



FPRDI -ITTO Project PD 448/07 Rev. 2(I) "Sustainable Utilization and Marketing of Selected Non-Timber Forest Products to Support the Handicraft Industry and the Development of Rural Community"

Study 5 Technical Report

"CAPABILITY ENHANCEMENT OF FAMILY AND COMMUNITY-BASED HANDICRAFT PRODUCERS"



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FPRDI-ITTO PD 448/07 Rev. 2(I)

SUSTAINABLE UTILIZATION AND MARKETING OF SELECTED NON-TIMBER FOREST PRODUCTS TO SUPPORT THE HANDICRAFT INDUSTRY AND THE DEVELOPMENT OF RURAL COMMUNITY”

STUDY 5

CAPABILITY ENHANCEMENT OF FAMILY AND COMMUNITY-BASED HANDICRAFT PRODUCTS

TECHNICAL REPORT

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ABSTRACT

“Capability Enhancement of Family and Community-Based Handicraft Producers” or Study 5 was implemented in 3 areas in Camarines Norte and 2 areas in Quezon. In almost two and a half years of its implementation, the study was able to train and enhance handicraft skills and establish livelihood both for the beneficiary Organizations and for their individual members.

The study conducted trainings on organizational matters, handicraft skills development starting with skills development, craftsmanship and product development, and other trainings toward enhancing the productivity and competitiveness of the beneficiary Organizations in handicrafts.

As a result of the trainings conducted by the study, the beneficiary Organizations and their members were able to start livelihood in handicraft, that if properly guided and supported by the LGUs, is a sustainable alternative livelihood because (1) it is based on creating handicrafts that rely on NTFPs that are abundant in their areas, (2) the independent organizations of producers were strengthened and made more competitive by the formation of alliances, and (3) their initial market was established by their participation in different trade fairs.

INTRODUCTION

Capability Enhancement of Family and Community-Based Handicraft Producers is a very important component of the project ***Sustainable Utilization and Marketing of Selected Non-Timber Forest Products to Support the Handicraft Industry and the Development of Rural Communities***. Only an organized, skilled, and community-based handicraft producer can ensure that the NTFP can be utilized sustainably and can be put into good use for the development of their rural community.

The study started with the hiring of Study Leader Rodelio L. Mendoza of Federation of Philippine Crafts Fair Traders Association, Incorporated and Training Coordinator Teresa Pamela C. Palma who conducted a diagnostic of the situation, formulated strategy and drafted an action plan. The initial work of the study is focused in helping the other Project Studies in initial networking and setting-up of interviews, as well as providing invaluable insights into the local context and inter-organization dynamics of People's Organizations and analysis of the training needs of the beneficiary Organizations. Later, the study was reinforced by three trainers assigned to handle the different training topics.

In almost 2 and a half years, the study was able to conduct one (1) training topic on organizational management; six (6) training topics on handicraft skills development; one (1) training topic on financial management; and one (1) training topic on fair trade development.

Starting at the middle half of the training, the study collaborated with Study 4 in organizing the newly trained and organized handicraft producers into participating in different trade fairs, namely, Orgullo Kan Bikol – SM Megamall (October 7-10, 2010); Bantayog Festival - Daet (April 18– 29, 2011); Day of the Forest – UP Los Baños (April 27, 2011); Parada ng mga Hipong Gubat and Handicrafts Festival – Atimonan (May 14-15, 2011); Pinyasan Festival - Daet (June 13 – 15, 2011); Agri-Trade Fair - SM Megamall (June 22-25, 2011); Quezon Week Celebrations – Lucena City (August 15-19, 2011); Orgullo Kan Bicol – SM Megamall (October 6-9, 2011); Rahugan Festival – Basud (October 17-24, 2011); and BonPen Agru-Tourism Tradefair – Pitogo (Oct 24 – 29, 2011).

After 2 years and 5 months of trainings, the study were able to organized 6 community based enterprises/handicraft producers group organized in 5 project areas.

