

**APPLICATION FOR TECHNOLOGY NEEDS ASSESSMENT**

Name of Community: LGU-San Agustin		
Contact Person: Hon. Esteban Santiago F. Madrona Jr.	Position in the Enterprise: Municipal Mayor	
Office Address: Brgy. Poblacion, San Agustin, Romblon	Tel. No.	Fax No.
	E-mail Address:	
Factory Address: Brgy. Poblacion, San Agustin, Romblon	Tel. No.	Fax No.
	E-mail Address:	
Website:		

**GENERAL AGREEMENTS:**

1. The applicant shall, at the earliest opportunity, make available to the DOST Regional Office No. 4B (DOST-MIMAROPA) all information (manuals, procedures, etc.) required to establish the technology status of the selected core business functions and management systems;
2. If DOST-MIMAROPA is not satisfied that all the requirements for business registration are complied with, it shall inform the applicant of the observed deficiencies before starting the assessment;
3. When the required inputs to the assessment are already supplied by the applicant, including Attachment A, the DOST-MIMAROPA will assess the firm through the core business functions and management systems, whichever is applicable, to identify technology needs and verify compliance to standards vis-à-vis existing practices;
4. When the DOST-MIMAROPA has completed the technology assessment, a report will be prepared on the results of the assessment with accompanying recommendations and opportunities for improvement. The report prepared will define the scope of activities, functions, management practices and locations assessed. The applicant shall not claim or otherwise imply that the report applies to other locations, product or activities not covered by the report;

5. The applicant agrees that the report will not be used until permission has been granted by the DOST-MIMAROPA;
6. The applicant agrees that the receipt or acknowledgment of the report ends the assessment stage; any technical assistance ensuing from the recommendations of the report will be viewed as a separate project.

#### **UNDERTAKING**

**I agree to undertake and observe the above General Agreements as stipulated by the Department of Science and Technology Regional Office No. 4B.**



**HON. ESTEBAN SANTIAGO F. MADRONA JR.**

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**Signature over Printed Name**

**Municipal Mayor, LGU-San Agustin**

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**Position in the Enterprise**

**January 19, 2023**

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**Date**

## Enterprise Profile

Name of Enterprise Local Government Unit of San Agustin (LGU-San Agustin)Production Site/Location Brgy. Poblacion, San Agustin, RomblonBusiness Permit No. N/AYear Registered N/A

Brief Enterprise Background \_\_\_\_\_

The main fishing grounds in the municipality are the open sea surrounding the coastal town and Carmen Bay which spanned through the barangays of Carmen, Sugod, and Mahabang Baybay. Some of the economically important marine species that could be found within the municipality's waters include the locally known *bisugo* (threadfin beam), *dugso* (emperor fish), *maya-maya* (red snapper), *malasugi* (sail fish or blue marlin), *lapu-lapu* (grouper), *tanigue* (spanish mackerel), yellowfin, blue marlin, *galong-gong* (round scad), *tulingan* (frigate tuna), *magudlong* or *matambaka* (big-eyed scad), and *pulang buntot* (red-tailed scad). As of 2022, there were 2,038 registered fishermen with a total of 800 fishing boats of which 401 are motorized while only 399 are non-motorized. In Barangay Mahabang Baybay alone, there are six existing large fishing boats, locally known *pangulong* which cater to up to five tons of fish catch, especially during fishing season. The total fish catch of the municipality from both marginal and commercial fisherfolks in 2022 reached 967.8 metric tons with a value of PhP79.8 million. Ironically, fisherfolks in San Agustin opt to sell their catch to the Lucena market in Quezon Province. This is because most of the fish traders in Romblon dictate lower prices for the fish catch. Moreover, these fish traders do not have huge cold storage facilities that are enough to preserve the bulk volume of fish from the fisherfolks.

