CORN

INVESTMENT GUIDE FOR CENTRAL VISAYAS

Corn or maize (Zea mays L.) is the most important cereal crop in the Philippines, next to rice. It provides livelihood to 5 million Filipinos and staple food for the Filipinos living in the southern part of the country. It is third in terms of gross value added (GVA) in agriculture, next to rice and coconut.

CORN INVESTMENT GUIDE FOR CENTRAL VISAYAS

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Introduction

Maize has been around for many centuries and although originally it was considered mainly as a food crop, it has gradually evolved to become a leading feed grain. The global maize economy has undergone major changes particularly during the more recent decades as trade expanded in response to rising demand from the fast growing livestock sector.

In the Philippines, corn is included in the country's list of highly sensitive products under the ASEAN Free Trade Area – Common Effective Preferential Tariff (AFTA-CEPT) scheme. As such, it has certain flexibilities in terms of beginning and ending rates and safeguard measures embodied in the Protocol on Sensitive and Highly Sensitive Products. The phase-in of corn into the CEPT scheme started on 01 January 2005 with expected completion by 01 January 2010.

Corn Uses/Products

➢ **Uses of Corn** (http://www.bar.gov.ph/Agritech)

Food Source

a. Important staple food and animal feed ingredient
b. Excellent source of carbohydrates
c. Oil, extracted from the germ of corn kernel, is used as a cooking and salad oil
d. Oil in solidified form is used as margarine
e. High in sugar content, corn is used as sweetener in carbonated drinks, canned fruits and confectionary

Industrial Use

a. Corn oil is used in the manufacture of paints, soaps, and linoleum; also an Essential ingredient in dressings and shortenings
b. Corncobs are an important source of furfural, a liquid used for:
   - manufacturing nylon fibers and phenol-formaldehyde plastics
   - refining wood resin
   - making lubricating oils from petroleum
   - purifying butadiene in the production of synthetic rubber
c. Ground corncobs are used as soft-grit abrasive, used as ingredient in a seaweed based organic fertilizer production
d. Large, whole cobs from a special type of corn, "cob pipe" corn, are used for pipes for smoking tobacco
e. Toothpaste sweetened by a powder processed from corn called sorbitol
f. Environment-friendly products have likewise been developed, in the form of paints and dyes
g. Corn oil-based ink used in newspaper printing

h. Corn-derived citric acid used in the preparation of launder detergents
i. Flat wares made with cornstarch
j. Corn husk, cornstalk and corn silk are used as flowers, dolls, home decors, toys,
k. Apparel, hats, bags, mats, slippers, corporate giveaways and tokens (http://www.agribusinessweek.com/meet-the-lady-behind-the-cornhusk-industry/)

Alcohol Production

a. Corn is processed to produce alcohol for use with gasoline as gasohol
b. Source of ethanol used in the distillery industry
c. Corn is also fermented for the production of corn liquor

- Current and Potential Uses of Corn (http://www.ontariocorn.org/classroom/products.html)

- Adhesives (glues, pastes, gums, etc.)
- Aluminum
- Antibiotics (penicillin)
- Asbestos insulation
- Aspirin
- Automobiles (everything on wheels)
  - cylinder heads
  - ethanol - fuel & windshield washer fluid
  - spark plugs
  - synthetic rubber finishes
  - tires
- Baby food
- Batteries, dry cell
- Beer
- Breakfast cereals
- Candies
- Canned vegetables
- Carbonated beverages
- Cheese spreads
- Chewing gum
- Chocolate products
- Coatings on wood, paper & metal
- Colour carrier in paper & textile, printing
- Corn chips
- Corn meal
- Cosmetics
- C.M.A. (calcium magnesium acetate)
- Crayon and chalk
- Degradable plastics
- Dessert powders
- Dextrose (intravenous solutions, icing sugar)
- Disposable diapers
- Dyes
- Edible oil
- Ethyl and butyl alcohol
- Explosives - firecrackers
- Finished leather
- Flour & grits
- Frozen foods
- Fructose
- Fuel ethanol
- Gypsum wallboard
- Ink for stamping prices in stores
- Insecticides
- Instant coffee & tea
- Insulation, fiberglass
- Jams, jellies and preserves
- Ketchup
- Latex paint
- Leather tanning
- Licorice
- Livestock feed
- Malted products
- Margarine
- Mayonnaise

- Mustard, prepared
- Paper board (corrugating, laminating, cardboard)
- Paper manufacturing
- Paper plates & Cups
- Peanut butter
- Pharmaceuticals - The Life Line of The Hospital
- Potato chips
- Rugs, carpets
- Salad dressings
- Shaving cream & lotions
- Shoe polish
- Soaps and cleaners
- Soft drinks
- Starch & glucose (over 40 types)
- Syrup
- Tacos, tortillas
- Textiles\
- Toothpaste
- Wallpaper
- Wheat bread
- Whiskey
- Yogurts

Production

World

- As of latest data statistics from the Food and Agriculture Organization (FAO) of the United Nations, corn/maize ranked 2nd with the highest production in the 20 most important food and agricultural commodities next to sugar cane with 791.8million metric tons (mmt) of production valued at US$38.4billion in 2007 (FAOSTAT | © FAO Statistics Division 2009 | 13 July 2009)

- The U.S.A. posted the highest production of 331.2mmt valued at US$20.9billion for the same period. Other highest producing countries include China (151.9mmt), Brazil (52.1mmt), Mexico (23.5mmt), Argentina (21.8mmt), India (18.9mmt), France (14.5mmt), Indonesia (13.3mmt), Canada (11.6mmt), and Italy (9.9mmt). (FAOSTAT | © FAO Statistics Division 2009 | 13 July 2009)

- In 2007, harvest area was around 158million hectares (Ha), 6.31% higher than the 148million Ha in 2006; On the other hand, average yield was recorded at 5,010.2 kilograms per hectare (Kg/Ha) for 2007, an increase of about 4.81% from 2006 yield of 4,769.3 Kg/Ha (FAOSTAT | © FAO Statistics Division 2009 | 13 July 2009)

The Philippines

- Corn ranked 5th with the highest production in the 20 most important food and agricultural commodities next to sugar cane, rice, coconuts, and bananas in 2007 (FAOSTAT | © FAO Statistics Division 2009 | 13 July 2009)

- Production data for 2007 showed that the Philippines ranked as the 14th highest producing country of corn in the world and 5th in Asia with 6.7mmt of total production valued at US$317.3million (FAOSTAT | © FAO Statistics Division 2009 | 13 July 2009)

- In 2008, total corn production was 6.93mmt, 2.82% higher than 2007 production of 6.74mmt record due to increase in both harvest area and yield. Harvest area increased by 0.48% from 2.65 to 2.66 million hectares. Yield improved from 2.54 MT per hectare to 2.60 MT per hectare. The positive growth was attributed to the significant gains realized in the 1st semester of 2008. (Rice and Situation Outlook, BAS January 2009)

- Region II (1.5mmt), Region X (1.1mmt), Region XII (1.1mmt), ARMM (856,673 mt), and Region I (363,662 mt) were the top corn producers in 2008 (BAS statistics, 2009)

Central Visayas

- Central Visayas contributed 2.53% to the country's total corn production, 7.34% for white corn and 0.21% for yellow corn in 2008 (BAS statistics, 2009)

- The region ranked 12th with production of 175,260 mt in 2008. It posted a 12.12% decrease from 199,420 mt production in 2007. According to the Bureau of Agricultural Statistics (BAS), almost all regions reported cutbacks in production, area and yield for the 3rd quarter of 2008 due to the adverse effects of typhoons Frank, Karen and Nina on standing corn crop.

- Production in Cebu (52.28%), Negros Oriental (36.85%), Bohol (7.04%), and Siquijor (3.83%) comprises the region's total output for 2008 (BAS statistics, 2009)

- Harvest area decreased by about 5.36% from 248,902 Ha in 2007 to 236,248 Ha in 2008; Also, yield decreased by 8% from 801.2 Kg/Ha in 2007 to 741.9 Kg/Ha in 2008 (BAS statistics, 2009)

Trade

World

- In 2007, total exports for corn accounted for 109.7mmt valued at US$20.8billion; While, total imports reached 107.2mmt valued at US$24.4billion (FAOSTAT | © FAO Statistics Division 2009 | 26 August 2009).

