





# Farmers' Class

January 28 - March 11, 2017



JHCSC GRADUATE  
SCHOOL

R. FORTUNATO GUMINTAD

You are invited.



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lettuce

cabb

carrot



## PROGRAM OF ACTIVITIES

### Week 1 (January 28, 2017)

Registration/Arrival (7:30 – 8:30 AM) : Group 3 Facilitators Secretariat

### OPENING PROGRAM (9:15 AM)

Preliminaries (Prayer & Nat'l Anthems) : Participants/Audio Visual Aid  
 Acknowledgement of Participants : Group 3 Facilitators Secretariat  
 Welcome Address : MagDev Class Officer  
 Rationale & Opening Remarks : Ms. EMILYN TORMES AgEx217 Instructor  
 Intermission : Surprise from Participants  
 Number :  
 Message : Dr. EDGARDO ROSALES President, JHC State College

Orientation Proper : Group 1 Facilitators  
 Expectation  
 Setting Workshop : Group 1 Facilitators

### LUNCH BREAK (11:30 AM – 12:30 PM)

### CLASS SESSIONS (1:00 – 5:00 PM)

Session 1 : Facilitators from Group 1 of  
 Session 2 : MagDev -Extension  
 Session 3 : Students (Ms. Gemma Calunsag,  
 Session 4 : Ms. Gena Calunsag, Mr. Glenn  
 Session 5 : Calunsag and Mr. Joselito Ubaob)

### Week 2 (February 11, 2017 8:00 AM – 5:00 PM)

Session 6 : Facilitators from Group 2 of  
 Session 7 : MagDev -Extension  
 Session 8 : Students (Ms. Lizel Mano, Ms.  
 Session 9 : Betoy & Mr. Zaldy Ligan)  
 Session 10 :  
 Session 11 :  
 Session 12 :  
 Session 13 :

### Week 3 (February 25, 2017 8:00 AM – 5:00 PM)

Session 14 : Facilitators from Group 3 of  
 Session 15 : MagDev -Extension  
 Session 16 : Students (Ms. Zandra Quirante,  
 Session 17 : Ms. Chin-Ann Dayanan, and Mr. Jessy Bucol)

## FARM BUSINESS SCHOOL (FBS)

The Farm Business School (FBS) is a "forum" of venue that brings farmers together to carry out collective and collaborative enquiry to address business and marketing problems and opportunities. FBS brings together a group of like-minded farmers' with the aim to develop or strengthen their skills to produce more profitability for the market. As program of learning, it can prove particularly beneficial for those smallholder farmers who are just getting involved in producing for the market and need help to do it more effectively.

Generally, the purpose is to work with farmers to help them build knowledge and skills to make their farms more profitable. They will do this by learning about in their own local environment. The FBS program takes the school to the farmers. The training materials are designed around the concept of the farm business management example, Organizing, Producing, Monitoring and Marketing in farming activities.

Specifically the program aims to: Help the farmers to have profitable farming and preparation of a marketing Plan; Impart the knowledge of doing business plan of their individual farms before engaging into different farm activities; Help the farmers prepare the schedule of farming activities from production to marketing the product and To help the farmers be able to prepare a Farm Business Plan for an enterprise.

Class sessions are conducted and facilitated by students of Master of Agricultural Development major in Extension of JH Cerilles State College as requirements to their Agricultural Extension 217, 2<sup>nd</sup> Semester this school year 2016-2017.

### CLASS LEARNING TOPICS

DIAGNOSING AND PLANNING	Topic	Description
	Topic 1	Rationale of Farm Business School and Developing Group / Ownership
	Topic 2	Farming as a Business
	Topic 3	The Farmer as an Entrepreneur and Farm Business / Profitability
	Topic 4	Assessing Current Farm Structure Farm Situation & Translating Analysis into Action
	Topic 5	Understanding Enterprise Profitability
	Topic 6	Understanding Marketing and Markets
	Topic 7	Presenting the Market Survey Report and Developing a Vision & Goal for the Farm
	Topic 8	Choosing an Enterprise
	Topic 9	Components of a Farm Business Plan: Farm Production & Marketing Plan
	Topic 10	Components of a Farm Business Plan: Profitability, Cash Flow & Availability & Risks
	Topic 11	Preparing an Action Plan
	Topic 12	Overview of record keeping
	Topic 13	Practice of keeping farm business records
	Topic 14	Agreeing on sessions and schedule; Mobilizing Finance
	Topic 15	Group Marketing, Buying and Saving
	Topic 16	Understanding Contract Farming and Appraisal
	Topic 17	Assessing and managing business risks
	Topic 18	Benchmarking
	Topic 19	Characteristics of an Effective Entrepreneur
	Topic 20	Value Addition
	Topic 21	Assessing the Benefits of the Farm Business School
	Topic 22	Assessing the Performance of the Farm Business Plan
	Topic 23	Choosing Farm Enterprise for the Next Season
	Topic 24	Preparing a Farm Business Plan
	Topic 25	Developing an Action Plan

