linkage; co-funded technology and quality improvement training
26.0	ZANORTE HI-Green Vegetable Producers	Assorted tropical vegetables	Consolidator in Cebu Carbon Market	Some 60,500 kilos of assorted tropical vegetables (tomato, squash, etc) were delivered for June-Aug2011	Jun-09		370.50	7,153,310	155,507	Provide market contacts; Conduct clustering and quality enhancement consultation sessions; co-funded market forums; sustained quality follow ups, provide post harvest materials (Crates,
27.0	NorminVeggies	Assorted tropical and semi-temperate vegetables	MAVIS-AGRO Bacolod Fruit and Vegetable Consolidator Rey Visitation. Bacolod and Iloilo public markets	No deliveries made yet in 2011	Nov-09		17.70	383,817	8,344	Market linkage, Market Reconnaissance, Techno-training
28.0	NorminVeggies	Assorted semi-temperate vegetables (cabbage, sweet pepper, broccoli, etc)	UBM Manila	1 MT weekly. Weekly delivery of 1 MT semi-temperate vegetables	Sep-10		48.50	1,940,000	42,174	Market Linkage; assist buyer-producer meeting; site visit and follow ups. Scheduled Quality improvement training Dec 14, 2010
29.0	NorminVeggies	Assorted semi-temperate vegetables (cabbage, sweet corn, sweet pepper, etc)	UBM Manila	Weekly delivery 600 kilos	Jan-11		20.40	921,000	20,022	Market Linkage; assist buyer-producer meeting; site visit and follow ups. Scheduled Quality improvement training Dec 14, 2010
30.0	Upl, Shariff Kabunsuan Ginger Producers	Fresh, Ginger (young)	NOPA FOODS, Davao City	Every 3 months. No deliveries made January to June 2011			3.20	25,500	554	Identified grower and arranged meetings with NOPA to determine volume and quality requirements; Assisted in the establishment of a demo farm; and conducted hands-on training on improved technology
31.0	Vegetable Enthusiasta & Growers Society/San Jose Asparagus Group	Asparagus	UBM & ANI	Average 80 kilos weekly for the month period June-August; On-going Regular weekly	Dec-10		25.72	3,270,400	71,096	Direct Market Linkage, Provision of sorting tables, assistance through linkage with other buyers, DA for Infra support
32.0	Vegetable Enthusiasta & Growers Society/San Jose Asparagus Group	Asparagus	Consolidators in Cebu and Manila	Average deliveries June-Aug2011 were 140 kilos daily	Dec-10		22.08	2,934,800	63,800	Quality Improvement Tips; Provision of sorting tables, assistance through linkage with other buyers, DA for Infra support
33.0	Vegetable Enthusiasta & Growers Society/Fruit V International	Assorted vegetables, tropical, fresh	Dalisay Sweets and other buyers	Ongoing delivery	Dec-10		148.50	6,185,000	134,457	Provide post-harvest and handling material/equipment (sorting table, crates) linkage with SOCSARGEN producers
34.0	NorminVeggies/Valley Fresh Farm	Bellpepper and other salad-type vegetables	NorminVeggies	Regular weekly deliveries/shipment	Dec-10		9.90	474,000	10,304	Through NorminVeggies, updates on technology (production and post-harvest tips), market recon and buyer's meeting through NVCC's Business Manager
35.0	NorminVeggies	Fresh, Broccoli, fresh	ANI Agri-ventures	0.2MT. No succeeding delivery made as ANI underwent personnel assignment			2.00	100,000	2,174	Introduced NorminVeggies to ANI and facilitated the trial delivery in Nov '09

ANNEX 2-6...Continued  
GEM Direct Market Linkage Assistance to Domestic Out-shipment...Continued  
February 2008 to September 2011

**I. VEGETABLE DOMESTIC OUT-SHIPMENT TO MARKETS WITHIN & OUTSIDE OF MINDANAO**

Supplier	Product/Variety	Buyer	Transaction Details			Total Out-shipment As of September 2011			GEM Assistance	
			Volume & Delivery Frequency	Date Started	Date Ended	Volume (MT)	Value (Php)	in US\$ (PHP46:1USD)		
36.0	NorminVeggies	Sweet pepper	Nene Jose	Initial delivery of sweet pepper to GENTUNA cannery in GSC; NO succeeding delivery made direct to GENTUNA. Volumes were delivered through a manila consolidator Nene Jose since then			4.00	160,000	3,478	Introduced NorminVeggies to ANI and facilitated the trial delivery in Nov '09
37.0	NorminVeggies	Assorted vegetables	Bacolod Fruit and Vegetable Consolidator Rey Visitacion	Initial delivery made 2nd week of November 2009			2.00	45,000	978	Introduced NorminVeggies to ANI and facilitated the trial delivery in Nov '09
38.0	CARAVeggies	Assorted vegetables, fresh	Eastern Visayas-Tacloban Market	3MT. Trial marketing	Oct '09		3.00	45,000	978	Introduced NorminVeggies to ANI and facilitated the trial delivery in Nov '09
39.0	VICSMIN	Assorted vegetables, fresh	Apo View Hotel	Trial deliver of salad type vegetables			0.20	15,000	326	Arranged the meeting between VICSMIN and Apo View Hotel to determine Apo View's volume and quality requirements.
40.0	ZANORTE Hi-Green Vegetable Producers	Tomato, table variety, Fresh	Chiumen Sildura - Carbon Market Cebu City Vegetable Consolidators for wet market	3MT. Made a follow up delivery of 4 MT in July			7.00	105,000.00	2,283	Conducted Organizational Development with Clustering and Good Agricultural practices training-workshop; meet and discussed with the producers assigned marketing consultant for marketing tips. Provide harvesting and post-harvest procedures/tips for their s
41.0	ZANORTE Hi-Green Vegetable Producers	Tomato, table variety, Fresh	Dumaguete based vegetable consolidator	1MT. No delivery made June-Sep			1.00	15,000.00	326	Conducted Organizational Development with Clustering and Good Agricultural practices training-workshop; meet and discussed with the producers assigned marketing consultant for marketing tips. Provide harvesting and post-harvest procedures/tips for their s
42.0	Caraga High Value Vegetables Council, Inc	Pinakbet-types	Consolidators for Cebu and Eastern Visayas	On-going deliveries: 78 metric tons delivered for the three-month period June-Aug2011	Sep-10		305.00	10,928,000.00	237,565	Co-funded clustering trainings; market linkage assistance thru forum, congress cum market matching; technical assistance on project proposal for post harvest structures from DA.
43.0	Giati Vegetable Growers Association	Fresh, bulb onions	Cotabato Supermarket	70 kgs sold at P70/kg. / <b>Regular supply</b>	15-Jan-11	15-Jan-11	0.07	4,900.00	107	Provide harvesting and post-harvest procedures/tips for their succeeding harvest/delivery; Market linkage to Cotabato Supermarket
<b>TOTAL FOR VEGETABLES</b>							<b>6,599</b>	<b>Php248,586,374</b>	<b>\$ 5,404,052</b>	

ANNEX 2-6...Continued  
GEM Direct Market Linkage Assistance to Domestic Out-shipment...Continued  
February 2008 to September 2011

**III. AQUACULTURE PRODUCTS DOMESTIC OUT-SHIPMENT TO MARKETS WITHIN & OUTSIDE OF MINDANAO**

Supplier	Product/Variety	Buyer	Transaction Details			Total Out-shipment As of September 2011			GEM Assistance
			Volume & Delivery Frequency	Date Started	Date Ended	Volume (MT)	Value (Php)	in US\$ (PHP46:1USD)	
1.0 Margos sa Tubig Fisherfolk Assoc.	Green Grouper, Live	Jimmy Tan.		Aug-09	Mar-11	0.87	226,020	4,913	Training workshop to potential investors of the mariculture park; Fingerlings sourcing; Market linkage
2.0 Gata Daku MPC-Sinacaban, Mis. Occ.	Green Grouper, Live	Manila-based buyer-Glenn Chua/Jimmy Tan. Regular Delivery	Regular Delivery	Nov-09	Mar-11	1.27	403,500	8,772	Introduced new buyer - Zamboanga City-based Marine Dragon Products who will buy fish at farm site
3.0 BACODEAS-Baluno Coastal Dev. Ass.	Green Grouper, Live	Unimarine Products-Glenn Chua. Regular Delivery	Regular Delivery	Oct-09	Jun-11	0.91	289,200	6,287	Market linkage; Sampling and Sorting of groupers; Facilitate access to Kabasalan Growers Postharvest equipment
4.0 Tubigan MPC	Grouper	Yeung Marine Products. Regular Delivery	Regular Delivery. Stocked 600pcs green grouper	Sep-09		0.88	534,000	11,609	Assistance in sourcing fingerlings to increase production targets; Canvassed various buying stations; Supervised actual shipment to ensure proper farm to market handling protocols were observed; Utilized community-owned transport boat that also had GEM
5.0 Sibukkot Seaweed/fish growers Assoc.	Grouper	Uni Aquamarine, Bongao. Regular Delivery	Regular Delivery			0.23	115,000	2,500	
6.0 Pahut 1 Seaweed Growers Assoc.	Grouper	Johnny Dua. Regular Delivery	Regular Delivery			0.10	55,000	1,196	
7.0 Pahut 2 Seaweed Growers Assoc.	Grouper	Uni Aquamarine, Bongao. Regular Delivery	Regular Delivery			0.10	55,000	1,196	
8.0 Sumbilang Seaweed Growers Assoc.	Grouper	Uni Aquamarine, Bongao. Regular Delivery	Regular Delivery			0.10	55,000	1,196	
9.0 Kahugpungan sa Gagmayng Mangingisda sa Concepcion (KGMC)	Green Grouper, Live	Uni Aquamarine Products- Glenn Chua. Regular Delivery	1,284kgs/month. Monthly harvest of 700 kgs of live green groupers since January 2009. The co-op expect to harvest 1MT green grouper in September 2010	Jan-09	Jun-11	17.35	5,426,580	117,969	Assisted KGMC in marketing and tapping the group in sourcing fingerlings to supply growers engaged in grouper culture/GEM conducted demo culture on green grouper at KGMC fed with commercial Tateh grouper feed.
10.0 MOAVEC	Green Grouper, Tiger, Live	Gilbert Diaz, Jimmy Tan, Kingdom Prize Seafoods. Regular Delivery	Kingdom Prize Seafoods is a new buyer	Feb-10	Jun-11	3.73	1,184,160	25,743	Technical and Marketing assistance
11.0 Batumanga Seaweed/Fish Growers Assoc.	Grouper	Johnny Dua. Regular Delivery	Delivery on-going			0.12	112,000	2,435	GEM developed the market linkage with this buyer, thus, enabling regular transactions
12.0 Tubigan MPC	Grouper	Yeung Marine Products. Regular Delivery	Sporadic harvestic since February 2008. Delivery on-going	Feb-08		0.26	140,250	3,049	GEM developed the market linkage with this buyer, thus, enabling regular transactions
13.0 Sibukkot Seaweed/fish growers Assoc.	Grouper	Uni Aquamarine, Bongao. Regular Delivery	Sporadic harvestic since February 2008. Delivery on-going	Feb-08		0.23	115,000	2,500	GEM developed the market linkage with this buyer, thus, enabling regular transactions
14.0 Pahut 1 Seaweed Growers Assoc.	Grouper	Uni Aquamarine, Bongao. Regular Delivery	Sporadic harvestic since February 2008. Delivery on-going	Feb-08		0.10	55,000	1,196	GEM developed the market linkage with this buyer, thus, enabling regular transactions
15.0 Pahut 12seaweed Growers Assoc.	Grouper	Uni Aquamarine, Bongao. Regular Delivery	Sporadic harvestic since February 2008. Delivery on-going	Feb-08		0.10	55,000	1,196	GEM developed the market linkage with this buyer, thus, enabling regular transactions
16.0 Sumbilang Seaweed Growers Assoc.	Grouper	Uni Aquamarine, Bongao. Regular Delivery	Sporadic harvesting since February 2008. Delivery on-going	Feb-08		0.10	55,000	1,196	GEM developed the market linkage with this buyer, thus, enabling regular transactions
17.0 Sibukkot Seaweed/fish growers Assoc.	Grouper	Uni Aquamarine, Bongao. Regular Delivery	Sporadic harvesting since February 2008. Delivery on-going	Feb-08		0.12	69,000	1,500	GEM developed the market linkage with this buyer, thus, enabling regular transactions
18.0 Pinggan-pinggan	Grouper	Bongao-based consolidator. Regular Delivery	Sporadic harvesting since February 2008. Delivery on-going	Feb-08		0.90	56,000	1,217	Assistance has been in initial assistance in production inputs and technical training; periodic supervision on production activities
19.0 Batumanga Seaweed/fish growers Assoc.	Grouper	Johnny Dua. Regular Delivery	Sporadic harvesting since February 2008. Delivery on-going	Feb-08		0.15	165,000	3,587	GEM developed the market linkage with this buyer, thus, enabling regular transactions
20.0 Balimbing Proper Assoc.	Grouper	Bongao-based consolidator. Regular Delivery	Sporadic harvesting since February 2008. Delivery on-going	Feb-08		0.60	36,000	783	Assistance has been in initial assistance in production inputs and technical training; periodic supervision on production activities.
21.0 Biha Cluster	Grouper	Bongao-based consolidator. Regular Delivery	Sporadic harvesting since February 2008. Delivery on-going	Feb-08		0.13	71,500	1,554	Assistance has been in initial assistance in production inputs and technical training; periodic supervision on production activities
22.0 Sumbilang Seaweed Growers Assoc.	Grouper	Bongao-based consolidator. Regular Delivery	Sporadic harvesting since February 2008. Delivery on-going	Feb-08		0.50	25,000	543	Assistance has been in initial assistance in production inputs and technical training; periodic supervision on production activities

