PREGIONAL AGRIBUSINESS PROFILE SOCSKSARGEN REGION XII

I. GENERAL INFORMATION

POLITICAL HISTORY

On February 23, 1995, Republic Act 7901 “An Act Creating Region XIII also known as the Caraga Administrative Region” was enacted. Section 3 of the said law provided for the transfer of Sultan Kudarat to Region XI following Surigao del Sur’s transfer from Region XI to the Caraga Region. However, in 1998, RA 8744 was passed transferring back to Region XII the province of Sultan Kudarat.

Pursuant to the provisions of the Final Peace Agreement signed between the Government of the Republic of the Philippines and the Moro National Liberation Front (MNLF) on September 2, 1996, Executive Order No. 371 was issued by His Excellency Fidel V. Ramos on October 2, 1996. EO 371 established a Special Zone of Peace and Development (SZOPAD) in Southern Philippines, which encompassed five regions, including Region XII.

On August 14, 2001, a plebiscite was conducted in the SZOPAD to determine the areas that shall comprise the expanded ARMM, pursuant to RA 9054. Marawi City in Region XII and Basilan Province in Region IX joined the ARMM. As a resultant administrative measure following the reconfiguration of ARMM, President Gloria Macapagal Arroyo issued Executive Order No. 36 on September 19, 2001, which realigned the Administrative regions in Mindanao. The province of Lanao del Norte and Iligan City of the old Region XII were transferred to Region X. The provinces of South Cotabato, Saranggani, and the cities of Koronadal and Gen. Santos of Region XI became part of the new Region XII. Thus, the new composition of Region XII per EO 36 now includes the provinces of Sarangani, South Cotabato, Sultan Kudarat and Cotabato, and the cities of Kidapawan, Tacurong, Koronadal, Cotabato and General Santos.

a. Climate

Region XII falls under the 4th Climatic Type having an evenly distributed rainfall throughout the year with no pronounced rain periods. The region experiences high annual rainfall, which ranges from 1,871mm/year to 2,876mm/year (considered moist). Rainfall patterns of the region contribute to the high production levels in agriculture. May, June, September and October are considered wet months while February, April and July are the dry months.

b. Land area, size and distribution by province

Land Area

Region XII has a total land area of 22,612.01 sq. kms. representing 22 percent of Mindanao's total land area. Among the four provinces in the region, Cotabato has the biggest land area at 8,650.43 sq. kms., which is about 38 percent of the region's land resources. South Cotabato province has the smallest area among the provinces, with a land area of 3,658.95 sq. kms.

Distribution by Province

The rich and vast land resources of SOCSKSARGEN stretches an area of 1,457,130 square hectares representing 6.44 percent of the total area of the country. Among the four provinces, Cotabato has the largest land area which is 34% of the regions' total area.

Figure 3. Land area, size and distribution by province (sq.km.)

Province/City	Land Area
Region	22,612.01
North Cotabato	656,590
Sultan Kudarat	471,480
South Cotabato	390,138
Sarangani	395755
Cotabato City	17,600
General Santos City	

Source: Provincial Profile

c. Boundaries and Topography

Region XII is situated in the central and southwestern parts of Mindanao, bounded on the north by the provinces of Lanao del S
Maguindanao; on the southwest, by Mindana
Davao City.

It lies 6o 32' to 7 o 33' of the north latitude and 124 o 01' to 125 o 17' of the east longitude. Region XII has many distinct physiographic features, varying from flat, fertile plains to irregular landscape to wide valleys, scattered hills and intensive mountain ranges. About half of the region's land resources fall within the 0-500m in elevation. The region has an extensive and long coastline which stretches to 320kilometers.

d. Slope and Soil

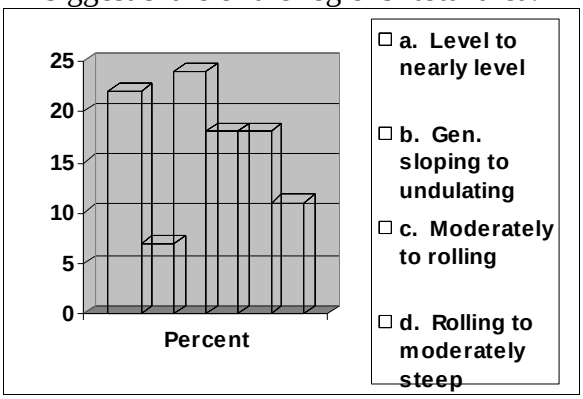
The slope of an area is one of the determinations of an effective land use. To define this role, slope is delineated into six categories.

Figure 1. Slope classification, range and effective area.

