



International  
Labour  
Organization



# Rapid Coconut Value Chain Assessment

*"Leveraging Coconuts for  
Inclusive & Sustainable Growth in Siargao"*  
study conducted under "Rebuilding Better Coconut Economy"  
project funded by Japan

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# Siargao's Tourism Boom vs. Coconut Sector Realities



## Tourism is Soaring



**529,822** tourists in 2023



**323%** increase from 2022



Top SEA destination (Lonely Planet)



New resorts, flights & infrastructure

**Tourism rapidly rebuilt after Typhoon Odette (2021)**



## Coconut Communities Left Behind



Copra income: only **₱3,500**/ha/harvest



Low yield: **1.1 MT**/ha vs 4 MT national average



Little benefit from tourism boom



Below poverty threshold income

**Still recovering from Typhoon Odette damage**

# Coconut Farming at the Heart of Siargao

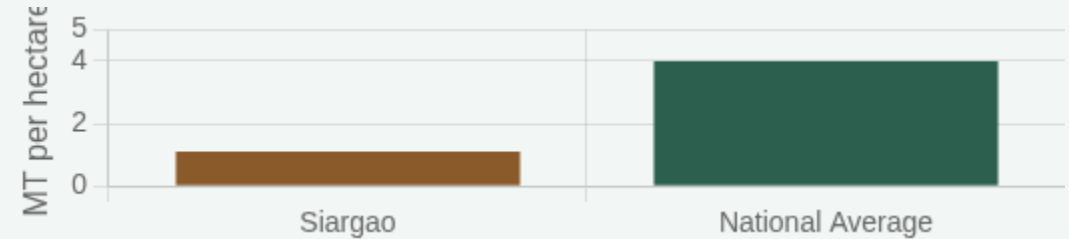
## Land Usage

**34,000+ hectares**

55% of Siargao's total land area



## Yield Comparison



Siargao's yield (1.1 MT/ha) vs National average (4.0 MT/ha)

## Production

**39,000 MT/year**

36% of Surigao del Norte's output

 17,971 registered farmers

## Income & Demographics

**₱3,500**  
per ha/harvest

**10%**  
copra rejection rate

 Aging farmers (avg. ~60 years old)

 Women lead new coconut enterprises

# Key Challenges in Siargao's Coconut Value Chain



## Low Productivity & Income

Yield only 1.1 MT/ha (vs 4 MT national average)

Income: ~~~P~~3,500/ha per harvest Barely covers subsistence needs



## Post-Odette Damage & Fragmentation

Destroyed processing tools & equipment Slow recovery in agricultural sector

Farmers lack organization & cooperatives

# Emerging Opportunities for Coconut Farmers

## Whole Nut Utilization

More value from each coconut:

### **Meat/Kernel**

VCO, Flour, Candy

### **Water/Juice**

Drinks, Vinegar

### **Husk**

Coir, Mats, Peat

### **Shell**

Charcoal, Crafts

One coconut = multiple income streams

## Local Skills & Assets

-  Past DTI/PCA trainings built local skills
-  Community VCO & candy production active
-  Basic equipment exists (needs activation)
-  Home-based production feasible & profitable

WHOLE  
NUT  
APPROACH

## Tourism as Ready Market

**529,822 tourists (2023)**

-  Resorts seek local, eco-friendly products
-  Spas & surf shops buying VCO soaps
-  Restaurants & hotels need coconut foods

## Sustainability & Branding

-  Eco-tourists value sustainable products
-  Zero-waste coconut processing potential
-  "Tatak Pinoy" & Siargao branding opportunity
-  Tourism supports sustainable livelihoods

