



Summary Report

As the finale of the United States Department of Agriculture (USDA)-funded program Sustainable Cocoa Enterprise Solutions for Smallholders (SUCCESS Alliance) Philippines Phase II (SA II), ACDI/VOCA, in partnership with the Cocoa Foundation of the Philippines (CocoaPhil), held the inaugural **Philippine Cacao Summit** on August 28, 2009. The summit, held at the SM Megamall in Mandaluyong City, was a gathering of industry players, institutions, nongovernmental organizations (NGOs) and donors, all of whom strongly support the concerted and continuous efforts to strengthen the country's cacao industry.

The summit had 140 participants, most of whom were farmer-representatives from the major cacao-producing areas in the Philippines. Notably, the summit was graced by the US Ambassador to the Philippines, the Honorable Kristie Kenney, who lauded the efforts of ACDI/VOCA in spearheading the event and expressed her support to everyone involved in the Philippine cacao sector.

She congratulated ACDI/VOCA for initiating the workshop, noted the importance of cacao in the global market and underscored the Philippines' potential to become a leading exporter. She mentioned the USDA and US government's willingness to support cacao farmers, and recognized "*the importance of the cacao value chain development to uplift the economic conditions of the cacao smallholders.*" She further emphasized the need for continuing efforts like the cacao summit, to develop Philippine cacao and its by-products.

Dr. Rafael Espino, the director of the Philippines Department of Agriculture (DA) High Value Commercial Crops (HVCC) program, represented DA Secretary Arthur C. Yap, and on behalf of the Secretary expressed the department's commitment to help the industry grow and flourish. He highlighted the approval and registration of the "Philippines' national standard for cacao beans" and proudly announced the recognition of cacao as one of the high-value commercial crops in Philippine agriculture.

As a prelude to the summit, a cacao fair focusing on the cacao value chain was successful in promoting cacao to the wider consumer public. The fair was well-received as a good example of taking a "whole market" approach to developing agricultural sectors.

I CACAO FAIR: THE COCOA VALUE CHAIN IN THE PHILIPPINES

The Cacao Fair was incorporated into the 5th Agriculture and Fisheries Technology Forum and Product Exhibition, organized by the Bureau of Agricultural Research (BAR). Secretary Yap cut the ribbon during the opening ceremonies of the fair.

The “Cacao Fair: The Cacao Value Chain in the Philippines” occupied 45 square meters inside the SM Mega Trade Hall, Mandaluyong City. The four-day exhibit showcased the entire spectrum of the cacao value chain from resources that include services and sectoral development. Specifically, the fair included representatives of key roles in the value chain: input supply, support services, production and post-harvest processing, bean collection, bulking, trading, processing, grinding, local confectionary, international confectionary, and baking and chocolate products.

The cacao value chain exhibit was conducted to increase public awareness of the cacao industry development and its status. It first displayed information on SA II, such as its area of operations and services, and an array of information from manuals, leaflets, posters and flyers on cacao production technologies and other technical references. Next the exhibit showed the extension and training support provided by SA II, followed by different tools and inputs for sustainable production and rehabilitation. This was followed by information on support services such as financial institutions, transport companies and others. A display on the latest technologies in post-harvest practices was also set up, and included models of fermentation boxes, solar dryers and equipment, such as moisture meters, cutters and weighing scales. The last three sections of the exhibit displayed the end-products of cacao in various forms, i.e., chocolate, butterfat, beverage, medicine, lotion and others.

The Mars Cacao Development Center (MCDC) of MARS Inc. also participated in the fair, and focused on production and post-harvest processing. Examples of post-harvest facilities such as model fermentaries, driers and bean sorters, and the proper tools and equipment for harvesting and processing were shared with attendees.

Some SUCCESS Alliance farmers from various parts of the Philippines brought with them cacao products like *tableya* (pressed cocoa bean tablets), cacao vinegar and cacao powder. Well-processed cacao powder was displayed by TP Foods. The taste and flavor of cacao was demonstrated by Ms. Patricia Lempe of Antonio Pueo Food through a sample tasting of their products such as *chamorado* and *tsokolate*.