OBJECTIVES

The study objective is to improve the technical skills of handicraft workers/producers to enhance production and improve product quality. Specifically, the study aims to organize small family and community-based handicrafts producers, train and assist them in strengthening their production capabilities and teaching them the importance of fair trade in handicraft industry in which gender sensitivity is valued.

APPLIED METHODOLOGY

Needs Analysis

The study drafted and disseminated questionnaires and conducted focus interview to identify the training needs of the beneficiary Organizations. The training needs of the beneficiary Organizations and their members were assessed and identified. The identified overall training needs were divided into 3 core areas: Organizational Capacity, Skills and Product Development, and Market Analysis.

Lectures with Actual Demonstrations

The most applied methodology used in actual trainings is lecture with actual demonstration. The training started with a lecture on the basic theories and designs using power point presentation. Also, lecturer made use of magazines on handicrafts, product catalogues and other visual materials purposely to enhance creativity among the participants. After the lecture, the trainer made a prototype of the sample product focusing on the step-by-step approach in teaching the techniques in details. Afterwards, the participants are required to make their own finish product, samples of which they must present on the last day of the training to qualify them to receive Certificate of Completion of the Training.

Leveling the Skills

In the course of actual training, the study was forced to adopt new methodology to some training to adjust to actual situation. Some participants are fast learner and others are not. In those situations, the participants were grouped based on their acquired skills. The fast learners are also encouraged to help their fellow participants.

PRESENTATION OF THE DATA

(1) Baseline data from the Training Needs Analysis:

Two methods were used to gather the baseline data. The first method is a Questionnaire on Training Needs Assessment (TNA) where all of the beneficiary Organizations were required to answer and the second method is a focus interview on selected individual or group of individuals.

Tabulation of the results of data gathered showed that all of the beneficiary Organizations were organized between 1989 to 2002. The beneficiary Organizations can be categorized as small organization (20 – 50 members); medium size organization (51-100 members); and large organization (101 up members). Only Luntiang Magsasaka ng Casispalan Association Inc. and Kapatirang Samahan ng mga Magsasaka ng Casispalan, MPC, have small membership, others have relatively large membership. (Table 1)

Table 1. Number of Members of Beneficiary Organizations

Membership	Name of Organization
331	Kapit- Bisig Farmers Association Inc., (KBFAI)
20	Luntiang Magsasaka ng Casispalan Association Inc., (LUMACA)
60	Kapatirang Samahan ng mga Magsasaka ng Casispalan-MPC,
210	(KASAMACA-MPC)
158	Caayunan Bantay-Kalikasan Inc. (CBKI)
173	San Pascual Community Based Resources Management Inc.,
231	(SPCBRMI)
	Tuaca Environmental Action Brigade Inc. (TEABI)
	Tao – Kalikasan Foundation Phils. Inc. (TKFPI)

All of the beneficiary Organizations have existing leadership that are elected every two years though the number of its composition varies from 8 to 15. All beneficiary Organizations were registered in government agencies like DENR, LGU –SB, CDA, SEC, DOLE, and DTI.

Analysis of the gathered data showed that all of the beneficiary Organizations was loosely organized and the members have too little or shallow understanding of the orientation of their Organization. One of the principal reasons for this is because all of the beneficiary Organizations only training on organizational development was the one conducted on their establishment as an organization.

Likewise, data showed that almost all of the Organizations members have zero to very limited knowledge on basic handicraft skills in particular and on the handicraft industry in general.

Table 2. Respondents Requested Training Topics

Number Respondent	Number of Request	Training Topics
135	105	Organizational Training
115	95	Financial Management
127	111	Product Development
133	116	Marketing Development
118	98	Capacity Building Training
108	87	Fair Trade Advocacy

These analyses of the data in addition to the tabulation of the beneficiary Organizations request as shown in Table 2 are the basis of Study 5 final training design which is as follows:

1. Refreshers Training on Organizational Development and Management;
2. Skills and Craftsmanship Development;
3. Product Development 1 - 4
 - 1) Product Preparations and Designs;
 - 2) Product Trading Process;
 - 3) Product Quality Management;
 - 4) Products on Trade Fair And Booth Management)
4. Financial Management (Basic Book keeping and Accounting)
5. Fair Trade Development Training (Gender Sensitivity)

(2) Training Conducted and Objectives

The following are the actual trainings conducted and the learning objectives of the trainings.