Year enterprise was established: N/AInitial Capitalization: N/AType of Organization: ☐ Single proprietorship☐ Association☐ Partnership☐ Corporation☐ Profit☐ Non-profit☒ LGU/bLGUEnterprise Registration No. N/AYear Registered N/A

Classification according to capital (PhP)

Present capitalization N/A☐ Micro (less than 1.5 M)☐ Small (1.5 – 15 M)☐ Medium (15 – 100 M)

Classification according to employment (number of employees)

☐ Micro (1 – 9)☐ Small (10 – 99)

☐ Medium (100 – 199)

Number of Employees:

Direct Workers	M: _____	F: _____
Production	M: _____	F: _____
Non-production	M: _____	F: _____
Indirect/Contract Workers	M: _____	F: _____
Total	M: _____	F: _____

Business Activity:

- ☐ Food processing (please specify commodity) \_\_\_\_\_
- ☐ Furniture (please specify commodity) \_\_\_\_\_
- ☐ Gifts, decors, handicrafts (please specify commodity) \_\_\_\_\_
- ☐ Metals and engineering (please specify commodity) \_\_\_\_\_
- ☒ / Agriculture/Marine/Aquaculture (please specify commodity) \_\_\_\_\_ Establishment of Ice Plant
- ☐ Health products and pharmaceuticals (please specify commodity) \_\_\_\_\_
- ☐ Information and Communications Technology (ICT) products (please specify commodity) \_\_\_\_\_
- ☐ Others, please specify \_\_\_\_\_

1. Specific product or service the enterprise offers its customers:

The Local Government of San Agustin is the primary implementer of laws, rules, programs, and projects in the municipality of San Agustin. In terms of fishing, some of its most common fish resources are bisugo (threadfin beam), dugso (emperor fish), maya-maya (red snapper), malasugi (sail fish or blue marlin), lapu-lapu (grouper), tanigue (spanish mackerel), yellowfin, blue marlin, galong-gong (round scad), tulingan (frigate tuna), magudlong or matambaka (big-eyed scad), and pulang buntot (red-tailed scad).

2. Reasons why assistance is being sought:

The local government is determined to improve the income and productivity of San Agustin fisherfolks through the establishment of Ice Plant at Marine Fish Landing Center along Carmen Bay.

3. Have you consulted any other individual/organization for any assistance?

☒ If Yes, which company/ agency? Please specify the type of assistance sought

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Yes, the LGU have consulted various experts from different government and non-government stakeholders for food safety-related initiatives.

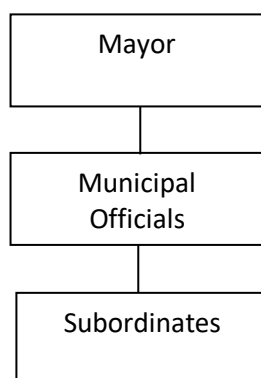
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☐ If No, why not?

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#### Organizational Structure



#### Managerial/Manpower

	Capability
Mayor	Acts as the head of the municipality. Assure that all the projects proposed are beneficial to the whole community. Commands designated personnel to specific assignments.
Barangay Officials	Helps the mayor implement ordinances and projects for the municipality. Suggest plans and ideas for the progress of the island municipality.
Subordinates	Ensure that the programs, projects, and activities are properly implemented and sustained. Also, becomes the end-users and beneficiaries themselves.

#### 4. Enterprise's plan for the next 5 years?

The local government of San Agustin is determined to improve the income and productivity of the fisherfolks to contribute to economic growth of the municipality and the province as a whole.

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#### Next 10 years?

The mayor envisions its municipality to be acknowledged as the center of fishing industry in the entire province, capitalizing on its rich marine resources for market expansion and export potential, infrastructure development, innovative technology transfer, and environmental sustainability to increase fish production and its quality.

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#### 5. Current agreements and alliances undertaken

The local government is currently allied with all the national government agencies and non-government agencies for planning and implementing its programs, projects, and activities.

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## BENCHMARK INFORMATION

### ■ Production and Supply Chain

#### ➤ Raw Material

Raw Material	Source	Unit Cost (₱)	Volume Used/Year
N/A			

#### ➤ Production

Product	Volume of Production/Year	Unit Cost of Production (₱)	Annual Cost of Production (₱)
N/A			
TOTAL			

#### ➤ Production Equipment

Type of Equipment	Specifications	Capacity
N/A		

#### ➤ Problems and Concerns

To date, there are six existing large fishing boats, locally known as *pangulong* which cater to up to five tons of fish catch, especially during fishing season. The total fish catch of the municipality from both marginal and commercial fisherfolks in 2022 reached 967.8 metric tons with a value of PhP79.8 million. Ironically, fisherfolks in San Agustin opt to sell their catch to the Lucena market in Quezon Province. This is because most of the fish traders in Romblon dictate lower prices for the fish catch. Moreover, these fish traders do not have huge cold storage facilities that are enough to preserve the bulk volume of fish from the fisherfolks.