# Success Story: VCO Soap Enterprise

## Home-Based Business Model

**600**

soap bars/month

**45**

coconuts used

**₱20**

price per bar

**60**

hours/month

## Production Process



Coconut meat extraction



Cold-press VCO production

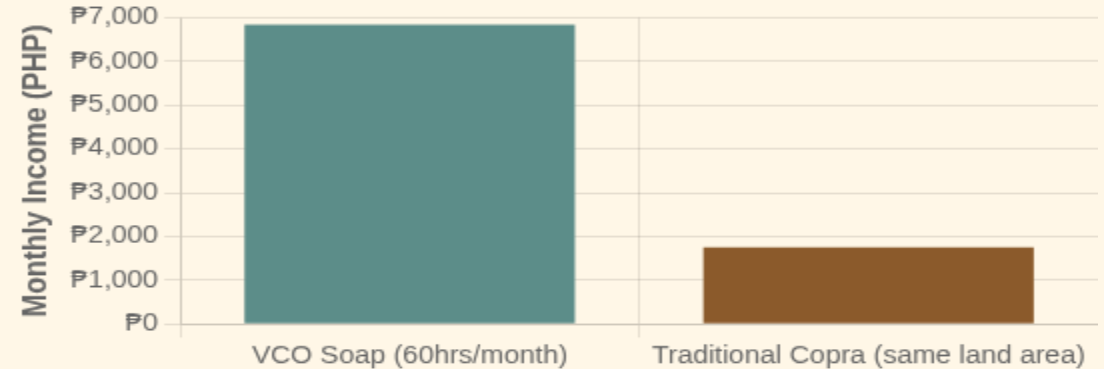


Mix with natural ingredients



Package for local markets & resorts

## Income Comparison



**₱6,840**

Monthly net income from VCO soap  
Equivalent to profit from ~2 tons of copra

## Benefits

- ✓ Higher value per coconut
- ✓ Less physical labor
- ✓ Tourism market demand

## Market Potential

- 🏨 117+ resorts in Siargao
- 💧 Spas & wellness centers
- 🛍️ Tourist shops & boutiques

# Success Story: Coconut Candy (Bucayo) Business

## Women-Led Community Enterprise

**500**

packs/month

**₱25**

price per pack

**₱7**

cost per pack

**48**

hours/month

## Production Process



Grate fresh coconut meat



Cook with milk and sugar

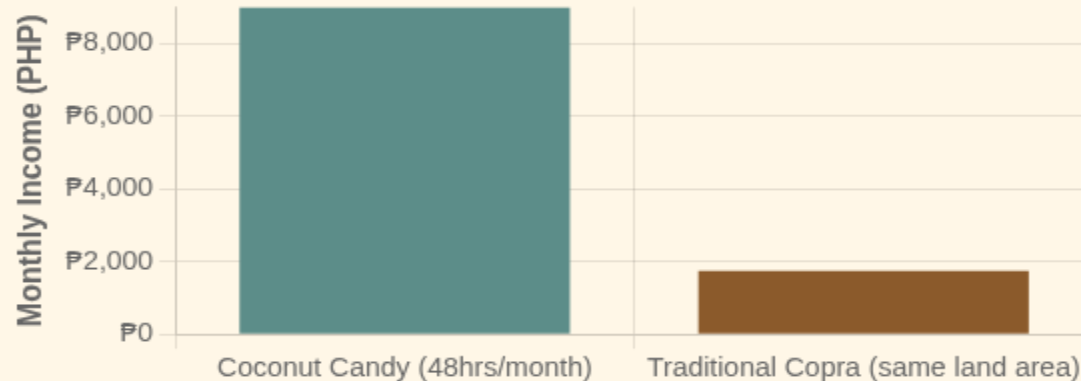


Form into small sweet portions



Package 5 pieces per pack for sale

## Income Analysis



**₱9,000**

Monthly net income potential

Using farm-sourced coconuts (vs ₱5,250 with bought nuts)

### Current Market

-  School canteens
-  Local sari-sari stores
-  Community events

### Growth Potential

-  Improved packaging
-  Tourist souvenir shops
-  Resort gift shops

# Integrated Farming Innovations

## Hydroponics



- ✓ Grow high-value lettuce & herbs for resorts
- ✓ Quick harvests & minimal space needed
- ✓ ₱24,000 annual net income potential

 **Diversified Income**

## Stingless Bees



- ✓ Native kiwot bees boost coconut pollination
- ✓ Up to 200% increase in coconut yields
- ✓ Premium honey sales (₱3k/gallon)