Refreshers Training on Organizational Development and Management. The learning objective is to upgrade the capabilities of officers and members, develop and articulate the organization’s mission and vision, assess each functional organization, develop success factors, goals, objectives, strategies, and how to align the functions to achieve success.

Skills Development Training. The learning objective is to teach the participants basic skills in weaving, the cost effectiveness of improved technology and increase in productivity. The purpose is to improve the design and quality of the local handicraft in order to make them more marketable in the local and international market. They are supported in a four-layer approach: training, supplies of raw materials, marketing and guidance into self-directed action.

Craftsmanship Development Training. The learning objective is to teach the participants the different types of indigenous materials used in weaving and to make samples of the eight (8) basic weaves. The purpose is to facilitate and support the development process of the beneficiary Organizations in a range of skills, thereby creating employment or livelihood, in order to improve the quality of their lives.

Product Development Training 1 – 4. The learning objective is teach the participants new skills in designing and creating handicrafts from various raw materials whether rattan, tilob, hagnaya, etc. and engage them in the design processes which include sketching, scale drawings, and full scale layouts. The purpose is to develop competitive products that address factors such as cost, performance, aesthetics, schedule or time-to-market, and quality. Product development training covers four different topics: Product Preparations and Designs, Product Trading Process, Product Quality Management, and Products on Trade Fair and Booth Management.

Training on Financial Management. The learning objectives are to gain an understanding of the basic accounting concepts, procedures and processes in a simple and practical way and to be able to appreciate and know the importance of the financial accounting reports and information for a better decision making.

Fair Trade Development Training (Gender Sensitivity). The learning objective is to instill to the participants the principle of “Trade With a Conscience” or often referred to as “Fair Trade” – the philosophy of helping to build a sustainable future is based on the principle that trade should have a conscience. Through fair trade, artisans receive the respect, dignity and hope that come from working hard and earning fair value for their work.

(3) Training Output:

Table 3. Number of Participants on Refreshers Training on Organizational Development and Management; Skills Development Training; and Craftsmanship Development Training

Name of Organization	Refresher Training on Organizational Development and Management	Training on Skills Development (Handicraft Basic Skills)	Training on Craftsmanship Development (Handicraft Advance Skills)
Kapit Bisig Farmers Association Inc. (KBFAI) Sta. Catalina, ATIMONAN	July 24 – 25, 2010 28 participants	Aug 14 – 17, 2010 16 participants	
Kapit Bisig Farmers Association Inc. (KBFAI) Sta. Catalina, ATIMONAN-Sitio 3	Dec 2—3, 2010 37 participants	Dec 4 –7, 2010 41 participants	Feb. 5—7, 2011
Caayunan Bantay Kalikasan Inc. (CBKI) Caayunan, BASUD	June 24 – 25, 2010 27 participants	July 10 to 13, 2010 13 participants	Jan. 26—27, 2011 12 participants
Tuaca Action Brigade Inc. , (TEABI), Tuaca, BASUD	July 10 – 11, 2010 16 participants	July 17 to 20, 2010 14 participants	Jan. 13—16, 2011 13 participants
San Pascual Community Base Resources Management Inc. (SPCBRMI), San Pascual, BASUD	July 17 – 18, 2010 18 participants	Sept 8-11, 2010 21 participants	Jan. 28—29, 2011 13 participants
Luntian Magsasaka ng Casispalan, Inc., (LUMACA) Casispalan, Tagkawayan	June 26 – 27, 2010 22 participants	Aug 10 to 13, 2010 9 participants	Nov. 26 –27, 2010 23 participants