SLOPE CLASSIFICATION	RANGE	NO. OF HA.
a. Level to nearly level	0-3	315,703
b. Gen. sloping to undulating	3-8	94,815
c. Moderately to rolling	8-18	349,241
d. Rolling to moderately steep	18-30	264,253
e. Steep	30-50	253,798
f. Very steep	>50	159,460

Source: BSWM

Figure 2. Shows the distribution of slope classification with moderately to rolling slopes consisting of 349,241 hectares or 24% having the biggest share of the regions' total area.



1. Level – nearly, 4 to 3 percent. These lands are highly suitable for varied uses from agriculture to urban and industrial uses. Irrigable lands fall under these category. Almost 22 percent of the total area nearly flat lands.

2. Gently sloping to undulating – 3.8 percent. These are still very suitable to lowland agriculture and urban uses. Only 6.60 percent of the region belong to this category with Cotabato having the highest absolute area relative to the rest of the provinces.

3. Undulating rolling lands – 8.18 percent. These lands are still suitable to agriculture with thee application of the sloping land technology. These lands likewise set the ideal limit for the urban expansion, 24.30 percent of the region are classified as undulating to rolling with the vast area located at Cotabato province. Some of these areas have deep, friable soil which can be productive to economic trees given the best environmental conditions.

4. Rolling to moderately steep lands – 18-30 percent. Areas falling under this category are generally considered marginal agricultural lands. This contribute 18.39 percent of the regional land area with Cotabato again having the biggest area under this category.

5. Steep – 30-50 percent. This consists of roughly disserted mountainous areas. These are reserved for forest trees to attain the required balance between forestry and agriculture.

6. Very steep - > 50 percent characterized as very steep and rough mountainous areas. About 11.09 percent of the region's area belongs to these category and these are pronounced in the provinces of Sultan Kudarat which is about 15 percent of the provincial land area.

II. Agricultural and Principal Market Centers

The principal/major market centers in SOCSKSARGEN is located in the cities of General Santos (Huwarang Palengke), Cotabato, Kidapawan, Koronadal and Tacurong. The municipalities of Midsayap and Kabacan in North Cotabato; and Isulan of Sultan Kudarat are also considered the major trading centers in the region. Moreover, trading posts were also established in the above major market centers including the municipalities of Makilala (North Cotabato) and Esperanza (Sultan Kudarat).

III. Support Services

a. Infrastructure

Land Transportation

The total length of road network in the region as of December 2001 was 15,434.69 kilometers. Of the total, sixty-four percent (64%) were barangay roads, sixteen percent (16%) provincial roads, eleven percent (11%) city and municipal roads, and nine percent (9%) national roads.

Among provinces in the region, Cotabato Province recorded the longest road network at 4,263.20 kilometers; while among cities, Koronadal had the longest road network at 565.79 kilometers.

In terms of road density (length in kilometer over land area in square kilometers) among provinces, South Cotabato had the highest at 0.89 km./sq.km.. All five cities in the region registered road densities of over one kilometer per square kilometer with Koronadal having the highest at 2.22 km./sq.km.

Of the 1,357.19 kms. existing national roads as of 2002, 459.33 kms. were paved with concrete and 254.77 kms. were paved with asphalt. The remaining 643.10 kms. were gravel and/or earth road.

Bridges

As of 2002, there were a total of 258 bridges along national roads. Most of these bridges are permanent structur Cotabato Province had the most nur at 105, while Cotabato City has the national roads.

Airports

Cotabato Region has one existing international airport, the General Santos City International Airport, a Municipal Airport located in Lebak, Sultan Kudarat and two private airports located in Kalamansig, Sultan Kudarat and Tacurong City.

Seaports

The Port of General Santos is the major seaport of the region. It is categorized as a port of entry, and caters to large inter-island vessels for passengers and cargo. It serves domestic routes to Manila, Zamboanga, Iloilo and Cebu. It also accommodates international vessels from Singapore, Japan, Malaysia and Indonesia.

The Cotabato City Port serves as a subport of entry for vessels from Pagadian City, and Kalamansig, Sultan Kudarat. The municipal ports in the region are located in the municipalities of Kalamansig and Palimbang, Sultan Kudarat Province.

WATER RESOURCES

Water Supply

The total number of households served with potable water in 2002 was estimated at 519,902 or about 82.35 percent of the total number of households in the region. Among the provinces, South Cotabato had the highest access to potable water with 92.52 percent of its household already served with potable water. Level I system is still the main source of potable water in the region.