ANNEX 2-6...Continued  
GEM Direct Market Linkage Assistance to Domestic Out-shipment...Continued  
February 2008 to September 2011

**III. AQUACULTURE PRODUCTS DOMESTIC OUT-SHIPMENT TO MARKETS WITHIN & OUTSIDE OF MINDANAO**

Supplier	Product/Variety	Buyer	Transaction Details			Total Out-shipment As of September 2011			GEM Assistance	
			Volume & Delivery Frequency	Date Started	Date Ended	Volume (MT)	Value (PhP)	in US\$ (PHP46:1USD)		
23.0	Dulindang Cluster	Grouper	Bongao-based consolidator. Regular Delivery	Sporadic harvesting since February 2008. Delivery on-going	Feb-08		0.10	114,000	2,478	Assistance has been in initial assistance in production inputs and technical training; <u>periodic supervision on production activities</u>
24.0	Pahut 1 Seaweed Growers Assoc.	Grouper	Uni Aquamarine, Bongao. Regular Delivery	Sporadic harvesting since February 2008. Delivery on-going	Feb-08		0.10	60,000	1,304	
25.0	Pahut 2 Seaweed Growers Assoc.	Grouper	Uni Aquamarine, Bongao. Regular Delivery	Sporadic harvesting since February 2008. Delivery on-going	Feb-08		0.90	54,000	1,174	GEM developed the market linkage with this buyer, thus, enabling regular transactions
26.0	Salisit Cluster	Grouper	Bongao-based consolidator. Regular Delivery	Sporadic harvesting since February 2008. Delivery on-going	Feb-08		0.90	49,500	1,076	Initial assistance in production inputs and technical training; periodic supervision on <u>production activities</u>
27.0	Siapas Cluster (transferred to Langivan)	Grouper	Bongao-based consolidator. Regular Delivery	Sporadic harvesting since February 2008. Delivery on-going	Feb-08		0.65	32,500	707	Initial assistance in production inputs and technical training; periodic supervision on <u>production activities</u>
28.0	MOAP	Green Grouper, Live	Marine Dragon Zamboanga/Jimmy Tan. Regular Delivery	Schedule harvest of tiger grouper estimated at 150 kgs in Dec 2010	Jan-09	Mar-11	0.72	237,900	5,172	GEM has been assisting MOAVEC in terms of production training, sourcing for fingerlings and <u>marketing</u>
29.0	MOAVEC	Green Grouper, Tiger, Live	Manila-based buyer-Gilbert Diaz. Regular Delivery	Regular Delivery			1.88	659,650	14,340	In initial assistance in production inputs and technical training; periodic supervision on <u>production activities</u>
30.0	KGMC	green grouper	Glenn Chua. Regular Delivery	Regular Delivery	11-Jul	11-Sep	8.50	2,337,500	50,815	
31.0	KMMPC	tiger grouper	Uni-Aquamarine. Regular Delivery	Regular Delivery	11-Jul	11-Sep	1.50	825,000	17,935	
32.0	11 Isle Neighborhood Assn	green grouper	Marine Dragon. Regular Delivery	Regular Delivery	11-Jul	11-Aug	0.40	110,000	2,391	
33.0	Matarrang Community Org	tiger grouper	Yeung. Regular Delivery	Regular Delivery	11-Jul	11-Aug	0.80	440,000	9,565	
34.0	Matarrang Community Org	abalone	MFC. Regular Delivery	Regular Delivery	11-Sep	11-Sep	0.20	100,000	2,174	
35.0	Panabo MP	green grouper	Kingdom. Regular Delivery	Regular Delivery	11-Jul	11-Sep	3.00	825,000	17,935	
36.0	Zampen	green grouper	Glenn Chua. Regular Delivery	Regular Delivery	11-Jul	11-Aug	0.40	110,000	2,391	
37.0	BACODEAS	green grouper	Glenn Chua. Regular Delivery	Regular Delivery	11-Jul	11-Aug	0.20	55,000	1,196	
38.0	Batumanga Seaweed/fish growers Assoc.	Grouper	Johnny Dua and Uni- Aquamarine. Trial delivery	Trial Delivery			0.12	112,000	2,435	Canvassed various buying stations; Supervised actual shipment to ensure proper farm to market handling protocols were observed. Utilized community-owned transport boat that also had GEM input on equipment counterpart, <u>design, and training on proper usage</u>
39.0	MOAVEC	Green Grouper, Live	Manila-based buyer-Gilbert Diaz. Trial Delivery	Trial Delivery			1.77	619,500	13,467	GEM has been assisting MOAVEC in terms of production training, sourcing for fingerlings and <u>marketing</u>
40.0	Rizal Fisherfolk Ass. (BFAR-MP) Zamboanga del Norte	Green Grouper, Live	Dipolog Based buyer Jun Sugang. Trial delivery	Trial Delivery			0.11	34,400	748	GEM has been assisting the fisherfolks at Rizal Mariculture park in terms of sourcing fingerlings and <u>marketing</u> .
41.0	Batumanga Seaweed/fish growers Assoc.	Grouper	Johnny Dua and Uni- Aquamarine. Trial delivery	Trial Delivery			0.12	112,000	2,435	Canvassed various buying stations; Supervised actual shipment to ensure proper farm to market handling protocols were observed. Utilized community-owned transport boat that also had GEM input on equipment counterpart, <u>design, and training on proper usage</u>
42.0	Rizal Fisherfolk Ass. (BFAR-MP) Zamboanga del Norte	Green Grouper, Live	Dipolog Based buyer Jun Sugang. Trial delivery	Trial Delivery		August' 09	0.35	112,000	2,435	GEM has been assisting the fisherfolks at Rizal Mariculture park in terms of sourcing fingerlings and <u>marketing</u>
43.0	Matarrang Community Organization (MCO)	Abalone, Live	MFC, local.	Trial Delivery		May-10	0.02	11,000	239	GEM has been assisting the fisherfolks at Rizal Mariculture park in terms of sourcing fingerlings and <u>marketing</u>

ANNEX 2-6...Continued  
 GEM Direct Market Linkage Assistance to Domestic Out-shipment...Continued  
 February 2008 to September 2011

**III. AQUACULTURE PRODUCTS DOMESTIC OUT-SHIPMENT TO MARKETS WITHIN & OUTSIDE OF MINDANAO**

Supplier	Product/Variety	Buyer	Transaction Details			Total Out-shipment As of September 2011			GEM Assistance	
			Volume & Delivery Frequency	Date Started	Date Ended	Volume (MT)	Value (Php)	in US\$ (PHP46:1USD)		
44.0	Bhala Badah MPC Luuk, Sulu	Green Grouper, Live	Marine Dragon Zamboanga. Trial delivery	Trial Delivery		October '09	0.16	145,000	3,152	GEM assisted the cluster in the market of their tiger grouper harvest to Marine Dragon Products in Zamboanga
45.0	Zampen Aquamarine Ventures	Green Grouper, Live	Glenn Chua. Trial Delivery	Trial Delivery		May-10	0.35	157,500	3,662	Technical assistance on grouper production and marketing of produce
46.0	PDC Samal Village Multi-sectoral Ass.	Akaara, Green	Glenn Chua. Trial Delivery	Trial Delivery		Feb-10	0.24	98,000	2,279	Technical assistance on grouper production and marketing of produce
<b>TOTAL FOR AQUACULTURE</b>							<b>52</b>	<b>Php16,709,660</b>	<b>\$ 363,640</b>	

**NOTE:**

Note: For HVA transactions: Assuming that these individual transactions were partial harvests every 3 months (to catch the good price at ave. P500/kg), total out-shipment volume and value would be divided by 12 to get the weekly average would be divided b

SUMMARY OF SALES FROM GEM-ASSISTED OUT-SHIPMENTS FOR DOMESTIC MARKETS, SEPTEMBER 2011			
Commodity	Volume	Value (in PhP)	Value in (USD)
FRUIT	22,547	315,610,224	6,858,353
VEGETABLE	6,599	248,586,374	5,404,052
AQUACULTURE	52	16,709,660	363,640
<b>Total</b>	<b>29,199</b>	<b>Php580,906,258</b>	<b>\$12,626,044</b>

## ANNEX 2-7

### Summary of GEM 3 Business Growth Assisted/Initiated Training Activities & Major Events From January 2008 to September 2011

BUSINESS GROWTH SUB-COMPONENT	Type of Commodity						No of Participants, by Gender			Type of Activity		
	Fruits	Vegetables	Aquaculture	Seaweed	Others*	Total	Male	Female	Total <sup>1/</sup>	Training, Workshop, and Seminars	Conference, Exhibit, and Forum	Total
<b>1.0 BUSINESS SUPPORT ORGANIZATION</b>	0	0	1	0	2	3	5,847	4,910	11,929	102	77	179
<b>2.0 TARGETED COMMODITY EXPANSION PROJECT</b>												
2.1 TCEP -Export Market Development	0	0	0	0	12	12	105	126	231	8	4	12
2.2 TCEP - Fruit, Vegetables and other HVH; Producers Groups (BSO)activities	107	107	0	0	2	216	8,940	5,666	14,751	176	39	215
2.3 TCEP - SAFE and Mariculture; Producers Groups (BSO)activities	0	0	19	3	3	25	1,318	584	1,902	20	5	25
TOTAL	107	107	19	3	17	253	10,363	6,376	16,884	204	48	252
<b>3.0 KEY EXPLORATORY INVESTMENT &amp; IMPROVED MINING COMMUNITY OUTREACH</b>												
3.1 BPO, Tourism, and Mining	0	0	0	0	0	0	264	215	479	6	1	7
Sub-total	0	0	0	0	0	0	264	215	479	6	1	7
<b>4.0 FORMER COMBATANT REINTEGRATION **</b>												
4.1 Post harvest Facilities	7	4	6	0	3	20	681	193	874	23	0	23
4.2 Community Development Activities - Sulu Archipelago	4	11	30	1	4	50	1,408	409	1,817	50	0	50
4.3 Community Development Activities - Central Mindanao	18	17	19	0	6	60	1,097	609	1,706	55	0	55
Sub-total	29	32	55	1	13	130	3,186	1,211	4,397	128	0	128
<b>Total as of September 30, 2011</b>	<b>136</b>	<b>139</b>	<b>75</b>	<b>4</b>	<b>32</b>	<b>386</b>	<b>19,660</b>	<b>12,712</b>	<b>33,689</b>	<b>440</b>	<b>126</b>	<b>566</b>

\* "Others" refer to training or conferences dealing with multiple type of commodities in a single workshop and/or commodities other than fruit, vegetable, seaweed and high value aquaculture products i.e. rubber, tuna, and buri fiber

\*\*Reported only on FCR training activities with gender-disaggregated data.

