

**INDUSTRY LINKAGES STATUS
& EXPERIENCES
ON
ALTERNATIVE LEARNING SYSTEM
- BASIC EDUCATION AND SKILLS
TRAINING (ALS-BEST)
OF
LOCAL GOVERNMENT UNIT (LGU)
UBAY, BOHOL**



Making a big difference in the farming communities

MAP OF BOHOL



Municipality of Ubay, Bohol



LGU-Ubay Profile

INDICATOR	BASELINE
LGU Classification	1 st class municipality
No. of Barangays	44
Land area	29,945.78 hectares
Population	75,760 people
Land Classification	Agricultural
National Agencies	NDA, PCA, BFAR, PCC, USF, BES, NIA, SWARDS
NGOs	World Vision, Ikaw ako
Biggest Industries	Marcela Feeds, AGC

The Journey of LGU-Ubay ALS-BEST

SUCCESS



2019

ALS-EST Coor.
Meeting – Jan. 29-30

2018

Meeting with
DAP-

- Cons. Forum on Linking Educ. & Econ. Dev't.- May 2-3
- Partnership Mtg. with DAP- Revised Plan & Budget-July 16
- Reg. Training Workshop -Dec. 5-7

2017 – 2nd Sem

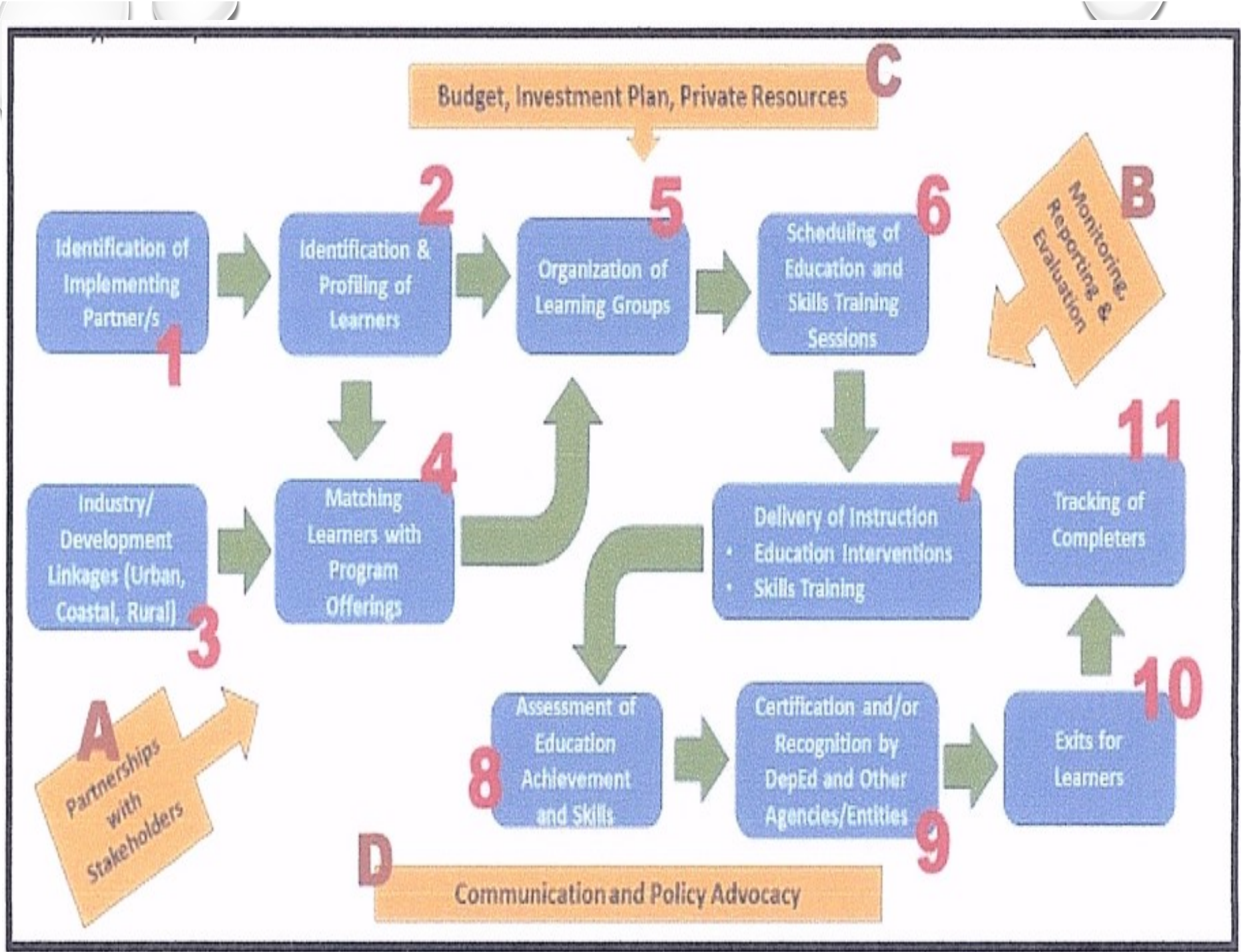
Project Dev't.
Workshop-Jun. 8-9

- Follow workshop- July 13
- Consultation w/ DepEd DO-July 31
- Accreditation Granted – Feb. 21, 2018
- Nat'l Educ. Summit – Dec.5-6, 2017
- Proposal approved – Nov. 16, 2018

2017- 1st Sem

Visit to AER team
to PCC-USF

- Scoping Study – April 5-7
- Stakeholders Mtg – May 4
- Educ.-Gov't- Industry Summit June 28





Why Dairy Industry ?





▶ SA DAIRY ANG KITA AY DAILY

➤ BUSINESSING THE CARABAO



CARABAO DEVELOPMENT PROGRAM (CDP)



Typical Small hold farmer

- Tills 1 Ha of rice farm
- Earns P30,000/year
- Supports family of five

Crossbred Carabao

- Grows 2x faster
- Produce 3-4x more milk
- Good for work

Native Carabao

- Good for work
- Slow growth rate
- Poor milk production

Direct Job Generation

1 Purebred dairy buffalo = 1 Sustainable job

Milk=6 li/day x P40/li x 300 days/yr = 72,000
