

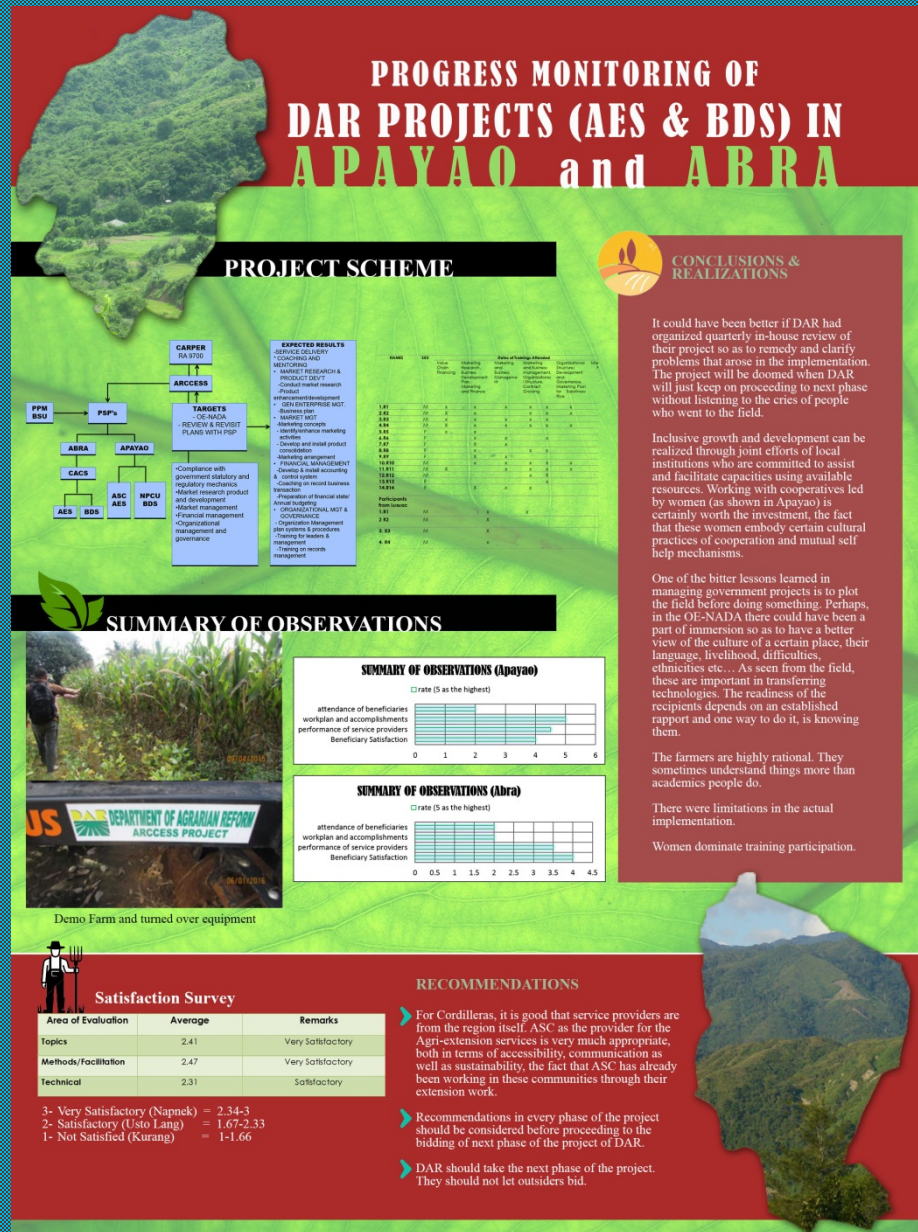
# Carving out Spaces of Negotiations: Lessons from State- Sponsored Development Projects

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# DAR and DA Projects

## ARCESS: Agrarian Reform Community Connectivity and Economic Support Services

## HEIRLOOM



#### Satisfaction Survey

Area of Evaluation	Average	Remarks
Topics	2.41	Very Satisfactory
Methods/Facilitation	2.47	Very Satisfactory
Technical	2.31	Satisfactory

3- Very Satisfactory (Napnek) = 2.34-3  
2- Satisfactory (Usto Lang) = 1.67-2.33  
1- Not Satisfied (Kurang) = 1-1.66

#### RECOMMENDATIONS

- For Cordilleras, it is good that service providers are from the region itself. ASC as the provider for the Agri-extension services is very much appropriate, both in terms of accessibility, communication as well as sustainability, the fact that ASC has already been working in these communities through their extension work.
- Recommendations in every phase of the project should be considered before proceeding to the bidding of next phase of the project of DAR.
- DAR should take the next phase of the project. They should not let outsiders bid.