<sup>1/</sup>Total includes un-disaggregated gender data

## ANNEX 2-8

**SUPPORT TO PRODUCER GROUPS OF FORMER MNLF COMBATANTS IN THE SULU ARCHIPELAGO**  
All projects completed as of September 2011

No.	Project and Proponent	GEM Assistance Provided
<b>Completed</b>		
1.)	Project: Milkfish Production Expansion Proponent: Al-Fathi Islamic Producers Multi-Purpose Cooperative Beneficiaries: 49 Location: Barangay Tumakid, Lamitan, Basilan	(1) Engine-driven centrifugal pump with a capacity of at least 500 gpm, and (2) training in water management, and operation and maintenance of the water pump. The cooperative provided the milkfish fingerlings (10,000 pcs.) and did the necessary pond prep
2.)	Project: Rubber Plantation Demo Farm Proponent: Kapatagan Lapid-Lapid Multi-Purpose Cooperative Beneficiaries: 35 Location: Sitio Kapatagan, Barangay Lapid-Lapid, Bongao, Tawi-Tawi	(1) Training (lecture and field visit with actual demonstration of grafting and harvesting), and (2) rubber seedlings. The cooperative provided the fencing (hog-wire to enclose the demo farm), land preparation and labor.
3.)	Project: High-Value Vegetable Demo Farm Proponent: Kasambuhan MNLF Multi-Purpose Cooperative Beneficiaries: 40 Location: Barangay Kaunayan, Patikul, Sulu	(1) Planting materials and initial organic fertilizers, (2) half inch polyethylene pipes, (3) nylon strings for trellis, and (4) training on vegetable production. The cooperative provided farm labor, other trellis and fencing materials
4.)	Project: High-Value Vegetable Demo Farm Proponent: Thailan Farmers Association Beneficiaries: 30 Location: Sitio Puok, Barangay Lakit-Lakit, Bongao, Tawi-Tawi	(1) Training, (2) hybrid vegetable seeds, and (3) hogwires to enclose its vegetable production area. JICA provided small farm tools and implements such as shovel, rake, hoe, fertilizers, and pest & disease control; cassava planting materials and a nipa h
5.)	Project: Live Fish Transport Facility Proponent: Tubigan Multi-Purpose Cooperative Beneficiaries: 40 Location: Barangay Calang-Ulih, Maluso, Basilan	(1) Twin 16hp engine and accessories, (2) training on post-harvest techniques on live fish handling, environmental protection and marketing. IFAD provided generator, pump & an aquarium tank. The cooperative provided a twin-engine powered boat.
6.)	Project: Production of High Quality Rubber Coagulum Proponent: Sampinit Agrarian Reform Beneficiaries Integrated Development Cooperative Beneficiaries: 45 Location: Brgy. Masullah, Isabela City, Basilan	(1) Materials for the construction of 10 1.20m x0.60mx0.30 m concrete coagulating tanks such as cement, steel bars, sand & gravel, and (2) funds for training venue and materials. The cooperative facilitated the training on coagulum quality improvement.
7.)	Project: Vegetable Production Proponent: Lakit-Lakit Farmers Association Beneficiaries: 30 Location: Sitio Buloboc, Barangay Lakit-Lakit, Bongao, Tawi-Tawi	(1) Hogwire for fencing to enclose the demonstration farm, (2) hybrid vegetable seeds, and (3) training on vegetable production. JICA provided small farm tools and implements such as shovel, rake, hoe, fertilizers, and pest & disease control. The associ
8.)	Project: Vegetable Production Proponent: Bakud Mahaba Farmers Association Beneficiaries: 25 Location: Barangay Tubig-Basag, Bongao, Tawi-Tawi	(1) Hogwire for fencing to enclose the demonstration farm, (2) hybrid vegetable seeds, and (3) training on vegetable production. SPOTS provided a 50-cubic meter capacity irrigation water system. The association provided the trellis materials, and labor f
9.)	Project: Vegetable and Cassava Production Proponent: Bud Datu Sali Multi-Purpose Cooperative Beneficiaries: 30 Location: Sitio Bud Datu Sali, Barangay Parangan, Panglima Sugala, Tawi-Tawi	(1) High-yielding vegetable seeds, cassava stalks and organic fertilizers, and (2) training on vegetable and cassava production. The cooperative provided the labor for land preparation and fencing, and materials for trellis and other production inputs.
10.)	Project: Abalone Production under the Existing Solar Drier Proponent: PDC Bangas Multi-Purpose Cooperative Beneficiaries: 55 Location: Barangay Bangas, Panglima Tahir, Sulu	(1) Materials for abalone production cages, abalone juveniles and feeds, (2) training on abalone production and post-harvest handling. The cooperative provided labor for cage construction and feeds.
11.)	Project: Fish Production in Cages Proponent: Bubuan Fish Growers Association Beneficiaries: 40 Location: Barangay Bubuan, Panglima Tahir, Sulu	(1) Training on fish culture, (2) nets, (3) fingerlings and (4) feeds. The association provided labor and other necessary materials to operate the fish production.

ANNEX 2-8...Continued

SUPPORT TO PRODUCER GROUPS OF FORMER MNLF COMBATANTS IN THE SULU ARCHIPELAGO  
All projects completed as of September 2011

No.	Project and Proponent	GEM Assistance Provided
<b>Completed</b>		
12.)	Project: Abalone and Marine Fish Production Proponent: Basilan Aquamarine Products Multi-Purpose Cooperative Beneficiaries: 42 Location: Barangay Tabuk, Isabela City, Basilan	(1) Cages and juveniles for abalone production, fingerlings and feeds for marine fish production, and (2) training on abalone and marine fish production. The cooperative provided the materials for the abalone cages such as bamboo, lumber, drums, and twin
13.)	Project: Tilapia Production Proponent: Sta. Clara Agrarian Reform Beneficiaries Integrated Development Cooperative Beneficiaries: 50 Location: Sitio Santol, Barangay Sta. Clara, Lamitan, Basilan	(1) Materials for pond construction, tilapia fingerlings and feeds, and (2) training on freshwater fish production. The cooperative provided the labor for the construction of pond, water supply canal, checkgate structure and pond preparation, boulders, c
14.)	Project: Tilapia and Catfish Production Proponent: Basilan State College Faculty and Students Association Beneficiaries: 50 Location: Sitio Switch, Barangay Sta. Clara, Lamitan, Basilan	(1) Pond construction materials, fingerlings, feeds, and (3) training on integrated freshwater fish and rice production. The association provided the labor to construct pond, water supply and drainage canals, installation of drainage pipes and pond prepa
15.)	Project: Abalone Production Proponent: Tongsinah Multi-purpose Cooperative Beneficiaries: 30 Location: Barangay Tongsinah, Bongao, Tawi-Tawi	(1) 5-units abalone cages and 1,500 juveniles and materials for <i>Gracillaria</i> seaweed growing and (2) training . The cooperative provided the lumber and bamboo, and labor to install the cages and the preparation of the area for seaweed growing.
16.)	Project: Integrated Rice and Fish Production Proponent: Bongao Enterprises MNLF Multi-Purpose Cooperative Beneficiaries: 40 Location: Sitio Siagong, Barangay Karongdong, Bongao, Tawi-Tawi	(1) Certified rice seeds and fertilizers for rice production, (2) materials for pond construction, and (3) training on production activities. The cooperative provided bamboo and labor for land preparation and construction.
17.)	Project: Milkfish and Prawns Production Proponent: Abdulgappal Multi-Purpose Cooperative Beneficiaries: 25 Location: Barangay Balatanay, Isabela City, Basilan	(1) Pond construction materials, fingerlings, feeds for milkfish and prawns production, and (2) training on the polyculture of milkfish and prawns. The cooperative provided labor and materials such as bamboo and lumber to rehabilitate the ponds and ferti
18.)	Project: Cardaba Banana Production Proponent: Katibuukan Multi-purpose Cooperative Beneficiaries: 35 Location: Barangay Langpas, Indanan, Sulu	(1) Cardaba banana suckers and hogwire and (2) training. The cooperative provided additional materials for fencing such as bamboo, lumber, and nails; labor for land preparation and planting and fertilizers.
19.)	Project: Milkfish, Prawn, and Tilapia Production Proponent: Kumalarang Multi-Purpose Cooperative Beneficiaries: 25 Location: Purok Tulong-Tabang, Barangay Kumalarang, Isabela City, Basilan	(1) Pond operation materials, fingerlings, feeds for milkfish, prawns, and tilapia, and (2) training on milkfish, prawns and tilapia production. The cooperative provided labor and materials such as bamboo and lumber to rehabilitate the ponds, and fertiliz
20.)	Project: Vegetable and Cassava Production Proponent: Bangsamoro Federation of Sulu-MNLF Multi-Purpose Cooperative Beneficiaries: 300 Location: Barangay Bandang, Talipao, Sulu	(1) High-yielding vegetable seeds, cassava stalks and organic fertilizers, and (2) training on vegetable and cassava production. The cooperative provided the labor for land preparation and fencing, and materials for trellis such as bamboo and twines, and
21.)	Project: Cardaba Banana Production Proponent: Linggisan Multi-purpose Cooperative Beneficiaries: 35 Location: Barangay Linggisan, Talipao, Sulu	(1) Cardaba banana suckers and hogwire and (2) training. The cooperative provided additional materials for fencing such as lumber, nails and wires, labor for land preparation and planting and fertilizers.
22.)	Project: Marine Fish Production Proponent: Subah Datuh Agri-Marine Fishing Association Beneficiaries: 50 Location: Barangay Subah Datuh, Indanan, Sulu	(1) Nets, drums and feeds for production and (2) training. The association provided the lumber, additional drums, demo fingerlings and labor for the construction of the fishcages.

ANNEX 2-8...Continued

SUPPORT TO PRODUCER GROUPS OF FORMER MNLF COMBATANTS IN THE SULU ARCHIPELAGO  
All projects completed as of September 2011

No.	Project and Proponent	GEM Assistance Provided
<b>Completed</b>		
23.)	Project: Marine Fish Production Proponent: Tandu Banak Taungoh Fishermen Association Beneficiaries: 120 Location: Barangay Tandu Banak, Sibutu, Tawi-Tawi	(1) Demo hatchery-bred fingerlings and formulated feeds, (2) training, and (3) technical assistance on high-value marine fish production. The association provided labor for the construction of cages and pens and other production such as feeds and operati
24.)	Project: Marine Fish Production Proponent: UMT Kasulutan Fishermen Association Beneficiaries: 46 Location: Barangay Muhtar, Sibutu, Tawi-Tawi	(1) Demo hatchery-bred fingerlings and formulated feeds, (2) training, and (3) technical assistance on high-value marine fish production. The association provided labor for the construction of fishpens and other production such as feeds and operational i
25.)	Project: Marine Fish Production Proponent: Makkam Multi-purpose Cooperative Beneficiaries: 28 Location: Barangay Bualo, Maimbung, Sulu	(1) Grouper fingerlings and (2) training. The cooperative provided the fishcages and labor for operation and maintenance. DAR-IX provided grouper feeds.
26.)	Project: Abalone Production Proponent: Bakong Integrated Livelihood Association Beneficiaries: 25 Location: Barangay Bakong, Simunul Island, Tawi-Tawi	(1) Abalone cages and juveniles and materials for <i>Gracillaria</i> seaweed growing and (2) training. The association provided bamboo, logs and labor to install the cages and the preparation of the area for seaweed growing.
27.)	Project: Abalone and Marine Fish Production in Pens Proponent: Sitio Buhangin Mahaba Seaweed Growers Association Beneficiaries: 30 Location: Sitio Buhangin Mahaba, Pagasinan, Panglima Tahil, Sulu	(1) Fishnets and abalone juveniles and (2) training. The association provided the logs, bamboos and labor for fishpen construction and feeds for abalone production.
28.)	Project: Marine Fish Production Proponent: Tongtong Seaweed Growers Association Beneficiaries: 25 Location: Barangay Tongtong, Hj. Panglima Tahil, Sulu	(1) Grouper fingerlings and (2) training. The association provided the fishcages and labor for operation and maintenance. DAR-IX provided grouper feeds.
29.)	Project: Vegetable Production Proponent: Maharaja Andung Farmers Association Beneficiaries: 25 Location: Sitio Baunoh, Brgy. Bangkal, Patikul, Sulu	(1) Vegetable seeds, nursery & water supply materials, and (2) training. The association provided the trellis and fencing materials such as bamboo, lumber posts, wires, nails and other production inputs.
30.)	Project: Vegetable Production Proponent: Km. 7 Farmers Association Beneficiaries: 25 Location: Sitio Amamali, Brgy. Tanum, Patikul, Sulu	(1) Vegetable seeds, nursery & water supply materials, and (2) training. The association provided the trellis and fencing materials such as bamboo, lumber posts, wires, nails and other production inputs.
31.)	Project: Vegetable Production Proponent: Tanah Palay Farmers Association Beneficiaries: 25 Location: Sitio Tanah Palay, Brgy. Bidin, Sibutu, Tawi-Tawi	(1) Vegetable seeds, nursery & water supply materials, and (2) training. The association provided the trellis and fencing materials such as bamboo, lumber posts, wires, nails and other production inputs.
32.)	Project: Vegetable Production Proponent: Tandubanak Farmers Association Beneficiaries: 25 Location: Brgy. Tandubanak, Sibutu, Tawi-Tawi	(1) Vegetable seeds, nursery & water supply materials, and (2) training. The association provided the trellis and fencing materials such as bamboo, lumber posts, wires, nails and other production inputs.
33.)	Project: Abalone Production Proponent: Belatan Halo Fishermen's Association Beneficiaries: 25 Location: Sitio Tandoh, Brgy. Belatan Halo, Panglima Sugala, Tawi-Tawi	(1) Cages, abalone juveniles and materials for gracillaria culture (2) training. The cooperative provided the logs, bamboos and labor for cages installation
34.)	Project: Vegetable Production Proponent: Botica sa Campo Brgy. Women's Club Multi-Purpose Cooperative Beneficiaries: 25 Location: Barangay Sanga-Sanga, Bongao, Tawi-Tawi	(1) Training and (2) vegetable seeds for demo. The UNDP's ACT for Peace Programme provided the production inputs such as plastic mulch, fertilizers, pest & disease control, PE pipes and sprinklers while the cooperative provided the materials for fencing;