The inclusion of the Cacao Fair in the Agriculture and Fisheries Technology Forum and Product Exhibition was very timely as it gave the attendees of the summit an opportunity to get an overview of the value chain of the cacao industry in the country. Aside from the summit attendees, an estimated 8,750 people from various sectors visited the exhibit, most of whom were very interested to see and learn more about cacao and its end-products.

Because of the well-thought out concept for the Cacao Fair, and the simple and informative execution of the booth design, ACDI/VOCA was awarded 2nd place in the “Best Booth Design Award,” as judged by officers of DA-BAR, event organizer Cut Unlimited and design experts.

At the end of the event, survey questionnaires were given out to exhibitors to evaluate the success of the event for them.

The Cacao Fair was followed the next day by the Cacao Summit program. The summit was divided into two sessions: The first session consisted of a presentation on the achievements of the SA II program, followed by an evaluation of the program presenting quantitative and qualitative findings on the achievements of the program vis-à-vis its targets. Session two included presentations from a panel of 28 speakers and representatives of various players in the Philippine cacao industry—from farmer-leaders to NGOs, local government units (LGUs) and private and multinational companies who reported about their respective roles in the industry and also spoke about their opinions, experiences and suggestions for the improvement of the production and marketing of cacao in the country.

II EVALUATION OF SUCCESS ALLIANCE PHILIPPINES PHASE II PROGRAM

Session I Highlights: Summary of Presentations

The session was started by a presentation of ACDI/VOCA’s chief of party, Mr. Nic Richards to get stakeholders “ready for the future.” He cited the trends of development of the cacao industry and laid down the basis for its expansion through coconut farmers. He emphasized that the industry needs to coordinate its efforts and growth, and design a structure to achieve the future opportunities.

With the above premise, ACDI/VOCA’s monitoring and evaluation coordinator, Mr. Orlen Ocleasa, presented a video titled “Cacao Industry in the Philippines Today.” It presented and captured the activities and accomplishments of SA II that created a solid foundation for the cacao industry to build upon.

Mr. Nick Baoy, external evaluation consultant, presented The SUCCESS Alliance Philippines Program Phase II: End of Project Evaluation Results. The report provided an overview of the project, project framework, project achievements, evaluation results, recommendations and lessons learned. These are summarized as follows:

- Objective: To verify the achievement and performance of the project based on the Logical Framework (Log Frame); assess the project based on five evaluation criteria; and formulate recommendations to address issues related to project sustainability.

- Evaluation methods: Review of project documents and relevant reports (Log Frame, Mid-Term Report, etc.); data gathering through conducting FGDs and interviews with key informants and project stakeholders; and direct observation of project outputs and activities in Panay, North Luzon and Davao.
- For Output One: “Farmers’ training program developed and implemented,” the key indicators were the number of training facilitators trained, number of Farmer Field Schools (FFS) conducted and number of farmers enrolled and graduated. The achievements were as follows: developed training curriculum; trained 179 Training Facilitators (TFs) (119 percent of target); trained and graduated 14,360 farmers (89 percent of enrolled farmers); conducted 4,930 FFS in six project areas. On the whole, Output One was achieved as planned.
- For Output Two: “Effective production and marketing systems developed to improve quantity and quality of cacao,” key indicators: nurseries and bud wood gardens established; seedlings produced and distributed; trees rehabilitated; demonstration (demo) farms established; post-harvest facilities installed; cacao bean standards developed and cacao clubs organized. The achievements recorded were as follows: established 138 nurseries/bud wood gardens (138 percent of target); produced 877,770 cloned seedlings (83 percent of target); distributed 588,139 cloned seedlings (56 percent of target); rehabilitated 485,853 trees (122 percent of target); established 29 demo farms (145 percent of target); organized 197 cacao clubs (197 percent of target); facilitated cacao market linkages. On the whole, Output Two was partially achieved due to delay in seedling distribution. *(NB: at time of reporting numbers were not complete, but final success rate was 83 percent for seedling delivery as of September 2009).*
- For Output Three: “Effective project management systems and practices were developed for Philippine project activities,” key indicators: project management office established; M&E plan developed; contributions from local partners monitored; and annual work and financial plans prepared. On the whole, Output Three was achieved as planned.
- The Project’s Target Outcome: “Improved quantity and quality of smallholder grown cacao in the Philippines,” indicators: increase in planted area; increase in volume of cacao traded; increase in income of participating farmers and nursery operators and increase in quality of cacao produced through the adoption of appropriate farming practices. The outcome achievements, on the other hand, were: planted area increased by more than 2,000 hectares (ha) in

