

**SUMMARY OF TRAININGS AND FOLLOW UP COACHING SERVICES NEEDED FOR THE UVES
TRAININGS BY OCTOBER TO DECEMBER, 2006 AND COACHING SERVICES FROM JAN TO MAR 2007**

UVE	TYPE OF TRAININGS / OTHER SERVICES	NATURE OF COACHING SERVICES
COMPOSTELA VALLEY - PPO 1		
1	BANANA TRADING IN MAPAANG, MACO REFRESHER COURSE ON COOPERATIVE DEVELOPMENT AND TRAINING ON BOOKKEEPING, LEADERSHIP, BUDGETING, BOOKKEEPING, CASHIERING WORKS, AUDITING TO DEVELOP SECOND LINERS. TRAINING FOR FARMER-GROWERS ON INTEGRATED PEST MANAGEMENT, DISEASE PREVENTION AND CONTROL AND CULTURAL	FOLLOW UP COACHING SERVICES TO FURTHER IMPLEMENT THE BUSINESS PLAN AND THE OPERATIONS MANUAL, MARKET NEGOTIATION AND PRICING, TO FORMALIZE THE OPERATION OF THE ENTERPRISE, FOR MENTORING OF OFFICERS AND STAFF ON THE DELIVERY OF THEIR FUNCTIONS.
2	BANANA TRADING, SNA ROQUE, NEW BATAAN TRAINING ON BOOKKEEPING AND ACCOUNTING - IMMERSION OF STAFF TO ANOTHER BANANA TRADING ENTERPRISE FOR ON THE JOB TRAINING OR EXPOSURE	FOLLOW UP COACHING ON PROPER IMPLEMENTATION OF ENHANCED SYSTEMS, POLICIES AND PROCEDURES, INTERNAL CONTROL, FINANCIAL RECORDING & REPORTS PREPARATION
3	WATER DISTRIBUTION PROJECT, LANUFA, LAPUAN, LAAK DID NOT RECEIVE REVISED OUTPUTS FROM BIZAID	

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DAVAO ORIENTAL - PPO 2		
4	BAMBOOCRAFT, WAYWAYAN, LUPON TRAININGS ON ORGANIZATIONAL DEVELOPMENT AND DECISION MAKING PROCESS, INSTEAD OF TECHNO DEMO EXPOSURE TRIP TO OTHER BAMBOO FURNITURE PRODUCING AREAS LIKE ALONG THE ROADSIDE IN POLOMOLOK OR IN TANTANGAN AND CONDUCT MASSIVE CAMPAIGN IN COLLABORATION WITH DENR AND THE LGU FOR THE PROPAGATION OF BAMBOO IN SPECIFIC AREAS IDENTIFIED. .	FOLLOW UP COACHING SERVICES TO FURTHER GUIDE THE OFFICERS IN IMPLEMENTING POLICIES AND IN DELIVERING THEIR FUNCTIONS, TO BUILD THE ORGANIZATION'S CAPACITY TO DO ORGANIZED MARKETING IN TERMS OF AVAILABLE RESOURCE THROUGH INTERNAL AND EXTERNAL GENERATION OF CAPITAL, TO IMPROVE THE PRODUCT CATALOGUE PREPARED, TO FURTHER GUIDE THE STAFF, TO RELOCATE THE SHOWROOM AND CAMPAIGN FOR PROPAGATION OF BAMBOO.
5	HANDICRAFT, PINTATAGAN ONGOING UP TO NOVEMBER 30 - CAN KONSULT	
6	PAINT & VARNISH PROCESSING, SANZ, MATI NO REPORT RECEIVED FROM FPRDI	