ANNEX 2-8...Continued

SUPPORT TO PRODUCER GROUPS OF FORMER MNLF COMBATANTS IN THE SULU ARCHIPELAGO  
All projects completed as of September 2011

No.	Project and Proponent	GEM Assistance Provided
<b>Completed</b>		
35.)	Project: Gracillaria Seaweed Production Proponent: Tonggosong Multi-purpose Cooperative Beneficiaries: 30 Location: Barangay Tonggosong, Simunul Island, Tawi-Tawi	(1) Pen materials and seedlings, and (2) training. The coop provided additional materials such as bamboo, logs, and twines, and labor to install the cages; and the preparation of the area for seaweed growing.
36.)	Project: Milkfish and Prawn Production Proponent: Kamahardikaan Farmers Multi-Purpose Livelihood Cooperative Beneficiaries: 30 Location: Brgy. Kanibongan, Lantawan, Basilan	(1) Rehabilitation of perimeter dikes and (2) training. The coop provided the labor for pond clearing and preparation, repair of 2 pond gates, canal construction, rehabilitation of caretaker's house, milkfish fingerlings and prawn fry.
37.)	Project: Tilapia Production Proponent: Kasanyangan Farmers Association Beneficiaries: 25 Location: Sitio Kasanyangan, Barangay Karongdong, Bongao, Tawi-Tawi	(1) Pond construction materials and production inputs, and (2) training. The association provided labor for pond construction, operation and maintenance.
38.)	Project: Freshwater Fish Production Proponent: Manggis Farmers Livelihood Association Beneficiaries: 25 Location: Sitio Manggis, Magsagaw, Panglima Sugala, Tawi-Tawi	(1) Tilapia fingerlings and feeds (2) training (3) materials for pond construction. The association provided the labor for the dike and canal construction, clearing, pond preparation and for pond construction.
39.)	Project: Milkfish Production Proponent: Diki Fisherfolks and Fish Processors Association Beneficiaries: 27 Location: Barangay Diki, Malamawi Island, Isabela City	(1) Demo fingerlings and feeds as demo inputs, and (2) training on the latest production technology. The Save the Children provided production inputs such as milkfish fingerlings and feeds, construction materials for fishcages such as nets and sewing mate
40.)	Project: Milkfish Production Proponent: Tampalan Fisherfolks and Fish Processors Association Beneficiaries: 27 Location: Brgy. Tampalan, Malamawi Island, Isabela City	(1) Demo fingerlings and feeds as demo inputs, and (2) training on the latest production technology. The Save the Children provided production inputs such as milkfish fingerlings and feeds, construction materials for fishcages such as nets and sewing mate
41.)	Project: Abalone and Marine Fish Production in Pens Proponent: PDC Kabukan Multi-sectoral Association Beneficiaries: 37 Location: Sitio Liong, Kabukan, Panglima Tahil, Sulu	(1) Fishnets and abalone juveniles and (2) training. The association provided the logs, bamboos and labor for fishpen construction and feeds for abalone and fish.
42.)	Project: Abalone Production Proponent: Matarrang Community Organization Beneficiaries: 29 Location: Sitio Tandoh, Brgy. Tondon, Panglima Sugala, Tawi-Tawi	(1) Fishnets and abalone juveniles (2) training. The organization provided the logs, bamboos and labor for fishpen construction and feeds for abalone production.
43.)	Project: Milkfish and Poultry Production Proponent: Bilma-Arup Multi-purpose Cooperative Beneficiaries: 25 Location: Sitio Tubig-basag Proper, Barangay Tubig-basag, Bongao, Tawi-Tawi	(1) Demonstration inputs such as milkfish fingerlings and chicks, (2) poultry & fish feeds, (3) fishnets, and (4) training. The cooperative provided the labor for fishpen construction, and for the operation and maintenance, as well as other production in
44.)	Project: Marine Fish Production Proponent: Campo Muslim MNLF Multi-purpose Cooperative Beneficiaries: 35 Location: Barangay Marang-Marang, Languyan, Tawi-Tawi	(1) Cage construction materials and production inputs, and (2) training. The UNDP's Act for Peace Programme provided fishcage construction materials such as drums, nets and sewing materials while the cooperative provided the labor for fishcage constructio
45.)	Project: Rubber Production Proponent: Farmers Association for Peace and Development Beneficiaries: 25 Location: Barangay Pamucalin, Lantawan, Basilan	(1) Training and (2) rubber seedlings. The UNDP's ACT for Peace Programme provided organic fertilizers and hogwires while the association provided the fencing, land preparation and labor

ANNEX 2-8...Continued

SUPPORT TO PRODUCER GROUPS OF FORMER MNLF COMBATANTS IN THE SULU ARCHIPELAGO  
All projects completed as of September 2011

No.	Project and Proponent	GEM Assistance Provided
<b>Completed</b>		
46.)	Project: Rubber Production Proponent: Upper Sinangkapan Multi-Sectoral Association Beneficiaries: 25 Location: Barangay Upper Sinangkapan, Akbar, Basilan	(1) Training and (2) rubber seedlings. The UNDP's ACT for Peace Programme provided organic fertilizers and hogwires while the association provided the fencing, land preparation and labor
47.)	Project: Abalone Production Proponent: Guhakan Fishing Livelihood Association Beneficiaries: 25 Location: Sitio Guhakan, Brgy. Liyaburan, Panglima Sugala, Tawi-Tawi	(1) Abalone juveniles & abalone pens, and (2) training. The association provided the labor for pen construction and other production inputs such as feeds
48.)	Project: Marine Fish Production Proponent: Samal Village Multi-Sectoral Association Beneficiaries: 40 Location: Barangay Samal, Maluso, Basilan	(1) Cage construction materials and production inputs, and (2) training. The DAR IX provided the feeds while the UNDP's Act for Peace Programme provided 8 3m x 3m x 3.5m floating cages. The association provided the labor for fishcage construction, lumber and b
49.)	Project: Marine Fish Production Proponent: Upper Pahut Multi-Purpose Cooperative Beneficiaries: 25 Location: Barangay Pahut, Bongao, Tawi-Tawi	(1) Demonstration production inputs and (2) training. The cooperative provided the labor for fishcages construction, operation and maintenance.
50.)	Project: Marine Fish Production Proponent: Laum Maimbung Seaweed Farmers Association Beneficiaries: 25 Location: Brgy. Laum, Maimbung, Sulu	(1) Grouper fingerlings, materials for fish cages, and (2) training on marine fish production and marketing. The association provided the labor for fish cage construction, logs and bamboo, and feeds.

**Summary:**  
**50 Community Development Activities completed**

## ANNEX 2-9

### SUPPORT TO PRODUCER GROUPS OF FORMER MNLF COMBATANTS IN CENTRAL MINDANAO As of September 2011

No.	Project and Proponent	GEM Assistance Provided
<b>Completed</b>		
1.)	Project: Milkfish, Prawn, and Tilapia Production Proponent: Kiamba Inter-PDC Luy-a Farmers Alliance Beneficiaries: 30 Location: Brgy. Lagundi, Kiamba, Sarangani Province	(1) Milkfish and tilapia fingerlings, prawn fry for demonstration materials, and (2) training. The alliance provided the (1) three ponds, (2) cost of pond construction, and (3) fertilizers, lime, and labor for pond preparation
2.)	Project: Buri Weaving Proponent: Kababaihang Carmenian na Nagkakaisa Beneficiaries: 30 Location: Brgy. Kitulaan, Carmen, North Cotabato	(1) Buri leaves for demonstration materials, and (2) training. The group provided the trainors and other materials for the production of buri woven products
3.)	Project: Passion Fruit Production and Nursery Establishment Proponent: Pangl Multi-Purpose Cooperative Beneficiaries: 50 Location: Brgy. Pangl, Matungao, Lanao del Norte	(1) Passion fruit seedlings, nursery materials, and other production inputs for demonstration, and (2) training. The cooperative provided the (1) demonstration area, (2) labor for fencing, and (3) cost of land preparation
4.)	Project: Passion Fruit Production Proponent: Ranao Norte Bangsamoro Farmers Association Beneficiaries: 30 Location: Brgy. Delabayan, Kauswagan, Lanao del Norte	(1) Passion fruit seedlings and other production inputs for demonstration, and (2) training. The association provided the (1) demonstration area, (2) cost of land preparation and (3) labor for fencing
5.)	Project: Passion Fruit Production Proponent: Lower Pangl Farmers Association Beneficiaries: 30 Location: Brgy. Lower Pangl, Pantao Ragat, Lanao del Norte	(1) Passion fruit seedlings and other production inputs for demonstration, and (2) training. The association provided the (1) demonstration area, (2) cost of land preparation and (3) labor for fencing
6.)	Project: Passion Fruit Production Proponent: Bangsamoro Women's Multi-Purpose Cooperative Beneficiaries: 25 Location: Brgy. Sta. Cruz, Matungao, Lanao del Norte	(1) Passion fruit seedlings and other production inputs for demonstration, and (2) training. The cooperative provided the (1) demonstration area, (2) cost of land preparation and (3) labor for fencing
7.)	Project: Vegetable Production Proponent: Bangsamoro Farmers Association Beneficiaries: 50 Location: Brgy. Patadon, Kidapawan, North Cotabato	(1) Hybrid vegetable seeds and other production inputs for demonstration materials, and (2) training. The association provided the (1) demonstration area, (2) cost of land preparation, and (3) other materials for the operation of the demo production
8.)	Project: Peanut and Mungbean Production Proponent: West Bubong Farmers Association Beneficiaries: 30 Location: Brgy. Bubong, Tangkal, Lanao del Norte	(1) Certified peanut seeds and hybrid mungbean seeds, and (2) training. The association provided the (1) demonstration area, (2) cost of land preparation, and (3) labor for fencing and maintenance of the grains solar drier constructed by BIP
9.)	Project: Vegetable Production Proponent: Malabuaya Farmers Association Beneficiaries: 30 Location: Sitio Malabuaya, Brgy. Kayaga, Kabacan, North Cotabato	(1) Hybrid vegetable seeds, (2) materials for water supply, and (3) training. The association provided the (1) demonstration area, (2) fertilizers, agricultural lime, fencing and trellis materials, and (3) cost of land preparation,
10.)	Project: Vegetable Production Proponent: West Patadon Farmers Association Beneficiaries: 30 Location: Brgy. West Patadon, Matalam, North Cotabato	(1) Hybrid vegetable seeds, (2) materials for water supply, and (3) training. The association provided the (1) demonstration area, (2) fertilizers, agricultural lime, fencing and trellis materials, and (3) cost of land preparation,
11.)	Project: Rubber and Vegetable Production Proponent: Cadiis Farmers Association Beneficiaries: 25 Location: Brgy. Cadiis, Carmen, North Cotabato	(1) Vegetable seeds and rubber seedlings as demonstration inputs, and (2) training. The association provided (1) demonstration area, (2) fertilizers, fencing, and trellis materials, and (3) cost of land preparation
12.)	Project: Milkfish Production Proponent: Kawas Fishfarmers Association Beneficiaries: 25 Location: Purok 7, Brgy. Kawas, Alabel, Sarangani	(1) Milkfish formulated feeds, and (2) training. The association provided (1) two fishcages, (2) motorized banca, and (3) milkfish fingerlings
13.)	Project: Rubber and Vegetable Production Proponent: Aliudin Village Multi-Purpose Cooperative Beneficiaries: 25 Location: Brgy. Tambad, Carmen, North Cotabato	(1) Vegetable seeds and rubber seedlings as demonstration inputs, and (2) training. The association provided (1) demonstration area, (2) fertilizers, fencing, and trellis materials, and (3) cost of land preparation
14.)	Project: Milkfish, Prawn and Tilapia Production Proponent: MNLF Demobilized Kumanders Association Beneficiaries: 25 Location: Sitio Camp Abdurahman Jalil, Brgy. Lumatil, Maasim, Sarangani	(1) Shrimp fry, milkfish and tilapia fingerlings, and feeds as demonstration inputs, and (2) training. The association provided (1) four fishponds, (2) pond inputs, and (3) labor for pond preparation
15.)	Project: High Value Fruit Production Proponent: Highland Villagers Greenfarm Farmers Association Beneficiaries: 30 Location: Brgy. Lunen, Tupi, South Cotabato	(1) Fruit seeds and seedlings, (2) nursery materials and other production inputs for demonstration, and (3) training. The association provided the (1) demonstration area, (2) cost of land preparation, and (3) other materials for the operation of the demon