 Calf = at 2 years old, P25,000/head = 25,000
 P 97,000

2 Crossbred carabaos = 1 job

Milk=4 li/day x P40/li x 280 days/yr=44,800 x2 = 89,600
 Calf=at 2 years old, P15,000/head=15,000 x 2= 30,000
 P119,000

I. GENETIC IMPROVEMENT

GENE POOL

- Riverine Buffalo
- Swamp Buffalo

UPGRADING

- Bull Loan
- Artificial Insemination

II. Buffalo Based Enterprise

- Cooperative Development
- Credit
- Market Assistance

III. Research and Development

- Technology Development
- Technical Training
- Policy

Indirect Jobs

Village milk collector for every 100 li of milk
 job(100/4hrswork/day) 1

Milk processor for every 100 li of milk 2 jobs

Milk distribution and marketing 2 jobs

Grace Boyles

Dairy Farmer



Grace Boyles

Dairy Farmer

- 01 Inform about dairying by orientation
- 02 Started using own crossbred from bull loan
- 03 Lady milker
- 04 Recipient of two dairy module
- 05 Barter male calves with crossbred female
- 06 Serve as model in the community to encourage others into milking
- 07 Establish community milk collection center
- 08 Milk collected is solely marketed to the cooperative

Cooperative: D

Survey Date: 20/10/2017 | Mod/Access Date: 22/10/2018 | Expiration Date: 28/10/2018 | Dairy/Valid: 22% | Cut Off Date: 28/10/2018

Business Performance

ROI	147.54%
Farm Net Income	₱77,928.60
Total Farm Revenues	₱130,748.00
Milk Revenue	₱107,748.00
Meat Revenue	₱0.00
Other Revenue	₱0.00
Change in Herd Value	₱23,000.00
Total Expense	₱52,819.40
Direct Material	₱25,000.00
Direct Labor	₱7,576.40
Overhead Expense	₱15,443.00
Selling and Adm In Expense	₱4,800.00
Assets on Watch	
Value of Biological Asset	₱ 263,000.00
Total Assets	₱ 913,368.60
Number of heads under contract	5
Expense Ratio	40% Excellent