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DAVAO DEL SUR - PPO 3		
7	HANDICRAFT, LAPUAN, DON MARCELINO	TRAININGS TO EDUCATE THE OFFICERS AND STAFF ON BOOKKEEPING, AUDIT PROCEDURE, UNDERSTANDING FINANCIAL STATEMENTS, PRICING AND NEGOTIATION TECHNIQUES & TECHNO TRAINING TO DEVELOP MORE WEAVERS AND TO INTRODUCE NEW DESIGNS AND PRODUCT PROTOTYPES.
8	AGRI PRODUCTS AND RICE TRADING, SIBULAN, STA. CRUZ	FOLLOW UP COACHING SERVICES FOR PRODUCT CLASSIFICATION AND QUALITY ASSURANCE. COACHING SERVICES TO HELP IDENTIFY TECHNO AN DFUNDING SUPPORT TO CONTAIN THE INFESTATION OF APHIDS, ON THE JOB COACHING SERVICES FOR THE WORKS OF TREASURER, BOOKKEEPER & AUDIT AND INVENTORY, DEVELOP SECOND LINERS FOR BOOKKEEPER & TREASURER.

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9	ABACA & OTHER AGRI PRODUCTS TRADING, DATU DANWATA, MALITA	TECHNO TRANSFER FOR IMPROVEMENT OF CULTURAL PRACTICES IN CULTIVATION, MAINTENANCE, HARVESTING, PROCESSING OF TINAGAK, HANDLING & STORAGE. TRAININGS ON PRICING & NEGOTIATION TECHNIQUES, BUDGETING, AUDITING, BOKKEEPING, UNDERSTANDING FINANCIAL STATEMENTS, LEADERSHIP SKILLS & PARLIAMENTARY PROCEDURES. PMES FOR ALL THE MEMBERS OF THE COOP.	FOLLOW UP COACHING ON THE IMPLEMENTATION OF THE BUSINESS PLAN AND OPERATIONS MANUAL; COACHING ON CAPITAL AUGMENTATION OR MATCHING WITH FUNDING INSTITUTION/S FOR BOTH CASH AND NON CASH REQUIREMENT OF THE BUSINESS; COACHING ON CASH FUND MANAGEMENT; DEVELOP SECOND LINERS; ACTIVATE AND MOBILIZE THE CREDIT, AUDIT AND INVENTORY COMMITTEE.
10	VEGETABLE TRADING, TUFAWA, MAGSAYSAY	VALUES FORMATION AND EMPOWERMENT SESSIONS, TRAINING FOR TRAINORS' POOL OR EDUCATION COMMITTEE ON PMES, DELINEATION OF FUNCTIONS, LEADERSHIP SKILLS.	ON THE JOB COACHING AND MENTORING OF OFFICERS, INFORMAL LITERACY ASSESSMENT, CONDUCT VALUES FORMATION AND EMPOWERMENT SESSIONS, CREATE POOL OF TRAINORS FOR CONTINUOUS EDUCATION PROGRAM, ACCESS FUNDS AND DEVELOP A SCHEME THAT COULD BE ADOPTED TO ENSURE PROPER USE OF FUNDS AND FOR GOOD REPAYMENT RATE, STRATEGIZE LOAN COLLECTION, HELP TUFAWA ESTABLISH TIE UP WITH PUROK REPRESENTATIVES TO MONITOR PRODUCTION, FURTHER NEGOTIATION WITH MAGTRADE & OTHER BAGSAKAN CENTER.

