### **TERMINAL NARRATIVE REPORT**

## FOR PCAARRD AND DOST-FUNDED TECHNOLOGY TRANSFER PROJECTS

#### PART I. SUMMARY OF INFORMATION

Program Title: Regional Agri-Aqua Innovation System Enhancement (RAISE)

Program: UGMARA: Uplifting the Grassroot-based

Trogram. Colvinto. Opining the Grassicol-baseu

Mindanaoans in AANR Initiative through Regional Approach

Project Title: Project 3A. USeP's AGRI-AQUA TECHNOLOGY BUSINESS

INCUBATION (ATBI) FACILITY AND SERVICES FOR SMART

FARMING, PRE AND POST HARVEST AND FOOD

**TECHNOLOGIES** 

Implementing Agency: SMAARRDEC

1. University of Southeastern Philippines (USEP)

2. Davao de Oro State College (DdOSC)

- 3. Davao del Norte State College (DNSC)
- 4. Davao del Sur State College (DSSC)
- 5. Davao Oriental State University (DOrSU)
- 6. University of the Philippines Mindanao (UP Min)
- 7. Bureau of Plant Industry Davao National Crop Research, Production and Development Support Center (BPI-DNCRDPSC)
- 8. Kapalong College of Agriculture, Sciences and Technology (KCAST)
- 9. Philippine Coconut Authority Davao Research Center (PCA-DRC)
- 10. Southern Philippines Agri-Business and Marine and Aquatic School of Technology (SPAMAST)

#### **Budget:**

Total Approved Budget: Php 5,045,018.00

Total Release Budget: Php 5,804,498.40

Total Expenditure: 4,411,926.10 - **87.45**%

**Duration:** Project Start 01 January 2022

Project End 31 December 2023

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Extension 01 January – 30 June 2024

Region/Areas Covered: Region XI

## Rationale/Significance:

The University of Southeastern Philippines (USEP) is one of the premier academic and research institutions in the country, specifically known in the field of agriculture, education, engineering, and technology. It has been active and leading in the R&D activities supported by various R&D funding agencies, both international and local, more particularly from the Department of Science and Technology (DOST). Most generated R&D outputs were available to the public through academic lectures and extension initiatives as a contribution to socioeconomic development in the country.

Through the years, the university has been exploring many ways on how to maximize and deliver its matured and high potential technologies for the benefit of the public and the private sectors. Technology Business Incubator (TBI) is one of the strategic Initiatives of translating R&D outputs to the market. The USeP's Technology Business Incubator is known as "AGILab TBI: Advancing Great Ideas Laboratory". "Agila" is the university's icon and a symbol of the Filipino's bravery and strength. Being an entrepreneur, you need to go out and get what you want from the market. "Lab" suggests experimentation with the 50-50 change of business model success. Metaphorically this concept becomes the beacon of our TBI, but this time, a nest for technologies produced in the university and will be incubated until their maturity to be ready for market.

The Technology Transfer Act of 2005, Innovative Start-up Act or RA 11337 Intellectual Property Code of the Philippines (RA 8293), and the Magna Carta for Scientists, Engineers, Researchers, and Other S & T Personnel in the Government (R.A. 8439) encouraged government funding institutions such as DOST to create programs and initiatives for enablers such as University-based TBIs in generating start-ups/spinoffs. USEP AGILab is one of the beneficiaries of the Higher Education Institution Readiness for Innovation and Technopreneurship (HeIRIT) Program of DOST-PCIEERD, wherein this preparatory program helped USEP to establish AGILab TBI's 3S (Service, Structure and Space) through a 2-year grant. Through this grant, AGILA being the signature program, was able to train more than 1,800 students, faculty, incubatees, startups and MSMEs with technopreneurship skills through innovation activities; developed a policy and guidelines manual of the TBI, 7 MOA/MOU forged with Industry partners in IoT. Blockchain, Renewable Energy and Investment sectors, and 350k amount of investment received by the startups. With all these, more than 25 million revenues generated from 25 incubatees/startups.

Last September 2021, funding ended and the continuous support for AGILA program requires financial subsidy from external funding agencies as the University is still working on the operational funds of the TBI. Also, the plan to expand the reach of incubation services in external campuses such as USeP Tagum-Mabini and Mintal, as these are recognized centers of excellence by CHED will be realized if enough resources are available. These campuses are known for their research and commercialized technologies in Smart Farming. Pre- and Post-Harvest and Food Technologies. Students, researchers and faculty members from these campuses do not have accessible avenues related to innovation and entrepreneurship when

confronted with great ideas, ideas that might transform to actual products and have the potential to hit the market. Hence, the proposed establishment of the Agri Technology Business Incubator (ATBI) in University of Southeastern Philippines (USEP) Tagum-Mabini and Mintal.

