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Location map of Mountain Province, Philippines

#### INTRODUCTION

- Coffee is the One-Town One-Product (OTOP) of the Mountain Province. They are usually grown in the backyard and in between trees in the forest areas.
- Coffee is an important commodity in every household which is served to guests as a part of their hospitality.

### Introduction....

- Coffee processing and marketing in Sabangan, Mountain Province was supported by the Department of Agrarian Reform (DAR) through the Agrarian Reform Community Connectivity and Economic Support Services (ARCESS) project.
- Two Professional Service Providers (PSPs):
  - ✓ Business Development Services
  - ✓ Financial Management
- the identified Agrarian Reform Beneficiaries Organization (ARBO) known as Kafilig Multipurpose Cooperative.

## **Objectives:**

The study aimed to:

- 1. Monitor the progress and process of support service delivery to the ARBO,
- 2.Monitor project performance in terms of cost-effectiveness, relevance and sustainability, partnership approach, appropriateness of design and utilization;



#### **METHODOLOGY**

- The study was done in Sabangan, Mt. Province from January 2015 to January 2016.
- Extensive document review
- Monitoring, observations and documentation of the processes of implementation of the activities of the PSPs;
- Assessment of ARBOs satisfaction (surveys, interviews, FGDs)
- Interaction with PSBs, DAR-PO and ARBOs



#### **RESULTS**

#### **Findings:**

- Results vs. targets Professional Service Providers met their target deliverables:
  - ✓ Training on Marketing Mgmt.
  - ✓ Preparation of Marketing Plan
  - ✓ Organizational Management and Governance
  - ✓ Preparation of Operational Manual
  - √TNA and Orientation of Financial Management
  - ✓ Bookkeeping
  - √ Financial Statement Preparation
  - √ Financial Policies
  - √ Financial Planning
  - ✓ Accounting and Internal Control System,
  - √ Financial Management/Business Plan

## Findings:

#### 2. Project Performance:

- The recipient ARBO members rated the two PSBs as good and very good.
- Participants claimed that there was an increased in knowledge and awareness in organizational, business and financial management.
- That is evident by the improvement in their recording system.

**Table 1. Satisfaction survey on Organizational Management and Governance** 

	Weighted Mean	Descriptive Equivalen
Project Management	3.56	Very Good
Project Management Team	3.61	Very Good
Project Design	3.67	Very Good
Training Process	3.50	Good
Overall	3.44	Good

**Table 2. Satisfaction survey on Financial Management** 

	Weighted Mean	Descriptive Equivalent
Project Management	3.81	Very Good
Project Management Team	3.97	Very Good
Project Design	3.88	Very Good
Training Process	4.38	Very Good

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- The budget cost in the implementation of project activities by the PSBs, DAR-PO were reasonable
- Expenses were more on travel of project staff and meals of the participants
- all activities were done on site.
- the beneficiaries claimed to have gained more knowledge and skills from the project that would compensate the cost of the implementation of its project.

- The beneficiaries claimed that the activities conducted were relevant due to their involvement in the TNA.
- The activity outputs were:
  - updated coop management policies,
  - business management manual, and
  - financial management/business plans.





Cooperative Auditing

Annalassation from CDA partyrish

GUIDE TO COOPERATIVE ACCOUNTING

# Findings:

- The beneficiaries have committed to sustain with the enhanced knowledge and skills in managing their business as well as their organization.
- The partnership approach paved the way for the beneficiaries to link with potential market outlets and seek support from other agencies/organizations

- the service providers committed to continue assisting the beneficiaries, when needed, especially on the accounting and auditing services.
- It implies that the continuing partnership could highly contribute to the sustainability of the projects.

#### 3. The lessons learned are:

- coaching and mentoring is more effective for non-formal learning for capability building
- Monitoring, close coordination and cooperation among stakeholders is important, and
- Linkaging and partnership is an important aspect in business and organization management.



The challenges that the ARBO needs to hurdle are:

- the relocation of their business and office due to external issues,
- the delivery of the coffee processing facilities (roaster and grinder) by the funding agency, and
- the sustainability of the source of the raw materials (coffee berries) to be processed.



## **Conclusions:**

- The services that were provided by the Professional Service Providers were delivered as expected.
- The successful implementation of the project is attributed to: reasonable budget cost; relevance and appropriateness of activities; establishment of partnerships with market outlets, support agencies/organizations and service providers; and, commitment of the stakeholders to continue and hurdle the challenges ahead.

## **Conclusions:**

- The lessons learned were the factors that contributed to the successful implementation of the project.
- The challenges to ensure the sustainability of a cooperative project are: presence of common facilities, appropriate location of the business and office, and the sustainability of supply of raw materials.

## Recommendations

- The beneficiaries should utilize the knowledge and skills they have learned.
- The lessons learned should be shared to other development workers.
- The beneficiaries have to hurdle the challenges to sustain their projects.

