AREA II

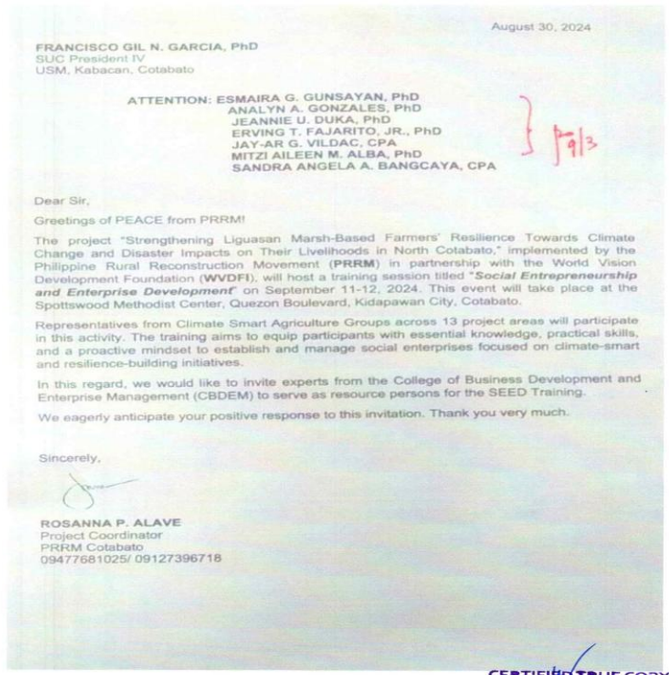
FACULTY

PARAMETER F:

PROFESSIONAL PERFORMANCE AND SCHOLARLY WORKS

I.6

I.6 The faculty conduct extension and outreach



August 30, 2024

FRANCISCO GIL N. GARCIA, PhD
SUC President IV
USM, Kabacan, Cotabato

ATTENTION: ESMAIRA G. GUNSAYAN, PhD
ANALYN A. GONZALES, PhD
JEANNIE U. DUKA, PhD
ERVING T. FAJARITO, JR., PhD
JAY-AR G. VILDAC, CPA
MITZI AILEEN M. ALBA, PhD
SANDRA ANGELA A. BANGCAYA, CPA

Dear Sir,

Greetings of PEACE from PRRM!

The project "Strengthening Liguasan Marsh-Based Farmers' Resilience Towards Climate Change and Disaster Impacts on Their Livelihoods in North Cotabato," implemented by the Philippine Rural Reconstruction Movement (**PRRM**) in partnership with the World Vision Development Foundation (**WVDFI**), will host a training session titled "***Social Entrepreneurship and Enterprise Development***" on September 11-12, 2024. This event will take place at the Spottswood Methodist Center, Quezon Boulevard, Kidapawan City, Cotabato.

Representatives from Climate Smart Agriculture Groups across 13 project areas will participate in this activity. The training aims to equip participants with essential knowledge, practical skills, and a proactive mindset to establish and manage social enterprises focused on climate-smart and resilience-building initiatives.

In this regard, we would like to invite experts from the College of Business Development and Enterprise Management (CBDEM) to serve as resource persons for the SEED Training.

We eagerly anticipate your positive response to this invitation. Thank you very much.

Sincerely,

ROSANNA P. ALAVE
Project Coordinator
PRRM Cotabato
09477681025/ 09127396718

CERTIFIED TRUE COPY:
MARGIE N. BUTUAN-GALANG
Chief Administrative Officer
University of Southern Mindanao
Date:_____

STRENGTHENING LIGUASAN MARSH-BASED FARMERS' RESILIENCE TOWARDS CLIMATE CHANGE AND DISASTER IMPACTS ON THEIR LIVELIHOODS IN NORTH COTABATO

Social Entrepreneurship and Enterprise Development Training-Workshop
Spottswood Methodist Center, Quezon Boulevard, Kidapawan City
September 11-12, 2024