 **Higher Yields**

## Intercropping



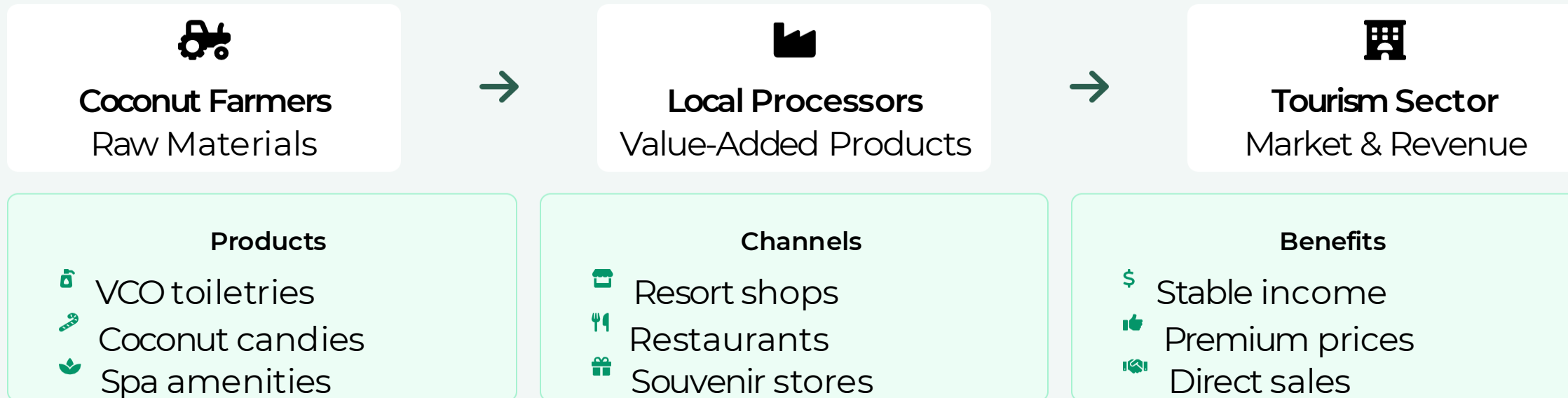
- ✓ Grow cacao, coffee, turmeric between trees
- ✓ Integrate free-range livestock for manure
- ✓ Year-round income from multiple crops

 **Farm Resilience**

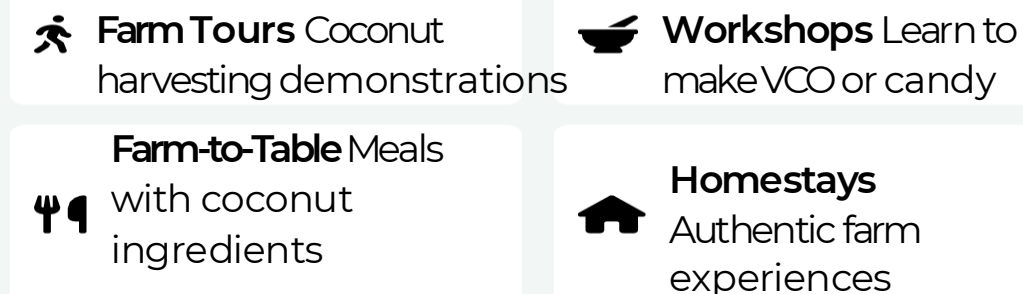
 **Success Case:** In Sorsogon, one coconut farm with bee integration became an agri-tourism attraction, offering visitors farm tours, honey tastings, and accommodations.