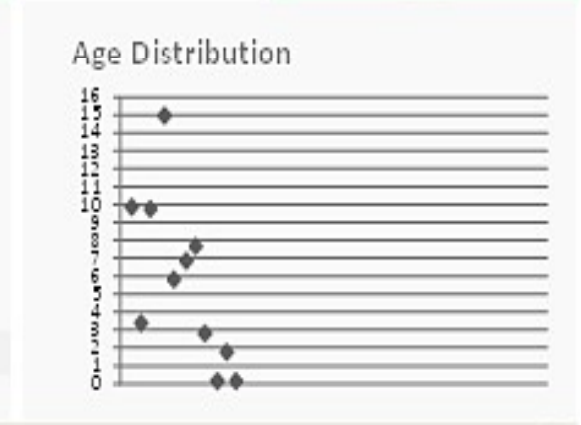
Production Performance

Total Milk Volume	2,394.40 L		Farm Worker Exp.	0	
Average Milk/ Cow/Day	3.04 L		Breakeven	₱7,576.40	
Ave Price per Liter	₱ 45.0		Below Average	Family Labor Exp.	
Cost Per Liter	₱18.18		Excellent	Forage Area	40000.00 sqm
Calving Interval	21.52 mo		Severe Problem	Calving Drop	2
Pregnancy Rate	N/A		Good	Mortality	0

Herd Size: **11**

SB	1	CLP	
JB	2	CL	
YB	1	CDP	
MC	2	CD	
		HP	
		Hf	
		YH	
		FC	

4 Total Male **Total Female 7**



Basic Animal Management Compliance Rates

Note: Relative to general practices in Nueva Ecija and Pangasinan

Breeding Practices	50% Fairly Good
Milk Production	86% Great Job
Animal Nutrition	71% Great Job
Animal Management	100% Great Job
Animal Health	89% Great Job

Carabao's Milk Production in 2016 -2018 (in Liters)

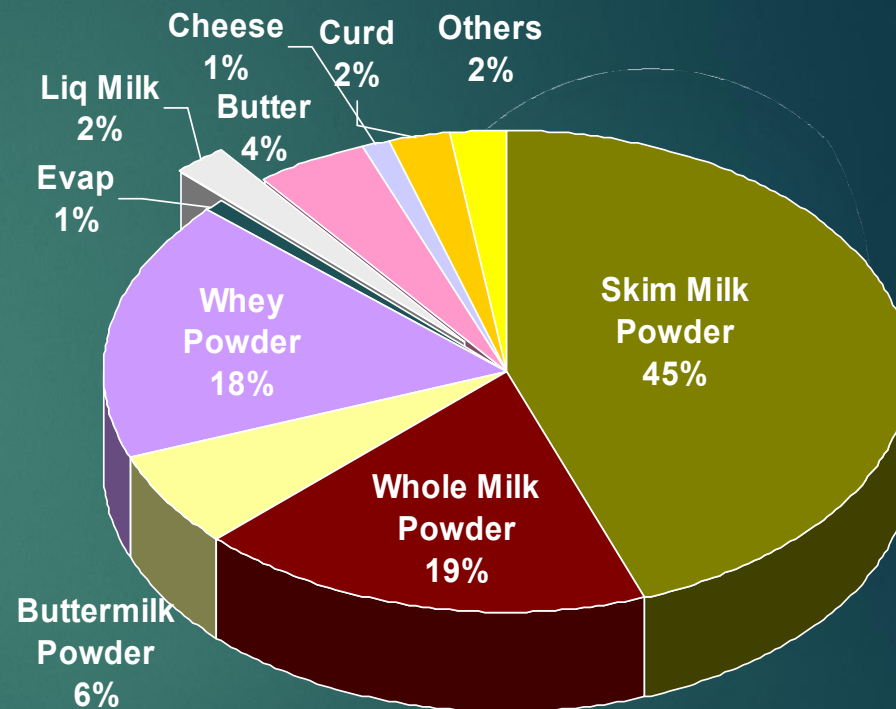
Year	Nos. of Farmers	Milk Production	Price per Liter	Gross Income
2016	140	77,082.70	P45.00	Php3,468,721.50
2017	150	83,109.97	P50.00	Php4,155,498.50
2018	167	83,230.23	P50.00	Php4,161,511.50
	TOTAL	243,422.90		Php11,785,731.50



Importation



- ▶ **Dairy Products** – 2nd largest agricultural import (\$500M/yr)
- ▶ **98% of domestic requirements imported**
 - ▶ New Zealand
 - ▶ United States
 - ▶ Australia
- ▶ **2% Local Production (6.5 M Lt)**
 - ▶ 36% from Buffalo
 - ▶ 64% from Cattle



88% Milk Powder

Pangnegosyong Gatasan ni Juan

aron adunay trabaho, kita, ug garbo ang lungsod sa Ubay!