## Objectives (General and Specific)

The main objective of the project is to establish an Agri-technology business incubation in USEP with a niche in Smart Farming, Pre & Post Harvest and Food Technologies. Specifically, it aims to:

- 1. Streamline the ATBI process and strategies by formulation of plans, curriculum, agreements, and manual;
- 2. Increase entrepreneurial competencies among ATBI personnel in handling its operation;
- 3. Protect and promote the IP-based technologies of the start-up/spinoff;
- 4. Provide incubation services to start-ups/spinoffs through the provision of a space facility, business & technical mentorship, and marketing opportunities;
- 5. Foster innovation activities including ideation workshops, pitching sessions, and networking events; and
- 6. Intensify partnership with relevant industry adopters in the AANR sector.

## **Project Objectives:**

To provide support to CMIs and other ATBIs in the transfer of Technologies through capacity building, technology business incubation, and co-incubation.

## **Specific Objectives:**

- Provide capability building on technology transfer to R&D partners in the region;
- 2. Provide a venue for convergence of regional AANR stakeholders;
- 3. Provide incubation services to potential adopter/incubatees/co-incubatees:
- 4. Facilitate public-private access to AANR technologies to improve the innovation ecosystem in the region:
- 5. Strengthen existing and forge new Public-Private Partnerships for utilization of research outputs.

## **Expected Outputs**

Publications	
	1 ATBI business plan developed
	1 ATBI operations manual developed
	10 ATBI curricula developed
	2 IEC or promotional materials for ATBI developed
	1 Promotional video for ATBI developed
	10 IEC or promotional materials for incubates developed
	2 promotional videos for incubates developed
	<ul> <li>1 ATBI sustainability plan developed and implemented</li> </ul>
	1 ATBI communication plan developed and implemented
Patents	10 trademarks filed
raterits	
	5 copyrights filed
Products	10 Technologies adopted by incubatees
People and	10 Incubatees assisted
Services	6 Trainings for ATBI staff conducted or participated in
	10 Trainings for incubates conducted
	<ul> <li>10 business plans for incubates developed</li> </ul>
	<ul> <li>3 awareness seminars or promotional activities conducted</li> </ul>
	<ul> <li>3 business pitching events, industry meetups, or networking</li> </ul>
	events conducted or participated in
	<ul> <li>ATBI operations fully integrated to PCAARRD's ATBI real-time monitoring system</li> </ul>
Places and	10 MOAs/MOUs with incubates forged
Partnerships	<ul> <li>6 MOAs/MOUs with organizations from public and private sectors</li> </ul>
	forged
Policies	ATBI institutionalized
	<ul> <li>ATBI- related policies of the University crafted and approved</li> </ul>
Social Impact	<ul> <li>New social activities done or participated in by clients</li> </ul>
	<ul> <li>Improved opportunities available to clients</li> </ul>
	Enhanced networks
Economic Impact	Improved productivity
	<ul> <li>Jobs generated</li> </ul>
	<ul> <li>Enhanced effectiveness and efficiency in business operations</li> </ul>
	Increase in gross and net income

## PART II. HIGHLIGHT OF ACCOMPLISHMENTS

Expected Outputs	Accomplishments	
Publication		
1 ATBI business plan developed	100%	
1 ATBI operations manual developed	100%	
10 ATBI curricula developed	100%	
2 IEC or promotional materials for ATBI developed	100%	
1 Promotional video for ATBI developed	100%	
10 IEC or promotional materials for incubates developed	230%	
2 promotional videos for incubates developed	100%	
1 ATBI sustainability plan developed and implemented	100%	
1 ATBI communication plan developed and implemented	100%	
Patents		
10 trademarks filed	100%	
5 copyrights filed	160%	
Products		
10 Technologies adopted by incubatees	80%	
People and Services		
10 Incubatees assisted	100%	
6 Trainings for ATBI staff conducted or participated in	100%	
10 Trainings for incubates conducted	70%	
10 business plans for incubates developed	100%	
3 awareness seminars or promotional activities conducted	233%	
3 business pitching events, industry meetups, or networking events conducted or participated in	100%	
ATBI operations fully integrated to PCAARRD's ATBI real-time monitoring system	Х	
Places and Partnerships		
10 MOAs/MOUs with incubates forged	100%	

6 MOAs/MOUs with organizations from public and private sectors forged	100%
Policies	J.,,
ATBI institutionalized	100%
ATBI- related policies of the University crafted and approved	100%

## PART II-A. HIGHLIGHTS OF EVENTS.

Attended Pre-Terminal Review and Proposal Packaging Workshop

May 13-14, 2024 Panorama Summit Hotel



The RAISE UGMARA, including the USeP Agr-Aqua Technology Business Incubator (ATBI) aims to successfully attain the conclusion of the program's completion. Thus, through the execution of the "Pre-Terminal Review and Proposal Packaging Workshop" it presented the accomplishments of the project's deliverables and assessed the lackings through the succor of DOST-PCAARRD by giving alternatives towards the completion of the project.

This 2-day workshop led by DOST-PCAARRD with the participation of the RAISE Program composed of CMIs in Davao Region, their respective project leaders, and staff. The event was to consolidate the accomplishments of different project components and with the CMIs upon completion, it was the time where DOST-

PCAARRD and consortium raised their different difficulties upon these 2-year duration of the project. The said activity was conducted at Panorama Summit Hotel, Davao City.