Irrigation

As of 2001, there were thirteen (13) national irrigation systems in the region with a total service area of 57,749.49 hectares, and 124 communal irrigation systems with combined service area of 24,096.44 hectares.

As of December 2001, the region recorded a 39.06 percent irrigation development. Around 27.56 percent of this irrigation development are areas covered by the national irrigation systems and the remaining 11.50 percent are those covered by the communal irrigation systems.

C

nications Office (TelOf) XII has
e different provinces and cities of the
TelOf XII are ordinary telegram,
ansfer service, public calling offices,
m network.

as PLDT, Globe, and Piltel, among
lular sites, as well as, Internet
t in the region.

58 telephone lines were available for
ed with franchise to operate in the
ns Office. However, only 46,480 lines
were subscribed. This showed that the region had enough telephone lines available still for subscription and connection.

Radio and Television

There are 37 radio stations in the region. About 21 of these are operating in the FM Band while 16 are AM Stations. The bulk of these stations are found in Gen. Santos City with 17 stations. On the other hand, there are five television stations in the region. These are located in the cities of Cotabato, Gen. Santos and Tacurong. These stations are affiliates of GMA and ABS-CBN in Metro Manila and show direct live telecast via their respective satellite systems. Municipalities surrounding these cities can also access TV reception using high elevation TV antennas. Some areas in the region are also capable of getting TV reception from television stations based in nearby cities of other regions.

Cable television system has been gaining more subscribers in the region. Subscribers of these networks have a number of channels to view from domestic and international telecast shows. These are available mostly in key cities of the region, such as Cotabato City, Gen. Santos City, Kidapawan City and Koronadal City. The municipality of Glan in Sarangani Province has its own cable TV station.

LocalNewspaperPublications

There are twenty-five (25) local newspaper publications in circulation in various parts of the region. These were mostly based in the cities of Cotabato, Gen. Santos, Kidapawan, Tacurong and Koronadal. Publications are mostly circulated once a week with about 27,000 copies. The local newspaper publications complement the national dailies coming from Metro Manila and Davao City.

P CATION

PowerGeneration

As of September 2002, there were six (6) existing power-generating plants operating in the region with total installed capacity of 169 megawatts (MW). Of these, 108.48 MW are generated by the geothermal plant in Mt. Apo while the rest were generated by diesel power plants.
The capacity of these existing power plants however, is not enough to supply the power requirements of the region. Hence, the region is still dependent on the hydro- based power plants in the Lake Lanao- Agus River C

Electrification

Of the total 1,208 barangays in the region, 70.03 percent (846 barangays) have already been provided with electricity. Almost all barangays in -the five (5) cities of the region have already been energized. Among the provinces, Sultan Kudarat had the least number of barangays energized while South Cotabato had the highest number of barangays with electricity.

In terms of households served with electricity, as of December 2001, 48.44 percent (284,463 households) of the total number of households have already been provided with the services of the different electric cooperatives and private electric companies

Power Transmission

As of September 2002, there were seven (7) major transmission lines with capacity of 138 KV installed in the region. These were the main power lines connected to the Mindanao Grid, which supply electricity to the different substations in the region. From the substations there were nine (9) transmission lines with capacity of 69 KV, which supply electricity to the different electric cooperatives in the region.

b. Educational/Research Institutions

- University of Southern Mindanao (USM), Kabacan, Cotabato
- Polytechnic State Colleges (Isulan, Sultan Kudarat)
- DA-CEMIARC
- Notre Dame University
-

c. Banking/Credit

- Land Bank of the Philippines
- Development Bank of the Philippines
- Philippine National Banks
- Metro Banks, Allied Banks, other private commercial banks
- Rural Banks and Cooperative Banks
- QUEDANCOR
- PCIC
- Traditional Lending Institutions

II. Agribusiness Opportunities

a. Cost and Return Analysis of Priority Commodities

III. Agricultural and Principal Market Center

The principal/major market centers in SOCSKSARGEN is located in the cities of General Santos (Huwarang Palengke), Cotabato, Kidapawan, Koronadal and Tacurong. The municipalities of Midsayap and Kabacan in North Cotabato; and Isulan of Sultan Kudarat are also considered the major trading centers in the region. Moreover, trading posts were also established in the above major market centers including the municipalities of Makilala (North Cotabato) and Esperanza (Sultan Kudarat).