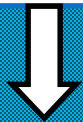
**CARPER9700-2009**



**ARCESS(OE-  
NADA,AES,BDS,IA)**



**SERVICE  
PROVIDERS  
(ASC, NPCU)**



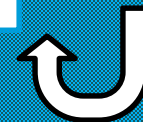
**ARBOs**

- \*technologies**
- \*technoguides**
- \*organizational plan**
- \*Financial plan**
- \*MOAs on linkages**

**EXPECTED OUTPUTS**

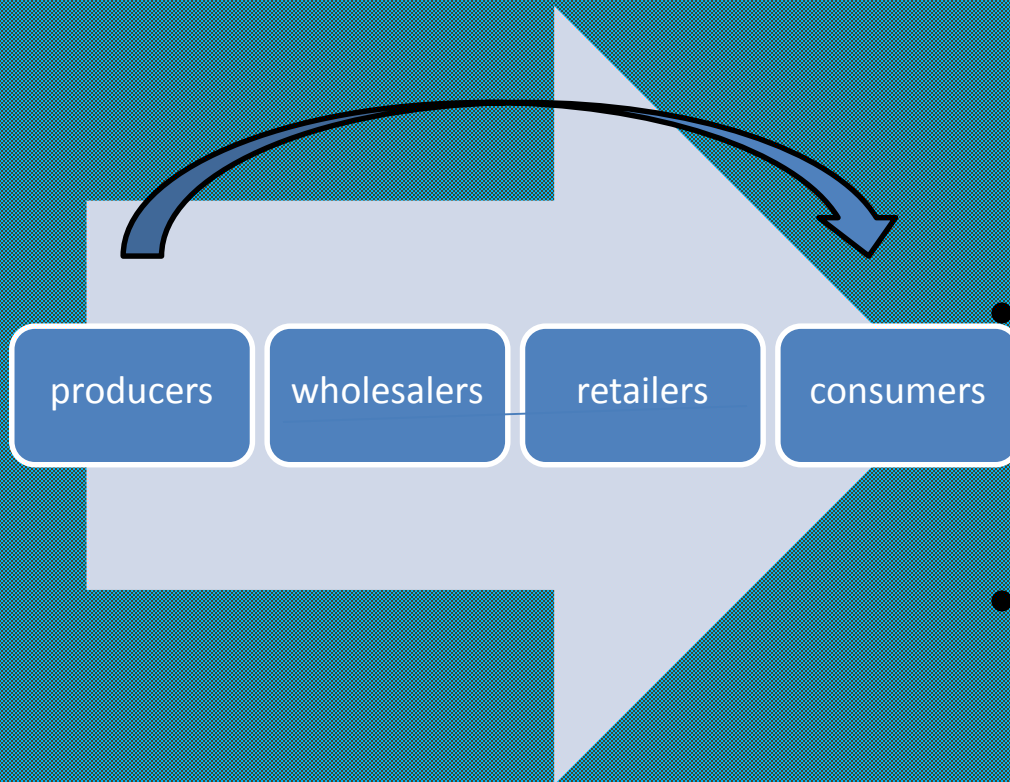


- \*Services delivery**
- \*Market Research and Product Development**
- \*General enterprise management (Business plan)**
- \*Financial Management (accounting and control system, business transaction, annual budgeting)**
- \*partnerships with companies**



**Set backs and good  
practices for  
recommendations BY THE  
MONITORING TEAM**

## Overall Purpose



- Minimize the role of Abusive Middlemen in the conduct of selling agricultural produce to buyers.
- **To allow farmers to have more ROI.**  
To allow farmers to enter into the market
- **To capacitate the farmer to dictate the price of their produce**

**It is easier said than  
done.**

# constraints

- Quantitative and qualitative results do not match. Oftentimes, the qualitative results say otherwise.
- On the part of service providers, FISCAL YEAR limits the trajectory of the projects.
- Release of money relies too much on technical requirements.
- Top-down conceptualization of the project.

# Conclusion

- Sustainability of rural development projects relies so much on how much stakeholders are given NEGOTIATING POWER.
- It is important to know the community dynamics and issues before any project insertion.
- Sustainable projects go beyond quantitative variables.