USeP ATBI spearheaded USeP INTRAMURALS: AGILab Innovation Challenge

May 2024 University of Southeasthern Philippines-Obrero Campus



University of Southeastern Philippines conducted the HUDYAKA 2024: Intramurals last May 2024, the USeP Student Council spearheaded the USeP Intramurals and sought the assistance of AGILab to conduct the innovation challenge given that AGILab TBI prioritizing the innovative technologies that the students exhibited. Different colleges in the university participated in the said event, they showcased their innovative ideas which can suffice the Sustainable Development Goals inside the university and aid the enhancement towards a greener environment in USeP.



Participants underwent product development with their respective teams upon making their technologies, it is to conceive and consolidate their ideas to easily conceptualize. After the product development, participants are required to present their technologies to the panelists who are also expert in terms of technology making that are applicable to the Sustainable Development Goal.

Benchmarking activity of Central Mindanao University - IPTBM to RAISE UGMARA Program in Southern Mindanao

June 24, 2024 University of Southeastern Philippines



On June 24, 2024, The Central Mindanao University, comprising 16 members, included leaders from Project 1: Regional Intellectual Property and Business Management Hub, Dr. Vellorimo J. Suminguit, who is also its Program Leader; Project 2: Regional Agribusiness Hub, Dr. Annie L. Deriada; and Project 4: Regional Knowledge Management Hub, Dr. Emmanuel P. Leaño. They explored the accomplishments of RAISE UGMARA, particularly noting how USeP's Agri-Aqua Technology Business Incubator (ATBI), led by Dr. Karl Campos, has seamlessly integrated its curriculum with existing business courses. They also discussed how these initiatives have driven SUC leveling and facilitated faculty promotions, highlighting the program's role in enhancing academic quality and professional growth.

During the session, Dr. Evelyn A. Gecale, RAISE UGMARA Program Leader, and Dr. Karl Campos, Project Leader of Projects 3 & 3A, alongside their project staff, engaged in a dynamic Q&A session. This exchange provided valuable perspectives on the practical aspects of program implementation and strategies for overcoming common obstacles, enhancing the effectiveness of their respective projects.

The benchmarking concluded with a ceremonial exchange where CMU presented a token and a certificate of appreciation to the RAISE Program, symbolizing the collaborative spirit and mutual commitment to advancing innovation and technology transfer across regional academic and research institutions.

## Joined the 3rd National ATBI Conference and 2nd Incubatee Summit

April 22-25, 2023 Baguio City



On April 22-25, 2023, selected program and project staff attended the annual National ATBI Conference and Incubatee Summit. The participation is a commitment of AGILab to the continued support of the ATBI network. Despite having no incubatee/s yet, AGILab is fervent to participate with an incubatee in the future.

## Empowering further through Innovation Activities

March 17, 2023 May 18-19, 2023 University of Southeastern Philippines



On March 17, 2023, AGILab co-facilitated the Technology Shopping activity with the CBA Extension Program in promoting innovation along with its adopted community. Some of AGILab's technologies were featured for adoption by the community of CBA, the Womenpreneurs of Central Agdao. The activity was warmly met by the participants.

Following the Technology Shopping, on March 24, 2023, AGILab co-facilitated the Technology Matching activity with the CBA Extension Program. AGILab initiated the technology transfer of six technologies to the womenpreneurs of Central that will be later utilized for commercialization. The Womenpreneurs were matched with the technology generators of their selected technologies.



On another event, on May 18-19, 2023, AGILab collaborated with the Resource Management Division (RMD) of the university. The collaboration sparked future streamlining processes for sustaining and commercializing potential technologies generated within the university. On a similar note, the RMD partnered with AGILab in the conduct of the first Income Generating Project (IGP) Summit of the university. The week-long summit permitted the AGILab to sponsor lecture seminars relating to income-generation and entrepreneurship and conduct a pitching activity as its closing activity.

## Continued Benchmarking and Collaboration activities conducted

February 21 and 23, 2023 AGILab Office-University of Southeastern Philippines



On three separate events and dates, UPGRADE TBI and AGILab conducted a coordination meeting regarding co-incubation and call for incubatees at the AGILab Office. Fruitful exchanges were observed in achieving an active innovation ecosystem in the region.

On another event, AGILab responded to an exploratory meeting with Techshake TBI for partnership held virtually.

AGILab also responded to an exploratory meeting with Wadhwani Foundation for partnership, through Ms. Rose Ofianga held last (March 28, 2023).



On June 14, 2023, the Universiti Teknologi Petronas (UTP), a prestigious institution in Malaysia renowned for its focus on technological education, research, and engineering, recently visited the University of Southeastern Philippines (USeP) to further strengthen their ties and foster collaboration. The purpose of this visit was to facilitate an exchange of updates on ongoing projects and deepen the partnership between the two universities.