ANNEX 2-9...Continued

SUPPORT TO PRODUCER GROUPS OF FORMER MNLF COMBATANTS IN CENTRAL MINDANAO  
As of September 2011

No.	Project and Proponent	GEM Assistance Provided
<b>Completed</b>		
16.)	Project: Vegetable Production Proponent: Al-Ihsan Multi-Purpose Cooperative Beneficiaries: 25 Location: Brgy. Koronadal Proper, Polomolok, South Cotabato	(1) Hybrid vegetables seeds and other demonstration materials, and (2) training. The UNDP's Act for Peace Programme provided farm tools, water supply and drainage materials, and monitoring while the cooperative provided the fencing, cost of land preparation
17.)	Project: Cardaba Banana Production Proponent: Sitio Tubak Farmers Association Beneficiaries: 30 Location: Brgy. Pagangan, Aleosan, North Cotabato	(1) Cardaba seedlings as demonstration input, and (2) training. The North Cotabato Provincial Government provided small farm tools such as spade, hoe, rake for each farmer-member while the association provided the (1) demonstration area, (2) other demonstration
18.)	Project: Cardaba Banana and Vegetable Production Proponent: Chrislam Free Farmers Association Beneficiaries: 31 Location: Brgy. Dualing, Aleosan, North Cotabato	(1) Cardaba seedlings and hybrid vegetable seeds as demonstration inputs, and (2) training. The North Cotabato Provincial Government provided small farm tools such as spade, hoe, rake for each farmer-member while the association provided the (1) demonstration area, (2) other demonstration
19.)	Project: Cardaba Banana Production Proponent: Kalipunan ng Liping Pilipina (KALIPi) Beneficiaries: 35 Location: Brgy. Kidama, Matalam, North Cotabato	(1) Cardaba seedlings as demonstration inputs, and (2) training. The North Cotabato Provincial Government provided small farm tools such as spade, hoe, rake for each farmer-member while the association provided the (1) demonstration area, (2) other demonstration
20.)	Project: Cardaba Banana Production Proponent: Pingiaman Multi-Purpose Cooperative Beneficiaries: 34 Location: Brgy. Kitulaan, Carmen, North Cotabato	(1) Cardaba seedlings as demonstration inputs, and (2) training. The North Cotabato Provincial Government provided small farm tools such as spade, hoe, rake for each farmer-member while the association provided the (1) demonstration area, (2) other demonstration
21.)	Project: Cardaba Banana Production Proponent: Iranon Multi-Purpose Cooperative Beneficiaries: 32 Location: Sitio 29, Brgy. Malapag, Carmen, North Cotabato	(1) Cardaba seedlings as demonstration inputs, and (2) training. The North Cotabato Provincial Government provided small farm tools such as spade, hoe, rake for each farmer-member while the association provided the (1) demonstration area, (2) other demonstration
22.)	Project: Cardaba Banana Production Proponent: Manili Free Farmers Association Beneficiaries: 34 Location: Brgy. Manili, Carmen, North Cotabato	(1) Cardaba seedlings as demonstration input, and (2) training. The North Cotabato Provincial Government provided small farm tools such as spade, hoe, rake for each farmer-member while the association provided the (1) demonstration area, (2) other demonstration
23.)	Project: Cardaba Banana Production Proponent: Lower Gumaga Farmers Association Beneficiaries: 33 Location: Brgy. Lower Gumaga, Libungan, North Cotabato	(1) Cardaba seedlings as demonstration input, and (2) training. The association provided the demonstration area, cost of land preparation and other materials for the operation of the demonstration area
24.)	Project: Tilapia Production Proponent: Balatikan Farmers Association Beneficiaries: 30 Location: Brgy. Balatikan, Pikit, North Cotabato	(1) Fingerlings as demonstration input, (2) training. The association provided the demonstration area, cost of land preparation and other materials for the operation of the demonstration area
25.)	Project: Catfish and Tilapia Production Expansion Proponent: Sitio Bulakan Farmers Association Beneficiaries: 30 Location: Brgy. Kibines, Carmen, North Cotabato	(1) Fingerlings as demonstration inputs, (2) training. The North Cotabato provincial government provided (1) small farm implements, and (2) will conduct periodic monitoring while the association provided the demonstration area, cost of land preparation and
26.)	Project: Tilapia Production Proponent: Butuan Village Farmers Association Beneficiaries: 30 Location: Sitio Pulanpulan, Brgy. Balatikan, Pikit, North Cotabato	(1) Fingerlings as demonstration inputs, (2) training. The North Cotabato provincial government provided (1) small farm implements, and (2) conduct periodic monitoring while the association provided the demonstration area, cost of land preparation and other
27.)	Project: Freshwater Fish and Vegetable Production Proponent: MNLF Farmers Association Beneficiaries: 30 Location: Brgy. Upper Labas, Midsayap, North Cotabato	(1) Fingerlings and hybrid vegetable seeds as demonstration inputs, and (2) training. The North Cotabato provincial government provided (1) small farm implements, and (2) conduct periodic monitoring while the association provided the demonstration area, c
28.)	Project: Vegetable Production Proponent: Cuyapon Farmers and Fishers Organization Beneficiaries: 32 Location: Brgy. Cuyapon, Kabacan, North Cotabato	(1) Hybrid vegetable seeds as demonstration inputs, (2) training. The North Cotabato provincial government provided (1) small farm implements, and (2) conduct periodic monitoring while the association provided the demonstration area, cost of land preparation
29.)	Project: Vegetable Production Proponent: Brgy. Nuangan Muslim Association Beneficiaries: 31 Location: Brgy. Nuangan, Kidapawan, North Cotabato	(1) Hybrid vegetable seeds as demonstration inputs, and (2). The North Cotabato provincial government provided (1) small farm implements, and (2) and conduct periodic monitoring while the association provided the demonstration area, cost of land preparation
30.)	Project: Rubber Culture and Management Proponent: Kibayao Farmers Association Beneficiaries: 30 Location: Brgy. Kibayao, Carmen, North Cotabato	(1) Rubber seedlings as demonstration materials, (2) training. The North Cotabato provincial government provided (1) small farm implements, and (2) will conduct periodic monitoring while the association provided the demonstration area, cost of land preparation

ANNEX 2-9...Continued

SUPPORT TO PRODUCER GROUPS OF FORMER MNLF COMBATANTS IN CENTRAL MINDANAO  
As of September 2011

No.	Project and Proponent	GEM Assistance Provided
<b>Completed</b>		
31.)	Project: Cardaba Banana Production Proponent: Kallintad Women Farmers Association Beneficiaries: 30 Location: Brgy. Manarapan, Carmen, North Cotabato	(1) Cardaba seedlings as demonstration inputs. The North Cotabato provincial government provided (1) small farm implements, and (2) conduct periodic monitoring while the association provided the demonstration area, cost of land preparation and other mater
32.)	Project: Rubber and Cardaba Banana Nursery Proponent: Sitio Leaders and Farmers Association Beneficiaries: 33 Location: Brgy. Chua, Bagumbayan, Sultan Kudarat	(1) Cardaba seedlings as demonstration inputs, (2) training, and (3) oversee establishment of nursery. The UNDP's ACT for Peace Program providec (1) inputs & materials for seedling production, (2) fencing materials, and (3) caretaker's hut while the commu
33.)	Project: Rubber and Cardaba Banana Nursery Proponent: Esperanza Small Farmers Association Beneficiaries: 34 Location: Brgy. Illian, Esperanza, Sultan Kudarat	(1) Cardaba seedlings as demonstration inputs, (2) training, and (3) oversee establishment of nursery. The UNDP's ACT for Peace Program providec (1) inputs & materials for seedling production, (2) fencing materials, and (3) caretaker's hut while the commu
34.)	Project: Rubber and Cardaba Banana Nursery Proponent: Lagandang Taliawid Farmers Association Beneficiaries: 30 Location: Brgy. Lagandang, Isulan, Sultan Kudarat	(1) Cardaba seedlings as demonstration inputs, (2) training, and (3) oversee establishment of nursery. The UNDP's ACT for Peace Program providec (1) inputs & materials for seedling production, (2) fencing materials, and (3) caretaker's hut while the commu
35.)	Project: Rubber and Cardaba Banana Nursery Proponent: Lake Sebu Bangsamoro Multi-purpose Cooperative Beneficiaries: 30 Location: Brgy. Takunel, Lake Sebu, South Cotabato	(1) Cardaba seedlings as demonstration inputs, (2) training, and (3) oversee establishment of nursery. The UNDP's ACT for Peace Program providec (1) inputs & materials for seedling production, (2) fencing materials, and (3) caretaker's hut while the commu
36.)	Project: Vegetable Production Proponent: Dualing Chrislam Free Farmers Association Beneficiaries: 30 Location: Brgy. Dualing, Aleosan, North Cotabato	(1) Hybrid vegetable seeds as demonstration inputs, and (2) training. The association provided the demonstration area, cost of land preparation and other materials for the operation of the demo production
37.)	Project: Vegetable Production Proponent: Sitio Bual Manili Farmers Association Beneficiaries: 30 Location: Sitio Bual, Brgy. Manili, Carmen, North Cotabato	(1) Hybrid vegetable seeds as demonstration inputs, and (2) training. The association provided the demonstration area, cost of land preparation and other materials for the operation of the demo production
38.)	Project: Vegetable Production Proponent: Bunao Muslim Association Beneficiaries: 30 Location: Brgy. Bunao, Tupi, South Cotabato	(1) Hybrid vegetable seeds as demonstration inputs, and (2) training. The association provided the demonstration area, cost of land preparation and other materials for the operation of the demo production
39.)	Project: Freshwater Fish Production Proponent: Kalkam Aquaculture and Farmers Association Beneficiaries: 33 Location: Brgy. Kalkam, Tupi, South Cotabato	(1) Fingerlings as demonstration inputs, and (2) training. The association provided the demonstration area, cost of land preparation and other materials for the operation of the demo production
40.)	Project: Vegetable Production Proponent: Bunawan Muslim and Christian Farmers Association Beneficiaries: 40 Location: Brgy. Polonuling, Tupi, South Cotabato	(1) Hybrid vegetable seeds as demonstration inputs, and (2) training. The association provided the demonstration area, cost of land preparation and other materials for the operation of the demo production
41.)	Project: Fish Production Proponent: Bentung Bangsamoro Women's Association Beneficiaries: 35 Location: Brgy. Bentung, Polomolok, South Cotabato	(1) Fingerlings as demonstration inputs, and (2) training. The association provided the demonstration area, cost of land preparation and other materials for the operation of the demo production
42.)	Project: Vegetable Production Proponent: Sitio Lake Farmers Association Beneficiaries: 32 Location: Sitio Lake, Brgy. Tambad, Carmen, North Cotabato	(1) Hybrid vegetable seeds as demonstration inputs, and (2) training. The association provided the demonstration area, cost of land preparation and other materials for the operation of the demo production
43.)	Project: Freshwater Fish Production Proponent: Lutayan Bangsamoro Farmers and Fishers Association Beneficiaries: 29 Location: Brgy. Lutayan Proper, Lutayan, Sultan Kudarat	(1) Fingerlings as demonstration inputs, and (2) training. The association provided the demonstration area, cost of land preparation and other materials for the operation of the demo production
44.)	Project: Milkfish Production Proponent: Punsad Moro Farmers and Fishersfolks Association Beneficiaries: 34 Location: Sitio Punsad, Brgy. Burias, Glan, Sarangani	(1) Fingerlings as demonstration inputs, and (2) training. The association provided the demonstration area, cost of land preparation and other materials for the operation of the demo production
45.)	Project: Freshwater Fish Production Proponent: Biasong Bangsamoro Farmers Association Beneficiaries: 28 Location: Brgy. Biasong, Lutayan, Sultan Kudarat	(1) Fingerlings as demonstration inputs, and (2) training. The association provided the demonstration area, cost of land preparation and other materials for the operation of the demo production

