

Apiculture

(Bee Keeping Industry)



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Entry Page

Dear Sir/ Madam:

Thank you for your interest in the 2016 NRCO-ISP BUSINESS PLAN COMPETITION.

Please be informed that this is the entry form to the Competition and must be completed in full. Be sure to submit the entry form, together with your business plan, to the following address.

The 2016 Business Plan Competition Secretariat National Reintegration Center of OFW's (NCRO) G/F Blass Ople Development Center, Solana cor. Victoria Streets, Intramuros, Manila.

By submitting your entry form, please bear in mind the following:

. This is NOT an application for load or any financial assistance

. The competition closes on 19 Sept 7, 2018.

. The business plans to be submitted for this competition can follow any model but must contain the following:

- ✓ Cover page (with name and contact details of Competition participant/s)
- ✓ A one-page Executive Summary
- ✓ Table of Contents
- ✓ Target Market and Competition Analysis
- ✓ Financial Projections (including break-even analysis)
- ✓ Exit

Wishing you all the best in his exciting event

The 2018 Business Plan Competition Secretariat

Conforme:

(SGD) ROGELIO T. BORBON AUGUST 30, 2018

Name and Signature of Entrant

To the competition Entrant

Kindly complete in full your details before submitting this entry form.

A. About You: ROGELIO T. BORBON JR.

Age: **33**

Landline Phone Number:

B. Your Reintegration Preference

When do you intend to return permanently to the Philip-

pines?

(Kailan ka pipirmi sa Pilipinas?)

- in 6 months
- in 1 year
- in over a year
- others

2. For inactive seafarers

3. Where do you intend to settle when you return permanently to the Philippines? Saan mo balak pumirmi sa Pilipinas?)

Town: **Malilipot, Albay, Philippines.**

4. What is your Reintegration preference when you return to the Philippines? {Ano ang niyong Reintegration preference sa inyong pagbabalik sa Pilipinas.?)

Start a business

Specify: APICULTURE (Beekeeping Business)

Find local Employment

(Specify) _____

Attend vocational /additional training

Others:

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**APICULTURE (HONYBEE CULTURE) PROJECT
BUSINESS PLAN**

Submitted to

The 2018 NRCO-ISP BUSINESS PLAN COMPETITION

PREPARED AND SUBMITTED BY:

BEATA C. TUSCANO

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Executive Summary

The business proposal is **Apiculture**, the culture of honey producing bees in a .1 hectare of agricultural land together with the coconut trees, pilinut trees and other trees within. It is to be provided with fencing for security purposes. Unnecessary grasses will be removed and replaced with Bermuda grass.

The bee colony is composed of the queen, the drones and the workers. A strong colony of *Apis mellifera* of 14 frames could have a population of 50,000 workers, a queen, 6,000 eggs, 10,000 larvae and 20,000 pupae. A queen is the female parent of the colony. Its role is only to lay eggs from 1,000 up to 1,500 per day. It emits pheromones which is responsible for the coherence of bees in the colony. The drones are the male bees, darker in color, bigger and stouter than the queen and are responsible for mating. The workers are the most numerous members of the honeybee colony. They are responsible in feeding the newly hatched larvae. They are responsible for collecting nectar, pollen, propolis and water and bring them to the hive. Some workers remain in the hive to clean, to guard, and to build the wax comb. There is also a nurse to feed the queen, the young queen. They are also responsible for regulating the temperature of the hive.

A budget proposal has been made for a culture with an investment cost of **Php 750,000.00**. It would include the cost of the lot, the fence, and the cottage.

The Operating Expenses amounted to **Php 265,000** and the total project cost is **Php 1,014,000.00**

The Net income was computed for 3 years on a very conservative assumption to be **Php P 694,400**

The average Net income P 231,466.00

The RoI is 30.86

The BEEP is 3 years and 2 months.

The local species there is no need of feeding. They fly and feed by themselves from the flowering trees and other plants.