Subsequently, Dr. Karl P. Campos, showcased the progress of the Technology Business Incubation. The presentations sparked fruitful discussions for a potential partnership. Through the exchange of knowledge, expertise, and resources, UTP and USeP aim to enhance their educational offerings and make significant contributions to the advancement of technology- related disciplines. This collaborative effort is expected to foster mutual growth and provide valuable opportunities for the academic and research development of students and faculty members from both universities.

## Continued capacity building

February 10 and 17, 2023 March 31, 2023 (Zoom Platform)













In collaboration with the university's College of Business Administration (CBA), AGILab co- facilitated the conduct of the Visiting Professor Program (VPP). This was hosted by the CBA and the Innovation for Social Impact Partnership (ISIP). The VPP was attended by CBA faculty members, graduate and undergraduate students, the Knowledge and Technology Transfer (KTTD) staff, and fellow HEIs/SUCs faculty. The activity is a series of virtual/online lectures by a visiting professor, Ms. Paula Mills of the Academy of Entrepreneurs.

The virtual lectures consisted of topics in entrepreneurship, mentorship, and networking. The university was fortunate to be selected as the host university to receive Ms. Mills. Participants asked questions and clarified matters related to entrepreneurship. The AGILab, in particular, was mentored by Ms. Mills from

conceptualizing a curriculum towards implementing them. Throughout the lectures, Ms. Mills was encouraging and interactive. A fruitful exchange of ideas and consultation made the visiting professor delighted and the ATBI informed of the current entrepreneurial activities in boosting the incubation services of AGILab.



A representative from AGILab participated in DOST-TAPI's Venture Financing Program. The activity informed institutions on how to organize and conduct commercialization with the aid of DOST-TAPI's programs. (March 10, 2023).

## Gender-Smart Incubation Training and Support

January 25-26,2023 Acacia Hotel, Lanang Davao City.



AGILab equips for a more inclusive incubation service. Through the training: Gender-Smart Incubation Training and Support, AGILab personnel are more confident in crafting gender- sensitive incubation services. The training was hosted by IDEAS Davao, in partnership with VIIIgro Philippines held at Acacia Hotel, Lanang, Davao City.

## Portfolio Management Workshop

March 13-14, 2023 Philippine Women's College Davao



AGILab further equips its personnel in improving its portfolio management. Through the Portfolio Management Workshop, AGILab personnel are practicing to improve AGILab's portfolio. The training was hosted by IDEAS Davao, held at the Philippine Women's College Davao.

## IP Rights Policy and Technology Transfer Policy

April 4-5, 2023 Zoom Platform



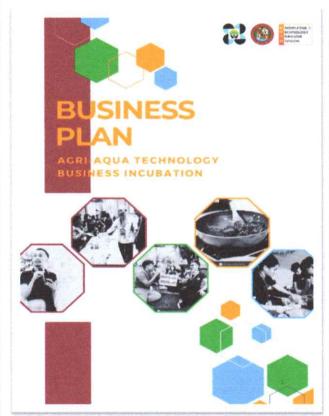
AGILab personnel attended a training lecture on crafting and enhancing IP Rights Policy and Technology Transfer Policy. Through this training, AGILab was informed on the details of pre-commercialization and commercialization processes.

#### PART II-B. HIGLIGHTS OF ACCOMPLISHMENT OF TARGETS

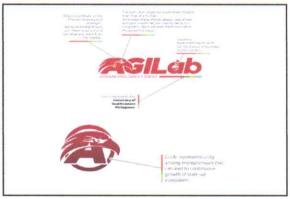
#### PUBLICATION.

#### ATBI Business Plan

ATBI Business plan expresses the services it provides towards the incubatees to prepare their innovative ideas to commercialize in the future, such incubation namely; [Ideation Stage (Hatch), Pre-Incubation Stage (Eaglet), Incubation Stage (Fledge), Post-Incubation Stage (Agila)]. The services offered by TBI prioritizes the students in the University of Southeastern Philippines and encourages them to make sound of their ideas through our assistance, additionally, TBI also offers external services towards different clients who seek assistance such as; Business Processing Services, Brokerage, and other external related services.



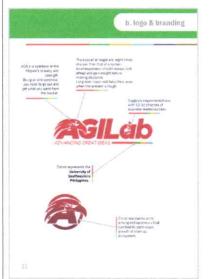


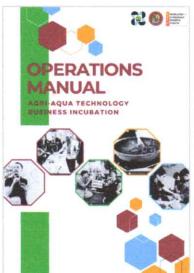


Additionally, the content of the business plan stated also the admission process of the services offered by the USeP ATBI, it helps the possible clients to have an overview regarding the ministration offered by TBI.

Also, to provide information of the ATBI personnel, the business plan contains the organizational plan and its management team, this helps also to know who are the designated personnel on providing services to its internal and external clients. In general, the ATBI Business Plan presents different usage such as its; Strategic Planning, Operational Guidance, Internal Communication, Market Analysis, Admission Process, and its services. It serves as a gateway towards successful implementation of commercialization of incubated technologies furnished by the incubatees.

## ATBI Operational Manual









ATBI Operations Manual is a comprehensive document that serves detailed information, instructions, and guidelines towards the process and procedures which are essential to fully operate an organization.