2009; Philippine cacao bean quality standards were developed and partially adopted by the industry. Increase in volume of cacao produced and traded could not be determined due to absence of data.

- Based on the five criteria, results of the evaluation are as follows: In terms of relevance (consistency of the project objectives with government of the Philippines [GOP] development objectives); the project objectives are consistent with the GOP policy to promote HVCC and to develop two million ha of agribusiness lands; project objectives support the development priorities of implementing partners and meet the need of farmers for training and extension.
- In terms of efficiency (conversion of project inputs to outputs), the FFS were rated highly by farmers in terms of its overall conduct, content, methods and duration; overall project implementation was found to be satisfactory by stakeholders; despite some delay in seedling distribution, the project is deemed efficient as it was able to meet most of its targets.
- In terms of effectiveness (extent to which benefits of the project were achieved as planned), it was found that overall, project outputs contributed to the achievement of most of the desired outcomes such as increase in planted area and promotion of cacao bean quality standards; expected increase in cacao production, however, was not achieved due to delayed planting by farmer beneficiaries.
- Two key findings formed part of the project impact (extent of achievement of project goals and other effects due to the project): Too early for project to contribute to the goal of promoting prosperity among smallholder cacao farmers in terms of increased income and assets.
- However, several positive effects can be attributed to the SA II project: raised awareness and interest in cacao production; cacao became a priority commodity in HVCC program; entry of smallholder-grown cacao in the foreign market; establishment of MCDC in Mindanao; development of TFs on cacao production; increased investment on cacao development by LGUs and private sector and recognition of CocoaPhil as a prime advocate of cacao industry development.
- In terms of project sustainability, the key findings are that, overall, sustainability of benefits from SA II is likely since cacao has become a priority commodity; partner LGUs are committed to replicate and expand SA II

activities; and most TFs are employed by government doing training and extension and approved clones are now accessible to farmers.

- These issues were found to affect sustainability: the need to clarify exit plans with stakeholders; the need to provide follow-up support for new cacao farmers; the need to sustain marketing support for smallholder cacao growers including a concerted effort to disseminate market information; and a lack of reliable and updated information on the cacao industry.
- Based on these findings, Mr. Baoy presented the following recommendations: Formulate project exit strategy or plan; renew commitments from project partners; mobilize support from government and private sector for cacao industry development; and develop a comprehensive and reliable database on cacao.

Lessons learned from the whole evaluation exercise included the following:

- Providing seedlings motivate farmers to attend training and facilitate learning process.
- Supply of quality seedlings is crucial to projects with training and seedling distribution components.
- Support from project partners is key to implementation of activities at the field level.
- Careful development of project strategy is needed to ensure delays are minimized.

Messages were delivered from the SUCCESS Alliance Partners as follows:

1. Mr. Nicholas Richards, Chief of Party, ACDI/VOCA
2. Mr. David Wolf, Agriculture Attaché, USDA
3. Mr. Peter Van Grinsven, MARS Inc.
4. Mr. Daniel Liew, Title, ARMAJARO
5. Mr. Edward David, President, CocoaPhil

Cacao in the Philippines by ARMAJARO Trading

The representative from Armajaro centered his presentation on the cacao global market, its stringent quality requirements and its price transparency.

- Asia's current market grind for cacao is huge—600,000 metric tons (MT). Its current main supplier is Indonesia. More than 250,000 tons have to be imported from Africa, to source good quality, fermented cacao beans, that are not available in sufficient volume in South East Asia.
- Cacao pests and diseases and the presence of old trees, which have yet to be replaced seem to be the two major problems affecting the growth of the industry.