The demand of honey is great even abroad but our countrymen must be prioritized. Rich and poor, young and old need these products. We should love our neighbors first. Competitors of this project/business are less and can be considered virgin business but collectors from the wild are the competitors, however lesser and lesser honey bees from the wild can now be collected due to forest degradation and poor collection practices.

The proponent, if given a chance will have to roll over the business as an Exit Plan, to Ruben, and Renante Borbon, Rogelios brothers, and Ronnie, a land based Overseas Filipino Worker also their brother and also to Rasel Marmol, their brother in law, also a sea farer.

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AUTHORIZATION

I hereby authorize my mother, Beata C. Tuscano to be my representative in the preparation, submission, presentation and defense of this project proposal.

(SGD) ROGELIO T. BORBON

Seafarer

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Evidences of Being a Seafarer

Republic of the Philippines
Department of Labor and Employment
Philippine Overseas Employment Administration

SEAFARER'S REGISTRATION CERTIFICATE

Name: **ROGELIO JR TUSCANO BORBON** Registration No: **LK3883-07**
 Rank: **ABLE SEAMAN** Date issued: **Sep 03, 2014**

FOR THE REGISTRATOR
Liberty T. Casco
Deputy Administrator

Signature of Seafarer: *[Signature]*

Seafarer's Signature: *[Signature]*

0506-84-2006-257717

NAME: **ROGELIO T. BORBON, JR**
 DATE OF BIRTH: **December 16, 1984** PLACE OF BIRTH: **BUKAN, SORSOGON**
 HEIGHT (CM): **168.00** WEIGHT (KG): **69.00** EYES: **BLACK** HAIR: **BLACK**
 RELIGION: **NONE** SEX: **M**
 DATE OF ISSUE: **Feb 22, 2012** PLACE OF ISSUE: **LEGAZPI CITY** VALID UNTIL: **Feb 20, 2017**
 2312120
 B1136940

EMERSON M. LORENZO
Administrator
Maritime Industry Authority

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Business Description

a. Location

Apiculture or beekeeping business will be located at San Isidro, Malilipot, Albay. Only 1,000 sq. meter is available but this project does not require a very large area. It is going up the mountainside which is around around 2 kms. westward of Malilipot proper and about 4 kms. southeast of Tabaco city. It is only about 10-15 meters above sea level.

b. The Project

Apiculture or beekeeping is an environment friendly project. Honeybees can go along with plants, since they subsist on plants without destroying them. The trees especially in their blooming stage, also need bees as pollinating agent for the fruits to develop. In other words, they can go and live with each other symbiotically.

Since the area is laden with trees of different kinds, the proponent will just have to fence the area for security reasons since the thieves are the worst enemies of this project. The trees will just be left growing to provide a natural shade for the bees. There will be beehives to be made up of GI sheet roof to protect the honeycomb from excessive sunlight and rain. The walls are also GI sheets lined with 3/4 marine plywood where the screen and the honeycomb will be attached. It will be provided with a small hole as passage way of the bee. Only a small hole will be enough for a mini house in order to keep away the wasp, an enemy of the honeybee. This small hole will serve as an entrance and exit of the bees.

MARKETING PLAN

The Market of this project is local. This will be connected to the government agencies like the Department of Agriculture who from time to time conducts agricultural fairs to different towns, provinces, and cities and even to Malls and shopping centers where different agricultural products are being displayed and sold. Advertisements and promotions will be done since the supply will be great.

Another strategy is to make arrangement with the Malls of Tabaco, Albay to be the first and the nearest market. This is a busy city with three (3) malls. With a tie up at LCC it can go to other towns, provinces and cities.

At present there are so many bottled honey being sold in the market but almost all of them are fake. Honey can be tested for its genuine quality by placing it in the refrigerator. When it is true it does not solidify, but when fake it solidifies and turns to sugar crystals.