## ATBI Curricula

## **AUTHOR** ATBI CURRICULA **Entrepreneurial Mindset** Design Thinking Protecting your Intellectual Property Prototyping and Fabrication Karl P. Campos, PhD, DBA Filmann T. Simpao, PECE, MEP Market and Customer Discovery Nash N. Reginio, MBA Branding, Packaging, and Labeling Philip B. Despares, EdD **Business Model Development** Funding Mentorship and Networking **Technology Transfer**



ATBI Curricula provides a clear and structured framework for teaching and learning, it ensures the educational consistency. By engaging the community and fostering holistic development, curricula help build a strong foundation for lifelong learning and personal growth which the ATBI are preparing the incubatees for. The curricula prepared by the researchers can be used in seminars, training or workshops as main or supplementary topics which correlate with the main objectives of the program/event.





The promotional materials produced by the KTTD personnel serve diverse purposes, from enhancing brand awareness and supporting marketing campaigns to educating and engaging both internal and external audiences. By effectively utilizing these tools, organizations can achieve their marketing objectives, strengthen customer relationships, and foster a well-informed and motivated workforce. These IEC materials acted as a threshold for the incubatees to gain information and knowledge about the services that the USeP ATBI offered, it is to attract the students and external incubatees to be involved in this type of venture which will help not only themselves but also to its community.

## Sustainability Plan

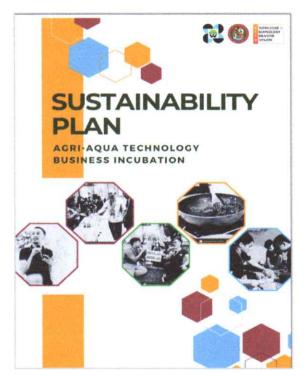
Provide capability building on technology transfer to R&D partners in the region;

Provide a venue for convergence of regional AANR stakeholders;

Provide incubation services to potential adopter/incubatees/co-incubatees;

Facilitate public-private access to AANR technologies to improve the innovation ecosystem in the region;

Strengthen existing and forge new Public-Private Partnerships for utilization of research outputs.





The Agri-Aqua Technology Business Incubation project team crafted comprehensive Sustainability Plan as part of the project deliverables. The Sustainability Plan ensures that the research outcomes have lasting positive effects beyond the project's duration. It helps in designing interventions or solutions that can be maintained and scaled up even after the research concludes, also, it provides an overview of the methods and initiatives that have been implemented to comply with the objectives of the projects.

## ATBI Communication Plan





USeP ATBI constructed ATBI Communication Plan, it is a strategic document that outlines how an organization will implement its activities throughout the duration of the project. It is essential in order to have consistent and effective communication within the project, moreover, communication plan also helps to effectively implement the deliverables within its given timeline.

## · Trademarks and Copyrights filed



















USeP ATBI filed (10) Trademark, and (8) Copyrights, which is applicable towards the deliverables of the project. These trademarks are the outputs from adopters of the incubatees of ATBI, it is a fruit of their innovative imaginations which do have potential for commercializations in the future, additionally, the Copyrights that were filed are from the authors of; GINGER FARMING USING ORGANIC BIO-FERTILIZER, LACTIC ACID BACTERIAL SERUM (LABS): A SIMPLIFIED GUIDE, ORGANIC VEGETABLE PRODUCTION, SYSTEM OF RICE INTENSIFICATION (SRI), VERMICOMPOSTING: A SIMPLIFIED GUIDE.

NAME	LOGO
Drip Delight	DRIPO
Dynamite Krisp	DYNAMITE

FishDaks	FUSHDAKS
Fried Dumply	FRIED DUMPLY
Kapecao	KAPECAO
Pomelo Rush	POMEL RUSH
Ritcherland	RITCHERLAND KANGKONG CHIPS OBGANIC TRICKY SMACE
Squash-Mashed Cracklings	SQUASH-MASHED Cracklings
Unicookies	UNICONIES
AGILab Logo	ADVANCING GREAT IDEAS

## **PRODUCTS**

## · Technologies Adopted



University of Southeastern Philippines CERTIFICATE OF TECHNOLOGY ADOPTION

Name of Technology:	BANANA PEEL COOKIES
Date filed	October 11, 2023
Technology Generators	Hazeli F. Coodiman, Mary Joy A. Czanwo, Lovely Jean M. Painan
Adopters	Offelia A. Sadaya, Wilma Gordon, Empa A. Soeilia, Eva Marie I Samillano, Sarah M. Dela Cuesta, Shat Mac A. Amahan

This is to certify that the adopters have successfully adopted the technology made by the orienholoes-students of L wives m of Southeartees Philippines which signifies readines of commercialization in the future endeavor

DR, SHAFRIOR, MAGALLON, JR, Dacame, Knowledge Technology, and Technology December

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University of Southeastern Philippines

#### CERTIFICATE OF TECHNOLOGY ADOPTION

Name of Technology	MECHANICAL COCONUT CLIMBER
Date filed	June 29, 2021
Technology Generators:	Ryan M. Abenoja, Roger C. Montepin, Ruel F. Tiryugon, Karl Lourentor Lanticso
Adopters	Rossta Alegado Belindo B. Samalineg, Evelyn S. Comulta Condina M. Samalineg, Gilbert Comulta, Ernesto B. Samalineg

This is to certify that the adopters have successfully adopted the technology made by the technology generators of Emiscosty of Southeastern Philippotes which signifies readiness of contract advances in the future endovor

DR. SILVERIO B. MAGALLON, JR.