IV. Support Services

a. Infrastructure

- Concrete road network connecting to all regions
- Fishport facilities
- Canneries
- Airports
- Sea Ports
-

b. Transport

b.1 Air

- Philippine Airlines
- Air Philippines
- Cebu Pacific
- Sea Air

b.2 Land

- Buses
- Vans
- Jeepneys
- Taxi
- Tricycles (within the locality)
- Motorcycles

b.3 Sea

- Aboitiz
- Sulpicio Lines
- Negros Navigation

c. Communication

The following communication services are existing in all the cities and major municipalities in the region like:

- PLDT
- BUTEL
- Bayantel, RCPI
- Smart, Talk and Text

- Globe, Touch Mobile
- Sun Cellular
- LBC
- LIBCAP
- JPRS
- DHL Worldwide Express

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V. Agribusiness Opportunities

a. Cost and Return Analysis of Priority Commodities

PRODUCTION COST AND RETURN OF NE (1) HECTARE BANANA (Cardava)
(Medium Technology Production)

A. Labor	Requirement	Amount
a. Land Preparation	1,200.00/pass x 2 passing	P2,400.00
b. Staking, holing, planting	625 hills @ P5.00/hill	P3,125.00
c. Fertilization	P5.00/bag x 14 bags	P 700.00
d. Pesticide Application	P200.00 / hectare	P 200.00
e. Weeding	P1,000.00/ hectare x 2	P2,000.00
f. Slashing	P1,000.00 /hectare	P1,000.00
g. Harvesting/hauling	P15.00/bunch/ 625 bunches	P9,375.00
Sub-total		**P18,800.00**

B. Material / Input

a. Seedlings	625 pcs @ P12.00/pc	
P7,500.00		
b. Stakes	625 pcs. @ P0.50/pc	P 312.00
c. String	5 rolls @ P40.00/ roll	P 200.00
d. Fertilizers	2 bags 14-14-14 @ P785.00/bag	P1,570.00
	2 bags 46-0-0 @ P880.00/ bag	P1,760.00
	8 bags PAG-ASA organic @ P200.00/bag	P1,600.00
	2 bags 0-0-60 @P780.00/ bag	P1,560.00
e. Herbicide:	1 liter @ P780.00/ bottle	P 780.00
	Sub-total	**P15,282.00**

Total ProductionCost ***34,082.00***

C. Production Cost	P34,082.00
D. Expected Yield (625 hills x 30 kg/bunch)	18,750 kgs.
E. Gross Income (yield x P4.20 /kg)	P78,750.00
F. Net Income	**P44,668.00**
G. Return on Investment	***131%***
H. Monthly Return (F/18 months)	P2,481.55
H. Average Cost /kg	P1.81
G. Break-even yield	8,114.76 kg.

RUBBER PRODUCTION BUDGETARY REQUIREMENTS

SEEDLING PREPARATION

Activities	Quantity/Unit Cost	Cost
Seedling Collection	2 hrs at 10.00/hr	20.00
Sowing/Germination	2 hrs at 10/hr	20.00
Bagging	1 md at 80/day	80.00
Pricking/planting	1 md at 80/day	80.00
Fetrtilization	1 md at 80/day	80.00
Weeding 3x	1 md at 80/day	80.00
Budwood collection/budding	2.00/seedling (550 seedling)	1,100.00
Cost of bags	47.00/100pcs	235.00
Cost of soil + sawdust	350.00/load	350.00
Cost of budwood	2.00/budstick (10 pcs)	20.00
Cost of water	50.00/mo (12 mos)	600.00
Cost of tapes	20.00/100 pcs	110.00
Cutting of stems	2 hrs at 10.00/hr	20.00
Maintenance	8.00/day (12 mos)	2,280.00
Cost of fertilizer	10 kg at 7.00/kg	70.00
TOTAL		5,745.00
Zero Year		
Land Preparation		
Plowing	16 md at 150.00/day	2,400.00
Harrowing	4 md at 150.00/day	600.00
Staking/Layouting	2 md at 80.00/day	160.00
Cost of Bamboo	4 pcs at 25.00/pc	100.00
Purchase of seedlings	506 pcs at 15.00/seedling	7,590.00
(including cost of transportation)		
Holing	460 holes at 2.00/hole	920.00
Planting	460 trees at 1.00/tree	460.00
Replanting (10% of 460 trees)	46 trees at 2.00/tree	92.00
Cover cropping	1 md at 80.00/day	80.00
Seeds (cover crops)	1 kg at 120.00/kg	120.00
Round weeding 3x/year	460 trees at 1.00/tree	1,380.00
Fertilization	1 md at 80.00/day	80.00
Cost of fertilizer	1 bag at 350.00/bag	350.00
TOTAL		4,232.00
FIRST YEAR		
Round weeding 3x/year	460 trees at 1.00/tree	1380.00