Time	No. of Minutes	Topic	Person/s in-charge
September 11, 2024 (Day 1)			
7:00 – 8:30 AM	1 Hour	Arrival, Billeting and Registration	PRRM Secretariat
8:30 – 9:00 AM	30 mins	Opening Program Setting of Expectations Pre-test	PRRM Secretariat/ Resource Persons
9:00-10:00 AM	1 hour	LECTURE 1: Overview and Significance of Social Enterprise Development	Dr. Irving T. Fajarito,Jr.
10:00-10:20 AM	20 mins	Inspiring Stories of Successful Social Entrepreneurs	
10:20-11:10 AM	50 mins	LECTURE 2: The Social Entrepreneur	Dr. Jeannie U. Duka
11:10-12:00PM	50 mins	LECTURE 3: The Life Forces and Life Cycle of a Social Enterprise	Dr. Esmaira G. Gunsayan
12:00-1:00 PM	1 Hour	*Lunch Break*	IRW Secretariat
1:00- 2:00 PM	1 hour	LECTURE 4: Business Planning using Business Model Canvas	Dr. Analyn A. Gonzales
2:00-3:30 PM	1 hour and 30 mins	Workshop on Planning & Developing a Social Enterprise Business Model Canvas	Resource Persons and Participants
3:30-5:00 PM	1 hour and 30 mins	Presentation of Business Model Canvas Outputs	Resource Persons and Participants
		HOME SWEET HOME	
September 12, 2024 (Day 2)			
7:00 – 8:30 AM	1 Hour	Arrival, Billeting and Registration	PRRM Secretariat
8:30 – 9:00 AM	30 mins	Opening Program Recap for Day 1 Lectures Overview of the Day 2 topics	PRRM Secretariat/Resource Persons

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MARGIE N. BUTUAN-GALANG
Chief Administrative Officer
University of Southern Mindanao
Date:_____

PRRM

Certificate of Recognition

awarded to

SANDRA ANGELA A. BANGCAYA, MBA

for sharing his invaluable knowledge and expertise as Resource Speaker during the Training-Workshop on Enterprise Development and Financial Management conducted on September 11-12, 2024.

Given this 12th day of September 2024 at Spottswood Methodist Mission Center, Quezon Blvd., Kidapawan City, Cotabato.

EDICIO G. DELA TORRE
President

MARLON P. PALOMO
Executive Director

CERTIFIED TRUE COPY:
MARGIE N. TUTUAN-GALANG
Chief Administrative Officer
University of Southern Mindanao
Date:



University of Southern Mindanao
Kabacan, Cotabato
Philippines

College of Business, Development Economics and Management (CBDEM)
College of Human Ecology and Food Sciences (CHEFS)

PROJECT MANAGEMENT TEAM (PMT)
January to December 2025

Project Title: Crafting the Future: Protecting Heritage by Promoting Locally-made Products (UniK Project 3)

Project and Component Leaders with Special Order (SO):

Project Leader : **ANALYN A. GONZALES**
Component Leaders : **JAY-R G. VILDAC**
: **APPLE U. URETA**
: **AVEGALE S. ROY**

Proposed Tasks for Project & Activity Leaders:
1. Facilitate the conduct of pre-implementation, implementation, and post implementation activities.
2. Submit quarterly progress reports.
3. Prepare and submit training designs and training completion reports.
4. Deliver oral presentations during midyear and year-end in-house reviews.
5. Prepare and submit midyear and year-end narrative reports.

Resource Persons : **MELCHIE G. PALAPAR**
: **LOTIS D. CUBIN**
: **SANDRA ANGELA A. BANGCAYA**
: **ALLEN SHANE C. GARCIA**
: **CHERYL Y. DULAY**
: **ANALYN A. GONZALES**
: **APPLE U. URETA**
: **AVEGALE S. ROY**

Proposed Tasks for Resource Persons:
1. Design simplified PowerPoint slides, practical handouts, and community-friendly activity sheets.
2. Deliver interactive lectures, lead hands-on demonstrations, and guide local participants through practical exercises.
3. Review participant work (e.g., sample products, cost sheets, business plans) and provide constructive, encouraging feedback.
4. Submit all presentation slides and reference materials for official documentation.
5. Provide mentorship and practical advice to help community members apply learning to their local enterprises.