Ciniversity of Southeastern Philippines

#### CERTIFICATE OF TECHNOLOGY ADOPTION

Name of Technology	CRISPA KANGKONG CHIPS
Date filed	October (1, 2023
Technology Generators	Rosen Jay L. Reyes, Ann Blythe Mae F. Campilan, Trobia Marie P. Amatong, April Joy. Gernanos
Adopteri:	Elisabeth Apura, Era Rose Prajes, Celestilyn R. Colares, Luci Jane P Dolera, Maileo Pasaquian, Intiona B. Avenido

This is to certify that the adopters have successfully adopted the technology made by the incubatees students of Limenum of Southeastern Philippines which signifies readiness of omeney, salientson in the future endeaver

This is certified by

DR. SILVERIO R. MAGALLON, JR.
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University of Southeastern Philippines

#### CERTIFICATE OF TECHNOLOGY ADOPTION

Name of Technology	INBO PA MORE
Date filed	October 11, 2023
Technology Generators	Maria Luz V. Egusa, Christine Ohel B. Escen, Mariarah P. Gian, Jerby Ross L. Montajes
Adopters.	Sharmaine Ivy E. Cabañog, Annabel Rum, Lyvic Garces, Lucia Lee, Mary Joy Biscayno, Ridhyl Bernal, Diana Omita

This is to certify that the adopters have successfully adopted the technology made by the incubatees-students of University of Smatheastern Philippines which signifies readiness of commercialization in the future endeavor.

DR, SILVERIO B, MAGALLON, JR. Data for Knowledge Technicity and Transfer Division





One of the USeP ATBI's activities is to give assistance to the incubatees regarding their product and technology development, and those ground-cutting edge technologies are being prepared towards commercialization and maximize its profitable capacity. ATBI builds out incubatees, and these incubatees often develop cutting-edge technologies and innovative solutions, moreover, successful incubation leads to the growth of new companies that can contribute to the economy by creating jobs and increasing economic activity. These are attainable through the help of external adopters, they can drive significant advancements within larger organizations, helping them stay ahead of the competition by patronizing the innovative ideas of the incubatees.

### PEOPLE AND SERVICES





Incubatees assisted by ATBI during the KAKHA, AGILab Innovation Challenge, and Innofiesta, it was the time incubatees showcased their innovative technologies and products on how they can contribute towards the community and what are their cutting edge features that are beneficial to the society.







KAKHA 2022: AGILab Innovation Challenge was successfully implemented since students and incubatees performed exceptionally well where they offered new experiences and possibilities of how the food and technologies can adapt to the world of innovation. As technology advances and the continuous evolution of an individual's preferences, it is challenging yet fascinating on how the world of innovation continues to provide excellent ideas while continuing to inspire.

## Trainings for ATBI Staff conducted or participated in





ATBI Masterclass (The AATBI Operations Manual)



**NASH N. REGINIO** 

ATBI Masterclass (The AATBI Feasibility Study)



ATBI Masterclass (The AATBI Business Plan)

HAZEL QUEEN BERNALES



ATBI Masterclass (Introduction to Agri-Aqua Technology Business Incubation)

## **NEKILO B. TANGGE**



ATBI Masterclass (Introduction to Agri-Aqua Technology Business Incubation)

## LEO IAN D. JOVERO



Preparing Learning Resources for Innovators, Students and TBI Managers



2nd Mindanao TBI Summit of the Davao Startup Week 2023

## **ANGELICA D. FUENTES**



IP Forward >> IP Masterclass for Accountant and Finance
Professionals

# MICHAEL JOHN M. MONTEZA



IP Forward >> IP Masterclass for Accountant and Finance
Professionals

## DOMINIC RIVERA



IP Forward >> IP Masterclass for Accountant and Finance Professionals

## **GLEEN D. AREVALO**



IP Forward >> IP Masterclass for Accountant and Finance Professionals

USeP ATBI personnel attended different seminars, training, and workshops such as ATBI Masterclass. Through these activities, it will contribute towards the opportunities for professional development, skill enhancement, networking, and personal growth. It will also attest that the project doesn't only focus on enhancing and assisting the growth of its incubatees but also to lend a hand for its staff regarding professional growth.



## Trainings for Incubatees conducted

USeP ATBI gives value on conducting training for incubatees that will help with their training in critical thinking and problem-solving techniques and enables incubatees to tackle challenges effectively.