Table 4: Number of Participants on Product Development Training 1-4: 1 - Product Costing; 2 - Product Trading and Documentation Process; 3 - Product Quality and Quality Management; and 4 - Product Storekeeping and Booth Fair Management

Name of Organization	Product Development 1 Product Designs and Product Costing	Product Development 2 Product Trading and Documentation Process	Product Development 3 Product Quality and Quality Management	Product Development 4 Product Storekeeping and Booth Fair Management
Kapit Bisig Farmers Association Inc. (KBFAI) Sta. Catalina, ATIMONAN-Sito	Feb. 26-27, 2011 12 participants and March 4-6, 2011 15 participants	April 2-4, 2011 15 participants	June 18-20, 2011 10 -1st day participants	Jan 28, 2012 11 participants
Caayunan Bantay Kalikasan Inc. (CBKI) Caayunan, BASUD	March 18-20, 2011 14 participants		Oct 14-16, 2011 7 participants	Jan 21, 2012 12 participants
Tuaca Action Brigade Inc. , (TEABI), Tuaca, BASUD	March 28-29, 2011 15 participants	May 20-22, 2011 18 participants		
San Pascual Community Base Resources Management Inc. (SPCBRMI), San Pascual, BASUD	April 12-13, 2011 13 participants	May 23-25, 2011 15 participants		Jan 23-24, 2012 21 participants
Luntian Magsasaka ng Casispalan, Inc., (LUMACA) Casispalan, Tagkawayan	May 10– 12,2011 15 participants	June 11-12, 2011 8 participants	Sept. 23-25, 2011 16 participants	Oct 21-23,2011 10 participants
Kapatirang Samahan ng mga Magsasaka ng Casispalan Multi-purpose Cooperative (KASAMAKA-MPC)Casispalan, Tagkawayan	May 10– 12,2011 20 participants	June 11-12, 2011 4 participants	Sept 23-25, 2011 16 participants	Oct 21- 23,2011 10 participants

Table 5: Number of Participants on Training on Financial Management and Fair Trade Development Training

Name of Organization	Training on Financial Management	Fair Trade Development Training
Kapit Bisig Farmers Association Inc. (KBFAI) Sta. Catalina, ATIMONAN-Taas	January 29, 2012 11 participants	January 30, 2012 10 participants
Caayunan Bantay Kalikasan Inc. (CBKI) Caayunan, BASUD	January 22, 2012 10 participants	January 22, 2012 10 participants
San Pascual Community Base Resources Management Inc. (SPCBRMI), San Pascual, BASUD	January 25, 2012 20 participants	January 25, 2012 20 participants
Luntian Magsasaka ng Casispalan, Inc., (LUMACA) Casispalan, Tagkawayan	January 28, 2012 22 participants	January 26, 2012 27 participants
Kapatirang Samahan ng mga Magsasaka ng Casispalan Multi-purpose Cooperative (KASAMAKA-MPC) Casispalan, Tagkawayan	January 28, 2012 22 participants	January 26, 2012 27 participants