CERTIFIED TRUE COPY:
MARGIE N. UTUAN-GALANG
Chief Administrative Officer
University of Southern Mindanao
Date: _____

University of Southern Mindanao
Kabacan, Cotabato
Philippines

College of Business, Development Economics and Management (CBDEM)
College of Human Ecology and Food Sciences (CHEFS)

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MARGIE N. TUTUAN-GALANG
Chief Administrative Officer
University of Southern Mindanao
Date: _____

USM-College of Business, Development Economics and Management
December 1, 2025 ·

From Idea to Profit*: *UniK Project* 3 *Equips Makilala's Bagobo-Tagabawa Families

The Unibersidad at Kumunidad (UniK) Program successfully conducted its seminar for Project 3: ***CRAFTING THE FUTURE*: *PROTECTING HERITAGE BY PROMOTING LOCALLY-MADE PRODUCTS*** on November 28, 2025, at Caritas, IP Kasunayan Village, Barangay San Vicente, Makilala, Cotabato. This training, titled "***From Idea to Profit*: *A Practical Seminar on Entrepreneurial Mindset, Strategic Positioning, Planning, Costing, and Enterprise Budgeting***," specifically benefited the ***Bagobo-Tagabawa*** families rescued from various areas.

The training equipped them with crucial knowledge to transform their traditional skills into sustainable enterprises by covering Entrepreneurial Mindset, Strategic Positioning and Branding, drafting effective Business Plans, accurate Costing and Profitability calculation, and sound budgeting and financial management.

The initiative featured resource persons: ***Prof. Analyn A. Gonzales, Prof. Cheryl Y. Dulay, Prof. Lotis D. Cubin, Prof. Sandra Angela A. Bangcaya, and Prof. Allen Shane C. Garcia.***

The program, which opened with a Welcome Message from ,***Dr. Glyn B. Gabano-Magbanua*** ESO Director, was supported by Project 1 and 4 leaders, ***Prof. Anamarie B. Uyangurin and Prof. Ellen Joy M. Faralla***, and ESO Staffs, ***Diether Barro and Jimwell Pande*** , reaffirming the university's commitment to community empowerment and sustainable enterprise development for local heritage preservation.




WELCOME
Project 3 Title:
CRAFTING THE FUTURE:
PROTECTING HERITAGE BY PROMOTING
LOCALLY-MADE PRODUCTS
Camias, 8th Kasurayan Village, Barangay San Vicente,
Makiala, Cotabato






Project 3 Title:
CRAFTING THE FUTURE:
PROTECTING HERITAGE BY PROMOTING
LOCALLY-MADE PRODUCTS

Republic of the Philippines
UNIVERSITY OF SOUTHERN MINDANAO
Kabacan, Cotabato
Mobile Number: 09604220433
email address: eso@usm.edu.ph

Management System ISO 9001:2015

OFFICE OF THE DIRECTOR FOR EXTENSION SERVICES

November 10,2025

PROF. ALLEN SHANE C. GARCIA
CBDEM Faculty
College of Business, Development Economics and Management
This University

Dear Prof. Garcia,

Greetings of peace and development!

The Extension Services Office is implementing a banner initiative titled the **HERO Project**. One of its key components is **"The Entrepreneur's Toolkit: Financial Foundations, Strategic Positioning, and Ethical Excellence"** a community- led initiative by the local community supported by the university's extension services and assisted by the LGU of Magpet through capacity- building activities **on November 14, 2025, from 8:00 AM- 3:00 PM.**

This collaborative effort will involve faculty from the **College of Business Development Economics Management** who will share relevant knowledge and expertise aligned with the university's thrusts in instruction, research, and extension.

In this regard, we would like to invite you to serve as a **Resource Person** on the topic **"A Foundation for Financial Clarity."** Your role will include preparing for your topic and coordinating with the **Component Leader** by providing the following: a short biography and a PowerPoint presentation.

We believe your expertise and commitment to public service will greatly contribute to the success and sustainability of this initiative, while also fostering stronger linkages between the university and the communities we serve.

We look forward to your favorable response and to working with you on this meaningful endeavor.

Thank you, and more power!