## 10 Business plans for incubatees developed

(10) Incubatees of USeP ATBI produced different agricultural products, these innovations have different objectives but with one goal as for commercialization in the future. In order to attain, incubatees made business plans which is a comprehensive document that outlines a company's goals, the strategy and timeline for achieving those goals, and the resources required. It serves as a roadmap for the business, providing

direction and helping to ensure that the incubatees remain focused on its objectives. By this, incubatees can clearly define the short-term and long-term goals of their innovation. It provides a detailed plan of action for achieving business goals, including marketing, operations, and financial strategies that can be applicable in the future.

Awareness seminars or promotional activities conducted



INNOFIESTA 2022 focused on enhancing student's analytical skills by solving real-world problems or addressing specific challenges, and this provides students with an opportunity to apply theoretical knowledge in a practical context, making learning more meaningful and relevant. Additionally, the event intensifies the element of entrepreneurship where students have the chance/opportunity to develop or grow pitching business ideas which helps instill an entrepreneurial mindset and encourages them to explore potential career paths in innovation and entrepreneurship.









IGP Summit 2023. The activity – IGP Summit 2023 with the theme "Unlocking Your Wealth Potential: Strategies and Tactics for Building Multiple Streams of Income", aims to encourage and strengthen the engagement of university stakeholders in the production. Further, it provides an avenue for students, faculty, and staff who are willing to participate actively in the operation and maintenance of these projects. In the process, the students learn the rudiments of project development and implementation under government-led schemes. Apart from financial remuneration, the experience would allow students to enhance their entrepreneurial skills and capabilities and prepare them for the real business world after graduation.

#### PLACES AND PARTNERSHIP

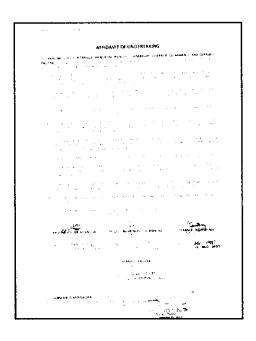
UseP ATBI, incubatees were engaged in the development of innovative technologies that hold promise for future commercialization. This process involved several key steps. Before they could begin, each incubatee was required to complete an Affidavit of Undertaking, which outlines their commitment to the program and adherence to certain guidelines.

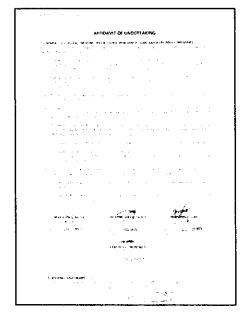


Banana Blossom Fried Dumpling

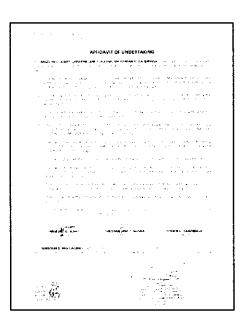


UNICOOKIES: BANANA COOKIES



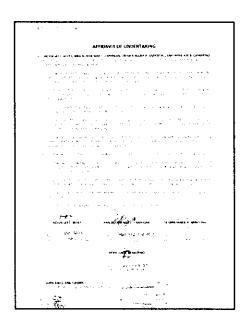


#### **CACAO COFFEE**

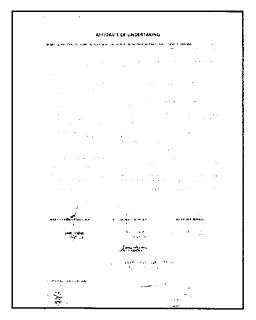


#### NATURAL FRUIT-BASED JAM GLAZED

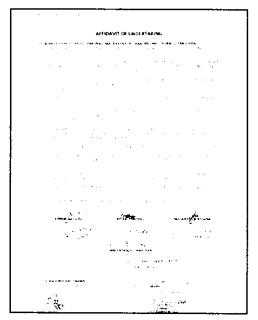
## DRIED FISH WITH FLAVOR



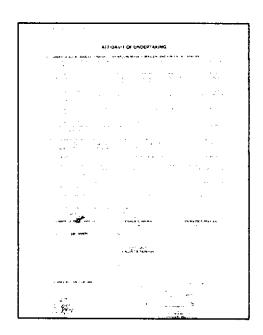
**KANGKONG CHIPS** 



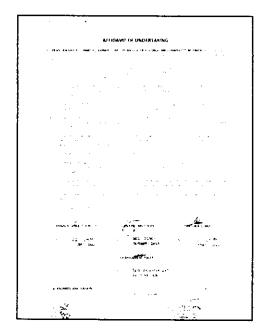
## KALABASA VINEGAR WITH KALABASA CRACKLINGS



RICE-PUFFED CRISP

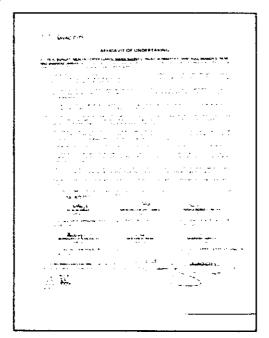


**POMELO PEEL CANDY** 



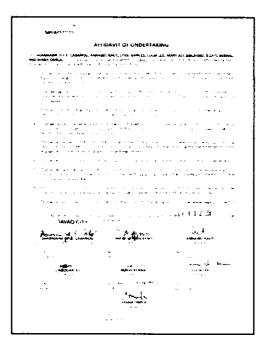
**TAROO COOKIES** 

The External adopters from women of Brgy. San Juan Centro Agdao, Davao City, underwent the affidavit of undertaking to provide a document to formalize the commitments they incurred. Moreover, an affidavit of undertaking serves as a formal declaration of intent or commitment that is sworn under oath before a notary public or other authorized officer. This makes the document legally binding and enforceable in court if the terms of the undertaking are not fulfilled. It's crucial for all parties involved to fully understand the implications and responsibilities outlined in the affidavit before signing it.