(4) Trade Fairs Participated

Table 6. Trade Fairs Participated

Beneficiary Organizations	Festival / Exhibits/ Trade fair
Kapit Bisig Farmers Association Inc. (KBFAI) Sta. Catalina, ATIMONAN-Taas	<ul style="list-style-type: none"> • Parada ng mga Hipong Gubat and Handicrafts Festival, May 14-15,2011 • Day of the Forest, April 27, 2011 • AGRIKULTURA TRADE FAIR “Agraryo, Agrikultura at Kalikasan” – a national convergence initiative for sustainable rural development by the PENRO-Quezon June 22- 25, 2011
Kapit Bisig Farmers Association Inc (KBFAI) ATIMONAN - Baba	<ul style="list-style-type: none"> • Parada ng mga Hipong Gubat and Handicrafts Festival, May 14-15,2011 • Day of the Forest, April 27, 2011 • Agri-Trade Fair at SM Megamall, June 22-25,2011
Caayunan Bantay Kalikasan Inc. (CBKI) Caayunan, BASUD	<ul style="list-style-type: none"> • Orgullo Kan Bikol “ Exhibition at SM Megamall, Pasig City, Metro Manila last October 7-10,2010, Mega-Mall • Bantayog Festival/ Daet, April 18– 29, 2011 • Pinyasan Festival, June 13 – 15 – Daet • Orgullo kan Bicol, October 6-9, 2011
Tuaca Action Brigade Inc. , (TEABI), Tuaca, BASUD	<ul style="list-style-type: none"> • Bantayog Festival/ Daet, April 18– 29, 2011 • Pinyasan Festival, June 13 – 15 – Daet • Orgullo kan Bicol, October 6-9, 2011
San Pascual Community Base Resources Management Inc. (SPCBRMI), San Pascual, BASUD	<ul style="list-style-type: none"> • Orgullo Kan Bikol “ Exhibition at SM Megamall, Pasig City, Metro Manila last October 7-10,2010 • Bantayog Festival/ Daet, April 18– 29, 2011 • Pinyasan Festival, June 13 – 15 – Daet
Luntian Magsasaka ng Casispalan, Inc., (LUMACA) Casispalan, Tagkawayan	<ul style="list-style-type: none"> • Agru-Tourism Tradefair –Bonpen Oct 24 – 29 Pitogo • Agri-Trade Fair at SM Megamall, June 22-25,2011 • QUEZON WEEK Celebrations, August 15-19 ,2011,
Kapatirang Samahan ng mga Magsasaka ng Casispalan Multi-purpose Cooperative (KASAMAKA-MPC)Casispalan, Tagkawayan	<ul style="list-style-type: none"> • Agru-Tourism Tradefair –Bonpen Oct 24 – 29 Pitogo • Agri-Trade Fair at SM Megamall, June 22-25,2011 • QUEZON WEEK Celebrations, August 15-19 ,2011,

ANALYSIS AND INTERPRETATION OF THE DATA AND RESULTS

Starting with the baseline data that all of the beneficiary Organizations were loosely organized and their members have zero to very limited knowledge on basic handicraft skills in particular and on handicraft industry in general, the study believe that their number is too many to handle in so short a time of two years. The study could have made much more lasting impact in the community if it was able to focus to a lesser number of beneficiary Organizations and project sites. Nonetheless, the study was able to significantly contribute to the overall success of the project.

The study focus in giving more time and trainings in product development and product quality was the principal factor why the beneficiary Organizations were able to participate in trade fairs and the individual members were able to earn and start alternative livelihood in handicraft as early as of the middle of the trainings.

The sustainability of the successes of the study to enhance the capability of the family and the community-based producers to produce handicrafts is anchored on the availability and abundance of raw materials in their own community. But during the duration of the training, the beneficiary Organizations' harvesting and collection of raw materials were not consistent. Their gatherers need further trainings because they often not that enthusiastic in this job. The beneficiary Organizations will not sustained their capability in production if they are not supported by materials harvested and collected in their respective areas.

The beneficiary Organizations are a lot stronger and more dynamic now than as when the project started. But having said that, their organizational levels are still below the level of an independent, vibrant and dynamic organization. They still need assistance and push from outside elements such as the LGUs and other agencies or organizations.

Despite its shortcomings, the study was able to provide the skills and the organizations that the beneficiary Organizations need in order for them to sustain and make big in the handicraft industry.

CONCLUSION

All of the beneficiary Organizations weres recipients of other studies and projects in the past. In every project, these organizations are expected to acquire skills and maturity as an organization. Yet, when we started the project, the state of these organizations is far from being dynamic. Their "dynamism" as an organization is almost "co-terminus" to the life of the projects that come on their way from time to time.

Starting the trainings by addressing this issue turned out to be one big positive move. In addressing the issue, Study 5 not only confine itself to giving training on organizational matters but actually assisting in organizing and strengthening the leadership of the beneficiary Organizations.