- The United States of America had the highest exports in 2007 with 57mmt valued at US$10billion. Other highest exporting countries include Argentina (15mmt), Brazil (10.9mmt), Hungary (5mmt), China (4.9mmt), and France (4.7mmt) (FAOSTAT | © FAO Statistics Division 2009 | 26 August 2009).

- On the other hand, Japan was the highest importer in 2007 with 16.6mmt valued at US$3.8billion. The Republic of Korea (8.6mmt), Mexico (8mmt), and Spain (6.7mmt)

were among the highest importers (FAOSTAT | © FAO Statistics Division 2009 | 26 August 2009)

The Philippines

- The country's total corn exports for 2007 amounted to 667mt valued at US$657,000 while imports reached 181,151 mt valued at US$47.4million (FAOSTAT | © FAO Statistics Division 2009 | 26 August 2009). Consequently, there was around $46.8million of trade deficit for corn in 2007.

- The Philippine government has allowed the private sector to import as much as 210,000 mt (8.3 million bushels) of corn at lower duties (http://www.grains.org/global-update/1613-global-update-may-21-2009).

- Currently, corn imports under the minimum access volume (MAV) of 216,940 mt (8.5 million bushels) are imposed with a 35% duty, while imports outside the MAV are hit with a 50% tariff rate (http://www.grains.org/global-update/1613-global-update-may-21-2009).

- So far this calendar year (January-April 2009), the Philippine Association of Feed Millers reported imports of 286,958 mt (11.3 million bushels) of corn. Of that amount, 35% came from the United States, 50% from Brazil and 15% from Thailand. During the first quarter of 2009 the United States exported 100,000 mt (3.9 million bushels) of corn to the Philippines. (http://www.grains.org/global-update/1613-global-update-may-21-2009)

- So far this marketing year, the Philippines imported 15,000 mt of U.S. DDGS (distiller's dried grains with solubles), an increase of 59% from the same time period of the previous year (http://www.grains.org/global-update/1613-global-update-may-21-2009).

Central Visayas

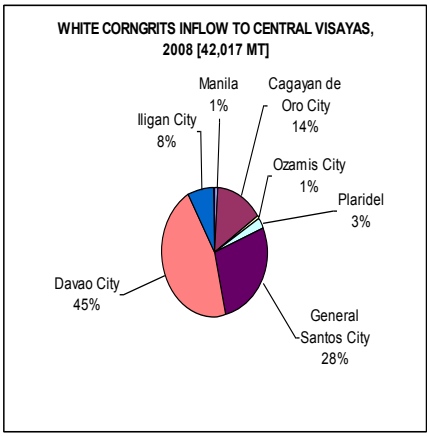
- In 2008, total inflow for locally imported corn reached 124,183.25 mt: white corngrains – 39,210.40 mt, white corngrits – 42,017.30 mt, and yellow corngrains – 42,955.55 mt (NFA data statistics, 2008).

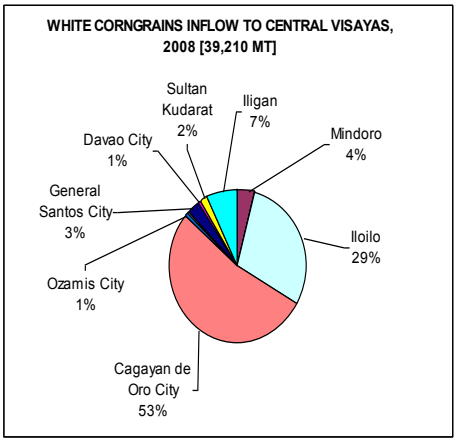
- Total corn inflow of 124,183.25 mt in 2008 increased from 60,385.30 mt in 2007 (NFA data statistics, 2008).

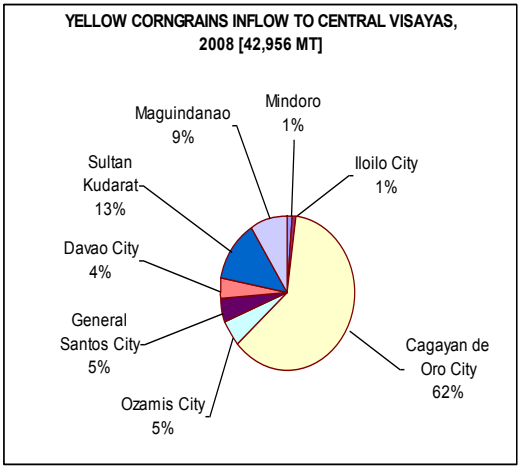
- Majority of white corngrains come from Cagayan de Oro City (53.09%) and Iloilo City (28.87%), yellow corngrains from Cagayan de Oro City (60.91%) and Sultan Kudarat (13.08%), and white corngrits from Davao City (45.54%), General Santos City (27.74%) and Cagayan de Oro City (14.13%) (NFA data statistics, 2008).

Inflow of Corn in Central Visayas (NFA data statistics, 2008)

Inflow of Corn in Central Visayas (NFA data statistics, 2008)

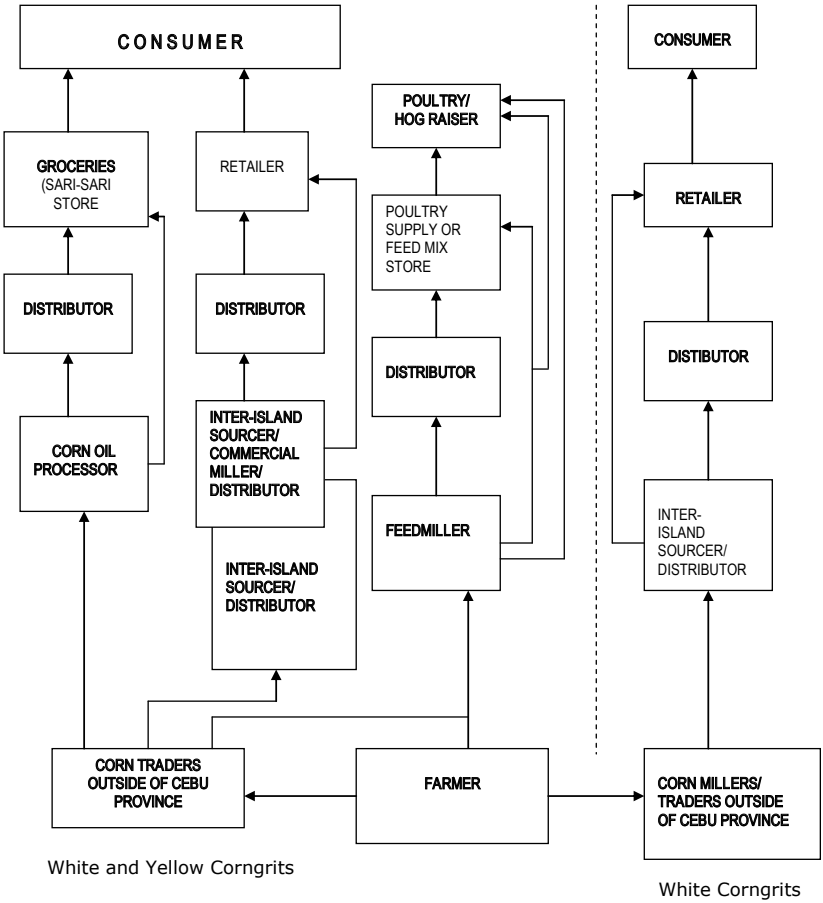






Marketing Channels - Corn

Marketing Channels - Corn



7

Demand and Supply Situation and Projections

World

- The international maize market continues to be dominated by a few exporting countries on one side and by numerous importers from all regions of the world on the other. Although the United States maintains its position as the most dominant player, given that it is the world's largest producer, consumer and exporter of maize, other countries such as Argentina, Brazil and China have also gained ground and become important actors in world markets. Underlying these developments, however, the structure of the global maize sector has become even more concentrated with currently only a handful of large private firms in control of storage and transportation operations across the supply chain with an extensive worldwide presence. (Maize: International Market Profile, FAO December 2006)

- Grain markets are expected to remain tight in the period to 2017. The prolific demand for maize arising from the rapidly expanding ethanol sector in the United States has profoundly affected the coarse-grain market. By 2017, approximately 40% of the country's maize crop could be destined for energy production. Growth in grain-based ethanol industries, in particular in North America and Europe, as well as rising feed requirements for flourishing livestock sectors, look set to further pressure the already critically low global grain stocks-to-use ratio over the course of the Outlook. (OECD-FAO Agricultural Outlook 2008-2017, OECD/FAO 2008)

- Among the major coarse grains, world maize trade in 2009/10 is forecast to reach 85 million tonnes, up 4% from 2008/09 (http://www.fao.org/docrep/011/ai482e/ai482e04.htm).