### IMPLEMENTATING

### EVALUATING & RE-PLANNING

Session 18 : Facilitators from Group 3 of MagDev  
 Session 19 : -Extension Students (Ms. Zandra  
 Session 20 : Quirante, Ms. Chin-Ann Dayanan,  
 Session 21 : and Mr. Jessy Bucol)  
 Session 22 :  
 Session 23 :

### Week 4 (March 11, 2017 - 8:00 AM – 5:00 PM)

Session 24 : Facilitators from Group 4 of MagDev  
 Session 25 : -Extension Students (Ms. Jannette  
 Evaluation /Assessment : Esic, Mr and Mrs.

### CULMINATION (1:00 PM)

Prayer : Participant  
 Awarding to Meritorious Farmer-student/s : Dr. EDGARDO ROSALES President, JHC State College  
 Awarding of Certificates : DR. VILMA GRENGIA Head- Graduate School Ms. EMILYN TORMES Adviser, AgEx217 Ms. PERLAIDA NORMA PUNO Graduate School Extension Focal  
 Words of Impressions : Participants  
 : BRGY. CHAIRMAN Brgy. Laperian, San Miguel, ZDS  
 : Ms. EMILYN TORMES Adviser, AgEx217  
 Special Number : Facilitators / MagDev Extension Students  
 Message : Dr. EDGARDO ROSALES President, JHC State College  
 Message : DR. VILMA GRENGIA Head- Graduate School  
 Closing Remarks : Ms. PERLAIDA NORMA PUNO Graduate School Extension Focal  
 Closing Prayer : Participant  
 PICTURE TAKING : ALL  
 HOMEBOUND... HOMEBOUND  
 EMCEES  
 Opening Program : Ms. Chin-Ann Dayanan  
 : Mr. Tirso Ubaob  
 Culmination : Ms. Zandra Quirante  
 Mr. Jessy Bucol

CONGRATULATIONS TO ALL

&

GOD BLESSES EVERYONE!!!!





Barangay Captain, Macutay S. Ojas delivered his words of welcome during the conduct of the Farm Business Program



Mrs. Perlaida Norma B. Puno the School of Graduate Studies Extension Focal Person gave inspirational message on the continuity of the participant's enthusiast on the said Business Training Program.



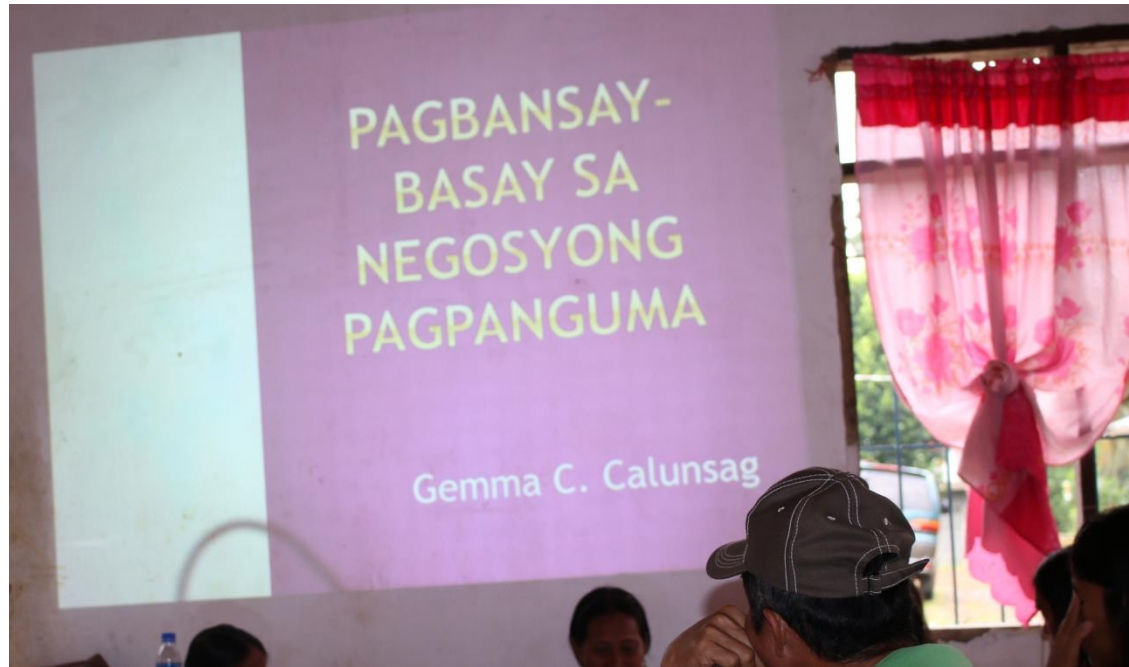
Professor Emelyn D. Tormes, SAFES Dean, State the rationale of the program.