# Linking Coconut with Tourism – The Siargao Advantage

## Farm-to-Resort Supply Chains



## Agri-Tourism Experiences



## Sustainability Branding



# National Alignment: CFIDP Opportunities-1

## CFIDP Overview

Coconut Farmers & Industry Development Plan

- 5-year national blueprint (2021-2028)
- Funded by coconut levy funds
- Goals: Modernize industry, raise incomes

**₱75 Billion**

National funding over 5 years

## Support Programs Available



### PhilMech Shared Facilities

Processing equipment, village-level mills



### TESDA & ATI Training

Farm schools, technical skills development



### PCA Hybridization

Farm rehabilitation, higher-yield varieties



### LandBank/DBP Credit

Financing for enterprise development

# National Alignment: CFIDP Opportunities-2



## Farmer Registry Benefits

- 1 Access to training & scholarships
- 2 Insurance & social protection
- 3 Grant funding eligibility
- 4 Credit & financing access



## Siargao's Strategy

- Position as priority CFIDP implementation site
- Leverage clear value chain plan from assessment
- Demonstrate local leadership & commitment
- Ensure all farmers are registered (ongoing)

# Recommendations (1): Actions for Coconut Value Chain Growth



## Form 'One Siargao' Coconut Council

- Unite PCA, DTI, LGUs, farmers
- Coordinate CFIDP programs
- Foster collaborative governance
- Track island-wide progress



## Build Processing Facilities

- Establish central processing hub
- Repair post-typhoon equipment
- Create shared service facilities
- Install VCO/coco sugar machines



## Scale Up Farmer Skills & Enterprises

- Train on NTCP production
- Develop business management skills
- Support women/youth entrepreneurs
- Strengthen farmer cooperatives

# Recommendations (1): Actions for Coconut Value Chain Growth



## Improve Farmer Welfare

- Enforce fair wage standards
- Extend social protection
- Enroll in PhilHealth & SSS
- Provide typhoon insurance



## Market Linkages & Branding

- Organize trade fairs for hotels & tourism
- Create "Siargao Coconut Products" brand
- Improve packaging & shelf life
- Establish product display centers
- Support FDA certification
- Develop digital marketing channels

# Recommendations (2): Integrated & Sustainable Growth

## Model Pilot Farms

- 1 Select 2-3 model farms across Siargao
- 2 Implement full integrated approach:
  - NTCPs (VCO, candy, soaps)
  - Intercropping (cacao, vegetables)
  - Stingless bee integration
  - Hydroponics setups
- 3 Document results as showcase examples

## Mainstream in Local Plans

### Tourism Master Plan

Include agro-tourism & coconut enterprise as pillars

### LGU Development Plans

Budget for coco processing facilities & training

### Policy Support

-  Create "Siargao Coco Week" festival & tax incentives for hotels sourcing locally

# Recommendations (2): Integrated & Sustainable Growth

## Zero-Waste Processing



### Water

Bottled or vinegar



### Husk

Coir fiber & peat



### Shell

Charcoal briquettes

Reactivate decorticating machine for coir production

Set up small charcoal briquetting units



## Regular Multi-Stakeholder Engagement

### Government

PCA, DTI, DA, LGUs

### Communities

Farmers &  
Cooperatives

# Conclusion: A Coconut-Powered Future for Siargao

## From Vulnerability to Viability

-  Diversified, resilient income  
Beyond copra to multiple revenue streams
-  Tourism-agriculture synergy  
Mutual growth, enhanced experiences
-  Typhoon-resilient livelihoods  
Multiple crops, diversified income

## Win-Win for All Stakeholders



### Farmers

Higher, stable  
income



### Tourism

Authentic  
experiences



### Environment

Sustainable  
practices

# Conclusion: A Coconut-Powered Future for Siargao

## Vision of 2025 and Beyond

- ✓ Farms doubling as tourist attractions
- ✓ Young Siargaonons returning to farming
- ✓ Stores stocked with Siargao coconut goods
- ✓ National model of inclusive development

## Call to Action



### Government Officials

Champion these initiatives in your departments



### Business Community

Invest in local coconut products



### Farmers

Organize and embrace new opportunities

# Thank You – Salammat Karajaw, Siargao!



Join us in making this vision a reality. The success of Siargao's coconut value chain will come from continued teamwork among public and private stakeholders – many of whom are in this room.

## Next Steps Together



Form Siargao Coconut Council



Build processing facilities



Create farm-tourism links

**Your feedback, questions, and commitments are welcome now in the Q&A and in the days ahead.**

*Together, we can empower our coconut farmers, enrich our tourism offerings, and write a new chapter of inclusive growth for Siargao. 🌱*