2021: 3rd Milk Festival with
3,000 liters of milk daily

2018: 2nd Ubay Milk Festival with
2,000 liters of milk daily

2015: 1st Ubay Milk Festival with
1,000 liter of milk daily



Province of Bohol





Municipality of Ubay



Philippine Carabao Center
at Ubay Stock Farm
ISO 9001:2008

Carabao Dairy Enterprise Value Chain

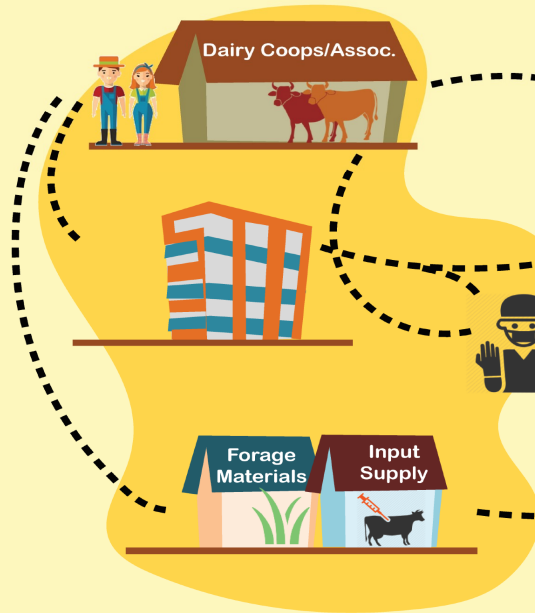
 PCC, DA-RFOs, DTI, DAR, LGUs (Municipal/Provincial), SUCs

 PCC, DA, UNIFEM, CESO, NDA, DAR, DOST, DOLE, Local Officials, Rotary (Laguna), PCAARRD Technomart

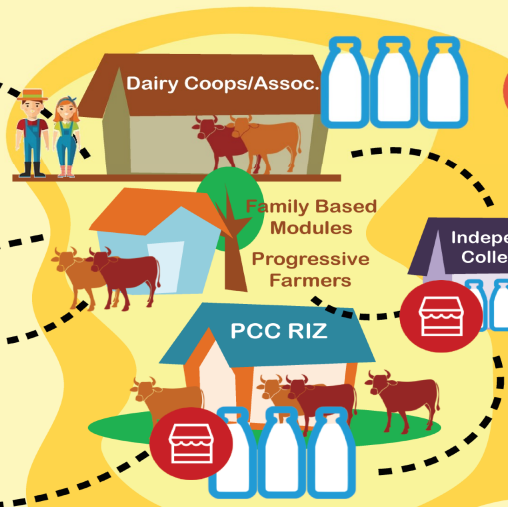
 PCC, LGUs, DA, DTI

 PCC, LGUs, DA-RFOs, DTI

TASK 1: Input Provision



TASK 2: Carabao Growing/ Milk Production



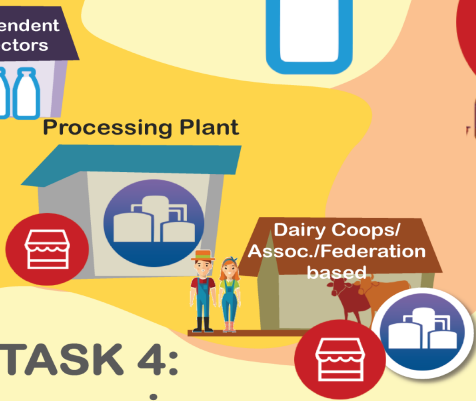
TASK 3: Collection/ Storage



TASK 5: Trading/ Marketing



TASK 4: Processing



 PCC, CESO, ASDC, JICA, PCAARRD, DTI, KOICA, NDA, DOST, Government of Japan, LBP, LGUs, DA-RFOs