The Lecturers during the Farmers Business Program.









Active participants in sharing some ideas and opinion in terms of business program.







Active participants in sharing some good ideas and openions on how to implement the farmer's business program.








Active participants holding microphone, shared some good ideas and on how to implement the farmer's business program.







A pose of MagDev Students headed by their professor Emelyn D. Tormes.


**JH CERILLES STATE COLLEGE**  
 GRADUATE SCHOOL  
 Pagadian City

**FARM BUSINESS SCHOOL**  
**ATTENDANCE SHEET**  
 January 28, 2017

Ref No.	COMPLETE NAME	GENDER	AGE	COMPLETE ADDRESS	CONTACT NOS	TIME- IN	TIME- OUT	SIGNATURE	REMARKS
1.	JESSIE D. BIRON	M	26	Sto Niño, Pagadian City	0912752491			<i>[Signature]</i>	PCIC - K.D.9
2.	ZALDY L. LIGAN	M	28	Pance - 9, Alcala - Encarnacion Com	094769428			<i>[Signature]</i>	FVB - DUBALINAO
3.	Schultz Geraldine	F	31	Buuu. 2 <sup>nd</sup>	0955920770			<i>[Signature]</i>	DENR - MELUA
4.	Schultz Arturo	M	27	Buuu. 2 <sup>nd</sup>	0955920770			<i>[Signature]</i>	PVET - ZSP
5.	Alan C. Calunsa	M	29	Balinakook, Pagadian City	0922020790			<i>[Signature]</i>	NEDA - ROA
6.	Gemma C. Calunsa	F	26	- do -	09072128991			<i>[Signature]</i>	LGH - PAGADIAN
7.	GINA C. CALUNSA	F	30	BALINAKOOK, PAG. CITY	09165890713			<i>[Signature]</i>	DAR - ZSP.
8.	JOSELYN A. VERA	M	27	Sto. Niño Pag. City	09267766475			<i>[Signature]</i>	LGH - PAGADIAN
9.	Eric, Janette F.	F	28	Rob. Kum Zambo. del Sur	09101122895			<i>[Signature]</i>	DEPED
10.	JACQUELIN P. PALGAN	F	32	Sicade, Kum. 2. b. s.	09169109195			<i>[Signature]</i>	LGH - KIMALAKANG
11.	JULIETA S. BATOM	F	31	Bulanon San Miguel, ZOS	09109149847			<i>[Signature]</i>	PSA - Brig. Eruiterator
12.	MARY, LIEVEL C.	F	20	Rangay, Orquieta, Guipol, VRL	09097703507			<i>[Signature]</i>	JKSC - Main
13.	Maculay A. Djal	M	47						
14.									



Lunch Break...



Classes resume in the afternoon...







JH State College  
Graduate School Department  
Pagadian City Campus

EVALUATION SHEET

Pangalan sa Tigpaphigayon \_\_\_\_\_

Palihog ug tubag sa mga pangutana ug OO Dili ug Gamay.

1. Nakauyon ba mo sa presentation sa topiko sa tigpaphigayon?
2. Klaro ug tataw ang iyang pag-estorya?
3. Bibo ang iyang presentation?
4. Nindot ba ang pagkaon?
5. Daghan pa mo ug na saktan sa iyang presentasyon?
6. Smiling ba siya?

Mga suhisiyon :

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