Sincerely yours,

AVEGALE S. ROY
Project Leader

Noted by:

GLYN G. MAGBANUA,PhD
Director, ESO

CERTIFIED TRUE COPY:
MARGIE M. TUTUAN-GALANG
Chief Administrative Officer
University of Southern Mindanao
Date:

**"UNITY IN DIVERSITY AND
SUSTAINABLE DEVELOPMENT IN
MINDANAO THROUGH QUALITY AND RELEVANT EDUCATION."**

BAGONG PILIPINAS

University of Southern Mindanao
Kabacan, Cotabato
Philippines

College of Business, Development Economics and Management (CBDEM)

PROJECT MANAGEMENT TEAM (PMT)
January to December 2025

Project Title: HARNESSING EFFORTS FOR RECOVERY OPERATIONS (HERO) IN REBUILDING LIVES OF OBO-MANOBO TRIBE IN BONGOLANON MAGPET, COTABATO **(COMPONENT III)**

Project and Component Leaders with Special Order (SO):

Project Leader & Component 1	: **AVEGALE S. ROY**
Component Leader 1	: **APPLE U. URETA**
Component Leader 2	: **MELECIO A. CORDERO**
Component Leader 3	: **ANALYN A. GONZALES**
Component Leader 3	: **JAY-R G. VILDAC**
Component Leader 4	: **GLYN G. MAGBANUA**

Proposed Tasks for Project & Component Leaders:

1. Facilitate the conduct of pre-implementation, implementation, and post implementation activities.
2. Submit quarterly progress reports.
3. Prepare and submit training designs and training completion reports.
4. Deliver oral presentations during midyear and year-end in-house reviews.
5. Prepare and submit midyear and year-end narrative reports.

Resource Persons (COMPONENT III):

: **SANDRA ANGELA A. BANGCAYA**
: **ALLEN SHANE C. GARCIA**
: **ANALYN A. GONZALES**
: **APPLE U. URETA**
: **MITZI AILEEN M. ALBA**

Proposed Tasks for Resource Persons:

1. Design simplified PowerPoint slides, practical handouts, and community-friendly activity sheets.
2. Deliver interactive lectures, lead hands-on demonstrations, and guide local participants through practical exercises.
3. Review participant work (e.g., sample products, cost sheets, business plans) and provide constructive, encouraging feedback.
4. Submit all presentation slides and reference materials for official documentation.
5. Provide mentorship and practical advice to help community members apply learning to their local enterprises.

CamScanner

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MARGIE N. [illegible]TUAN-GALANG
Chief Administrative Officer
University of Southern Mindanao
Date:

University of Southern Mindanao
Kabacan, Cotabato
Philippines

College of Business, Development Economics and Management (CBDEM)

COMPONENT II Activity:

TOPIC:
"THE ENTREPRENEUR'S TOOLKIT: FINANCIAL FOUNDATIONS, STRATEGIC POSITIONING, AND ETHICAL EXCELLENCE"
Brgy. Bongolanon, Magpet, Cotabato
November 14, 2025

Time	Particular	Persons/ Responsible
8:30-9:00 am	Registration	*Facilitators*
9:01-9:10 am	Prayer National Anthem	**Prof. Lorckan Dredd C. Pelarion** *Faculty, CBDEM*
9:11-9:20 am	Acknowledgement of Participants	**Prof. Cheryl Y. Dulay** *Dean, CBDEM* **Rodel Berang** *IP Leader*
9:21-9:25 am	Welcome Remarks	**Hon. Suarez Apan** *Barangay Captain*
9:26-9:50 am	Leveling of Expectations	Participants
	Pre-Test	Participants
9:51-10:00 am	Rationale of the Activity	**Prof. Analyn A. Gonzales** *Component Project*
10:00-02:00 pm	Training Management: 1. Bookkeeping Basics: A Foundation for Financial Clarity 2. Pricing and Costing: Maximizing Profitability 3. Defining Your Niche: Mastering Positioning Strategies 4. Strategic Marketing: Crafting Effective Campaigns 5. Ethics and Professionalism: Building a Strong Reputation	Resource Persons: **Prof. Allen Shane C. Garcia** *Faculty, CBDEM-Accty* **Prof. Sandra Angela A. Bangcaya** *Faculty, CBDEM-Accty* **Prof. Analyn A. Gonzales** *Faculty, CBDEM-BA / Component Project* **Prof. Mitzi Aileen M. Alba** *Faculty, CBDEM-BA* **Prof. Apple R. Ureta** *Faculty, CHEFS-HM/Component Project*
02:01-03:00 pm	Post Test and Overall Training Evaluation	Participants
03:01- 04:00 pm	Awarding of Certificates	Facilitators
04:01-04:10 pm	Closing Remarks	**Prof. Apple R. Ureta** *Component Project*

