

PANEL PAPER DOCUMENT TO THE PRESENTATION OF DR.. R. DY

by : Augusto I. de Leon – Reactor

**Good morning to everyone. I am please to be here and have a chance to address the local government officials of the country who I believe represents the grass root leadership of our country.**

**As an agricultural country where the majority of the population are still in the rural sector, no bottom up economic development can take place without the pro active participation and aggressive intervention of the local government officials in the country.**

**The paper of Dr. Dy is one of the most comprehensive assembly of available agri related economic statistics in the economy. It has been organized so statistics becomes relevant information that anyone can put to use in making policy decisions to develop the agricultural sector of the Philippines. I do suggest that the local government leader use this paper as a framework for its developmental goals. National political and bureaucratic leadership will also do well to use the paper in the formulation of national macro polices and programs for agricultural development.**

**As comprehensive as the paper is written, I kind of assume that most of that most of the local government leaders are more people than economic or business oriented. Let me therefore inject some human resource aspect to the discussions so that our economic objectives can be better realized.**

**To some extent a significant portion of our rural economic has been culturally conditioned with the :” harvesting mentality “ . It is a mentality that assumes that the wealth is there for the harvesting i.e. the wood to be cut without having to plant them. The fruits and food to be harvested without having to plant. The progression of culture toward modernization moved to the planting of crops that was driven by “ externally directed command” which progressed into a mentality of dependency to the landowners at first and later to the government.**

**On the other hand the mentality and attitude of entrepreneurship is the opposite. It is one of a drive to be economically independent as an individual. AN I can do inner drive to achieve that goal of economic independence. To succeed is to be able to produce something of value to others so what he produces can be exchanged for money from those who have the need for what he produces. The individual or group of individuals are therefore driven into thinking of what others who have buying power need, want and are willing to buy, then proceeds with the execution of producing what the market will buy.**

**The best minds , the leadership in our rural economy are the local government leaders. It is they who can provide the initiative to re direct the collective mind of the people from thinking of how they can ask for money or deals from the government to one of looking for opportunities to create values from the resources available in the**

community.

In conclusion so as not to deviate too far from the economic development objective of this forum. I wish to add that every municipality, and town should have a list of potential economic and money generating projects appropriate to the skills, local resource and market opportunities of the community.

In one of the pre-forum meetings, I mentioned that a restaurant chain in metro manila has adopted the use of banana leaf to wrap the prepared food they serve. The food chain "binalot" has grown to big that their requirements for banana leaves may no longer be supplied by the traditional sources in the public market. A municipality of a nearby town can link up plant the specie of bananas that produces the leaved most appropriate for the use, good and less costly products drives additional demand, save the country of the environmental impact of using plastics and even paper products.

Some businesses may be requiring skills with expertise already available from the government entity in the area/. Example are the veterinarians who can train people on breeding of dogs. It is cheaper to breed dogs in the province than in the cities particularly metro manila.

Drying of fish. There still is a great demand for dried fish in the local and export market. Some municipalities have the raw materials to promote or expand this industry. In many instance the local leadership has to help source the technology and linkages to ensure acceptance and market of the product.

Salt making in the far off fishing villages of Samar. Bagoon production in eastern visayas and in northern Luzon. I am not sure now but in the 80's bagoon was being transported from Mercedes in Bicol all the way to Tuguegarao.

Many of our new millioneries now did not start with MONEY as their capital. Many did not have access to LAND. They started only with HUMAN capital. Hopefully, with this seminar we are able to start anew in using the most available capital we have which is LAND AND PEOPLE.

thank you and good day