The Philippines

- The country has a production of 6.9mmt of corn in 2008 and 23,000 mt of corn imports thus a total gross supply of 7.1mmt for 2008 (BAS data statistics, 2008). However, the present volume of corn production is not enough to meet the demand for use as feed ingredient. Thus, cassava and soybeans as feed sources are now being promoted to fill the gap in corn requirement. (GMA Corn Program data statistics, 2008)

- Yellow corn, used mainly for feed, makes up nearly two-thirds of total Philippine corn output while the rest is white corn, used mostly for food.

- The Philippine government has allowed imports of corn on a lower tariff for special end-user groups. Bad weather and flooding has contributed to a poor domestic corn crop this marketing year, causing Philippine feed industry manufacturers to rely

heavily on imported grains like corn and feed wheat. (http://www.grains.org/global-update/1613-global-update-may-21-2009)

Central Visayas

- In 2008, production reached 175,260 mt for both yellow and white corn; on the other hand, consumption amounted to 285,842 mt. This results to only a 53% sufficiency level for the entire region (GMA-Corn Program data statistics, 2008).

- Out of the four (4) provinces in the region, Bohol had the highest sufficiency level which is 90%; While, Siquijor, Negros Oriental, and Cebu had sufficiency levels of 72%, 58%, and 48%, respectively (GMA-Corn Program, 2008).

- Yellow corn production in 2008 was only 9,873 mt compared to the Feed Millers' estimated corn consumption of about 45,800 mt (BAS & NFA data statistics, 2008).

- Practically, all the provinces needed to source out supply from outside the region since there was a supply gap of about 110,582 mt (GMA-Corn Program data statistics, 2008).

Investment Opportunities

- Expansion of corn cluster production areas to meet the increasing demand for both white and yellow corn

  - Existing agribusiness land:
    1) Expand hectarage of existing corn production areas
    2) Diversify and integrate
       (a) mango + corn (b) citrus + corn
       (c) corn + piggery (d) corn + poultry
       (e) cattle + corn + forage

  - Idle-New (Fertile & Marginal):
    1) monocropping
    2) later diversification/intergration

- Increase production yield to supply raw materials for the development of feed mill industry

- Establishment of efficient post harvest facilities (like dryers, threshers, storage, and warehouses) to reduce post harvest losses

- Processing and/or value adding of corn and corn-based products

Cost and Return Analysis per Hectare of OPV White
(Central Visayas, CY 2008)

Particulars	Bohol	Cebu	Or. Neg.	Siquijor
A. Material Inputs				
1. Seeds (OPV IPB Var4Brand)	650.00	700.00	700.00	800.00
2. BioN				360.00
3. Organic Fertlizer				
a. Chicken Dung	600.00	2,400.00	3,500.00	3,750.00
b. Durabloom			3,400.00	
4. Inorganic Fertilizer	6,880.00	12,360.00		1,150.00
a. 14-14-14	4,920.00	3,600.00		
b. 21-0-0		3,060.00		
c. 16-20-0		5,700.00		
d. 46-0-0	1,960.00			1,150.00
5. Trichogramma (cards)	free	100.00		150.00
6. Sacks	250.00	200.00		250.00
7. Twine (big)	40.00	22.00		50.00
Sub-Total	**8,420.00**	**15,782.00**	**7,600.00**	**6,510.00**
B. Labor Inputs				
1. Land Preparation				
a. Traditional (Animal-driven implements)		2,400.00	1,500.00	3,000.00
b. Mechanized (Partial)	5,530.00			
2. Planting				
a. Planting	1,000.00	960.00	900.00	900.00
b. Fertilizer Application	200.00	500.00	450.00	450.00
3. Sidedressing				
a. Offbaring/Hilling Up	1,500.00	500.00	800.00	1,250.00
b. Fertilizer Application	200.00	500.00	800.00	300.00
c. Trichogramma	100.00	120.00		75.00
4. Harvest & Post harvest				
a. Harvesting	1,500.00	3,600.00	1,000.00	600.00
b. In/Out Field Hauling			200.00	300.00
c. Shelling				
Traditional		2,400.00	6,250.00	3,000.00
Mechanized	1,000.00			
d. Drying	500.00	280.00	500.00	600.00
Sub-Total	**11,530.00**	**11,260.00**	**12,400.00**	**10,475.00**
C. Interest Expense	1,800.00			
D. Transport Expense				
1. Corn on Cobs		3,200.00		
2. Corn Grains	750.00	800.00	250.00	
E. Total Cost of Production	**22,500.00**	**31,042.00**	**20,250.00**	**16,985.00**
F. Yield Per Hectare:				
80 to 100 bags @50kg/bag	2,500.00	2,480.00	2,500.00	3,000.00
G. Cost per Kg	**9.00**	**12.52**	**8.10**	**5.66**
H.Buying Price/Kg	9.50	12.90	9.00	9.00
I. Gross Returns	**23,750.00**	**31,992.00**	**22,500.00**	**27,000.00**
J. Net Returns	**1,250.00**	**950.00**	**2,250.00**	**10,015.00**
K. Return on Investment (%)	**5.56**	**3.06**	**11.11**	**58.96**

Basic Data Statistics from GMA-Corn Program, DA-7

Cost and Return Analysis per Hectare of Hybrid Yellow (Central Visayas, CY 2008)

Particulars	Bohol	Cebu	Or. Neg.	Siquijor
A. Material Inputs				
1. Seeds (ACM)	2,900.00	2,400.00	1,800.00	1,800.00
2. BioN Packs		600.00	360.00	360.00
3. Organic Fertlizer				
a. Chicken Dung/durabloom	1,200.00	3,200.00	14,000.00	3,750.00
b. Vermicast			3,400.00	
4. Inorganic Fertilizer	8,720.00	6,800.00		1,600.00
a. 18-46-0	3,900.00	3,400.00		1,600.00
b. 46-0-0	2,940.00	3,400.00		
c. 0-0-60	1,880.00			
5. Trichogramma		100.00		150.00
6. Sacks	500.00	500.00		350.00
7. Twine	40.00	22.00		50.00
Sub-Total	**13,360.00**	**13,622.00**	**19,560.00**	**8,060.00**
B. Labor Inputs				
1. Land Preparation				
a. Traditional (Animal-driven implements)		8,661.00	2,500.00	3,000.00
b. Mechanized (Partial)	5,530.00			
2. Planting				
a. Planting	1,000.00	1,000.00	400.00	900.00
b. Fertilizer Application	200.00	1,000.00	400.00	450.00
3. Sidedressing				
a. Offbaring/Hilling Up	1,500.00	2,400.00	800.00	1,250.00
b. Fertilizer Application	200.00	3,020.00	800.00	300.00
c. Trichogramma	100.00	100.00		75.00
4. Harvest & Post harvest				
a. Harvesting	2,000.00	3,522.00	1,400.00	750.00
b. In/Out Field Hauling			200.00	450.00
c. Shelling & Drying		2,680.00	12,500.00	
Traditional		2,400.00		3,450.00
Mechanized	2,000.00			
d. Drying	1,000.00		1,000.00	750.00
Sub-Total	**13,530.00**	**24,783.00**	**20,000.00**	**11,375.00**
C. Interest Expense	1,800.00	5,125.00		
D. Transport Expense				
1. Corn on Cobs				
2. Corn Grains	1,500.00	1,600.00	500.00	600.00
E. Total Cost of Production	**30,190.00**	**45,130.00**	**40,060.00**	**20,035.00**
F. Yield Per Hectare (kg)	5,000.00	6,000.00	5,000.00	3,500.00
G. Cost per Kg	6.04	7.52	8.01	5.72
H.Buying Price/Kg	8.00	14.00	9.00	10.00
I. Gross Returns	**40,000.00**	**84,000.00**	**45,000.00**	**35,000.00**
J. Net Returns	**9,810.00**	**38,870.00**	**4,940.00**	**14,965.00**
K. Return on Investment (%)	**32.49**	**86.13**	**12.33**	**74.69**