## ANNEX 2-9...Continued

SUPPORT TO PRODUCER GROUPS OF FORMER MNLF COMBATANTS IN CENTRAL MINDANAO  
As of September 2011

No.	Project and Proponent	GEM Assistance Provided
<b>Completed</b>		
46.)	Project: Milkfish and Shrimp Production Proponent: Burias Muslim Fisherfolk Association Beneficiaries: 31 Location: Brgy. Burias, Glan, Sarangani	(1) Fingerlings and fry as demonstration inputs, and (2) training. The association provided the demonstration area, cost of land preparation and other materials for the operation of the demo production
47.)	Project: Freshwater Fish Production Proponent: Sumbakil Multi-purpose Cooperative Beneficiaries: 30 Location: Brgy. Sumbakil, Polomolok, South Cotabato	(1) Fingerlings as demonstration inputs, and (2) training. The association provided the demonstration area, cost of land preparation and other materials for the operation of the demo production
48.)	Project: Tilapia Production Proponent: Ancestral Domain Alternative Multi-Purpose Cooperative Beneficiaries: 35 Location: Brgy. Bacdulong, Lake Sebu, South Cotabato	(1) Fingerlings as demonstration inputs, and (2) training. The association provided the demonstration area, cost of land preparation and other materials for the operation of the demo production
49.)	Project: Milkfish Fingerlings Production Proponent: Sultan Kudarat Descendants Multi-purpose Cooperative Beneficiaries: 30 Location: Brgy. Kawas, Alabel, Sarangani Province	(1) Fingerlings as demonstration inputs, and (2) training. The association provided the demonstration area, cost of land preparation and other materials for the operation of the demo production
50.)	Project: Vegetable Production Proponent: Batomelong Bangsamoro Women's Association Beneficiaries: 32 Location: Brgy. Batomelong, General Santos City	(1) Hybrid vegetable seeds as demonstration inputs, and (2) training. The association provided the demonstration area, cost of land preparation and other materials for the operation of the demo production
51.)	Project: Sweet Corn Production Proponent: Aleosan Bio-Farming Cluster Beneficiaries: 50 Location: Brgy. Bagolibas, Aleosan, North Cotabato	(1) Sweet corn seeds as demonstration inputs, and (2) training. The association provided the demonstration area, cost of land preparation and other materials for the operation of the demo production
52.)	Project: Vegetable Production Proponent: Sitio Salamat Farmers Association Beneficiaries: 25 Location: Brgy. Patadon, Kidapawan City	(1) Hybrid vegetable seeds as demonstration inputs, and (2) training. The association provided the demonstration area, cost of land preparation and other materials for the operation of the demo production
53.)	Project: Grouper and Milkfish Production Proponent: Illana Bay Fishermen Multi-purpose Cooperative Beneficiaries: 35 Location: Brgy. Moro Point, Parang, Maguindanao	(1) Fingerlings as demonstration inputs, and (2) training. The association provided the demonstration area, cost of land preparation and other materials for the operation of the demo production
54.)	Project: Cardaba Banana Production Proponent: Baluntay Banana Growers Association Beneficiaries: 30 Location: Brgy. Baluntay, Alabel, Sarangani Province	TCEP will conduct training and will provide demonstration materials. The association will provide the demonstration area, and other materials for the operation of the demo production
55.)	Project: Vegetable Production Proponent: Muslim Christian Small Vegetable Growers Association Beneficiaries: 30 Location: Brgy. Lilit, Lambayong, Sultan Kudarat	TCEP will conduct training and will provide demonstration materials. The association will provide the demonstration area, and other materials for the operation of the demo production

ANNEX 2-9...Continued

SUPPORT TO PRODUCER GROUPS OF FORMER MNLF COMBATANTS IN CENTRAL MINDANAO  
As of September 2011

No.	Project and Proponent	GEM Assistance Provided
<b>Implementation Underway</b>		
56.)	Project: Catfish Production Proponent: Silik Farmers Association Beneficiaries: 28 Location: Brgy. Silik, Pikit, North Cotabato	TCEP will conduct training and will provide demonstration materials. The association will provide the demonstration area, and other materials for the operation of the demo production
57.)	Project: Catfish Production Proponent: Chrislam Duck Raisers Marketing Cooperative Beneficiaries: 25 Location: Brgy. Katidtuan, Kabacan, North Cotabato	TCEP will conduct training and will provide demonstration materials. The cooperative will provide the demonstration area, and other materials for the operation of the demo production
<b>for Implementation</b>		
58.)	Project: Vegetable Production Proponent: Asosasyon ng mga Magsasaka sa Nabalawag (AMANA) Beneficiaries: 62 Location: Brgy. Nabalawag, Midsayap, North Cotabato	TCEP will conduct training and will provide demonstration materials. The association will provide the demonstration area, and other materials for the operation of the demo production
59.)	Project: Vegetable Production Proponent: Dungguan Farmers Association Beneficiaries: 30 Location: Brgy. Dungguan, Aleosan, North Cotabato	TCEP will conduct training and will provide demonstration materials. The association will provide the demonstration area, and other materials for the operation of the demo production
60.)	Project: Cardaba Banana Production Proponent: Pangyan Women's Cooperative Beneficiaries: 50 Location: Brgy. Pangyan, Glan, Sarangani	TCEP will conduct training and will provide demonstration materials. The cooperative will provide the demonstration area, and other materials for the operation of the demo production
61.)	Project: Vegetable Production Proponent: San Jose Rural Workers Association Beneficiaries: 30 Location: Brgy. San Jose, General Santos City	TCEP will conduct training and will provide demonstration materials. The association will provide the demonstration area, and other materials for the operation of the demo production
62.)	Project: Catfish Production Proponent: Barangay Punol Fisherfolks Association Beneficiaries: 29 Location: Brgy. Punol, Pikit, North Cotabato	TCEP will conduct training and will provide demonstration materials. The association will provide the demonstration area, and other materials for the operation of the demo production
63.)	Project: Fish Production Proponent: Sarangani Bangsamoro Multi-Purpose Cooperative Beneficiaries: 30 Location: Brgy. Sapu Masla, Malapatan, Sarangani	TCEP will conduct training and will provide demonstration materials. The cooperative will provide the demonstration area, and other materials for the operation of the demo production
64.)	Project: Cardaba Banana Production Proponent: Tupi Multi-Purpose Cooperative of Farmers Beneficiaries: 30 Location: Brgy. Bunao, Tupi, South Cotabato	TCEP will conduct training and will provide demonstration materials. The association will provide the demonstration area, and other materials for the operation of the demo production
65.)	Project: Vegetable Production Proponent: Barangay Ligaya Farmers Association Beneficiaries: 25 Location: Brgy. Ligaya, General Santos City	TCEP will conduct training and will provide demonstration materials. The association will provide the demonstration area, and other materials for the operation of the demo production
66.)	Project: Vegetable Production Proponent: To be determined Beneficiaries: 30 Location: Purok Bangsamoro, Brgy. Calumpang, Gen Santos City	TCEP will conduct training and will provide demonstration materials. The association will provide the demonstration area, and other materials for the operation of the demo production
67.)	Project: Fish Production Proponent: Talusan People's Organization Beneficiaries: 30 Location: Brgy. Damakling, Paglat, Maguindanao	TCEP will conduct training and will provide demonstration materials. The organization will provide the demonstration area, and other materials for the operation of the demo production
68.)	Project: Fish Production Proponent: Makagkapiya Multi-Purpose Organization Beneficiaries: 30 Location: Brgy. Poblacion, Paglat, Maguindanao	TCEP will conduct training and will provide demonstration materials. The organization will provide the demonstration area, and other materials for the operation of the demo production
69.)	Project: Fish Production Proponent: Upper Iddig People's Organization Beneficiaries: 30 Location: Brgy. Tual, Paglat, Maguindanao	TCEP will conduct training and will provide demonstration materials. The organization will provide the demonstration area, and other materials for the operation of the demo production
70.)	Project: Vegetable Production Proponent: To be determined Beneficiaries: 30 Location: Brgy. Malangit, Pandag, Maguindanao	TCEP will conduct training and will provide demonstration materials. The association will provide the demonstration area, and other materials for the operation of the demo production

ANNEX 2-9...Continued

SUPPORT TO PRODUCER GROUPS OF FORMER MNLF COMBATANTS IN CENTRAL MINDANAO  
As of September 2011

No.	Project and Proponent	GEM Assistance Provided
<b>for Implementation</b>		
71.)	Project: Fish Production Proponent: Kalilintad Fisherfolks Association Beneficiaries: 28 Location: Brgy. Poblacion, Parang, Maguindanao	TCEP will conduct training and will provide demonstration materials. The association will provide the demonstration area, and other materials for the operation of the demo production
72.)	Project: Vegetable Production Proponent: Sinakulay Farmers Association Beneficiaries: 30 Location: Brgy. Sinakulay, Pres. Quirino, Sultan Kudarat	TCEP will conduct training and will provide demonstration materials. The association will provide the demonstration area, and other materials for the operation of the demo production
73.)	Project: Vegetable Production Proponent: Minsupala Farmers Association Beneficiaries: 30 Location: Brgy. Tinaungan, Pres. Quirino, Sultan Kudarat	TCEP will conduct training and will provide demonstration materials. The association will provide the demonstration area, and other materials for the operation of the demo production

**Summary:**

**73 Identified Community Development Activities**

- 55 Community Development Activities completed
- 2 Community Development Activities implementation underway
- 16 Community Development Activities for implementation

**SELECTED NEWS CLIPPINGS  
(July 2011 – September 2011)**



**MAKING MINDANAO A BETTER PLACE IN WHICH TO DO BUSINESS** Officers of chambers of commerce from across Mindanao converged in Davao City for a seminar-workshop on policy analysis and planning organized by the Business Support Organization (BSO) Development Team of USAID's Growth with Equity in Mindanao (GEM) Program. Among those represented at the workshop were the chambers of commerce in Surigao, Bukidnon, Iligan, Marawi, Cotabato, Kidapawan, Sarangani, and Pagadian—which will be hosting the Mindanao Business Conference later this year—as well as chambers based in the island-provinces of Basilan, Sulu, and Tawi-Tawi. The USAID-GEM Program assists chambers, industry associations, and other BSOs to strengthen their capability to generate business activity and draw trade and investment to their respective areas, under the oversight of the Mindanao Development Authority. — GEM

Friday, July 1, 2011



**PRO-BUSINESS IN MAGUINDANAO** Members of the Muslim Chamber of Commerce and Industry of Kutawato, Inc., the Taron Chamber of Commerce and Industry, and local government officials meet at a multi-stakeholder business consultation supported by USAID's Growth with Equity in Mindanao (GEM) Program in Parang, Maguindanao, to draft an action agenda for the private sector. Through its business support organization (BSO) component, USAID-GEM works closely with chambers of commerce, producer associations and other BSOs toward improving trade and investment conditions, generating employment opportunities, and sustaining the gains of peace throughout conflict-affected areas in Mindanao. The GEM Program is implemented under the oversight of the Mindanao Development Authority.

GEM

THURSDAY, JULY 14, 2011



**EASY CROSSING.** Getting people and goods from one bank of the river to the other in Barangay Palkan, in Polomolok, South Cotabato, became even more of a problem (left photo) after a makeshift footbridge, which was regularly covered by water during heavy rainfall, was found to be unsafe for pedestrians. As of last month, however, the community can rely on a new Barangay Bridge (right photo) for safe and efficient transport. The reinforced concrete bridge and culvert was built by USAID's Growth with Equity in Mindanao (GEM) Program through its Barangay Infrastructure Project (BIP) in partnership with the municipal government of Polomolok, which covered about 25 percent of the project cost. To date, more than 1,290 'BIPs' have been completed by GEM across Mindanao, in collaboration with local governments and under the oversight of the Mindanao Development Authority. **GEM**

# business

**MNLF IN SUDSALAMAT GO GREEN.** Members of the Sudo Salamat Farmers Association, composed of former Moro National Liberation Front (MNLF) combatants, are using pesticide-free farming techniques to produce vegetables in Bigay, Patagon, Kiranawan, North Cotabato with assistance from USAID's Growth with Equity in Mindanao (GEM) Program. Through its Targeted Commodity Expansion Project-Footer-Combatant Reintegration (TGER-FGR) component, GEM trained the group on the fundamentals of vegetable production and helped nine of its farmer members develop a 2,000-square-meter production area planted with string beans, eggplant and okra. Together, these farmers now enjoy monthly gross sales averaging P48,000 from the vegetables they produce, in addition to their other farming activities, and will soon supply the vegetable requirements of a local hospital. The GEM Program, under the oversight of the Mindanao Development Authority, has trained more than 4,200 former MNLF combatants to produce higher-value commodities, such as fruits, vegetables, grouper and abalone. **GEM PHOTO**





Students of the Ulip National High School in Monkayo, Compostela Valley, excitedly help unload computers and peripherals for the upgrade of their school's multimedia center. They can now learn the fundamentals of information technology, conduct research for their schoolwork, and expand their general knowledge using the limitless resources of the Internet, through the computers and wireless broadband access provided by the Computer Literacy and Internet Connection (CLIC) project of USAID's Growth with Equity in Mindanao (GEM) Program. The GEM Program, in partnership with the Parent-Teachers Associations of individual high schools, has provided CLIC assistance to more than 920 schools in the Autonomous Region in Muslim Mindanao and other conflict-affected areas of Mindanao. More than a million students have benefited from the use of CLIC resources since the inception of the program. GEM is being implemented under the oversight of the Mindanao Development Agency. — GEM

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## BUSINESS BULLETIN

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Friday, July 29, 2011 <http://www.mb.com.ph>



**U.S. CITED FOR BOOSTING KEY MINDANAO INDUSTRY** – As cannery workers look on, US Ambassador Harry K. Thomas Jr. (second from right) is presented by Michael Lim (right), Senior Vice President of Ayala Seafood Corporation, with a selection of world-class sardine products as a token of appreciation for the technical assistance to the Zamboanga City sardine industry provided by the US Government's Growth with Equity in Mindanao (GEM) Program. Beside the Ambassador are USAID Mission Director Gloria Steele and Dr. Stanley Swardloff, GEM Senior Fisheries Advisor. USAID has assisted the Zamboanga sardine industry – an important part of the economy of southwest Mindanao, providing about 5,500 fishing jobs and 10,000 to 15,000 cannery jobs – to penetrate higher-priced markets by improving the quality of the raw material to match global standards.