- There is a huge demand for high-quality beans from Asia, Europe and the United States.
- Armajaro currently sources most of its cacao beans from Papua New Guinea, whose geographical location and intermittent problem with pest and diseases seem to pose souring problems.
- For cacao price transparency, suggested that farmers ought to be educated in terms of product movement on an international level; influencing price factors, e.g., pests, world market price and pricing mechanism.

From the mouths of stakeholders

The summit gave time for the voices of the following SUCCESS Alliance stakeholders to be heard as they recalled their experience in the implementation of the program:

1. Mr. Ireneo Ortega, Farmer, Northern Luzon
2. Mr. Nicolasito Calauag, Provincial Agriculturist, Antique
3. Mr. Johny Silva, Farmer, Davao City
4. Mr. Raymundo Amper, Farmer, Davao City
5. Ms. Zorayda Pulalon, Training Facilitator, Zamboanga Sibugay

The following are summaries of what they said.

“Happy and honored to be chosen as SA II beneficiary as this changed my life.”

Mr. Ortega benefits from the implementation of SA II and considers SA II a success. His skills as a farmer-scientist are further enhanced through SA II. He became a trainer and now has a demo farm on cacao production. However, he is sad that SA II has finished and that the follow-up project will only be in Mindanao. He asked the government to support what has been started by SA II so that the Philippines will be able to produce cacao beans as they do in Indonesia.

“Support from the Provincial Government.” this was the main message of Mr. Calauag, as he related his interaction with Sally Perez, the provincial governor in Antique, upon attending the graduation ceremonies of the FFS in the province. He further related that Governor Perez expressed his thanks to SA II and said that it is a unique program and a noble initiative. They will duplicate the extension strategy of SA II by conducting FFS and distributing cacao seedlings as their counterpart. Adopting the components implemented by SA II will be done through their Farmer Information Technology center. Further, Mr. Calauag said that cacao will become their focus commodity and this kind of assistance provided to the farmers will help them prosper. In closing, he asked the National DA to provide financing to support their cacao program and sustain private or farmers’ initiatives.

“Sustainable Livelihood from a Half-hectare Cacao Farm.” Mr. Johnny Silva, an

outstanding cacao farmer, joined the SA II farmer field school in Cadalian Baguio District in Davao City in June 2007. He has 500 cacao hills, which are 25 years old. He adopted several new technologies after attending FFS, including pruning, sanitation, side-grafting and other good agricultural practices. In 2008, the World Cocoa Foundation (WCF) gave him a solar dryer and fermentation boxes. He also received a pod shredder from WCF (2008), which he used to process organic fertilizer from farm wastes. Today, Mr. Silva supplies planting materials to nurseries and other farmers to help augment his income. He has encouraged his immediate neighbors to plant and rehabilitate their cacao farms as well. He was also able to produce 30,000 kgs of organic fertilizer, together with five other farmers. In the process, Mr. Silva created a model farm for a smallholder farmer, and now serves as a resource person for cacao in his community. Through training and best practices from SA II, he maximized his farm's potential and in the process built his own little home.

“From Association to Cooperative.” This is one of the accomplishments of SA II for the farmer group headed by Mr. Raymundo Amper. With SA II, they were able to convert and register their association as a cooperative, and have received post-harvest facilities. The farmers have grown cacao for a long time but have not worked on improving its quality. Through SA II, they have considerably improved the quality of their beans and have marketed them globally through Puentespina Farms. Further, impressed by the group's enthusiasm and the technology adopted, one NGO has provided them support for additional post-harvest facilities. Mr. Amper and his cooperative are thankful for the opportunity to be included as a beneficiary of SA II.

“Big help technically and financially.” This is what Ms. Pulalon emphasized in her message. Previously a contractual employee, SA II helped develop Ms. Pulalon into a training facilitator with knowledge in the new cacao technology, training the farmers and advocating the crop to the municipality. She has now advanced as an agriculturist in their local government unit's agriculture office.