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SARANGANI PROVINCE - PPO 4			
11	TINAGAK PROCESSING & ABACA TRADING, MALIGANG, KIAMBA	MANAGEMENT & LEADERSHIP, FORECASTING, PLANNING & BUDGETING, INTERPRETATION OF FINANCIAL STATEMENTS, DEVELOPMENT OF SECOND LINERS FOR TREASURER & BOOKKEEPER, TECHNOLOGY ASSISTANCE FOR COFFEE AND COCONUT PRODUCTION, EDUCATION PROGRAM FOR THE FARMERS ON THE ADVANTAGES OF PRODUCING ESCOHIDO, DEVELOP POOL OF TRAINER FOR CONTINUOUS EDUCATION PROGRAM OF MEMBERS	FOLLOW UP COACHING ON FILING SYSTEM AND MINUTES TAKING, COMPUTATION OF PATRONAGE REFUND & INTEREST ON CAPITAL, INTENSIFICATION OF INTERNAL RESOURCE GENERATION, FUND SOURCING TO BUILD ITS BUYING CENTER IN THE BARANGAY, COACHING OF THE POOL OF TRAINORS IN THE CONDUCT OF PMES
12	AGRI PRODUCTS TRADING ENTERPRISE, UPO, MAITUM	UPGRADING OF SKILLS ON FINANCIAL RECORDING AND REPORT PREPARATION, AUDITING PROCEDURES, SPECIALIZED SKILLS TRAINING FOR OFFICERS, DEVELOP POOL OF TRAINORS FOR CONTINUOUS EDUCATION PROGRAM OF MEMBERS - FINANCIAL AUDIT OF THE COOP OPERATION TO ESTABLISH REAL FINANCIAL PICTURE	FOLLOW UP COACHING ON ENFORCEMENT OF POLICIES, ACTUAL AUDITING PROCEDURES, COLLECTION CAMPAIGN, ORGANIZATIONAL & FINANCIAL PROCEDURES & MANAGEMENT, CAPACITATING THE BODs AND COMMITTEES, COACHING OF THE POOL OF TRAINORS IN THE CONDUCT OF PMES

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13	AGRI PRODUCTS TRADING, KINABALAN, MALUNGON	TRAININGS ON PLANNING, BUDGETING, INVENTORY MANAGEMENT, AUDITING PROCEDURES, DECISION MAKING PROCESS, PARLIAMENTARY PROCEDURES AND LEADERSHIP.	FOLLOW UP COACHING SERVICES TO FURTHER IMPLEMENT THE BUSINESS PLAN AND THE OPERATIONS MANUAL FORMULATED, SOURCE OUT FUNDS FROM CHEAP SOURCE TO BUY VAULT FOR SAFEKEEPING OF CASH AND ON THE JOB MENTORING OF OFFICERS AND MEMBERS IN THE PROPER DELIVERY OF FUNCTIONS.
14	COPRA & AGRI PRODUCTS TRADING, SUFATUBO, GLAN	DEVELOP TRAINORS POOL ON COOPERATIVE DEVELOPMENT/ PMES, TECHNO TRANSFER ON QUALITY UPGRADING OF COPRA AND KUKUM DRYER & TRAINING ON DELINEATION OF FUNCTIONS. EXPOSURE TRIP TO MAGPET INTEGRATED RUBBER GROWERS COOP.	FOLLOW UP COACHING SERVICES TO PLAN OUT THE COOP'S BUSINESS, TO FURTHER IMPLEMENT THE OPERATIONS SYSTEMS AND PROCEDURES FORMULATED, MENTORING OF OFFICERS AND STAFF IN THE DELIVERY OF THEIR FUNCTIONS, TO ENCOURAGE OTHER MEMBERS TO PLAY ACTIVE ROLE, TO INSTALL A MECHANISM (including disciplinary actions) TO HANDLE EXISTING & FUTURE PROBLEMS SIMILAR TO THE PRESENT PROBLEM OF THE COOP CAUSED BY THE MANAGER, TO FINALIZE NEGOTIATION WITH LEGAZPI OIL AND OTHER POTENTIAL MARKETS, TO STRATEGIZE COLLECTION & MARKETING OF PRODUCTS FOR BETTER PRICE AND TO BE ABLE TO COMPETE MORE EFFECTIVELY TO

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15	AGRI PRODUCTS TRADING, UPPER LUMABAT, MALUNGON	TRAINING ON ENTERPRISE MANAGEMENT, AUDITING PROCEDURES, UNDERSTANDING FINANCIAL PERFORMANCE, BUDGETING AND PLANNING.	FOLLOW UP COACHING SERVICES TO FURTHER IMPLEMENT THE BUSINESS PLAN AND THE OPERATIONS MANUAL, TO IDENTIFY AND NEGOTIATE FOR ADDITIONAL BUYERS, TO ENHANCE CAPITAL BUILD UP SCHEME AND GENERATE FUNDS FROM CHEAP SOURCES FOR ADDITIONAL CAPITAL AND TO BUY VAULT TO SAFEKEEP CASH (unless UDP will allow the use of its 'start up capital budget' to procure vault), FURTHER ONE ON ONE MENTORING OF OFFICERS AND STAFF ON THE DELIVERY OF THEIR FUNCTIONS.
16	BANANA TRADING, RIO DEL PILAR, GLAN	NO REPORTS RECEIVED FROM KAPASIDAD	