## The Regions

B2-2 | WEDNESDAY, AUGUST 3, 2011

# PCCI, MinDA forge partnership for Mindanao policy agenda

BY MAX V. DE LEON

THE Philippine Chamber of Commerce and Industry (PCCI) and the Mindanao Development Authority (MinDA) are finalizing the Mindanao Policy Agenda that focuses on energy, agriculture, mining and transport issues that are bothering businessmen in the region.

The PCCI and MinDA have forged a memorandum of understanding (MOU) for the conduct of discussions in key cities in the area to complete the business agenda for Mindanao with assistance from US Agency for International Development through its Growth with Equity in Mindanao Program.

The MOU was signed by PCCI Chairman Sergio Cruz, Jr. and Lawalub Antonio, Chairman of MinDA.

"Generating investment and pursuing economic growth must be based on a clear framework that sees things way ahead of time. This needs sustained collaboration between government and the private sector, and such part-

nerships have been key to Mindanao's development," Antonio said.

Among the most pressing concerns is ensuring Mindanao energy sufficiency by facilitating new investments in power generation and by implementing reforms in the setting of power rates.

Also highlighted is the need to sustain agricultural growth through focused support for the production, processing and marketing sectors.

A draft agenda urges the government to enhance Mindanao's transport connectivity, implement programs to improve the global competitiveness of the region's work force, encourage the development of micro enterprises through the strict implementation of the BMBE Law, and develop a Tourism Master Plan for Mindanao.

The final draft of the Mindanao Business Policy Agenda will be presented to President Aquino at the Mindanao Business Conference (MinBizCon), to be held on Sept. 7 to 9 in Pagadian City, Zamboanga del Sur.

In the MOU, the parties agreed to

jointly facilitate the development of the Mindanao Policy Agenda that will be the main core of the policy resolutions of the 20th MinBizCon.

The agreement also cives the commitment of PCCI to primarily spearhead the formulation of the Mindanao Policy Agenda, which shall require the gathering of inputs through regional policy dialogues and consultative dialogues in the cities of Zamboanga, Cagayan de Oro and General Santos, as well as analysis and consolidation of inputs from these activities.

The series of consultations will involve the PCCI's local chambers and regional officers (Area Vice President and Regional Governors) in Mindanao, concerned industry and trade associations and other stakeholders.

Jointly, the parties shall be obliged to facilitate the conduct of such regional policy consultation, thus generating substantial issues, concerns and solutions from Mindanao stakeholders for purposes of formulating the Mindanao Policy Agenda," the MOU said.

# The Economy

WEDNESDAY, AUGUST 3, 2011 | A3



**Partnership for Mindanao** Leaders of the Philippine Chamber of Commerce and Industry (PCCI) and the Mindanao Development Authority (MindA) sign a memorandum of agreement to formulate the Mindanao Policy Agenda that will be the main core of the policy resolution of the 20th Mindanao Business Conference. Sergio Ortiz-Luis Jr. (left, seated), PCCI chairman, and Luwalhati Antonio, MindA chairman, sign the agreement. Witnessing the event are (from left) Crisanto Frianza, PCCI secretary-general; Edwin Capili, vice president for Mindanao of PCCI; and Marlon Libot, team leader of United States Agency for International Development's Growth with Equity in Mindanao Program. ROY DOMINGO

# Business

Wednesday, August 3, 2011

## Business top guns converge for Mindanao business meet

Power, agriculture, mining and transportation will be the focus of an eight-day roundtable discussion that will serve as a prelude to the 2011 Mindanao Business Conference (MindBC) in Cebu.

The meetings, which will be held Aug. 7-10 at the Traders Hotel in Manila, provide a venue for Cabinet officials and the private sector to discuss vital issues affecting Mindanao's economic competitiveness, and to draft specific commitments from government line agencies, the business community and others to address those concerns.

The roundtable discussions are a follow-through to regional consultations held earlier by the Philippine Chamber of Commerce and Industry (PCCI) in collaboration with the Mindanao Development Authority (MindDA) and the US Agency for International Development through its Growth with Equity in Mindanao (GEM) Program.

At the first roundtable, PCCI chairman Sergio Ortigas Jr. and Secretary Lawadhat Salasino, chairman of MindDA, will sign a memorandum of agreement to strengthen the partnership

between Mindanao chambers of commerce and MindDA.

"Generating investment and pursuing economic growth must be based on a clear framework that sees things way ahead of time," Anonino said.

That, she said, sustained collaboration between government and the private sector, and such partnerships have been key to Mindanao's development, she said.

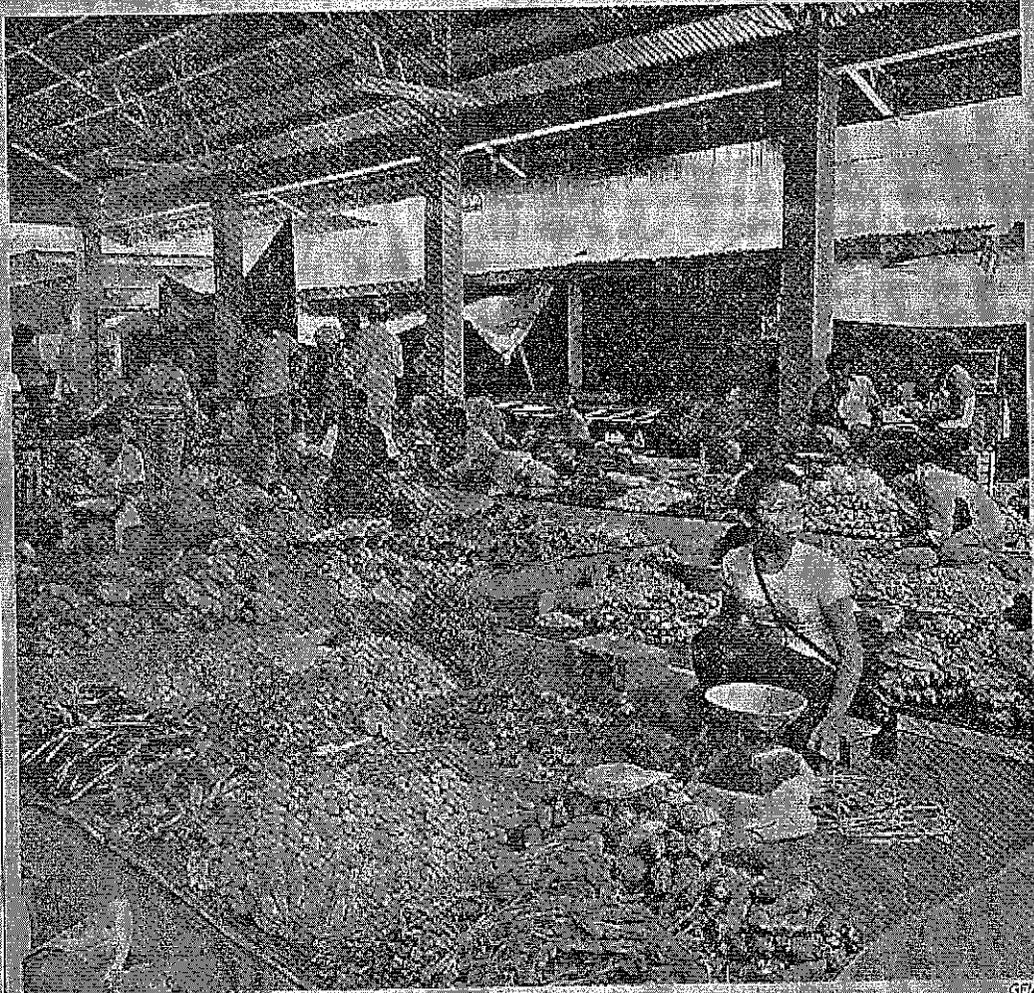
The regional consultations were held earlier in the Mindanao cities of Zamboanga, Cagayan de Oro and General Santos, said Marlon Libot, team leader for HSO development

of USAID-GEM, which works with PCCI to build up the institutional capability of chambers and industry associations, and is providing support for the upcoming Mindanao Business Conference.

Participants included representatives from national government agencies, chambers of commerce, industry and trade associations, and academic institutions.

These consultations resulted in an eight-point Mindanao Business Policy Agenda draft, which will be finalized during the Manila roundtable sessions.

TUESDAY, AUGUST 16, 2011



GEM

### Local economy thriving

Vendors await customers at the SR to Maabi-abinon Trading Center built by the US Agency for International Development (USAID) in partnership with the municipal government of Malanggan, Zamboanga Sibugay, in this photo provided by USAID's Growth with Equity in Mindanao (GEM) program last Aug. 14. The municipal government derives revenue from fees charged to traders who use the facility.



# Basilan takes big steps with a small project

Photo by JERRY MENDOZA

By Tina Cuyugan

## ISABELA CITY, BASILAN — AT BARANGAY SEASIDE, RESIDENTS WILL EXCITEDLY AROUND

the construction workers who are setting the foundation for a new boat landing. The boat landing—small, well-ventilated, covered pier that is easy to load and unload passengers and cargo, without the boats having to be drawn up offshore—are relatively simple infrastructure projects that can be completed in a few weeks, but help transform a community.

At the center of the construction activity in Barangay Seaside is a Muslim woman, clad in a traditional black *barong*. Named Hayad, an engineer and manager for *barangay* infrastructure projects funded and built by the U.S. government in Basilan, including the new boat landing.

"People shouldn't underestimate the effect of an orderly environment with good infrastructure," says Hayad, who has observed the results of earlier projects she had overseen for the U.S. Agency for International Development (USAID).

In an underdeveloped coastal area, Hayad says, a boat landing can spur economic activity and have a ripple effect on residents' quality of life.

A short drive down the coast to Sitio Lunday, Barangay Tabuk, shore owner Nadra Hasim smiles to the changes brought about by another boat landing completed earlier in the year by Hayad's team.

More boats have been coming, from as far as Lantawan, bringing fresh and dried fish and *lutut* (squid), Hasim says, adding that caterers and more



Children gather at a boat landing built through USAID-GEM's infrastructure project.

stores have sprung up next

to the new landing, with pedicabs moving in and out of its small square.

Sheltered by the bright blue roof of the boat landing's passenger shed, she describes other transformations. "Even residents from other *barangays* like to gather here in the afternoon now, to watch the sunset and eat and enjoy themselves."

Hasim adds, "This boat landing has been a real blessing to the community, and not just because it brings in more income."

Engineer Hayad explains that in such projects, the beneficiary communities have direct "buy-in"; the projects are built through a partnership agreement between USAID's Growth with Equity in Mindanao (GEM) program and the local government, which provides at least a 25 percent counterpart contribution to the project.

With its partners and under the oversight of the Mindanao Development Authority, USAID-GEM has built more than 1,200 *barangay* infrastructure

projects in the conflict-affected areas of Mindanao.

These include bridges and foot bridges, water systems, solar dryers, trading centers, irrigation facilities, and road renovations and upgrades, depending on each community's needs.

When local governments contribute to a project, they feel part of it; they are proud of their contribution and the service they are providing their people," says Ilayad.

Ilayad herself takes pride in her

city.

"We have Samal, Yakan, Tausug, Badjao, and Christian families all crowded together here," says Consuelo Pierra, the former *barangay* chairman of Kampilan's Zone 3. "There used to be a lot of petty crime, and pedicabs would refuse to enter the area at night."

She recalls how the main walkway in Zone 3 used to be made up of old planks of wood, which had to be constantly replaced.



USAID-GEM has built more than 1,200 footbridges and other infrastructure projects in Mindanao (above). Since the war, *barangay* (below) day business has been on since the old foot bridge was constructed.

GEM work, which, in addition to project management, includes ensuring that subcontractors and local partners comply with their project commitments. A task requiring both delicacy and determination, as well as knowledge of the local milieu.

Pierrita, who is also the construction site's first lady, has a familiar and unique sight to Basilan residents.

"Women engineers in Basilan are rare, and are even more rarely field-based," explains Ilayad, who was originally from Solo.

Her husband, an Islamic religious instructor or *ustaz*, tells her, "Even though you are not from Basilan, you have made a big difference in people's lives here."

In another *barangay*, known as Kampilan, where almost all the houses rest on stilts in shallow seawater, residents nod in recognition as Ilayad walks briskly along the reinforced concrete walkway — another USAID project — that threads through the jam-packed commu-

The columns and girders holding up the walkway were in an advanced state of decay.

"Whenever a fire broke out or there was some other emergency, people would crowd onto the walkway and many would fall into the water. It was dangerous," says Pierra.

Pierra reported the situation to the city government, which helped the *barangay* to request USAID assistance.