Basic Data Statistics from GMA-Corn Program, DA-7

Problems of the Corn Industry

- imported corn competes with local produce when its arrival coincides with peak harvest season
- seasonality of domestic corn supply causes price fluctuations within the year
- price increases of farm inputs
- insufficient funds of the National Food Authority (NFA) to support its floor price scheme
- inadequate transport and infrastructure

Institutional Support

- The Ginintuang Masaganang Ani (GMA) Corn Program is being implemented to boost and prepare our corn industry for globalization. The program capitalizes on key production areas with local government units (LGUs) and private sector partnership and capacity building as key strategies.

The program aims to expand the areas planted to hybrid corn for the purpose of reducing (by 30% the annual) shortfall of the total feed requirement by the poultry and livestock sector.

For region 7, the program intends to increase corn productivity from 0.9 M.T. to 1.5 M.T. for both white and yellow. Its major strategies include:

1. Giving seed subsidies for the farmers
2. Intensify its program of mass-producing trichogramma to control the corn borer pest
3. Promote the program on the use of BIO-N. Each of the four provinces in the region already has its own BIO-N plant to immediately cater to the needs of the the corn growers for organic fertilizer.
4. Conducting trainers training retooling of the corn technicians, especially those based in the LGUs and entrepreneurial training on corn husk utilization
5. Promoting farmers' participatory technology demonstration and on-farm research activities

- Implementation of the F.I.E.L.D.S. program (F stands for fertilizer support; I stands for Irrigation development; E is for Education and training of farmers and fisherfolks; L is for Loans and Insurance; D is for Dryers and other postharvest facilities; and S is for Seed support)

a. Fertilizer support
   - Massive campaign for the use of organic fertilizers and utilization of proven technologies like BIO-N

b. Irrigation
   - Provision of Shallow Tube Wells (STWs)

c. Research and Development, Education & Extension
   Greater DA-Private Sector-SUC Partnerships
   - Techno demonstrations
   - Farmers' education & extension services
   - Provision of Corn seeds, Bio-agents, tractors, tillers, cultivators
   - Laboratory Services
     ▪ Soil Analysis, Seed quality control
   - Information dissemination thru the tri-media
   - Training & seminars
   - Market Access
     ▪ Market matching / linkaging thru: Trade fairs, exhibits, missions, congresses, investment fora
   - Provision of Investment Guides
   - Establish Barangay Bagsakan / Bagsakan Centers & Livestock "Oksyon" Markets
   - Regulatory & Product Quality Standards

d. Credit
   Facilitate access to financing:
   ▪ ACEF, LEAD thru DA-RFU
   ▪ Livelihood funds thru QUEDANCOR and LANDBANK
e. Postharvest
   Provision of the following facilities & equipment:
   ▪ Corn Sheller ▪ Corn Mill
   ▪ Tractor (50:50 Schemes) ▪ Village Type Corn Cob Dryer
f. Seed subsidy
   ▪ OPV corn seeds

- **Financing Institutions: Financing Windows**

A. Philippine Crop Insurance Corporation (PCIC)

1. Crop Insurance (Rice and Corn) – covered against typhoon, drought, floods, volcanic eruption, earthquake, diseases (riceblasts, tungro/neck rot, grassy stunt, bacterial blight & sheath blight), pestilence (rats, locusts, armyworms/ cutworms, stemborer, black bugs & brown planthopper/hopperburn

a. Cover Ceiling Per Hectare for Corn
   * Corn (OPV) - 28,000.00
   * Corn (Hybrid) - 40,000.00

b. Premium Rate:
   * Phase A (Jan – Jun) - 5.23%
   * Phase B (Jul – Dec) - 6.18%

Note: with Gov`t Subsidy: 8.65% to 11.26% with different planting cut-off per province

c. Additional Feature: automatic death benefit of P10,000.00 per farmer for rice and corn insurance per cropping season

2. Non Crop/Agricultural Assets Insurance – protects agricultural producers of their non-crop agricultural assets against losses due to fire and/or other perils

a. Fire and Lightning
   * Warehouse risks for agricultural produce, machineries & equipment
   * Industrial risks for processing of agricultural produce
   * Poultry houses, pig pens, stables

b. Property Floater
   * Tractors, threshers, trailers, shallow tube wells

c. Term Insurance Power Packages (TIPP)
   * Eligibility: Agricultural producers/farmers, fisherfolks, their family members up to 4th degree of consanguinity or affinity who are 15 to 65 years old
   * 3 types: (1) Agricultural Producers Protection Plan;
     (2) Accident Dismemberment Security Plan; and
     (3) Loan Repayment Protection

B. Quedan and Rural Credit Guarantee Corporation (QUEDANCOR)

Purpose of Loan:

a. Agri-fishery production, processing, manufacturing, marketing and trading
b. Construction or upgrading of facilities
c. Acquisition of production, post-production and/or harvest facilities, machineries or equipment
d. Re-lending

Clients:

a. Retail Lending

- Sole Proprietors, Partnerships, Corporations, Federations & Associations
- Micro/Small to Medium Business Enterprises, Processors & Integrators
- Individual Farmers, Fisherfolk & Rural Workers
- Cooperatives, Local Government Units (LGUs), Agricultural-Based Enterprises, People's Organizations, & Micro Business Enterprises

b. Wholesale Lending: Lending Entities/Lending Conduits/Countryside Lending Conduits willing to participate as conduits to finance eligible projects of target clients which may include:

- Cooperatives, Integrators & Assemblers
- Associations, POs & NGOs
- Government and Private Financial Institutions or other lending entities

Eligible Projects: All agri-fishery and forestry-based projects, commodities and/or activities classified under the following groups:

a. Grains Commodities
b. Fisheries
c. Livestock and Poultry
d. High Value Commercial Crops
e. Livelihood

Delivery Mode:

- Sole Guarantee Mode (SGM)
- Special Window Mode (SWM)

a. Retail Lending

a.1. Self-Reliant Team (SRT) – refers to a basic economics unit of agri-fishery, farmers, living in the same community for at least one (1) year and voluntarily form themselves into an informal group for the primary purpose of promoting business opportunity and stimulating economic activity in the countryside.

The Self-Reliant Team Concept: A collateral-free lending scheme specially designed for borrowers engaged or about to engage in agricultural/livelihood endeavors. Target clientele under the lending scheme are the farmers, fisherfolk, urban and rural workers.

Responsibilities of the Team Leader:

- Opens a checking account in his/her name.
- Issues post dated check/s (PDCs) which shall serve as the team's amortization payment/s to QUEDANCOR.
- Collects each member's amortization payment and deposits it in his checking account to fund the issued PDCs.

Incentives

- The Team Leader and Members shall receive a rebate of 1% based on the group's principal loan amount if all loan amortizations are paid on time.
- In addition, the Team Leader shall receive another 1% based on the group's principal loan amount if all loan amortizations are paid on time.

a.2. Individual/Entity (Non-SRT)

b. Wholesale Lending

Mode of Payment: Loans may be paid on a weekly, monthly, quarterly, semi-annual or annual mode depending on the cash flow or payback period of the project or depending on the program/commodity.

Term of Payment:

a. Working Capital

- For production/trading/marketing loans, the term shall not exceed one year
- For livelihood/processing/manufacturing loans, the term shall depend on the cash flow of the project but not to exceed three years

b. Fixed Asset Loan

- Acquisition/up-grading of machinery, equipment or agri-fishery facilities - maximum of 5 yrs
- Construction of warehouse and related agri-fishery facilities – maximum of 7 yrs
- A longer term may be allowed upon recommendation of the CAG and approval of QUEDANCOR President & CEO.