The programmatic and comprehensive approach adopted by Study 5 in giving skills trainings proves to be very effective. Both the zero-knowledge participants and those with basic skills and experience albeit limited were able to acquire necessary skills that were put into use to start a livelihood in handicraft towards improving their economic status.

The timely exposure of the beneficiary Organizations and their members through participation both in local and regional trade fairs which started as early as of the middle of the study encouraged them to be more attentive in the trainings, more creative in their product and persevere in handicraft as a viable alternative livelihood.

It is now not farfetched to imagine that someday the finished products of these organizations will be seen in big handicraft trade fairs both in local, regional and national events. When that time comes, the people behind Study 5 can proudly say that: "these are the products of the people we trained and the communities we developed practicing fair trade principles and caring for environment while feeding their families".

RECOMMENDATIONS

The beneficiary Organizations must now compete in real market seriously. They should continue enhancing the skills they have acquired in the trainings by continuing their production of handicraft products and participation in future trade fairs.

The beneficiary Organizations should continue to work hand-in-hand with the LGU and other agencies of government to improve their crafts. They should particularly focus in acquiring more skills in packaging and marketing.

The beneficiary Organizations and their communities should continue to enhance their harvesting/gathering of raw materials. If ever future study will be undertaken, it should further explore the issue of sustainability of raw materials. The areas that can be pursued are efficient re-planting and marketing of raw materials in order to make harvesting and collection of raw materials a profitable venture in itself.

The Basud handicrafts producers should explore and develop their products that rely mostly on vines, barks and twigs which are abundant in their forests not only on cleverly woven vines but mixed and matched to barks and twigs to capture the "rustic look". Based on the study's participation in trade fairs, buyers and product designers are looking for products with more distinct designs.

The beneficiary Organizations should promote the principles of trade fair in their daily lives with special emphasis on womens' and childrens' rights as to values on gender sensitivity.

ANNEXES



1. Consultation with Mrs. Agnes of DTI Daet, Camarines Norte



3. Consultation with Mrs. Ma. Victoria Madrid of DAR Camarines Norte



3. Consultation with Vice-mayor Helen Mendiola of Basud Camarines Norte



4. Consultation with San Isidro Agrarian Reform Beneficiaries Cooperative (SIARBECO)



5. Consultation with Brgy. Officials of Brgy. San Felipe, Basud, Camarines Norte



6. Consultation with Brgy. Officials of Brgy. Casipalan



7. Consultation with Mr. Roe Saynes of CORZO Crafts



8. Consultation with Mr. Ronald Octa of Jewels Crafts



9. Consultation with Pres. Gerry Mariscotes, Caayunan Bantay Kalikasan, Inc. (CBKI), Basud, Camarines Norte



10. Consultation with Pres. Nestor Belga of Tuaca Environment Action Brigade, Inc. (TEABI), Brgy. Capt Danilo Barrameda and Pres. Zaldy Balictar of San Pascual Community – Based Resources Management, Inc.



11. Consultation with Pres. Wilfredo Endionel of Tao-Kalikasan Foundation of the Philippines, Inc.(TKFP)



12. Consultation with Pres. Zaldy Balictar and Brgy. Capt Nipas, of Brgy. San Pascual, Basud, Camarines Norte



13. Consultation with Mr. Ponciano Mendoza Kapatirang Samahan ng mga Magsasaka ng Casispalan Multi-purpose Coopeartive (KASAMAKA-MPC), Brgy. Capt. Felimon Salbadora and Estella Castronuevo of Luntiang Magsasaka ng Casispalan Inc. (LUMACA)



14. Refresher Training on Organizational Development and Management of KASAMAKA-MPC and LUMACA, Brgy. Casispalan, Tagawayan



15. Refresher Training on Organizational Development and Management of CBKI, Brgy. Caayunan, Basud, Camarines Norte.



16. Refresher Training on Organizational Development and Management of SPCBRMI, Brgy. San Pascual, Basud, Camarines Norte