Fertilization	2 md at 80.00/day	160.00
Cost of fertilizer	1 bag at 350.00/bag	350.00
	TOTAL	1,890.00

SECOND YEAR

Line weeding 3x/year	1000.00/weeding	3,000.00
Fertilization	2 md at 80.00/day	160.00
Cost of fertilizers	1 bag Urea at 350.00/bag	350.00
	1 bag Ammophos at 350.00/bag	350.00
Branch Induction	1 md at 80.00/day	80.00
Cost of material	1 pc. At 250.00/pc	250.00
	TOTAL	

COST AND RETURN ANALYSIS FOR COCONUT

Item	Particular/Farm Inputs/Unit Cost (P)	Without fertilizer(P)	With fertilizer(P)
1. Expenses	FERTILIZER		
	- Ammnium sulfate (1.5kg/tree) @ 5.20/kg		1,118.00
	- Sodium chloride (1.7 kg/tree) @ 3.60/kg		882.00
	Sub-total		2,000.00
	LABOR		
	- Ringweeding 3 md, 6x/year @ 90/day	1,620.00	1,620.00
	- Fertlizer application, 13 min/tree @ P90/day	-	802.00
	- Harvesting, 6x/year @ P3/tree		2,831.00
	- Piling + dehusking, 6x/year, 2 md @ P90/day	2,574.00	1,200.00
	- Copra making, splitting, scooping, drying,	960.00	
	sacking @ P120/1000 nuta)	672.00	1,426.00
	Sub-total	5,826.00	7,879.00
	Total	5,826.00	9,879.00
2. Income	-Copra production (kg)	1,000.00	2,500.00
	-Gross Income P12/kg copra	12,000.00	30,000.00
	-Net income	6,174.00	20,121.00
	-Percent Increase	-	225.00
	Benefit Cost Ratio (BCR)	1.05	2.04
	Return on Investment (ROI) %	1.05	2.04

PROJECTED ANNUAL COST AND RETURN USING SALT AS FERTILIZER FOR COCONUTS

Rate/tree (kg/year)	Average copra Yield/ha (kg)	Total Return/ Hectare	Labor Cost/ Hectare	Fertilizer Cost (P)	Total Cost Hectare(P)	Net Return (P)	Benefit Cost Ratio
0	850	10,200	1,590	0	1,590	8620	5.4

1	2,000	21,000	2,220	319	2,540	1,8450	7.3
1.5	2,500	30,000	2,340	479	2,820	2,7190	9.7
2	2,750	23,000	2,500	638	3,140	2,9860	9.5

COCONUT BASED-FARMING SYSTEM

Index	Coco fertilized	Banana	Pineapple	Cattle	Goat
Yield (t/ha)	2.5	35	25	2 units	2 units
Total Operating Cost (ha)	8,500	7,000	50,000	10,000	15,000
Gross Income (P/ha)	30,000	95,000	130,000	40,000	35,000

PROJECTED PRODUCTION YIELD, TOTAL COST AND NET INCOME OF SELECTED INTERCROPS OF COCONUT

Intercrop	Estimated Yield * (t/ha)	Estimated Cost ** (P/ha)	Estimated Income (P/ha)
Vegetables/Legumes			
Pole Sitao	2-6	20,000	30,000
Cabbage	20-22	27,000	95,000
Mungbean	.2-.6	20,000	20,000
Okra	2-4	17,000	25,000
Bush Sitao	2-6	25,000	30,000
Cowpea	2.5-3.5	25,000	30,000
Onion	15-18	30,000	90,000
Peanut	1.0-2.5	20,000	35,000
Muskmelo	12-15	13,000	70,000
Tomato	15-30	20,000	50,000
Squash	15-18	15,000	100,000
Eggplant	7-9	20,000	50,000
Bitter Gourd	12-15	65,000	25,000
Spice Crops			
Hot Chilli	2-4	20,000	65,000
Sweet Pepper	20-309	25,000	150,000
Black Pepper	0.40-0.85	15,000	25,000
Cereals			
Corn	3-4	15,000	20,000
Upland Rice	1.2-1.5	15,000	20,000
Root crops			
Sweet Potato	6-8	15,000	35,000
Gabi	10-35	15,000	75,000
Cassava	15-20	15,000	60,000
Ubi	12-15	15,000	65,000
Arrowroot	8-11	12,000	35,000
Ginger	6-5	20,000	40,000
Fruitcrop/fruit trees			
Banana (saba)	37.5	6,800	85,000