Loanable Amount:

a. Retail

- Self-Reliant Team (SRT)
  Loanable amount for production loans shall not exceed P50,000 per borrower depending on the type of project. However, determination of loanable amount per hectare/borrower shall depend on the production requirement for specific commodities or memoranda issued by the QUEDANCOR President & CEO.

- Individual/Entity
  Non-collaterized: Loanable amount under the program shall be P25,000 to P50,000 depending on the number of availments.
  Collaterized: Loanable amount shall be based on the proposed project cost and/or facility/machinery/equipment purchased and/or financial condition and/or collateral offered, as determined by QUEDANCOR CAG.

b. Wholesale: Loanable amount shall be based on the total requirement of the Proposed project and/or financial condition of the conduit as determined by QUEDANCOR CAG.

c. Grains Commodities	Loanable Amount	Loan Term (Maximum)
hybrid corn	20,000/hectare	Six (6) months
white/yellow corn	20,000/hectare	Four (4) months

Interest Rates:

a. Retail

- Self-Reliant Team
  Program/Commodity: Hybrid Rice, Inbred Rice
  Interest Rate: 14% per annum

- Individual/Entity

Interest Rate (p.a.)	Mode of Payment
14%	Monthly
16%	Quarterly
18%	Semi-annually
20%	Annually

For Small Retail Enterprise, the interest rate shall be 2% per month regardless of mode of payment.

For ACEF funded loans, the interest rate shall be as follows:

Term of loan of up to six months – flat rate of 4.75%
Term of loan above six months – 9.5% per annum

b. Wholesale

Program/Commodity	Interest Rate p.a	Pass-On Rate p.a
• Countryside Lending Conduit	8%	16%
• Other Commodities		
- Production Loan	14%	Discretion of Lending Entity
- Revolving Trading Capital Loan/Working Capital/Marketing	14%-20%	Discretion of Lending Entity
- Construction of Post-Harvest Facilities/ Acquisition of Equipment	14%-20%	Discretion of Lending Entity

Service Fees:
Less than one year term – 2% per transaction
More than one year term – 3% per annum
For Input/Product Suppliers (IS/PS) – 2.5% of total amount of inputs/services

Services for the first year shall be deducted from the loan proceeds for loans with terms of more than one year while succeeding SFs shall be billed every anniversary of date loan release.

Service Fees for loans involving Purchase Orders (POs), Job Orders (JOs) or Contract for Inputs and Services (CISs) shall be added on to the loan and collected upon maturity.

*(No service fee for ACEF funded loans)

Eligibility Requirements:

General Requirements:

- Must be 18 to 64 years old at the time of application;
- Must have sufficient experience/knowledge and/or willing to undergo training on the project; and
- Must have a viable project duly supported by a project proposal/feasibility study if applicable.

a. For Self-Reliant Team

- Must have attended the required Values Orientation Seminar;
- Must be residing in the community/barangay for at least one year; and
- Must be identified/endorsed by the concerned government/non-government entity with arrangements, if necessary, with QUEDANCOR.

b. For Sole Proprietorship/Partnership/Corporation

- Must be duly accredited by QUEDANCOR;
- Must be duly registered/licensed by the appropriate government agency;
- Must be 100% owned and capitalized by Filipinos or at least 60% of its capital or outstanding stock if partnership or corporation; and
- Must have current officers of good moral character.

c. For Associations/Cooperatives/Federations/People's Organizations

- Must be duly accredited by QUEDANCOR;
- Must have juridical personality with authority to contract/borrow/lend money;
- Must have current officers of good moral character; and
- Must be of good standing with the CDA (if a cooperative).

d. For Lending Associations

- Must be duly accredited by QUEDANCOR;
- Latest net worth figure of at least P200,000;
- Positive growth and capital accounts/assets and positive trend in profitability;
- Presence of financial and internal control systems consistent with Generally Accepted Accounting Principles;
- Presence of full-time qualified staff;
- At least two years track record in lending operations with satisfactory results;
- Acceptable long term debt to equity ratio (not more than 5:1); and
- Past Due ratio of not more than 50% and a positive trend for Current Loans of not less than 70%.

Security Arrangements:

a. For Self-Reliant Team
For loans up to P50,000
- Joint and Several Signatures (JSS) of members of the SRT group
- Deed of Assignment of Receivables supported by a Marketing Contract/ Agreement, if applicable For loans above P50,000
- Joint and Several Signatures (JSS) of members of the SRT Group
- Deed of Assignment of Receivables supported by a Marketing Contract/ Agreement, if applicable
- A loan guarantee from the participating LGU or Buyer-Firm/IS

b. Individual Borrowers (Entity and Non-Entity)
For loans up to P50,000
- Continuing Deed of Assignment of Stocks-in-Trade with Trust Receipt Agreement (for Food/Market Retailers/Sari-Sari Store) or Deed of Assignment of Receivables supported by a Marketing Contract/ Agreement, if applicable
- Co-Maker/s
For loans above P50,000
- At least 80% REM or at least 80% combination of REM, Non-Interest Bearing Cash Trust Fund, Bank/Time Deposits, Land Bank/Government Bonds/Securities and similar investments
- Deed of Assignment of Receivables supported by a Marketing Contract/ Agreement, if applicable

Borrowers (except LGU, National Government Agencies and Government Owned and Controlled Corporations) shall be required to issue post-dated checks (PDCs) to cover all loan amortizations, and execute Joint and Several Signatures of officers or authorized representative/s for Corporations, Cooperatives, Federations, Associations and other entities with juridical personality.

C. LandBank of the Philippines (LBP)

Program Title: Corn Productivity Program

Objectives: To expand coverage of existing credit program for corn; To intensify support to boost corn production by tapping new conduits

Eligible Borrowers:

a. Farmers Organizations (FOs)
- Cooperatives
- Irrigators Association
- Church-based Organizations

b. Small and Medium Enterprises
c. Countryside Financial Institutions (Rural Banks)

Sub-Borrowers: Corn farmers

Eligible Criteria:

a. For FOs/NGOs

- Duly registered with SEC or other appropriate registering body
- Must be operational and in good standing
- With at least 30 farmer-members for FOs and 30 farmer-borrowers for NGOs
- No adverse findings on CI/BI key officers
- Must have a functioning Board of Directors, or its equivalent, and presence of core management team
- If the borrower/conduit has past due loan and shall likewise require its delinquent member/s to execute a plan of payment
- Must have a basic recording system

b. For Irrigators Associations

- Profitable for the past 3 years
- No ownership dispute for the past 3 years
- No adverse findings on the owners and management
- Should be characterized by an or all of the following: labor intensive, dollar-earner, contributes to countryside development, generates employment, and with forward and backward linkages
- At least 60% Filipino owned, if sole proprietorship
- Debt-to-Equity Ratio not exceeding 80:20

c. For Countryside Financial Institutions/Rural Banks (Rediscounting only)

- With Past Due Ratio of not more than 50% (Past due loans/Outstanding loans)
- With Risk Asset Ratio of not less than 10% (Networth/Risk Assets)
- Profitable
- Minimum required capital by BSP per memo circular 156, as amended
- With adequate reserves for the 4-week period prior to the date of latest FS

Eligible Projects: Corn Production

Loan Purpose: Procurement of seeds/planting materials, fertilizers and other farm inputs for the production of corn

Amount of Loan and Limit:

- For Hybrid/Certified seeds – P 40,000 per hectare

Collateral/Securities: Any or combination of the following (depending on the comfort level of the bank):

- Deed of assignment of sub-borrowers PNs and its underlying collaterals
- Assignment of produce
- Guarantee cover
- Assignment of proceeds of crop insurance
- PDCs (for SMEs only)

Term of Loan: Maximum of 180 days

Mode of Payment: Lump sum (Principal + Interest) upon maturity

D. Department of Agriculture-Agricultural Credit Policy Council (DA-ACPC)

1. Program Title: Agri-Microfinance Program (AMP) for Small Farmers and Fisherfolk and their Households

The AMP for Small Farmers and Fisherfolk and their Households is a joint program of the ACPC and the People's Credit and Finance Corporation (PCFC) for the provision of credit to qualified borrower organizations for re-lending to small farmers and fisherfolk households and groups/organizations. It was established by virtue of ACPC Resolution No. 2, Series of 2009 as one of the programs under the Agro-Industry Modernization Credit and Financing Program (AMCFP) – the government's umbrella credit program for agriculture and fisheries.