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SOUTH COTABATO - PPO 5			
17	VEGETABLE TRADING, KABLON, TUPI	CONDUCT TRAINORS TRAINING TO DEVELOP POOL OF TRAINORS OR THE EDUCATION COMMITTEE AND BE ABLE TO DO CONTINUOUS EDUCATION PROGRAM ON COOPERATIVE DEVELOPMENT/ PMES; HANDS ON TRAININGS ON RECORDS KEEPING, PARLIAMENTARY PROCEDURES, FORMULATION AND PREPARATION OF RESOLUTIONS, TRANSACTIONAL ANALYSIS, LEADERSHIP, DECISION MAKING, FUNCTIONS AND ACCOUNTABILITIES AND PLANNING.	FOLLOW UP COACHING SERVICES TO FACILITATE LICENSING AND REGISTRATION OF THE COOP, TO INTENSIVELY EDUCATE THE PRESENT AND FUTURE MEMBERS ON COOPERATIVE DEVELOPMENT, TO FURTHER IMPLEMENT THE BUSINESS PLAN, TO CLOSELY GUIDE THE MANAGEMENT AND THE STAFF IN THE IMPLEMENTATION OF THE SYSTEMS AND PROCEDURES FORMULATED, TO RENEGOTIATE WITH THE BUYER ASSUMING THE ISSUE RELATED TO THE MANAGER IS ALREADY RESOLVED BY THE COOP MANAGEMENT, TO FACILITATE MASSIVE INFORMATION CAMPAIGN FOR CAPITAL BUILD UP AND OPTIMAL UTILIZATION OF OPERATION FUNDS, TO LOOK FOR POSSIBLE SOURCE OF WATER CLOSE TO THE CENTER OR EXPLORE POSSIBLE OPTIONS TO SOLVE THE ISSUE ON LACK OF WATER IN THE CENTER.

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18	BANANA TRADING, PALO 19, TAMPAKAN	MASSIVE EDUCATION PROGRAM FOR FARMERS ON 'BAGGING' TO PRODUCE GOOD QUALITY FRUITS THROUGH ICRAF, ENTERPRISE MANAGEMENT TRAININGS FOCUS ON PLANNING, BUDGETING, PROBLEM ANALYSIS AND DECISION MAKING AND ORGANIZATIONAL DEVELOPMENT TRAININGS FOCUS ON COMMUNICATION, TEAM BUILDING AND VALUE FORMATION.	FOLLOW UP COACHING SERVICES TO INTENSIFY EDUCATION CAMPAIGN FOR MEMBERS PATRONAGE FOR THE BUSINESS OF THE COOP, TO FURTHER EVALUATE THE RESULTS OF THE MARKETING STRATEGY INTRODUCED AND IMPLEMENTED & TO PREPARE FOR THE GENERAL ASSEMBLY AND PRESENT THE INCOME, PATRONAGE AND INTEREST ON CAPITAL OF THE MEMBER. ON THE JOB COACHING OF THE STAFF TO CULTURE THE NEEDED APPRECIATION FOR THE IMPLICATION OF ACTIONS AND DEVELOP OTHER MEMBERS WITH POTENTIAL TO HANDLE MANAGERIAL AND STAFF FUNCTIONS,

