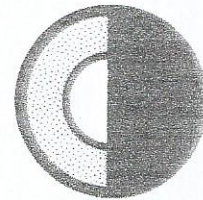




Republic of the Philippines  
OFFICE OF THE PRESIDENT

**PHILIPPINE COCONUT AUTHORITY**

Elliptical Road, Diliman, Quezon City, 1101 Philippines  
Tel. No.: (02) 928-4501 to 09 Fax No.: (02) 926-7631  
<http://www.pca.da.gov.ph>



July 30, 2018

Handwritten signature/initials in a circle

**CHAIRMAN SAMUEL G. DAGPIN, JR.**

Governance Commission for Government Owned or Controlled Corporations  
3/F Citibank Center,  
8741 Paseo de Roxas, Makati City

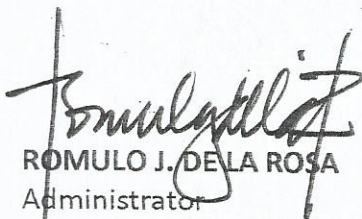
Dear Chairman Dagpin:

Greetings from the Philippine Coconut Authority!

We are in receipt of your letter dated 14 June 2018 providing us copy of the approved 2018 Performance Scorecard of PCA.

In compliance, we are transmitting herewith the 1<sup>st</sup> and 2<sup>nd</sup> Quarter Performance Monitoring Reports which were also uploaded in our Website.

Very truly yours,

  
ROMULO J. DE LA ROSA  
Administrator

CA-OUT-0037



PHILIPPINE COCONUT AUTHORITY  
MONITORING REPORT OF PERFORMANCE TARGETS

|       |   | Weight | Data Provider                   | Total Target              | 2018        |        |             |        |               |        |                           |        | Remarks  |        |
|-------|---|--------|---------------------------------|---------------------------|-------------|--------|-------------|--------|---------------|--------|---------------------------|--------|--|--------|
|       |   |        |                                 |                           | 1st Quarter |        | 2nd Quarter |        | 3rd Quarter   |        | 4th Quarter               |        |  |        |
|       |   |        |                                 |                           | 2018        | Target | Actual      | Target | Actual        | Target | Actual                    | Target |  | Actual |
| SO1   | Empowered Farmers and Farm Workers  |        |                                 |                           |             |        |             |        |               |        |                           |        |  |        |
| SM 1. | Average annual (gross) income of PCA-assisted farmers per hectare (in sale of copra and whole nuts)                 | 6.0%   | Operations Branch               | 44,640                    | -           | -      | -           | -      | -             | -      | 44,640                    |        | Actual to be determined at the end of the year<br><br>Baseline income from coconut is 20,000 (no inputs)   |        |
| SM 2. | Average annual (gross) income of PCA-assisted farmers per hectare (in intercrops, livestock and coconut processing) | 6.0%   | Operations Branch               | 50,000                    | -           | -      | -           | -      | -             | -      | 50,000                    |        | Actual to be determined at the end of the year<br><br>Computed potential income from banana is 30,000/hectare  |        |
| SM 3. | Percentage of satisfied customers   | 5.0%   | Corporate Planning Service      | 90%                       | -           | -      | -           | -      | -             | -      | 90%                       |        | Actual to be determined at the end of the year   |        |
| SO2   | Increased Coconut Productivity  |        |                                 |                           |             |        |             |        |               |        |                           |        |  |        |
| SM 4. | Average nut yield per year of coconut palms per year  | 7.0%   | Operations Branch               | 60 nuts / tree / year     | -           | -      | -           | -      | -             | -      | 60 nuts / tree / year     |        | Actual to be determined at the end of the year<br><br>Target computed as:<br><br>T = NAY x 150% where<br><br>NAY = National Average Yield (45 nuts/tree/year) and 150% is the estimated increase in yield when AGS fertilizer is applied to a coconut tree |        |
| SM 5. | Number of coconut seedlings that survived in the last three years   | 8.0%   | Operations Branch               | 24.964 million            | -           | -      | -           | -      | -             | -      | 24.964 million            |        | Actual to be determined at the end of the year<br><br>Planted palms per year:<br>2015 - 14,832,314<br>2016 - 8,207,129<br>2017 - 6,610,587<br><br>Target is based on an 84% survival rate  |        |
| SM 6. | Number of seed farms established  | 8.0%   | Operations Branch               | 12 constructed            | -           | -      | -           | -      | 6 constructed |        | 12 constructed            |        | 2 MOA drafted (VII, IX, X, ARMM)<br>1 MOA for preparation (VIII)<br>3 sites with MOA (IVA, IVB, V)   |        |
| SM 7. | Percentage of CSI-infested palms recovered after treatment  | 7.0%   | Research and Development Branch | 65% (Zamboanga Peninsula) | -           | -      | -           | -      | -             | -      | 65% (Zamboanga Peninsula) |        | Actual to be determined at the end of the year subject to Rapid Ground Assessment  |        |
| SM 8. | Number of KEDP sites generating their own income  | 6.0%   | Operations Branch               | 209                       | -           | -      | -           | -      | -             | -      | 209                       |        | Actual to be determined at the end of the year.<br><br>GCG imposed that for 2018, all 799 KEDP sites should be generating their own income by end of year  |        |