Program Objectives: The program aims to reduce poverty and improve the quality of life of marginalized farmers and fisherfolk by financing agricultural projects and activities that will increase their productivity and incomes.

Program Scheme: Under the AMP, PCFC administers the provision of credit to eligible borrowing organizations. For PCFC-accredited banks and MFIs (Type 1 organizations/institutions), PCFC processes, evaluates and approves the loan application. For non-bank MFIs that pass the accreditation criteria of PCFC for Type 2 organization/institutions, the ACPC-PCFC Program Management Committee reviews the loan application for endorsement to PCFC's approving authority. Loans charged against the AMP Fund are subject to review, approval and validation by ACPC. The borrower-organizations either extend (i) agri-fishery microfinance loans to eligible borrowers; and/or (ii) loans for value-adding and marketing activities of eligible small farmers and fisherfolk groups/organizations.

Eligible Organizations/Institutions:

a. Microfinance institutions (MFIs) such as cooperative/rural banks, cooperatives, non-government organizations (NGOs) and other people's organizations that pass credit evaluation of PCFC (Type 1)

b. Non-bank MFIs that meet the following minimum criteria (Type 2):

- Duly registered with the Securities and Exchange Commission (SEC) and/or the Cooperative Development Authority (CDA);
- Presence of accounting and internal control systems;

- No adverse findings; no past due loans and derogatory records on key officers based on the results of credit and background investigation;
- Presence of full-time manager, cashier and bookkeeper;
- At least 1 year lending experience;
- At least P500,000 net worth;
- Profitable for the current year;
- Not more than 20% Portfolio at Risk (PAR);
- At least 300 existing borrowers;
- At least P3 million in resources.

Types of Financing Facilities:

a. Agri-Fishery Microfinancing – Credit funds for re-lending to eligible borrowers to finance their income generating agri and agri-related activities

b. Value Chain Financing – Credit funds intended to finance value chain activities and acquisition of assets for post production/agri-enterprise/ agribusiness project

Financing Terms:

a. Credit Limits: Depends on the MFI's absorptive capacity, work plan, and target areas to be covered, number of outreach, estimated credit needs and target portfolio

- Type 1: Up to maximum of P10 million per MFI
- Type 2: Up to a maximum of P5 million per MFI

b. Interest Rate: 10%-12% per annum for all types of organizations

c. Loan Maturity:

- Type 1: Maximum of 4 years
- Type 2: Agri-Fishery microfinancing - Maximum of 2 years
  Value-Chain microfinancing - Maximum of 3 years

d. Mode of Payment:

- Type 1: Principal and Interest - Quarterly
- Type 2: Agri-Fishery microfinancing:
  Principal – Semi-annual
  Interest – Quarterly

  Value-Chain microfinancing:
  Principal – Based on the cash flow of the project
  Interest – Quarterly

e. Security: Assignment of sub-borrowers' Promissory Notes and other underlying collaterals/guarantee cover.

Eligible Sub-Borrowers:

a. Agri-Fishery Microfinancing: Household heads, spouses or adult working members of small farming/fishing households. Only one member per household is qualified to borrow at a single time under the project.

b. Value Chain Financing Facility: Microfinance groups/organizations with or without juridical personality composed of at least five (5) members engaged in any post production/agri-enterprise/agribusiness project

Loan Facilities:

a. Agri-Fishery Microfinancing – Loans shall be used to support any or a combination of farm, off-farm/non-farm income generating activities

b. Value Chain Financing Facility – Loans shall be used for any of the following purposes:
   - Working capital; and
   - Acquisition of assets for agri/fishery product marketing or inputs trading

Financing Terms:

a. Credit Limits:
   - Agri-Fishery Microfinancing – Up to a maximum of P50,000 per sub-borrower
   - Value Chain Microfinancing – Up to a maximum of P1 million per sub-borrower group/organization but not to exceed P150,000 per member, whichever is higher

b. Interest Rate: The applicable interest rate shall be based on the prevailing interest rates of the conduit organizations/institutions

c. Loan Maturity and Mode of Payment:
   - Agri-Fishery Microfinancing – Maximum of one (1) year. The amortization schedule shall be based on the household's cash flow. At least 20% of the loan should be amortized either weekly or monthly and the remaining balance to be paid upon loan maturity.
   - Value Chain Microfinancing – The loan shall be payable based on the cash flow of the business but not to exceed three (3) years.

d. Security - Any or a combination of the following:
   - Deed of assignment of acquired assets (i.e. equipment, vehicles, etc.)
   - Joint and Several Signatures;
   - Issuance of post-dated checks;
   - Marketing Agreement (if applicable) and/or
   - Any other acceptable form of collateral/security

2. Program Title: Cooperative Banks Agri-Lending Program (CBAP)
A Memorandum of Commitment between the Cooperative Banks Federation of the Philippines and the Department of Agriculture was signed during the National Food Summit held on April 4, 2009 for the implementation of the Cooperative Banks Agri-Lending Program (CBAP). The CBAP is aimed at enhancing the responsiveness and capacities of cooperative banks and financial cooperatives in providing sustainable lending to agricultural borrowers.

Program Objective: To increase the outreach of government's agricultural credit funds by tapping cooperative banks as conduits, and to increase the access to sustainable financial services among small farmer and fisherfolk households.

Program Scheme: CBAP funds are coursed through Wholesaler Cooperative Banks and the United Coconut Planters Bank (UCPB) which provide wholesale loans to accredited Retailer Cooperative Banks/Institutions. The Retailer Cooperative Banks/ Institutions leverage the funds from three (3) to five (5) times and use these in providing microfinance loans to small farmers/fisherfolk and their household members who have viable agriculture and fisheries projects.

Eligible Sub-Borrowers: Eligible borrowers are the household heads, spouses, or adult working members of small farming/fishing households. Only one member per household is qualified to borrow at a single time under the program.

Loan Purpose: Agricultural and fisheries projects of small farmers and fisherfolk.

Sub-Loan Limits:

a. For borrowers with no collateral – P30,000/ha up to a maximum of P210,000 per borrower

b. For borrowers with collateral – The generally accepted industry practice on loan valuations.

Interest Rates on Sub-Loans: Varies depending on the coop bank but shall not exceed 20% per year.

Sub-Loan Repayment:

a. For agricultural loans: Repayment upon loan maturity depending on the type of commodity but not to exceed two years.

b. For microfinance loans: Weekly or monthly payments within the term of the loan.

List of Corn Buyers/Suppliers in Central Visayas

Corn Growers in Central Visayas

Bohol

1. Cesar Boria
   Sta. Cruz, Sagbayan
2. Joel Bautista
   Cabawan, Tiptip District
3. Librado Jostol
   Sta. Cruz, Sagbayan
   Negros Oriental
4. Liberacion Lanoy
   Danahao, Clarin
5. Bienvenido Curay
   Cambaol, Alicia
6. Eduardo Cagadas
   Pob. Norte, Carmen
7. Lydia Virador
   San Miguel, Dagohoy
8. Pablo Tapao
   Katipunan, Carmen
9. Arnold S. Paloso
   Talisay, Loon
10. Hector Hormachuelos
    Poblacion, Dagohoy

Cebu

1. Maria Macaseso
   Pilas, Balamban
2. Edwin Dotillos
   Cadaruhan, Borbon
3. Erlinda Campugan
   Kamangahan, Carcar
4. Helen LaugLaug
   Valladocio, Carcar
5. Alexander Montejo
   Lusaran, Cebu City
6. Jose Pegarum
   Canangcaan, Oslob