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19	VEGETABLE TRADING, MIASONG, TUPI	TRAINING ON LEADERHSIP & on THE DELINEATION OF FUNCTIONS AND REALATIONSHIPS WITHIN THE ORGANIZATION & ENTERPRISE MANAGEMENT FOCUS ON PLANNING, BUDGETING, AUDITING PROCEDURES.	FOLLOW COACHING SERVICES TO FURTHER IMPLEMENT THE REVISED BUSINESS PLAN AND THE SYSTEMS AND PROCEDURES FORMULATED, TO FORMALIZE THE OPERATION OF THE UVE, TO HELP THE UVE EXPLORE POSSIBLE SCHEME FOR INTERNAL GENERATION OF CAPITAL, TO GUIDE AND ADVISE THE UVE ON THE IMPLEMENTATION OF THE MARKETING ARRANGEMENTS WITH GENTUNA (assuming marketing contract is signed), TO IDENTIFY ADDITIONAL BUYERS AND FACILITATE FINALIZATION OF MARKETING ARRANGEMENTS AND TO FACILITATE SOURCINGOUT OF FUNDS FOR COMMUNICATION FACILITIES (say from the LGU or congressional office).

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DAVAO PROVINCE		
20	<p>CACAO TRADING ENTERPRISE, DACUDAO, SAN ISIDRO</p> <p>TRAININGS TO EDUCATE EXISTING AND POTENTIAL OFFICERS ON THE FUNCTIONS AND RESPONSIBILITIES ATTACHED TO EVERY POSITION IN THE ORGANIZATION. UNDER THE ICRAF AND THROUGH THE FTGs, BEWs, DA AND THE LGU, CONDUCT MASSIVE EDUCATION PROGRAM TO EDUCATE THE FARMERS ON THE CORRECT OR MORE ACCEPTABLE PRACTICES FOR THE CARE AND MAINTENANCE OF CACAO, INTRODUCE PRODUCTION PLANNING TO THE FARMERS. IN COOPERATION WITH THE CSI AND OTHER POTENTIAL BUYERS CONDUCT TRAINING ON PROPER PROCESSING, DRYING AND QUALITY CONTROL FOR CACAO BEANS. FOR MABUHAY MPC OFFICERS AND STAFF - TRAININGS ON LEADERSHIP, FUND MANAGEMENT, INVENTORY MANAGEMENT, PLANNING, BUDGETING AND AUDITING.</p>	<p>FOLLOW UP COACHING SERVICES TO FURTHER IMPLEMENT THE BUSINESS PLAN FORMULATED, IMPROVE THE SYSTEMS AND PROCEDURES INSTALLED CONSIDERING ITS APPLICABILITY AND ACCEPTABILITY TO THE USERS, EXTERNAL AND INTERNAL GENERATION OF FUND TO SUPPORT FARMER MEMBERS IN THE PRODUCTION INPUTS NEEDED TO REJUVINATE THEIR CACAO TREES, TO HELP NEGOTIATE AND FINALIZE POSSIBLE ARRANGEMENTS WITH CSI AND OTHER BUYERS IN DAVAO, MONITOR THE ADOPTION OF THE FARMERS FOR THE NEW TECHNOLOGY INTRODUCED AND THE QUALITY OF BEANS PRODUCED. .</p>

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21	BANANA TRADING, TIBULAO, CARMEN	TRAINING OF THE BOD AND COMMITTEE CHAIRMEN ON LEADERSHIP & MANAGEMENT, STAFF ON ENTERPRISE MANAGEMENT, TRAINING ON TECHNOLOGY AND CULTURAL PRACTICES TO MAINTAIN QUALITY LATUNDAN WITH THE BUYER'S PARTICIPATION, PRODUCTIVITY IMPROVEMENT TRAINING, PRODUCT CLASSIFICATION	FOLLOW UP COACHING TO FULLY IMPLEMENT OPERATIONS PLANS INCLUDING DELINEATION OF FUNCTIONS, DETERMINE PROFITABILITY OF BECOMING ASSEMBLER THAN JUST DICER, FORGING OF MARKETING CONTRACT WITH AN EXPORTER, STRATEGIZING OF THE LOCAL MARKET, FORMULATION OF PRODUCTION INVENTORY, MAPPING AND PLANNING SYSTEM, FORMULATION OF POLICIES FOR AVAILMENT OF PLANTING MATERIALS, BAGGING MATERIALS & OTHER INPUTS