The demand of honey is great. Most of the Apiary in the province of Albay are found in the 2nd district particularly in Guinobatan, Albay but none in the 1st District.

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In Marketing of this honey product the targeted market is local. People just around us need to be helped in terms of Natural Medicine which this product can provide.

OPERATIONAL PLAN

This project will secure Barangay permit right at the start followed by a Mayor's permit. This will also be registered to TESDA. The proponent will secure Membership to the Beekeepers Association of the Philippines with its center at the CBSUA (Central Bicol State University for Agriculture) for technological updates and advancement. This is the academe promoting the Beekeeping as an industry.

This will be operated by the seafarer with the assistance of her mother who is a retiree from the Municipal Agriculture and Environment Office at Malinao, Albay. Technical assistance will always be sought for from the Municipal Agriculture Office, Malilipot, Albay.

DEVELOPMENT PLAN

In the process of construction carpenters will be hired to do the construction or installation of a readymade beehives whichever is less expensive while the laborers will do the fencing. Immediate family members can do the removal of weeds and maybe Bermuda grass can be planted all over the lawn. Two watchdogs will roam around the project site day and night. Another dog will be tied to aid in the management of the Project.

Since the bees can fly as high as the highest tree/coconut and to a radius of 7 miles daily in search for food it has been decided not to cut the fruit bearing trees and coconut trees within. They will serve as grazing area for the bees.

MANAGEMENT PLAN

The project will be managed by the Mother of the Seafarer with the help of a laborer in proper coordination with the Operator and the necessary government Agencies. Calendar of Activities will be done for proper recording, evaluation and data gathering. Inputs as well as outputs will be recorded for proper evaluation by the concerned agencies as ISP-NRCO or the Department of Labor and Employment. A logbook will be provided for the visitors.

When the project is fully operational it will be closed to visitors and the public except upon proper coordination to the management since there will be an Entrance Fee which will be decided later.

Re queening will be done in order to avoid swarming. Instead, additional colonies can be produced for expansion or for sale.

Re queening means being extra careful in watching the beehives in order to know if a queen is being developed so that it would not promote swarming, flying that will carry with it many bees, as the worker, and the soldiers so with drones in order to complete a colony.

When a young queen to be is hatched it should be kept in cage for the workers to be feed so that when it is fully developed and the workers go on with the work the same functions are done as nectar collection, egg laying of the queen, feeding the queen, piling of bee pollen, and of the bee propolis.

While the bees are doing their work, the Manager and the laborers prepare the containers to market the products the bee has provided.

In Marketing, only local market is targeted. This is to help the poor who desire to buy honey for medicine yet they can buy fake honey from the market.

COMPETITIVE ADVANTAGE

Honey is known everywhere and almost everyone is not ignorant about honey because of its sweet taste and it is medicinal for many sickness. Beekeeping however or the culture of bees is not known to everyone and it's not an ordinary project. In Albay there are only 4 families who are engaged in honey bee commercial production but they are located in the second district. What most of the people know is that honey is collected from the wild.

In the old testament time before the birth of Jesus Christ honey was a common food for the patriarchs, like David, 2Samuel 17:28-29. When they were tired and very hungry and thirsty, honey is always included in the foods.

During the time of Jesus Christ John de Baptists food in the wilderness was locust and wild honey. Matt. 3:4 so with Jesus Christ in fasting for 40 days and 40 nights.

Today's generation honey is used in beautifying formula, food formula, beverages, and medicines. There is no danger of having an oversupply. Even cock fighters use honeybees for their cockfighting pets.

Regarding the competitiveness of this project I claim this one as a winning entry over the others for the following reasons:

1. Honey is always in demand.
2. Bee keeping is environment friendly.
3. Bee helps in the pollination of crops around being grazed upon by honeybees.
4. This is an Agri-based project which is never been saturated.
5. This can be confined to a small area though the grazing area is vast acres of land without causing any destruction.
6. It encourages reforestation.

