



**VSU EXTENSION PROJECT  
ANNUAL ACCOMPLISHMENT REPORT**

**CY 2022**

**I. Basic Information**

1. Program/Project Title: Strengthening Rural-Based Organizations: Focus on Baybay Dairy Cooperative (BDC)  
Program/Project Leader: Gina A. Delima
2. Project Component (s):  
Staff Involved: Hadasha N. Bongat
3. Implementing Unit: Institute for Strategic Research and Development Studies
4. Cooperating Agencies: Philippine Carabao Center (PCC), VSU
5. Program/Project Sites: PCC, VSU
6. Duration
  - a. Date Started: 2018
  - b. Expected date of completion: On-going
7. Financial report for the year under review
  - a. Total approved budget: Php40,000
  - b. Actual released budget: Php40,000
  - c. External support or counterpart funds from cooperating agencies: n/a
  - d. Actual expenditures:

**II. Technical Report** (not more than 25 pages including the tables and charts)

**A. Executive Summary** (1 to 2 pages only)

Baybay Dairy Cooperative (BDC) is now fully back to its pre-pandemic operation. They have the stores in VSU market in Baybay City Terminal. Because of the resumption of face-to-face classes, more walk-in buyers come to the store inside the campus.

As part of the implementation of its Business Continuity Plan (BCP) which was formulated with the support of VSU Extension Project, the cooperative bought its generator. Power outages posed the highest risk among other hazards. The raw materials and products of the Cooperative are perishable and should always be frozen, if not, refrigerated. Weather disturbances and intermittent power supply cause power outages. The purchase of a generator was the identified prevention and mitigation strategy for the risk of power outages during the Business Continuity Planning Workshop in 2021.

In 2022, BDC is implementing the activities identified in their BCP. Aside from purchasing a generator, they also have elevated their equipment in the processing and storage areas because their processing plant is affected by flooding.

They plan to build a new processing plant to be able to provide adequate space for processing, storage, and management. They also plan to put up their own water-distilling plant since water is a major raw material in processing products. They could reduce costs if they have their own water-distilling plant.

The project requested the support of the Department of Business and Management (DBM) for the conduct of a Feasibility Study for the water-distilling plant. After several meetings with the BOD and DBM faculty and students, the FS data collection was started in December 2022.

## B. Rationale

The implementation of activities to strengthen its human and social capitals has been crucial to the continual improvement of the overall business management and institutional capacity of the Baybay Dairy Cooperative (BDC). The Project is aimed at contributing to the attainment of sustainable development, particularly to respond to two areas of the seventeen (17) Sustainable Development goals (SDGs) which will focus on poverty alleviation, and food security. Initial gains in the past year of implementation were modest and that shall be continued to create an impact on the cooperative for its economic growth and development.

In 2020, COVID-19 has severely impacted people and organizations all over the world and BDC is no exception. According to the Business Manager, the sales from their products has gone down by 50% in the initial months after the March 2020 series of lockdowns. Gradually, the business operation is getting better over time. The loss of sales from their stores and outlets were replaced by institutional sales, mainly from government agencies implementing feeding programs. The changes of cash flow due to the change of the customers, poses a challenge in handling cash. The sales from non-institutional buyers are vital for a faster cash flow turn-over since they pay on cash unlike the institutional buyers that take some time to collect payment after the delivery. This pandemic situation challenged the business operation and the overall management of the cooperatives but they are gradually finding ways to adapt to the difficult situation.

Similarly, the capacity-building project of VSU for BDC has been affected. The project also faced the same challenge of difficulty in implementing activities to support the BDC due mainly to health safety protocols.

The opening of face-to-face classes in 2022 and the relaxation of restrictions are positively impacting the business operation of BDC. The plan for expanding to new business lines like a water refilling station and bakery. They also plan to construct a new processing plant. These business ideas require a thorough study to guide the BOD in their decisions.

### Objectives:

- To capacitate the Baybay Dairy Cooperative in development planning, implementation, and overall business operation to sustain viability of the organization; and
- To capacitate BDC to be able to plan for natural hazard-induced disasters.

### C. Logical Framework

Target/Planned 2022	Activities	Actual Accomplishment/ Output to Date	Percent Accomplished	Outcome	Impact (if ever applicable)
Business Continuity Planning monitoring and re-visit	BCP Workshop	BCP Workshop	100%	<p>The cooperative was able to identify strategies to prepare for typhoons and blackouts in their Business Continuity Plan.</p> <p>The cooperative started to implement their plan.</p>	Reduced losses due to power outage after typhoon.
Conduct a Feasibility Study			50%	Provide input to Coop for decision-making	<p>Reduced risk in engagement to new business line</p> <p>Higher success of the new business line</p>
Planning for next capacity-building activities	Consultation meeting		100%	Identified activities for implementation in 2022.	

### D. Methodologies Employed

Consultations with BDC officers and staff were conducted to plan for the Business Continuity Workshops. A training design was submitted for review of BDC board members before the workshops in December 2021.

#### E. Results/Accomplishments

The cooperative was able to partly implement their Business Continuity Plan (BCP). Part of it is to buy a generator and to elevate their equipment exposed to flooding. They also revisit their BCP plans and make necessary adjustments.

A study was conducted by BS in Agribusiness students after linking the Cooperative with DBM.

#### F. Problems Met and Recommendations

The complex process of the transportation request to support the students during the conduct of a survey for the Feasibility Study has hindered the plan to provide a vehicle for them. In addition, there were also missing records of the Coop that were essential for the FS.

#### G. Plans and Target for the next year (if continuing program/projects)

In the next calendar year, the project will continue to conduct monitoring and assistance in the implementation of the business plan. The FS will be presented and defended by the students after its completion in January 2023. An evaluation is also planned to be carried out this year to assess the impact of the extension project to the Coop. Other capability-building activities will be conducted as requested by the cooperative.