1. Abel Barot
   Scaquit, Sibulan
2. Teodorico Reyes
   Lutay, Tayasan
3. Adriano Viola
   Calabnugan, Sibulan
4. Fladelpo Calingacie
   Magatas, Sibulan
5. Jufelito M. Suasin
   Magatas, Sibulan
6. Sarangani Mananquel
   Escaquit, Sibulan
7. Virgelio P. Abueva Jr.
   Ajong, Sibulan
8. Pablo Torres Jr.
   E. Villanueva, Sibulan
9. Billy A. Cadiente
   Cadabong, Manjuyod
10. Lydia Talledo
    Guihulngan

11. Evelyn A. Balsaw
    Canlaon City

12. Mesing Calidgued
    Cadabong, Manjuyod

13. Toto Palumar
    Cadabong, Manjuyod

14. Amie Cadiente
    Cadabong, Manjuyod

15. Yole Young
    Cadabong, Manjuyod

16. Rick Rick Cadusale
    Cadabong, Manjuyod

17. Solomon Obsedo
    Cadabong, Manjuyod

18. Patrisia Abrasaldo
    Cadabong, Manjuyod

19. Gena Abrasaldo
    Cadabong, Manjuyod

20. Fredie Balo
    Cadabong, Manjuyod

21. Jemmy Kasusale
    Cabcabon, Manjuyod

22. Rosalinda Abordo
    Candabong, Manjuyod

23. Elizabeth Andaya
    Candabong, Manjuyod

24. Felecidad Telon
    Candabong, Manjuyod

25. Regello Abrasado
    Cabcaban , Bindoy

26. Lilia Balasabas
    Cabcaban , Bindoy

27. Doming Olpos
    Candabong, Manjuyod

28. Pepito Cabusog
    Cabcaban , Manjuyod

29. Joy Tabano
    Mabato, Ayungon

30. Dominador Alberto
    Mabato, Ayungon

31. Leomora Macatubos
    Poblacion, Siaton

32. Elizabeth Cimuigralde
    Poblacion, Guihulngan

33. Diomedes Aberia
    Poblacion, Zamboanguita

34. Teresita Emojo
    Poblacion, Zamboanguita

35. Carlos Cardijon
    Poblacion, Guihulngan

36. Romeo Dodillo
    Masulong, Canlaon

37. Rolando Torena
    Pula, Canlaon

38. Gil Mahinay
    Banban, Ayungon

39. Ronnie Alberto
    Mabato, Ayungon

40. Delina Cadajona
    Poblacion, Bindoy

41. Evelyn Calago
    Malangsa, Vallehermoso

42. Jose Mellibo
    Maglahus, Vallehermoso

43. Merly Garnasa
    La Libertad

44. Larry Bulanon
    Pitogo, La Libertad

45. Fellecima P. Baquil
    Canlaon City

46. Juanito Remata
    San Isidro, Pamplona

47. Rolly Bongoyan
    Mayabon, Pamplona

48. George Arnaiz
    Mayabon, Pamplona

49. Eulogio Tulisana
    Lower Abante, Pamplona

50. Rodolfo Ebarita
    Datagon, Pamplona

51. Danilo Valequatro
    Bongalonan, Basay

52. Alexander Manlocot
    Bongalonan, Basay

53. Lily Grace Torillo
    Bongalonan, Basay

54. Welma Cabanlet
    Bongalonan, Basay

55. Arturo Atis
    Bongalonan, Basay

56. Arthor Ngitngit
    Maglinao, Basay

57. Lucito Gañolon
    Bongalonan, Basay

58. Luciano Opriar
    Bongalonan, Basay

59. Morita Mahilum
    Pul-os, Basay

60. Epepania Ensia
    Nagbo-alwo, Basay

61. Vanny Colasisang
    Buenavista,Bayawan

62. Joseph Nuico
    Sto. Rosario, Bayawan

63. Argie Palomar
    Batalingan, Bayawan

Corn Millers/Traders

1. Association : Cebu Grain Millers Association
   Address : c/o Visayan Corn Mill cor. Filibusterismo L. Kilat St., Cebu City
   Tel No. : (032) 255-4724; 416-9379
   Contact Person : Mr. Nestor Tiu – President

2. Company : Atlas Cebu Corn Mill Corp.
   Address : 447 Basak, Mandaue City
   Telefax No. : 345-1438; 345-1161
   Contact Person : Ms. Kimerly Tee – Manager

3. Company : Benison Trade Corp.
   Address : 15-19 Plaridel St., Cebu City
   Tel / Fax No. : (032) 256-1232 / 253-2255
   Contact Person : Mr. Willie Dy – Manager/Director

4. Company : Cebu Filipinas Milling
   Address : MJ Cuenco Ave., Mabolo, Cebu City
   Tel / Fax No. : (032) 232-1766 / 234-4928
   Contact Person : Mr. Vicente Tiu – Manager

5. Company : East Visayan Milling
   Address : Wireless, Mandaue City
   Tel / Fax No. : (032) 344-0676; 346-2561 / 346-1333
   Contact Person : Mr. Jacinto Rafanan – Manager

6. Company : Cebu Goodwill Milling Corp.
   Address : Basak, Mandaue City
   Tel / Fax No. : (032) 345-1213 / 346-0840
   Contact Person : Mr. Virgilio Escoton – General Manager

7. Company : Sandy Milling
   Address : Tabunok, Talisay City
   Telefax No. : (032) 272-3177; 272-3410
   Contact Person : Mr. Jun Dy – General Manager

8. Company : Visayan Corn Mill
   Address : Cor. Filibusterismo L. Kilat, Cebu City
   Telefax No. : 255-4724
   Contact Person : Mr. Nestor Tiu – Gen. Manger/Pres. – Corn Millers Association

9. Company : Anros Enterprises
   Address : Opao, Tanjay, Negros Oriental
   Contact Person : Ms. Angeles Rosales Tan

10. Company : Durico Rice/Corn Mill
    Address : Boloc-boloc, Sibulan, Negros Oriental
    Contact Person : Mr. Robert Sy

11. Company : Janipin Rice & Corn Mill
Address : Pob. Siaton, Negros Oriental
Contact Person : Mr. Felicisimo Janipin, Sr.

12. Company : J & J Rice & Corn Mill
Address : Awa-an, Ayungon, Negros Oriental
Contact Person : Mr. Claudio Almaco, Jr.

13. Company : Lucky Star Corn Mill
Address : Banilad, Dumaguete City, Negros Oriental
Contact Person : Medalla Sia

14. Company : Suan Corn Mill
Address : Catulayan, San Juan, Siquijor

Feedmillers/Traders

1. Company : San Miguel Foods, Inc.
Address : c/o GSMI Bldg., formerly La Tondeña, Subangdaku, Mandaue City, Cebu
Tel No. : (032) 424-6194, 346-5496, 424-6899, 424-6897
Contact Person : Mr. Michael V. Fernandez - Satellite Plant Head
Mr. Ernesto T. Reyes - Logistics Head
Tel. No.: 343-7233 Fax No.: 343-7233

2. Company : B-Meg Feeds
Address : Tayud, Consolacion, Cebu
Tel / Fax No. : (032) 424-6898 / 424-6894 (Tayud) / 346-2907 (Mandaue)
Contact Person : Mr. Geofrey P. Lindo – Area Sales Manager, Vis-Min

3. Company : Bounty Agro Ventures Inc.
Address : Pagsabungan, Mandaue City
Telefax No. : (032) 422-1799
Contact Person : Engr. Dante Samonte

4. Company : Datingbayan Agro-Iindustrial Corp.
Address : Brgy. Tugbongan, Consolacion, Cebu
Tel / Fax No. : (032) 345-2749 / 345-2740
Contact Person : Mr. Hector Perez – Sales Manager

5. Company : EEJ Farms Inc.
Address : Tunghaan, Minglanilla, Cebu
Telefax No. : (032) 272-7612
Contact Person : Engr. Emerito Tomada – Manager

6. Company : General Milling Corp.
Address : M. L. Quezon National Highway, Pajo, Lapu-Lapu City – Main Office
Tel / Fax No. : (032) 340-8888 (loc 434) / 340-2903
Contact Person : Mr. Thaddeus Oyas – Purchasing Head
Engr. Edwin Bayan – Manufacturing and Services Manager