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The next replica are the two brothers, Renante and Ruben both Borbon and then the two others are also local based seafarers, and one land based ofw worker in Japan also brother and brother in law of Regelio Borbon.

If lucky enough to win in this competition the proponent will share the knowledge not only to the nearest kin but also to the neighborhood for the improvement of their lives. They will also learn to plant trees instead of making *kaingin*.

Aside from the mother who retired four years ago from agriculture office of LGU Malinao, Albay, there is still one direct link, the technician of Malilipot, Albay, Emma Bordeos who is in charge of Bee keeping Industry if any.

I claim my entry to be the winning Entry over the others.

FINANCIAL MANAGEMENT

To avoid early and successive replacement of the materials durable GI sheet boxes lined with marine plywood will be used to facilitate Management.

A. Budgetary Requirement

1. Fix Capital Investment

Lot Purchase	P 500,000.00
Fencing	150,000.00
Cottage	100,000.00
Total	750,000.00

Operating Expenses

A. Cost of Inputs

Purchase of beehives 25 units at 5k each	100,000.00
Purchase of Colonies 20 at colonies 5,500	110,000.00
Water System	5,000.00
Purchase of gallons and bottles	5,000.00
Wax foundation 20 pcs	2,400.00
Medicine (variable)	2,000.00
Sub total	224,400.00

B. Cost of Tools and Equipments

Smoker 3 units	P 1,500.00
Bee Veil 2 units	500.00
Honey Extractor 1 unit	10,000.00
Contingencies	5,000.00
Sub Total	P 17,000.00

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C. Harvesting and Marketing Cost

Cost Bottles gallons seals	P 20,000.00
Labor 2 labors x 4 harvests	1,600.00
Transportation	2,000.00
TOTAL	P 23,600.00

TOTAL PROJECT COST

Fix Capital Investment	P 750,000.00
Operating Expenses*	264,000.00
TOTAL	P 1,014,000.00

*Operating Cost include Cost of Inputs, Cost of Materials and Equipments, and Harvesting and Marketing cost

* The operating Expenses for the 2nd Year is focused on the Marketing aspect because the inputs and the materials are already purchased and are still usable.

Computation for the Net Income

General Assumptions: harvest is being done quarterly
10 gallons per colony per quarter including the increase in colony after 2nd semester and doubles every quarter.

1 gallon = 4 litters and

1 liter =4 bottles.

1 bottle of 250 ml is sold locally at P3.00 (farm gate price)

PARTICULARS	YR 1	YR 2	YR 3
Sales of colony	-	200,000.00	400,000.00
Honey	100,000.00	200,000.00	400,000.00
Less cost of Sales	23,000.00	47,200.00	70,800.00
	52,200.00	376,400.00	729,200.00
LESS OP EXP.	264,000.00	147,200.00	147,000.00
Net in-come/(loss)	(116,800.00)	229,200.00	582,000.00

Total net income

P(116,800.00)+P229,200 + P 582,000.0

P694,400.00

Average Net Income for 3

years= (116,800)+229,200+582,000

-811,200 -116800 = P 694,400

3

Ave Net Income=P231,466.66

ROI=30.86 % (derived from Php 231,466.66 /750,000)0

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Computation of Break Even Point

BEP =694,000/750,000=.9253(Derived from total net income/Total investment)

3/.9253=3.24 months

BEP=3years and 2.4 months

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EXIT PLAN

If given a chance to win in this competition it is not only Rogelio Borbon who will be directly benefited out of this project. In the third year, another project of the Same kind will be established either with Ruben of Renante Boron who are his younger brothers. They are all seafarers. In the fourth year to the other of these two

Brothers. In the fifth year it will again be rolled over to Rasel Marc Marmol, their brother in law who is also a seafarer. Then to Ronnie Borbon who is also an OFW but a land based worker.

GOD BLESS!

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Beata C. Tuscano- Authorized Representative