Within months, Ilayad's team had replaced the wooden structure with a concrete footbridge more than 200 meters long, a boon to the community of more than 3,000 residents.

"*Mabuting, mabuting, walang ang GEM* (GEM has been a big help). With this footbridge, people can move in and out easily and safely," says Elbertas. "We don't have to worry about accidents, and residents can even bring in their motorcycles along the footbridge."

Page 11, please x/b

to their houses instead of parking them far away.

After wa added lights to the walkway, the community felt even more secure and there has been more cooperation.

Cooperation is also reinforced by communal activity such as that initiated by the GEM staff training center in Tabela, where every available space appears to be spruced with dry goods, fresh produce and children displays of stacking food.

Matzda Kassam, a vegetable seller, says she could remember a time when there was almost no vendors in the area. Now, she says, they were competing for space.

"Good infrastructure fosters efficiency, speeding up the movement of goods," Hayad points out. "A trading center draws more vendors, more income. A boat landing means a faster turnaround for deliveries, which are no longer hindered by tidal changes."

Despite having been an engineer for three decades, Hayad is still excited by every GEM project she works on. "I can't sleep the night before the start of a new project," she confesses. "It is very satisfying

quality of life and economic wellbeing of their communities.

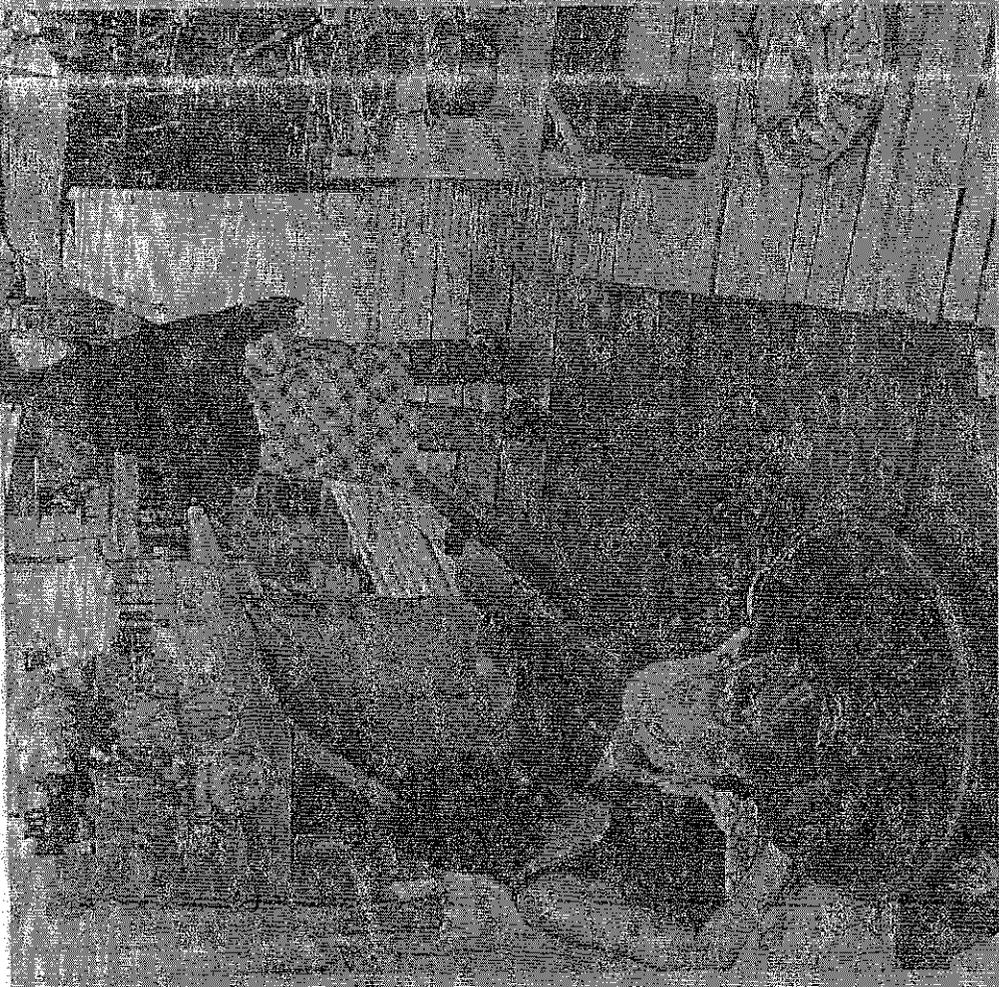
BIP projects are complemented by GEM's larger higher-impact infrastructure projects designed to support the economic development of a city, province or cluster of municipalities.

In Basilan province alone, these include the roll-on, roll-off (RORO) port facility in Laminan, the new Cabatuan Bridge in Sumit, the upgrading of the Campo Uno Tuburan Road, Maluso Port and Matanding Bridge, and the Busay and Baras bridges on the island province's circumferential road.

These projects serve as tangible evidence of the larger partnership between the U.S. and Philippine governments in accelerating economic growth and supporting peace in the region.

Back in Barangay Seaside, where the new boat landing is crowded with fishermen and traders even before the fast coat of paint had dried, *barangay* chairman Franklin Tan sees a clear correlation between economic activity and a confident community.

"Peace starts with development," Tan says. "And development emphasizes peace."



Francis Florio works alongside USAID-GEM staff with one of the residents of the

to be able to solve a problem and see the finished product.

USAID-GEM *barangay* infrastructure projects or BIPs have provided direct benefits to approximately a million residents in conflict-affected areas of Mindanao and the Sulu archipelago, helping to improve the

Friday, August 26, 2011

15

## Pagadian hosts Mindanao trade confab

By **NONOY E. LACSON**

**PAGADIAN CITY** – The Pagadian Chamber of Commerce and Industry Foundation, Inc. (PCCIFI) in cooperation with the local government unit (LGU) here will jointly host the 20th Mindanao Business Conference (MinBizCon) in this city from September 7 to 9 with United States (US) Ambassador to the Philippines Harry K. Thomas Jr. as the conference keynote speaker.

PCCIFI president Mercedes Lourdes Quisumbing said President Aquino will also be the conference keynote speaker at the closing of the business gathering.

Quisumbing said that the holding of the annual conference aims to give more focus on regional economic and development objectives.

Quisumbing said it also aims to

provide the proper venue for showcasing the investment opportunities in the region, and appropriate forum to present issues and concerns confronting the business community.

For his part, Mayor Samuel S. Co said the 20th MinBizCon will be held at the City Commercial Center (C3), with the theme "One Global Mindanao Making Private-Public Partnership Work."

Co said the theme gives special emphasis on the partnership and synergy between the business community and the local government in achieving development goals in Mindanao.

Traders said the 20th MinBizCon is the largest annual gathering of business and industry leaders, government policy makers, and stakeholders in the region to achieve a common goal for the development of Mindanao.

Co described the conference as a preferred platform to present the Mindanao Business Policy Agenda, a document covering policy issues on economic development requiring government action and private sector commitments.

At the same time, he said the conference will also provide a venue for trade fairs and exhibits showcasing the product champions in the region with the hope of generating local and foreign interest in Mindanao.

Representatives from local chambers of commerce, trade, and industry associations, national and local government officials, and academe are the expected participants of the MinBizCon.

Embassies, Heads of Missions and other trading partners are invited, with the intent of sharing best economic development practices.

# Mindanao traders press for public-private sector projects

**BUSINESS GROUPS** in Mindanao are calling for more public-private partnership (PPP) projects in a bid to develop further the business and economic potential of the southern island group, as they announced in Manila on Thursday the 20<sup>th</sup> Mindanao Business Conference to be held in Pagadian City, Zamboanga del Sur next month.

PPP recommendations, on top of other policy and investment proposals, will be discussed and finalized at the conference to form part of a Mindanao Policy Agenda that will be submitted to President Benigno S. C. Aquino III at the end of the summit.

"The focus this year will be on public-private partnerships, particularly in the tourism, infra-

structure, mining and agribusiness sectors," Mercedes Lourdes S. Quisumbing, president of the Pagadian-Zamboanga del Sur Chamber of Commerce and Industry Foundation, Inc., said in a statement yesterday.

The conference, which will be held from Sept. 7-9, carries the theme "One Global Mindanao." It aims to focus on policies and steps needed to improve the island's competitiveness in the export market, particularly for agriculture-based products, and potential to attract foreign investments in mining, tourism, and even business process outsourcing.

"But to secure Mindanao's place in the global economy, we have to achieve a higher level of

regional economic integration, and in that regard, public-private partnerships are crucial," Ms. Quisumbing said.

The annual event will be hosted by the Pagadian chamber and city government, together with the Philippine Chamber of Commerce and Industry (PCCI), Mindanao Development Authority, the Zamboanga del Sur provincial government, and the US Agency for International Development.

Through the Growth with Equity in Mindanao program, the US government has been instrumental in building small-community infrastructure, supporting livelihood and education enhancement projects in conflict-affected areas as part of a wider effort to

address the roots of terrorism on the island.

Edwin Capili, PCCI vice-president for Mindanao, said in the statement that the upcoming summit is "where business leaders, policy makers and investors meet for the purpose of making Mindanao a better place in which to do business."

The PPP Center lists privatization of the operation and maintenance of Laguindingan Airport in Northern Mindanao as one of the government's priority infrastructure projects. Other projects for the island included in a tentative list are development of a Mindanao railway system and Kabulan 2 Multipurpose Irrigation and Power Project at the border of

Salkani Kidarat and Maguindanao

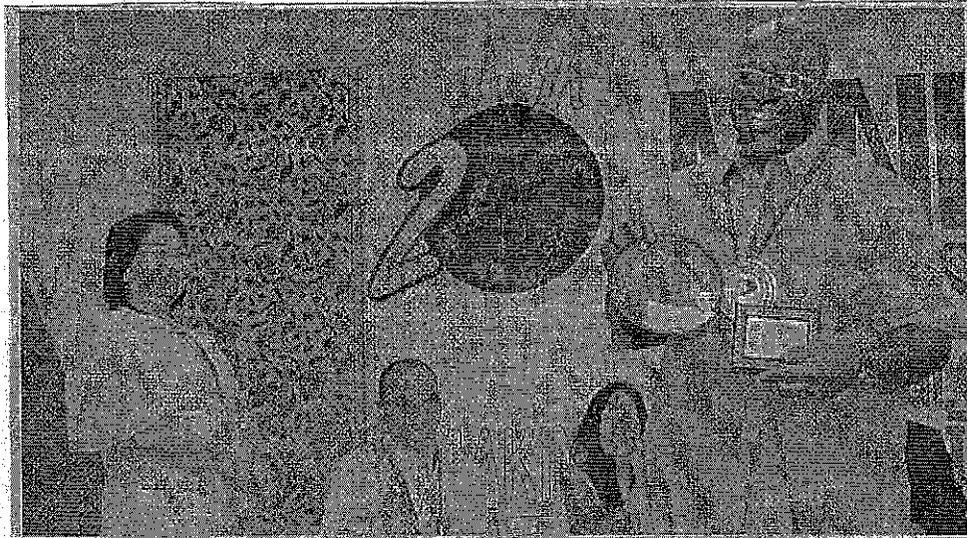


**PHILIPPINE CHAMBER OF COMMERCE** and industry officials, from left, partly hidden Secretary-General Crisanto S. Espinosa and Edgar M. Baganiao; regional governor for Western Mindanao and the Autonomous Region in Muslim Mindanao; as well as Pagadian-Zamboanga del Sur Chamber of Commerce and Industry Foundation, Inc. President Mercedes Lourdes S. Quisumbing face journalists during a press conference in Trades Hotel in Manila on Thursday.



**U.S. AMBASSADOR AT MINDANAO BUSINESS CONFERENCE** US Ambassador Harry K. Thomas Jr. holds a ceremonial basket presented to him by ethnic dancers at the 20th Mindanao Business Conference held in Pagadian City from September 8 to 9. The event was organized by the Pagadian-ZDS Chamber of Commerce and Industry Foundation in partnership with the Philippine Chamber of Commerce and Industry (PCCI), with support from the U.S. Agency for International Development through its Growth with Equity in Mindanao (GEM) Program.

WEDNESDAY, SEPTEMBER 28, 2011



US Ambassador Harry K. Thomas Jr. holds up tokens of appreciation presented to him by Mercedes Lourdes Qulsunding (far left), president of the Pagadian-ZDS Chamber of Commerce and Industry Foundation, at the 20th Mindanao Business Conference in Pagadian City, Zamboanga del Sur, as Mission Director Gloria D. Steele (seated) of the US Agency for International Development (USAID) looks on. Ambassador Thomas gave the keynote address on Sept. 8, 2011, at the MinBizCon, which is organized by the Philippine Chamber of Commerce and Industry and was hosted this year by the Pagadian chamber, with support from the Mindanao Development Authority, the city and provincial governments, the departments of trade and industry, tourism and agriculture, and USAID's Growth with Equity in Mindanao (GEM) Program.