Carabao Dairy Enterprise Value Chain



▶ Input Provision



▶ Farmers Milk



▶ Collection of Milk

▶ Processing



▶ Marketing



**Farmer Livestock School on Dairy
Buffalo Production - Extension
Methods for Adoption of Dairy
Buffalo Technology**

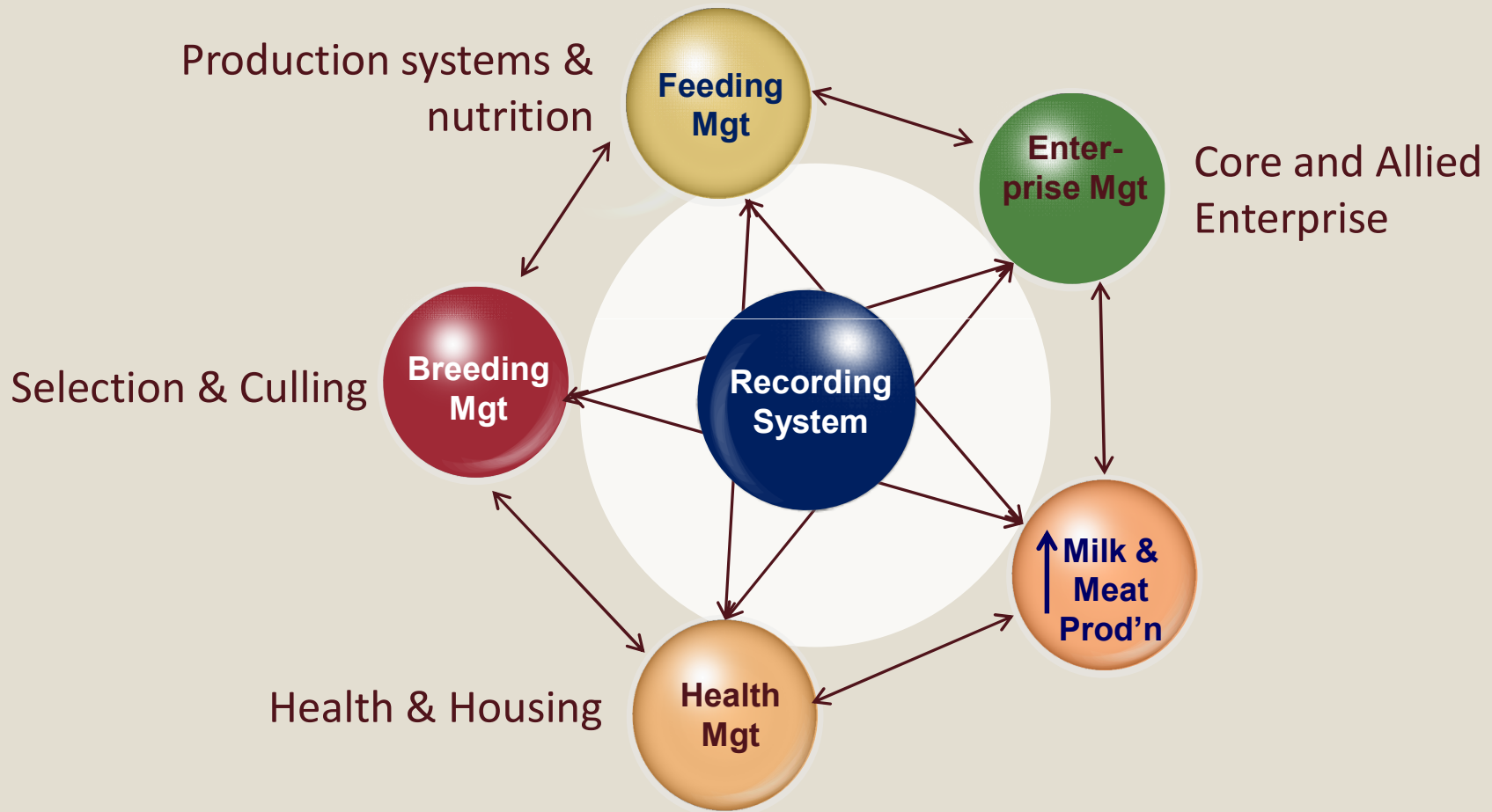
What is FLS?*

- FLS is **season-long** and lessons are in “**bite-sizes**”.
 - >>> allows easy understanding of the rudiments of dairy buffalo production
- Take home exercises and experimentation are **done right in individual farms**
 - >>> allows farmers a hands-on experience in testing alternative technologies and assessing their relevance to their needs
- Offers **BASKET of OPTIONS**, not Package of Technology
 - >>> acknowledges farmers’ ability to mix-match options suited to their resource endowments