Durian	19.5 (9.750 fruits)	36,800	819,800
Lanzones	2.5-4.0	15,000	100,000
Pineapple	20-30	50,000	80,000
Rambutan	2.5-4.0	12,000	75,000
Citrus	15-20	15,000	125,000
Calamansi			
Beverage Crops			
Coffee	0.9-1.2 (dry beans)	18,000	75,000
Cacao	0.7-1.5 (dry beans)	30,000	55,000

PROJECTED COST AND RETURN OF ONE HECTARE RUBBER

Year	Investment Requirement	Operating Costs	Gross Income	Net Income	ROI
1	0	33,245	0	-33,245	-100%
2	0	8,373	0	-8,373	-100%
3	0	9,752	0	-9,752	-100%
4	0	8,895	0	-8,895	-100%
5	9,950	40,357	74,592	34,235	85%
6	0	52,031	111,384	59,353	114%
7	0	72,851	158,424	85,573	117%
8	0	76,739	166,152	89,413	117%
9	0	80,742	173,880	93,138	115%
10	0	85,004	181,608	96,604	114%

PROJECTED COST AND RETURN OF ONE HECTARE CORN

Year	Investment Requirement	Operating Costs	Gross Income	Net Income	ROI
1	0	36,654	67,200	30,546	83%
2	0	37,276	67,200	29,924	80%
3	0	40,291	73,600	33,309	83%
4	0	41,036	73,600	32,564	79%
5	0	44,354	80,000	35,646	80%
6	0	45,110	80,000	34,890	77%
7	0	48,827	86,400	37,573	77%
8	0	49,661	86,400	36,739	74%
9	0	53,679	92,800	39,121	73%
10	0	54,714	92,800	38,086	70%

PROJECTED COST AND RETURN OF ONE HECTARE RUBBER

Year	Investment Reqmt	Operating Costs	Gross Income	Net Income	ROI
1	0	33,245	0	-33,245	**-100%**
2	0	8,373	0	-8,373	**-100%**
3	0	9,752	0	-9,752	**-100%**
4	0	8,895	0	-8,895	**-100%**
5	9,950	40,357	74,592	34,235	**85%**
6	0	52,031	111,384	59,353	**114%**
7	0	72,851	158,424	85,573	**117%**
8	0	76,739	166,152	89,413	**117%**
9	0	80,742	173,880	93,138	**115%**
10	0	85,004	181,608	96,604	**114%**

PROJECTED COST AND RETURN OF ONE HECTARE CORN

Year	Investment Requirement	Operating Costs	Gross Income	Net Income	ROI
1	0	36,654	67,200	30,546	**83%**
2	0	37,276	67,200	29,924	**80%**
3	0	40,291	73,600	33,309	**83%**
4	0	41,036	73,600	32,564	**79%**
5	0	44,354	80,000	35,646	**80%**
6	0	45,110	80,000	34,890	**77%**
7	0	48,827	86,400	37,573	**77%**
8	0	49,661	86,400	36,739	**74%**
9	0	53,679	92,800	39,121	**73%**
10	0	54,714	92,800	38,086	**70%**

PROJECTED COST AND RETURN OF ONE HECTARE RUBBER & CORN

Year	Investment Requirement	Operating Costs	Gross Income	Net Income	ROI
1	0	69,899	67,200	-2,699	-4%
2	0	45,649	67,200	21,551	47%
3	0	50,043	73,600	23,557	47%
4	0	49,931	73,600	23,669	47%
5	9,950	84,710	154,592	69,882	82%
6	0	97,141	191,384	94,243	97%
7	0	121,678	244,824	123,146	101%

8	0	126,400	252,552	126,152	100%
9	0	134,421	266,680	132,259	98%
10	0	139,718	274,408	134,690	96%

PROJECTED COST AND RETURN OF ONE HECTARE RUBBER & CORN

Year	Investment Requirement	Operating Costs	Gross Income	Net Income	ROI
1	0	69,899	67,200	**-2,699**	**-4%**
2	0	45,649	67,200	**21,551**	**47%**
3	0	50,043	73,600	**23,557**	**47%**
4	0	49,931	73,600	**23,669**	**47%**
5	9,950	84,710	154,592	**69,882**	**82%**
6	0	97,141	191,384	**94,243**	**97%**
7	0	121,678	244,824	**123,146**	**101%**
8	0	126,400	252,552	**126,152**	**100%**
9	0	134,421	266,680	**132,259**	**98%**
10	0	139,718	274,408	**134,690**	**96%**

