DAR-Policy and Strategic Research Service. Revisiting the Implementation of Agribusiness Venture Arrangement (AVA): Development Contract (Pineapple) and Land Use Management Agreement (Banana) Between ARB-Members of the Carabao Farmers Cooperative (CFC) and Del Monte Philippines, Inc. (DMPI) and Skyland, Dole Philippines, Inc., Barangay Cawayan, Impasugong, North Bukidnon. June 2012.

The is a follow-through study on the previous case study conducted by the Policy and Strategic Research Service (PSRS) in 2005 which aimed to determine the changes that have transpired during the last five (5) years of the implementation of the Development Contract on pineapple and Land Use Management Agreement on banana entered into by the ARB-Members of the Carabao Farmers Cooperative (CFC) with Del Monte Philippines, Inc. (DMPI) and Skyland, Dole Philippines, Inc. This study is one of the seven (7) cases of agribusiness venture arrangements (AVAs) that were covered by the previous PSRS in-house study in 2005. The findings of the study show the following changes that have transpired during the last five (5) years in the implementation of the aforementioned agribusiness venture arrangements (AVAs) entered into by the ARB-members of the CFC with the investors: 1) continuous enforcement of the Development Contract with DMPI since the duration is 25 years; 2) the extension of the Land Use Management Agreement for another 15 years due to company’s offer of five (5) years advance lease rental payment for the remaining term of the Agreement i.e., until January 19, 2016; 3) the ARBs who entered into Land Use Management Agreement with Skyland, Dole Philippines, Inc. are still better off than those ARBs who entered with DMPI because the ARBs and their immediate family members are given employment opportunity and they receive higher “guaranteed minimum profit” or lease rental payment; 4) there are no changes in the socio-economic conditions of the ARBs of the CFC who entered into Development Contract with DMPI because of the low lease rental being paid to them; and 5) the significant improvements in the operation of the Carabao Farmers Cooperative.