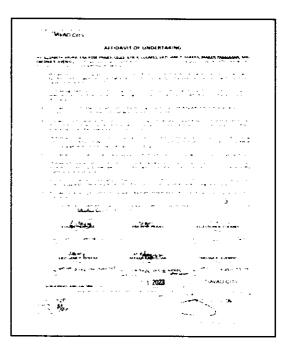
AND DESCRIPTION OF THE PROPERTY OF THE PROPERT

**TOFU-BANANA BLOSSOM DUMPLING** 



**ISBO PA MORE** 

**BANANA PEEL COOKIES** 



**CRISPA KANGKONG CHIPS** 



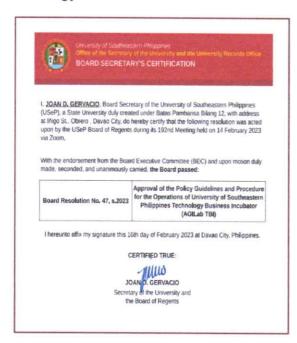


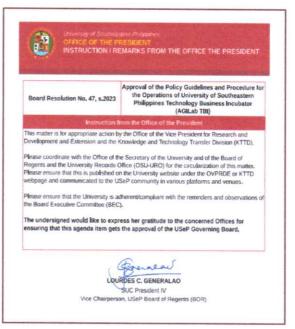
**SQUASH CRACKLINGS** 

TALK ABOUT KRISP

#### POLICY

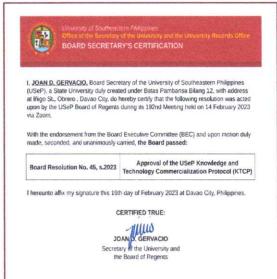
Institutionalization of ATBI in University of Southeastern Philippines indicates that Technology Business Incubator will have its role towards providing incubation on innovative technologies (primarily on agricultural technology) whether internally or externally. It also helps the office to recognize its labor, primarily on conducting technology business incubation













Through establishing the AGILab TBI, it helps the inwall incubatees to mold and/or enhance their innovative ideation through applying their ideas by producing a technology using the agricultural aspects. Events such as KAKHA 2022 served as a training ground to showcase their innovative technologies and present towards external incubatees, which are the women from a barangay in Davao City.

The operator, AGILab TBI, is managing the business incubator center to perform the actual business incubator operation, providing the necessary services to startups and enterprises. AGILab TBI, as the operator of the business incubator receives financial support from investors into the business incubators. In the case of AGILab TBI, the investor component is the University of Southeastern Philippines and the Department of Science and Technology, as the source of funds to build the TBI and support its operation. The start-up and small enterprises are the companies that can contribute to regional or national economic development and bring innovation to the community

#### PART III. ANALYSIS/CONCLUSION/RECOMMENDATIONS

#### Problems Encountered

## → Matching effective industry partner

The project is still linking for potential partners that can establish a winwin situation for the incubatees and their organization.

#### → Commercialization efforts

The project also recognizes the delay of commercialization due to administrative procedures. Conformity to the policies and procedures in our institution is strict and requires time to permit activities and partnerships.

## Analysis of Accomplishments

- A. The continued implementation of the Mind to Market framework allows for more opportunities to widen technology transfer options. During the Q1 and Q2 of Year 2, the ATBI Project was able to collaborate with an extension program, leading to furthering the empowerment of the adopted community of the university. Along with this, the continued collaboration with the different units of the university permitted another opportunity to streamline activities with the Resource Management Division of the university. This paved the opportunity for potential sustainability options in the future.
- B. As the project is fervent towards its vision and its deliverables, AGILab became a household name for initiating innovation bootcamps and pitching activities in the community. The continued capacity development, exposures, and benchmarking validates AGILab's efforts in the innovation enhancement in the region.

#### Lessons Learned

- → The conduct of ATBI is only effective once collaboration between stakeholders' manifests in every activity.
- → Promoting the vision of the ATBI enables opportunities, not only to the incubatees, but also to different entities who share similar vision and outcomes.
- → Establish reputation in order to invite collaboration among stakeholders, welcoming them into the innovation ecosystem

#### Recommendations/Conclusions

- → Inquire to existing and continuing entities (e.g., ATBIs) on how to effectively manage an incubation program. More heads are better than one.
- → Establish partnerships to enable commercialization activities.
- → Abide by the principles of ATBI in strategizing pragmatic objectives.
- → Review project targets periodically.

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