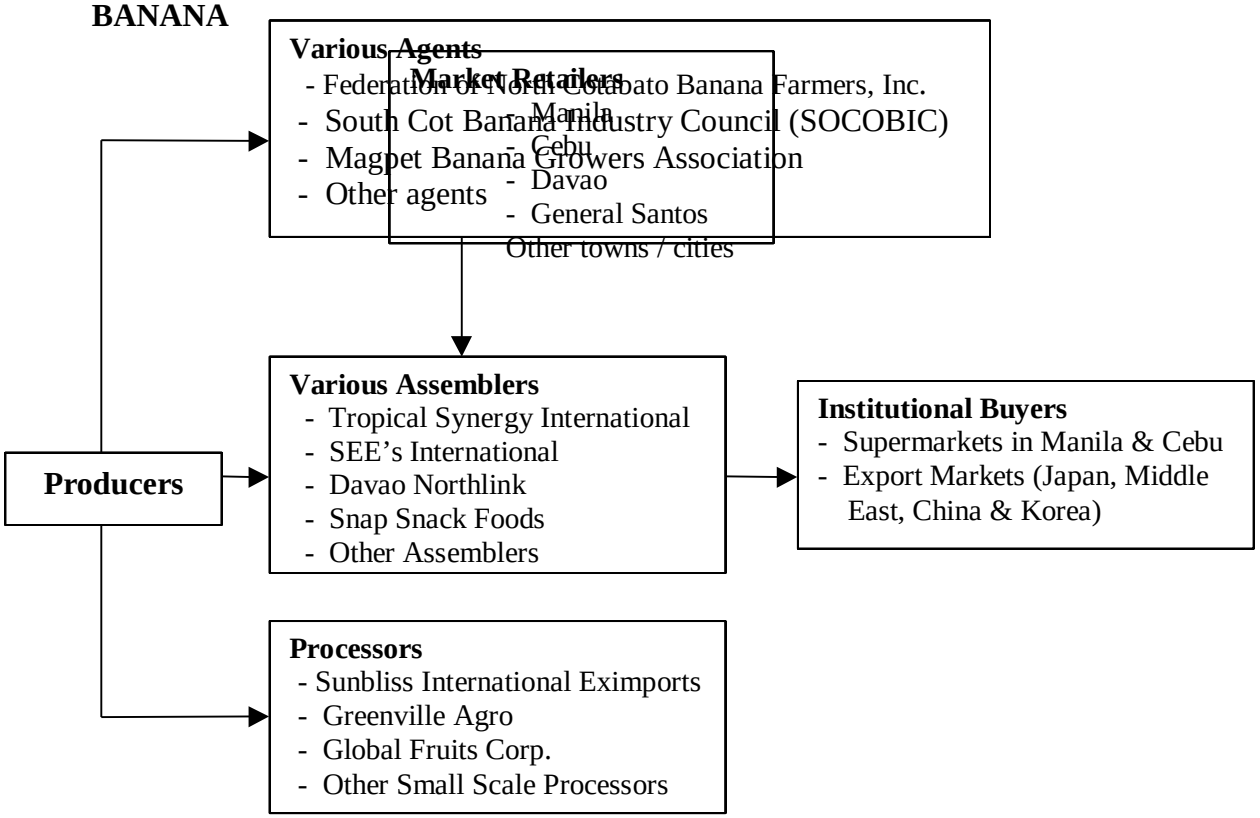
MANGOSTEEN

Particulars	Cost (P)
A. Materials	
1. 220 pcs 2 to 2.5 yr plants at P150/pc	33,000.00
2. Fertilizer, 2 bags 14-14-14 at P 400/bag	800.00
3. 616 stakes for shading	308.00
4. coconut fronds for shading	300.00
5. cost of lining and tying materials	200.00
SUBTOTAL	34,608.00
B. Labor	
1. Land Preparation	1,800.00
2. Lay-outing	362.00
3. Hauling and distribution of plants	240.00
4. Planting and fertilizer application	616.00
5. Construction of shade	540.00
SUBTOTAL	3,558.00
C. Irrigation (Materials and Labor)	
GRAND TOTAL	