17. Awarding of Certificate of Completion on Refresher Training on Organizational Development and Management



Brgy. Casispalan, Tagkawayan, Quezon



Brgy Sta. Catalina, Atimonan, Quezon



Brgy Caayunan, Basud, Cam. Norte



Brgy San Pascual, Basud, Cam. Norte



Brgy Tuaca, Basud, Cam. Norte



18. Skills Development Training on Handicrafts with Study Leader Rodelio Mendoza, Trainer Max Nicol and participants from Brgy. Casispalan, Tagkawayan, Quezon



19. Skills Development Training on Handicrafts with Pres. Gerry Mariscotes, Brgy. Caayunan, Basud, Camarines Norte



20. Skills Development Training on Handicrafts with KBFA Inc., Sitio 3, Brgy. Sta. Catalina, Atimonan, Quezon. Trainer Max Nicol is making the prototype of the product.



21. Skills Development Training on Handicrafts with KBFA Inc., Sitio 3, Brgy. Sta. Catalina, Atimonan, Quezon. Participants are beginning to make the assigned product.



22. Skills Development Training on Handicrafts with KBFA Inc., Sitio 3, Brgy. Sta. Catalina, Atimonan, Quezon. Participants are nearing completion of the assigned product.



23. Completion of Skills Development Training on Handicrafts of participants from KBFAInc., Brgy. Sta. Catalina, Atimonan, Quezon



24. Completion of Skills Development Training on Handicrafts of participants from KASAMAKA, Brgy. Casispalan, Tagkawayan, Quezon



25. Completion of Skills Development Training on Handicrafts of participants from SPCBRMInc., Brgy. San Pascual, Basud, Camarines Norte



26. Craftmanship Development (Advance Skills Training) with SPCBRM Inc., Brgy. San Pascual, Basud, Camarines Norte



27. Craftmanship Development (Advance Skills Training) with CBK Inc., Brgy. Caayunan, Basud, Camarines Norte



28. Study Leader Rodelio Mendoza's demonstration on the proper use of blow torch to clean up the finish product



29. Trainer Max Nicol is coaching two of the participants in Caayunan Bantay Kalikasan Product Development Training



30. Product Development Training made use of magazines on handicrafts, product catalogues and other visual materials to enhance creativity of the participants



31. Product Development Training engage the participants in the design processes which include sketching, scale drawings, and full scale layouts



32. Mini Exhibit of the finish products of CBKInc after their Product Development Training. Looking on are Malou of DOST, Don Cortiquerra, Cely Catibog, trainer Max Nicol, Training Coordinator Teresa Pamela Palma and Study Leader Rodelio Mendoza.

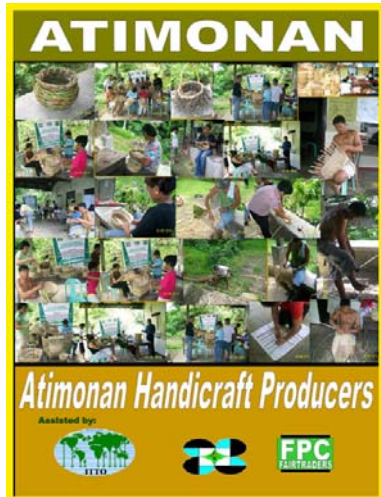


33. Finish products of Caayunan Bantay Kalikasan after their Product Development Training.



34. Completion of Product Development Training of participants from Caayunan Bantay Kalikasan

35. The newly Organized Handicraft Producers tarpaulin banners used in Trade Fairs



36. Some of the Trade Fairs participated by the beneficiary Organizations



Pinyasan Festival - Daet (June 13 – 15, 2011)



Orgullo Kan Bicol – SM Megamall (October 7-10, 2010)



Rahugan Festival – Basud (October 17-24, 2011)



Orgullo Kan Bicol – SM Megamall (October 6-9, 2011)



BonPen Agru-Tourism Tradefair – Pitogo (October 24 – 29, 2011)

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