III COCOA GROWTH AND INVESTMENT PANEL FOR THE PHILIPPINES

Session II was designed as a panel discussion to exchange ideas on the various issues confronting the cacao industry, such as its vital role in poverty reduction, value chain growth, seizing export potential, seeking support from government and donor programs, private sector investment and sustainability plans. Specifically, panelists were guided by the following discussion points for cacao industry growth and investment:

- Discuss specific planned cacao development activities or projects, from 2010-2015 in which they will be involved.
- Discuss any programs/projects that the panelist manages that could provide support to the cacao industry, or to cacao farmers from a poverty reduction perspective.

- Give their views on what the cacao industry needs to do now, to continue industry development and to raise the incomes of poor farmers.
- Suggest what type of structure or organization the cacao industry and stakeholders need to coordinate and direct industry development.

Panelists:

1. Mr. David Wolf, Agriculture Attaché, USDA
2. Mr. Peter Van Grinsven, MARS Inc.
3. Mr. Daniel Liew, ARMAJARO
4. Mr. Edward David, President, CocoaPhil
5. Mr. Sebastian Perez, Farmer, Bicol Region
6. Ms. Melissa Macasaet, LGU, Palawan
7. Mr. Raul Itong, Area Coordinator, ACDI/VOCA
8. Mr. Dante Sy, TP Foods Processing, Inc.
9. Ms. Charita Puentespina, Proprietor, Golden Sunset Farm
10. Mr. Pedro Terry Tuazon, CRS

Session II Highlights:

Five different organizations presented their plans for the cacao industry for the future. Below is a summary of plans, issues and concerns tackled during the panel discussion at the summit:

1. Mr. Raul Itong, area coordinator for ACDI/VOCA, discussed ACDI/VOCA's current and new programs, both dealing with the cacao industry. Although SUCCESS Alliance Philippines II is in the phase of closing out, its structures and inputs will continue to benefit farmers and others, and serve as the basis for continued efforts by other groups and individuals. For the new CoCoPal program¹, USDA's commitment to fund the project at \$5.5 million starting in November 2009 and continuing to 2012, is a great blessing for cocoa farmers. In this new phase, at least 25,000 farmers are expected to be involved. Target areas for this next phase are the Southern and Western Mindanao provinces.
2. Mr. Pedro Terry Tuazon, Agri NRM program manager of Catholic Relief Services (CRS), discussed their Expanding Small Farms and Marketing Program. CRS is committed to the development of various agricultural commodities like coffee, coconut, rice and cacao in Mindanao and projects the expansion of the small farms and market program for the year 2012. The said expansion is expected to alleviate the plight of many poor farmers in the Maguindanao, Bukidnon and Lanao del Sur areas.

¹ A rice-based farming systems enterprise approach will be adopted (also called *Palayamanan*) with a mixture of cacao and coconut as income crops, together with other high-value crops such as rubber.

- The objectives of the program are to improve access to modern markets, increase agricultural production and provide small rural infrastructures. The project areas are Bukidnon, North Cotabato and Maguindanao.
 - The community partners are 1) rice farmers (a) in provinces that have rice as one of the major agricultural crops; (b) whose farms are accessible to irrigation sources; and (c) are in agrarian reform communities (ARCs) that are eligible to access loan funds; 2) cacao farmers (a) who are in provinces that have cacao buying stations; and (b) who have access to agricultural lands that can be utilized for cacao production and 3) coffee farmers (a) in provinces that are close to coffee buying stations; and (b) with access to agricultural lands that can be utilized for coffee production.
 - The expected output of the program is to provide agricultural extension and marketing services for 9,600 farmers in three provinces in Mindanao by increasing rice, cacao and coffee production.
 - The program components and strategies include: clustering of farmers; “Farmers’ Learning Center”; access to agricultural credit; small rural infrastructure and strengthening of extension services.
 - The clustering approach develops the technical, organizational, marketing and financial capabilities of small farmers that enable them to link directly with new markets such as the consolidators, processors, fast-food chains and supermarkets.
 - There is an eight-step approach to agroenterprise clustering: 1) site selection, partnership building and working group formation; 2) product supply assessment and product selection; 3) market chain study; 4) cluster formation; 5) cluster plan formulation; 6) test marketing 7) scaling up; and 8) cluster strengthening
3. Ms. Charita P. Puentespina, proprietor of Puentespina Farms, discussed their commitment to continue with the MCDC expansion of cacao production and trading operations in their respective provinces. She also presented the following suggestions:
- Cacao Farmers should be more aggressive in planting new trees and in the rehabilitation of existing old trees.
 - Farmers should practice proper fermentation to improve quality of beans to be acceptable to the intended international market.