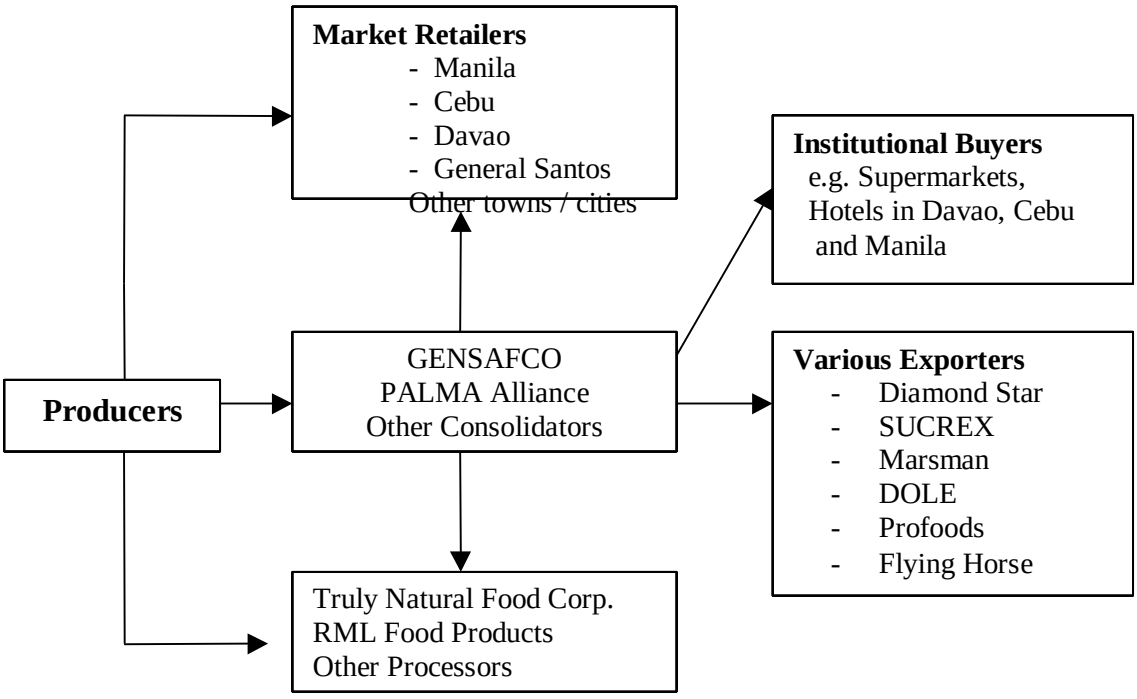
Geographical Flow of Commodity

Products from the different cities and municipalities are traded to the major trading centers in the region. However, its surplus are being traded to the cities of Davao, Cagayan de Oro, Zamboanga, Metro Cebu and Metro Manila.

BANANA


Various Agents
- Federation of North Cotabato Banana Farmers, Inc.
- South Cot Banana Industry Council (SOCOBIC)
- Magpet Banana Growers Association
- Other agents
Market Retailers
- Manila
- Cebu
- Davao
- General Santos
Other towns / cities
Various Assemblers
- Tropical Synergy International
- SEE's International
- Davao Northlink
- Snap Snack Foods
- Other Assemblers
Producers
Institutional Buyers
- Supermarkets in Manila & Cebu
- Export Markets (Japan, Middle East, China & Korea)
Processors
- Sunbliss International Eximports
- Greenville Agro
- Global Fruits Corp.
- Other Small Scale Processors

1. MANGO



List of Technical Experts

1. Angelita Abrazado - Banana Diseases
2. Chito Dela Cruz - Rubber Production
3. Dr. Eugene Alacala - Rubber Production
4. Amalia J. Datukan - Entrepreneurship/Market Development
5. Dr. Pamplona - Durian Production

Directory of Suppliers/Buyers

LIST OF MANGO BUYERS/PROCESSORS

Items	Company/Business Name	Contact Person	Facility Address	Contact Number
1	**Festive Food International**	**Ms. Vilma Martus Officer In-Charge**	Bago Aplaya, Talomo, Davao City	Fax: 082 297-0279 Tel. 082-297-0279 296-2588 296-2589
2	**Pacific Fruit Processors Inc.**	**Ms. Lucita Teola Manager**	Km.6 Don. J. Rodriguez Avenue. Maa, Davao City	Fax: 082 -221-1528 Tel. 082-300-5494
3	**Koki Food International**	**Ms. Malou Fernandez Proprietress**	Villamor Street, Bo. Obrero, Davao City	Fax: 082-221-1528 Tel: 082 -300 5494

4	**Tropical Synergy**	**Mr. Robert Go** **Proprietor**	San Isidro, Banawan Davao City	Fax: 082 – 236-0461 Tel: 236-0466 227-6514
5	**Arcmen Food Industries Corp.**	**Mr. Enrico Mendoza** **Manager**	622 Kasuy Street, Juna Subdivision. Matina, Davao City	Fax: 082 – 298-2847 Tel. No. 082 – 296-2801 296-2829
6	**GSL Food Enterprises**	**Mr. Felicisimo Manalo**	Sitio Lacube, Bgy Zone 4 Sta. Cruz, Davao del Sur	Telfax: 082-441-1165

Other Related Information

Agribusiness lands (see attached file)