**From A.M.P. Alo’s Slide Presentations*

What is FLS?*

FLS is holistic and participatory



**Derived from A.M.P. Alo's Slide Presentations*

Course Outline

Course I. Raising Healthy and Productive Buffalo

Module 1. Improving body condition of breeding animals thru proper nutrition

- *Forage and feed production*
- *Establishing forage grass and legumes for dairy buffalo farming*

Module 2. Decreasing mortality thru health management and proper housing

- *Health management for various stages of growth*
- *Proper housing for calves and adult*
- *Disease prevention and control*

Module 3. Improving breeding management

- *Breeding management*
- *Recording*
- *Selection and culling*

Module 4. Increasing milk production

- *Increasing milk yield*
- *Improving milk quality*



Course Outline

Course II. Building Enterprise for Buffalo Dairying

Module 1. Improving PEC

- *Basic Entrepreneurship*
- *Financial Analysis*
- *Partial Budget Analysis*
- *Market Analysis*
- *Access to Credit Facilities*

Module 2. Introducing Allied Enterprises

- *Manure-based Products*



How can FLS succeed?



How can FLS succeed?

1. ***LGU support***---recognition of importance of CDP & need for FLS and allocates budget and manpower (a facilitator) to coordinate the school.
2. ***Good facilitator***—credible, industrious just like them, committed, approachable, never imposing but rather full of encouragement, and goes down to the level of the audience, trying hard to understand their realities all the time.



How can FLS succeed?

Basic requisites

- 3. *Demand-driven***---farmers must express need for it; otherwise, if it is imposed it will hardly be sustained.
- 4. *Farmer-responsive curriculum***—must answer needs of farmers; scheduled to coincide with the prevailing season in the region.



How can FLS succeed?

- 5. *Freedom of farmers to choose, experiment, and revise***--- gives farmers sense of responsibility and ownership of the project
- 6. *Laboratory***--- access to a diagnostic laboratory for analysis of worm load and other health problems



How can FLS succeed?

7. *Resource sharing*—time, stocks, and cash in building the enterprise.

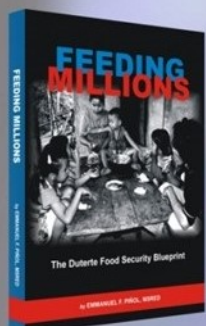
8. *Field trip*---opens up perspectives; easily encourages farmers to try.





" It is my **moral obligation** to provide available and affordable food for my people. "

- Rodrigo Duterte



FEEDING MILLIONS





Major Objectives



**Make Food
Available and
Affordable**



© Can Stock



**Increase Income
of Farmers and
Fisherfolks**



**Increase the Resilience to
Climate Change Risks**

Let's Continue the Journey

SUCCESS



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- Educ.-Gov't- Industry Summit June 28

THANK YOU

village-based
fresh and delicious
dairy products produced
by dairy cooperatives and
associations



Making a big difference in the farming communities

Cara Milk Choco and Chocobars



Pasteurized Freshmilk
@ PhP 35 per bottle of 330 ml.



Chocomilk Sachet @ PhP 20 @ 200 ml



Chocobar @ PhP 2.75 / pc



Making a big difference in the farming communities

MILKY BREAD, CAKES and COOKIES



Milky Bread @ PhP 2.00/ 3.00/5.00 per pc



Making a big difference in the farming communities

CARA MILK CHEESES , ICE CREAM & YOGURT

- ☐ WHITE CHEESE
- ☐ Php. 60.00/ 100 gram
- ☐ Php. 100.00/150 gram
- ☐ ICE CREAM
- ☐ Php.10.00/cone



Php 15.00/
cup



Making a big difference in the farming communities

Cara Milk Pastillas de leche



SERIES | NO. 1

PASTILLAS DE LECHE
(Milk Candy)

- ☐ Php. 60.00/ Pack35's
- ☐ Php.100.00/Pack70's



Making a big difference in the farming communities

Milky Bath Soap



Enhanced with:

Cucumber

Lemon

Papaya

Peppermint

Lavender

90 Grams at
Php. 35.00/ pc



Making a big difference in the farming communities



**20 Grams at
Php. 7.00/pc.**



Making a big difference in the farming communities

Milk Soap supplied in Hotel & Resorts in Bohol

20 Grams at
Php. 7.00/pc.



Making a big difference in the farming communities