- Farmers should practice proper solar drying to further improve the quality of the cacao beans.
 - Puentespina Farms hopes to continue to be an alternative and comparatively higher-priced buyer for cacao beans from neighboring farmers to encourage more and better-quality cacao bean production.
 - Puentespina Farms will work to strengthen relationships with foreign buyers to assure local cacao bean producers of a market for their produce.
 - To continue the cacao industry development, there should be a continuous effort to disseminate information on the latest cacao growing technologies and encourage coconut farm owners to intercrop cacao under their coconut trees.
4. Ms. Melissa Macasaet, agriculture officer of Puerto Princesa, reported about their plan to distribute seedlings and organic fertilizers to the small farmers through the intervention of the City Agriculture Office.
 5. According to Mr. Edward David, president of the Cocoa Foundation of the Philippines, CocoaPhil stated they will work toward engaging those involved in HVCC and others to embark on cacao production especially outside of the Mindanao area, which is well-served by new projects.

The potential of the Philippine cacao industry was described clearly by almost all speakers during the summit—the country has the proper agroclimatic conditions to grow the crop, the production technologies and seeds are there, and the presence of the government and private sector are enough to make the industry soar to new heights. However, organizations, management and marketing strategies have to be improved in order to get that much-needed push. Some of the needs and concerns raised include the following:

1. Farmers should be educated not only on the rudiments of producing good-quality cacao beans, but also in marketing protocols, particularly in the specifications of the export market. They should be more aggressive in cacao tree planting, ferment beans according to international trade standards, learn the solar drying technology of cacao beans and strengthen their relationship with foreign buyers.
2. The establishment of buying stations is very important especially in strategic cacao-growing areas. There is a constant need for market information in order for the farmers to be able to make quick business decisions. These include prices, volume, demand and other product specifications.

3. Farmers and other industry players should also be educated on the latest research and development (R&D) regarding cacao, especially its value-added products like vinegar, fertilizer, etc. This will bring not only additional income to cacao growers, it will also expand cacao's other untapped potentials.
4. The need for consistent updates regarding the development and issues of the cacao industry also surfaced. Workshops, summits, symposia and the like should serve as the venue for industry participants to share knowledge and experiences and vent out various issues that need to be acted upon.
5. Farmers should have access to government agrifinancing in order to carry out their farming activities. Since most of them rely on loan sharks to answer their financing needs, they remain in the vicious cycle of financial hardship.
6. Disease prevention must be taught to farmers especially in the light of environmental issues and climate change. Knowledge on the proper way to attack pest infestation, fertilization, etc., must be taught to all cacao growers.
7. The international cacao market is immense. MARS, Inc., reported that they need a consistent supply of around 600,000 tons of cacao beans annually, while Armajaro reported on the growing market in India and China. Representatives of both companies agreed that farmers ought to be aware of these requirements and that tons of planting materials should readily be available to them so that they can start the roadmap to produce cacao beans with the international market in mind.
8. MARS, Inc., underscored the need for a credible organization that can work economically, politically and independently, to represent cacao farmers. They also feel that farmers must be involved and need to have a structure throughout the country to represent them.
9. Farmer participants verbalized their concern regarding the continuation of the SUCCESS Alliance Program, saying that its extension will help them a lot especially in terms of technical support. Sustainability was discussed and a speaker said the important lesson that should be learned is to be self-reliant and not to stick to the common dole-out mentality.
10. ACDI/VOCA underscored the value of working together as an industry and suggested that there is a need to 1) develop an approach based on sustainable growth, 2) adopt and use Philippine National Standards (PNS) for cacao beans, and 3) encourage local and international chocolate and cacao-product companies to invest in cacao-tree planting.