Prepared by:

ANALYN A. GONZALES
Component Leader II, HERO Project

Project Management Team (PMT) for HERO - Component II

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MARGIE N. [illegible]UTUAN-GALANG
Chief Administrative Officer
University of Southern Mindanao
Date:_____

USM-College of Business, Development Economics and Management
November 17, 2025 ·

USM Faculty Empowers Obo-Manobo Tribe in Magpet Through Entrepreneurship Training! 🎉

Faculty from the ***University of Southern Mindanao*** (***USM***) spearheaded by the ***College of Business, Development Economics and Management*** (***CBDEM***) successfully conducted "**The Entrepreneur's Toolkit: Financial Foundations, Strategic Positioning, and Ethical Excellence**" training on November 14, 2025, at the **Brgy Covered Court, Bongolanon, Magpet, Cotabato**-a key initiative under the Extension Project Component III: Harnessing Efforts for Recovery Operations (HERO) in Rebuilding Lives of Obo-Manobo Tribe. A total of 20 members of the Obo-Manobo tribe gained practical skills through sessions led by USM's esteemed faculty.

The faculty capacitated the beneficiaries on:

- 📊 Bookkeeping Basics: A Foundation for Financial Clarity – **Prof. Allen Shane C. Garcia**: Track income, expenses, and cash flow.
- 💰 Pricing and Costing: Maximizing Profitability – **Prof. Sandra Angela A. Bangcaya**: Calculate costs and set profitable prices.
- 🎯 Defining Your Niche: Mastering Positioning Strategies – **Prof. Analyn A. Gonzales**:Identify unique selling points rooted in cultural heritage.
- 📣 Strategic Marketing: Crafting Effective Campaigns – **Prof. Mitzi Aileen M. Alba**: Use local channels and basic social media to promote products.
- 🤝 Ethics and Professionalism: Building a Strong Reputation – **Prof. Apple R. Ureta**: Build trust through honesty and quality.










SERBISYONG


SERBISYONG




HON. EDUARDO S. MONTES
PUNONG BARANG



REPUBLIC OF THE PHILIPPINES
UNIVERSITY OF SOUTHERN MINDANAO
EXTENSION SERVICES OFFICE
KABACAN, COTABATO

BAGONG PILIPINAS

CERTIFICATE OF RECOGNITION

is awarded to

PROF. ALLEN SHANE C. GARCIA

in grateful recognition of her invaluable service as Resource Speaker on the topic, **"Creating and Managing Your Enterprise Budget"**, under the Extension Program: Unibersidad at Kumunidad (UniK) held on November 28, 2025.

Given this 28th day of November 2025 at Caritas, IP Kasunayan Village, Barangay San Vicente, Makilala, Cotabato

GLYN B. GABANO-MAGBANUA, PhD
Director, ESO



REPUBLIC OF THE PHILIPPINES
UNIVERSITY OF SOUTHERN MINDANAO
KABACAN, COTABATO

BAGONG PILIPINAS

CERTIFICATE
OF
RECOGNITION

is awarded to

PROF. ALLEN SHANE C. GARCIA

in grateful recognition of her invaluable service as Resource Speaker on the topic: **"Bookkeeping Basics: A Foundation for Financial Clarity"** held on November 14, 2025 from 8:00 am to 5:00 pm.

Given this 14th day of November 2025 at the Bongolanon,Magpet, Cotabato.

GLYN B. GABANO- MAGBANUA, PhD
Director, ESO

Scanned with CamScanner