

SME Development Plan 2007 – 2008

I. Province's Development Direction

1. Agricultural productivity through high value crops
 - a. Export Champions
 - Asparagus
 - Banana
 - Mango
 - Papaya
 - Pineapple
 - b. Food Security
 - Rice
 - Corn
 - Vegetables
2. Agro-industrialization
 - a. Processing of agri-crops
 - b. Manufacturing to support Agriculture
3. Eco-Tourism
 - a. Events
 - b. Spots and Area Development
4. Mining
 - a. Responsible Mining

II. Issues and Concerns

- a. South Cotabato's Products go out raw and return processed
- b. The need for appropriate technology in Mfg., Agri-processing, basic farming
- c. Lack of Post Harvest Facilities
- d. Non availability of Low cost Financing
- e. Enhancement & Know-how on Management Capabilities
- f. Non-Availability of other appropriate Business Information

III. Major Challenges

- a. South Cotabato's Products go out raw and return processed

Processing must take place right here

- a. Local Investments tapped & generated
 - employment
 - value of product is added
 - revenue streams establish
 - family is in-tact

- b. The need for appropriate technology in Mfg, Agric-processing, basic farming
 - a. Appropriate Technologies transferred
 - b. Skills enhanced
 - c. Product development & Packing conducted
- c. Lack of Post Harvest Facilities
 - Local Investors Tapped
 - Joint Venture arrangements
 - Business Matching conducted
 - Appropriate Technologies known
- d. Non availability of Low Cost Financing
 - a. Funds Retailers Identified & developed
 - b. Identification of appropriate sources
 - Appropriate business infos prepared
 - c. Institutional Strengthening developed
- e. Enhancement & Know-how on Management Capabilities
 - Enterprise Development Trainings conducted
 - Business Consulting conducted and Extended
 - Business Development Service Providers established
 - Appropriate seminars conducted

IV. Specific Programs and Projects

- a. One Town One Product
- b. SME Center Operations
 - Services Offered
 - 1. Provision of SME related information
 - 2. Preparation of Technical Studies
 - 3. Consultancy/Advisory (There are 4 DTI Business Counselors)
 - Business Management
 - Production
 - Marketing
 - Financing
 - 4. Market Matches
 - 5. Others
 - a. conduct SME related Activities
 - b. attend to SME Development Issues & Concerns
- c. Industry Clustering

Investment Generated

- c. One Town Product
- d. Graduation to the next level of capitalization of SMEs
- e. New Business Established
- f. Joint Venture Arranged
- g. "Market Match" establishe

Employment of 5,744 for the service and Manufacturing Sector
Exports of \$1,000,000.00

- h. processed and Manufactured Products
- i. Other Products Directly Impacted