7. Company : Breeders Business Group, Inc. / Kusog Feeds / Breeders Agrivet Supply
Address : IBMI Complex, Hi-way, Maguikay, Mandaue City
Tel / Fax No. : (032) 346-7823; 345-2735 / 346-0033
Contact Person : Mr. Dino Daniel Dauz - Purchasing Manager

8. Company : Ludo & Luym Corp.
Address : Tupas St., Sawang Kalero, Cebu City
Tel / Fax No. : (032) 261-3131 to 39
Contact Person : Engr. Antonio Cuerquis

9. Company : Marcela Farms Incorporated
Address : 2nd Flr., Alturas MH Grocery Bldg. MH del Pilar St., Tagbilaran City, Bohol
Tel / Fax No. : (038) 411-3874; 411-3916 / 501-9682
Contact Person : Mr. Marlito C. Uy - General Manager
E-mail : agc@bohol-online.com / agcmain@hotmail.com

Feedmill/Ricemill Site : Lomangog, Ubay, Bohol
Tel. No. : 518-0161; 518-0163

10. Company : Marvick Milling Corporation
Address : Tawagan, Tayud, Consolacion, Cebu
Tel / Fax No. : (032) 424-6896
Contact Person : Mr. Ferdinand Suan - Incorporator

11. Company : Popular Feedmill Corp.
Address : 80-B Aranas St., Tabo-an, Cebu City
Tel / Fax No. : (032) 272-6366; 261-0961; 261-0962; 261-7861 / 261-0964 to 65
Contact Person : Ms. Elda Limchua – President
Mr. Jovencio Mapalad - Supervisor, Feedmill
Tel. No.: 261-7861 (Pres.)
Plant Address: Tabunok, Talisay, Cebu, Phls. 6045

13. Company : Ricor Mills Corporation
Address : Rm. 903 9/F FGU Bldg. Ayala Life, Cebu Business Park, Cebu City
Tel / Fax No. : (032) 234-1800 / 234-0900
Contact Person : Mr. Daniel Go – General Manager
Plant Address : Bulacao, Talisay, City
Contact Person : Mr. Tony Chiong – Farm Manager; Mr. Jonas Go – Operation Manager

14. Company : Robina Farms Corp.
Address : Jaime St., Pakna-an, Mandaue City
Tel / Fax No. : (032) 345-1482; 344-3930; 345-1419 346-6344; 346-8150
Contact Person : Mrs. Lili Ngo Chua - Gen. Manager

15. Company : Tennessee Feedmill, Inc.
Address : Tungkil, Minglanilla, Cebu
Tel / Fax No. : (032) 273-2001 / 273-3488
Contact Person : Mr. Robert L. Go - Manager

16. Company : Universal Feed Mill Corp. (UNIFEEDS)
Plant Address : Riverside, Canduman, Mandaue City
Tel / Fax No. : (032) 423-9935 to 36 / 564-3576
Contact Person : Dr. Avelino de Manuel – President
Ms. Elenita de Manuel - EVP-Operations

17. Company : Upland Stock Feeds, Inc.
Address : Pagsabungan, Mandaue City
Telefax No. : (032) 422-1402
Contact Person : Mr. Nelson Reyes – Manager; Mr. Alijo Tiu – Purchasing Manager

18. Company : Vitarich Corporation
Address : Juez M.O. Echavez St., Sudlon, Maguikay, Mandaue City
Telefax No. : (032) 345-3516; 420-5948
Contact Person : Mr. Glenn B. Domingo – Manager

19. Company : Multi-Farms Agro-Industrial Corp. / Aquatic Ranch Development Corp.
Address : Tanchan Bldg., MJ Cuenco Ave., Cebu City
Telefax No. : (032) 505-0675
Contact Person : Mr. Santiago “Dodong” Tanchan - President

20. Company : PILMICO Animal Corp.
Address : Sto. Domingo II, Capas, Tarlac
Tel / Fax No : (045) 925-0505; 925-0100 / 925-0506
Contact Person : Ms Estefania de Vera – Vice President for Purchasing; Mr. Ampelmo Layug – Buyer
Email : ampelmo.layug@pilmico.com

Cebu Office:
Address : No.1 Paseo Saturnino Maria Ruiza, Banilad, Cebu City
Tel / Fax No. : (032) 411-1800 / 234-2844
Contact Person : Estefania de Vera – Vice President for Purchasing
E-mail : estefania.devera@pilmico.com

Iligan Office : PILMICO Food Corp.
Address : Kiwalan Cove, Iligan City
Tel / Fax No. : (063) 225-1317 / 225-1320

21. Association : Cebu Poultry & Livestock Association
Address : V. Rama Ave., Cebu City
Tel / Fax No. : (032) 254-1569 / 254-1669
Contact Person : Mr. Santiago "Dodong" Tanchan – President

Corn Oil Processor

1. Company : Ricor Mills Corp.
Address : Rm. 903 9/F Ayala Life – FGU Bldg., Cebu Business Park, Cebu City
Tel / Fax No. : (032) 234-1700 / 234-1800
Contact Person : Mr. Daniel Go – Manager
Line : corn oil processor
Plant Address : Bulacao, Talisay City
Contact Person : Mr. Tony Chiong – Farm Manager; Mr. Jonas Go – Operation Manager

Financing/Credit Institutions

1. Institution : Philippine Crop Insurance Corporation (PCIC)
Address : 2nd Floor DBP Bldg., Osmeña Blvd., Cebu City
Telefax No. : (032) 253-8686
Contact Person : Mr. Antonio S. Uy II – Regional Manager

2. Institution : LandBank of the Philippines (LBP)
Address : Osmeña Blvd. cor. P. del Rosario St., Cebu City
Tel / Fax No. : (032) 254-1311; 254-3842 / 254-3842
Contact Person : Mr. Roel Romarate – Vice President, Region 7

3. Institution : Quedan & Rural Credit Guarantee Corporation (QUEDANCOR)
Address : G/F LDM Bldg, Legaspi cor. Lapu-Lapu St., Cebu City
Tel / Fax No. : (032) 254-4408 / 253-3089
Contact Person : Mr. Luis R. Sabar – District Supervisor
E-mail : qregion7@quedancor.gov.ph; qreg7_afsg@yahoo.com

Bohol
District Office : G/F 39-B J-F Bldg., Ingles St., Tagbilaran City
Tel / Fax No. : (038) 501-5623 / 235-4833
E-mail : qregion7_tagbilaran@quedancor.gov.ph

Negros Oriental
District Office : Dy-Ho Bldg., Ma. Cristina St., Dumaguete City
Tel / Fax No. : (035) 226-1662 / 422-6209
E-mail : qregion7_dumaguete@quedancor.gov.ph

Extension Offices:

Address : San Jose St., Luan-Luan, Carcar, Cebu
Tel No. : (032) 487-5813
E-mail : quedancor_carcar@yahoo.com

Address : DA-MES, Sudlon, Maguikay, Mandaue City, Cebu
Tel No. : (032) 420-3259
E-mail : quedancor_mandaue@yahoo.com

Address : Looc Poblacion, Jagna, Bohol
Mobile No. : (0917) 3064141

Address : Poblacion, Talibon, Bohol
Mobile No. : (0920) 2991761

4. Institution : Cooperative Bank of Negros Oriental
Address : 170 Hermie Bldg., Cervantes cor. Colon Ext. St., Dumaguete City
Tel. No. : (035) 225-5111
Fax No. : (035) 225-1708/226-3121
Contact Person : Mr. Reynaldo B. Gomez – General Manager

STEERING COMMITTEE

DIR. LEO P. CAÑEDA, CESO III
Regional Executive Director

AMAD – 7

CHRISTOPHER V. LUCERO
Acting Chief, AMAD

ALMA R. CONEJOS
AIIED Section Chief &
Investment Officer

JOCELYN T. PILAPIL
MPD Section Chief &
Marketing Officer

EDEN J. SALAZAR
Investment Research Asst.

DAVID E. AMRINTO
BB/BC Project Facilitator

JONESSA A. OMBOY
Investment Research Asst.

JOSE PAOLO O. ACERO
AMAD Staff

JESSICA A. ALBINO
Secretary/Technical Asst.

ANTONIO P. GIDUQUIO
Liaison Officer

For more information, call, write or visit:

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