Wrap-Up

Mr. Nic Richards, chief of party of the SUCCESS Alliance Project, summarized the discussion of the panelists and participants. The following are the major concerns:

- **People:** Start working together as an industry with a common goal and objectives based on a strong, dynamic, industry-focused executive group.
- **Strategy:** Develop an approach based on sustainable growth; revisit Cacao Road Map.
- **Standards:** Accept, adopt and enforce the Philippine National Standards for cacao beans.
- **Trees:** Encourage local and international chocolate and cacao product companies, to invest into cacao tree planting.

For the organizational phase, the following was suggested:

- Look at the current representational structures in place and review them: CocoaPhil, Cacao subcommittee of HVCC, etc.
- Decide if a National Cacao Coordination Group is needed, based on existing and new groups.
- Set up regional groups that are subsets of the National Cacao Coordination Group, or its equivalent.
- Establish self-funding mechanisms to allow these groups to function.

THE GOLDEN POD AWARDS PRESENTATION

The cacao summit concluded with the presentation of the Golden Pod Awards to those who have displayed exemplary performance and contributions to SUCCESS Alliance Philippines Phase II, including project implementers, partners and beneficiaries of the program.

Recognition in appreciation and gratitude for their outstanding contributions towards the development of cacao sector in the Philippines:

1. World Cocoa Foundation
2. FAS, USDA
3. Cocoa Foundation of the Philippines, CocoaPhil
4. Ms. Smilja Lambert, MARS, Inc.
5. Mr. Peter Van Grinsven, MARS, Inc.
6. Ms. Charita Puentespina, Proprietor, Golden Sunset Farms
7. Pedro V. Cruz, MCDC
8. DA – GMA HVCC Program

ACDI/VOCA-Philippines' Golden Pod Awards recognize those who have made exemplary contributions to the SUCCESS Alliance program. The following are the categories and awardees:

Six outstanding training facilitators and six outstanding farmers were awarded the distinction, coming from each of the six geographic areas of SA II. National winners for the two categories, the most outstanding training facilitator and the most outstanding farmer were also announced. The other categories were outstanding nursery operator, outstanding local government unit, outstanding demo farmers, outstanding cacao club and outstanding cooperative.

Selected as the most outstanding training facilitator on the national level was Mr. Constantino Gamad of Isabela. The winners in the outstanding training facilitators at the area level were as follows: for North Luzon, Mr. Cristeto Acoba of Jones, Isabela; for South Luzon, Ms. Marigel Bacalso of Lupi, Camarines Sur; for Palawan, Mr. Peter Bravante of Rizal, Palawan; for Panay, Mr. Leland Latino of Miag ao, Iloilo; for Western Mindanao, Ms. Iluminada Aradji of Jose Dalman, Zanorte; and for Davao Region, Ms. Fe Oguio of Davao City.

The following were named as outstanding farmers at the area level: for North Luzon, Mr. Simeon Felipe from Isabela; for South Luzon, Mr. Sebastian Perez from Lupi Camarines Sur; for Palawan, Ms. Mylene F. Amora from Aborlan; for Panay, Ms. Nieda Hortilano, from Iloilo; for Western Mindanao, Mr. Roel Alverio, from Zamboanga; and for Davao Region, Mr. Pablo Pesquera from the Compostela Valley. Mr. Johnny Silva from Davao City was named the most outstanding farmer at the national level.

The other awardees were as follows:

- Most outstanding local government unit: Puerto Princesa City
- Most outstanding cooperative: Subasta Integrated Farmers Multi-Purpose Cooperative from Davao City
- Most outstanding nursery operator, Puerto Princesa City Agriculture Office
- Most outstanding cacao club: LAPPA Cacao Growers Club in Apayao
- Most outstanding demo farmer—rehabilitated, Mr. Ireneo Ortega of Apayao
- Most outstanding demo farmer—newly established, Mr. Hadjairal Sahibol of Espanola, Palawan.