In terms of transportation, fish products require huge amounts of ice to facilitate effective preservation. More ice means lower temperature and if the temperature is decreased, the metabolic activity in the fish is reduced or stopped resulting in extended shelf life. Proper preservation of fish is obtained by covering the fish uniformly with layers of ice in the fish containers before it is transported to the target markets in neighboring municipalities. The longer the transport period, the higher the requirement of ice to ensure the fish is well preserved during transport. Since there is no existing ice plant and cold storage facility in the municipality, fisherfolks rely on small-scale ice producers like grocery stores and private individuals. This causes high expenses for the fisherfolks and yields poor results in preservation as the ice produced by small-scale ice makers melts faster.

#### ➤ Production Waste Management System

N/A

➤ Production Plan

To increase the income and productivity of the fisherfolks in the municipality, the LGU plans to establish an Ice Plant at Marine Fish Landing Center along Carmen Bay of the municipality. The ice plans to produce 1 ton supply of ice per production which will be sufficient to meet the need for the preservation of fish for storage and transport to target markets.

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➤ Inventory System

N/A

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➤ Maintenance Program

Training on proper operation and maintenance of the system will be provided to assigned operators of LGU. This is to ensure that the service life of the technology would be maximized.

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➤ cGMP/HACCP Activities

The DOST-Romblon would provide necessary training activities for ice plant operators, such as good manufacturing practices and for fisherfolks, such as appropriate fish post-harvest practices for the overall quality and safety of ice production.

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➤ Supplies/Purchasing System

The DOST-Romblon would facilitate the purchase of necessary equipment for the ice plant as well as the installation and trial run of the facility. Meanwhile, the LGU would ensure the availability of the land and construction of the building, installation of the power requirement, and operators for the regular operation and maintenance.

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▪ **Marketing**

➤ Marketing Plan

Marketing will not be a problem because fish is a staple food of many. Moreover, based on statistics, fisheries products remain insufficient for the country's demand. On the other hand, the proponent will capitalize on social media and word of mouth to market its products. It will also strengthen its networks and linkages to fish dealers in and outside the municipality.

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➤ Market Outlets and Number

N/A

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➤ Promotional Strategies

Promotion and advocacy strategies to promote the fish products of the fisherfolks in the municipality will be undertaken. The strategies include development of IEC materials and dissemination thru formal presentations during meetings and conferences and the use of the quad media: print, radio, television, and social media.

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➤ Market Competitors

Competition is not an issue because once the ice plant is established, it will be the first ice plant facility in the whole island of Tablas in the Province of Romblon. Also, according to statistics fisheries products remain insufficient for the country's demand.

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➤ Packaging

○ Nutrition Evaluation	N/A
○ Bar Code	N/A
○ Product Label	N/A
○ Expiry Date	N/A

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▪ Finance

➤ Cash Flow or other related documents

The LGU has its own finance and administrative division to handle and manage its finances.

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➤ Source(s) of capital/credit

The LGU has its own source of revolving capital for the operations of the municipality.

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➤ Accounting System

The LGU has its own finance and administrative division to handle and manage its finances.

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▪ Human Resources

➤ Hiring and Criteria

The LGU has its own human resource division to handle and manage its human resources.

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➤ Incentives to Employees

The LGU has its own human resource division to handle and manage its human resources.

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➤ Training and Development

Necessary training activities will be provided to the ice plant operators and San Agustin fisherfolks. These training activities may include proper equipment operation and



maintenance, basic occupational safety and health, proper marine fish operation, appropriate fish post-harvest practices and other related technology training opportunities.

➤ **Safety Measures Practiced**

Safety measures will be practiced during the production based on the fisheries standards and the training opportunities provided.

➤ **Other Employee Welfare**

N/A

▪ **Other Concerns**

The local government unit of San Agustin could utilize the GIA assistance to protect public health and well-being of the people. CEST assistance is highly recommended.

Prepared by:



**HON. ESTEBAN SANTIAGO F. MADRONA JR.**

Municipal Mayor, LGU-San Agustin

Printed Name and Signature of  
Owner/Chair/Representative

**January 19, 2023**

Date

Validated by:



**MARCELINA V. SERVAÑEZ**

PSTD, DOST-Romblon

Printed Name and Signature of  
PSTD/Cluster Manager

**January 19, 2023**

Date