PHILIPPINE COCONUT AUTHORITY  
MONITORING REPORT OF PERFORMANCE TARGETS

|        |   | Weight | Data Provider                     | Total Target                               | 2018        |  |                                     |  |   |        |  |        | Remarks   |
|--------|---|--------|-----------------------------------|--|-------------|--|-------------------------------------|--|---|--------|--|--------|---|
|        |   |        |                                   |  | 1st Quarter |  | 2nd Quarter                         |  | 3rd Quarter   |        | 4th Quarter                                |        |   |
|        |   |        |                                   | 2018                                       | Target      | Actual                                       | Target                              | Actual   | Target  | Actual | Target                                     | Actual |   |
| SO3    | Accelerate Trade and Market Development   |        |                                   |  |             |  |                                     |  |   |        |  |        |   |
| SM 9.  | No. of coconut farmers organizations (CFOs) / micro, small, & medium enterprises (MSMEs) identified & matched as partners of coconut processors | 7.0%   | Operations Branch                 | 100  | 25          | 20   | 50                                  | 42   | 75  |        | 100  |        |   |
| SM 10. | No. of new coconut hubs operationalized   | 8.0%   | Operations Branch                 | 15   | -           | -  | -                                   | -  |   |        | 15   |        | 3 sites with continuous production<br>9sites with bidding/ ongoing delivery/ construction<br>8 sites for submission of documentary requirements |
| SO4    | Produce Responsive and Innovative Researches  |        |                                   |  |             |  |                                     |  |   |        |  |        |   |
| SM 11. | Adoption and Development of Research Projects   |        |                                   | 200 plantlets derived per plumule          | -           | -  | -                                   | 187 plantlets derived per plumule  | -   |        | 200 plantlets derived per plumule          |        | Actual is highest-to-date   |
|        | a. Coconut Somatic Embryogenesis Technology   | 5.0%   | Research and Development Branch   |  |             |  |                                     |  |   |        |  |        |   |
|        | b. Galactomannan from Macapuno Liquid Endosperm and the process of producing the same   | 5.0%   | Research and Development Branch   | Board-approved Technology Valuation Report | -           |  | Procurement of third party valuator | Request to download fund for approval of the Administrator                                     | Third party valuator procured                         |        | Board-approved Technology Valuation Report |        |   |
| SO5    | Improved Budget Utilization   |        |                                   |  |             |  |                                     |  |   |        |  |        |   |
| SM12.  | Budget Utilization Rate   | 7.0%   | Administrative and Finance Branch | 100% of carry-over; 90% of current         |             | 82% of carry-over; 9% current                |                                     |  |   |        | 100% of carry-over; 90% of current         |        | Budget Division still in the process of consolidating utilization report as of May 2018   |
| SO6    | Achieve Financial Sustainability  |        |                                   |  |             |  |                                     |  |   |        |  |        |   |
| SM 13. | Percentage increase in internally-generated revenue   | 5.0%   | Administrative and Finance Branch | 1%   |             | 38%<br>'18 - 125,930,761<br>'17 - 91,358,815 |                                     |  |   |        | 1%   |        | Financial Statement as of May still being consolidated by the Accounting Division   |
| SO7    | Strengthen Employees and Organization Competence  |        |                                   |  |             |  |                                     |  |   |        |  |        |   |
| SM 14. | Percentage of employees with required competence  | 5.0%   | Administrative and Finance Branch | 65%  | -           | 61%  | -                                   | 72%  | -   |        | 65%  |        | Report as of June still being consolidated by Human Resource Division   |
| SM 15. | ISO 9001:2015 Certification   | 5.0%   | Administrative and Finance Branch | Certified                                  |             |  |                                     | 75% audit activities completed; waiting for certification from DAP re: 3 months implementation | Management Review; Procurement of third-party auditor |        | Certified                                  |        |   |

100%