
The Status Of Implementation Of Income Generating Projects Of Ilocos Sur Polytechnic State College

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Abstract

The income-generating projects of Ilocos Sur Polytechnic State College help to further deliver quality fourfold functions - Instruction, Research, Extension, and Production, hence, this study was conducted to determine the status of its implementation. Specifically, it sought to determine (1) the profile of income-generating projects; (2) the profile of income-generating projects personnel; (3) the status of implementation of the income-generating projects; (4) the correlation between the status of implementation of income-generating projects and the profile; and (5) the relationship between the status of implementation and the annual financial status of the college. It used a descriptive-correlational research design, involving 33 respondents, composed of the Director, coordinators, and Project In-charge from the seven campuses of ISPSC. The primary tool used in gathering the data needed in this study was a questionnaire adopted from the College Entrepreneurship Manual. The data gathered was statistically treated using frequency count, mean, percentages, and simple correlation. The results show that among the campuses of ISPSC, Santa Maria Campus has the most number of IGPs ranging from agriculture-related initiatives like Banana and Mango cultivation to services like Water Refilling and with an average annual income of 4,000,000.00 serving an average of 100,000 clients. The limited IGP personnel of ISPSC is predominantly 25-29 age, male, hold Master's Degrees or have completed MS units, with the length of service in the college ranging from 5 to 9 years, and have experience in Small Medium Enterprises (SME). The implementation of income generating projects of ISPSC was described as "very high" covering goals and objectives, personnel management, project operations, financial management system, project monitoring and evaluation system, project control system and incentive scheme. There is a strong positive correlation between the number of implemented IGPs and annual average income. Age and educational attainment of IGP personnel has a strong positive correlation in the status of the implementation of income-generating projects. Based on the derived conclusions, the following recommendations are advised: other campuses are encouraged to diversify their income Generating Project portfolio by establishing other viable production initiatives. Hiring of full time IGP personnel is highly encouraged. Provide continuous development of personnel through training and educational opportunities. Creation of policy on the operation of the income generating projects is highly encouraged, and unearning projects should be eliminated so the college can focus on projects that are earning well.

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Keywords:

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1. Introduction

Income Generating Projects provides a significant source of income in every State, Universities and Colleges. IGP program aids in earning additional income for the subsidy of unfunded projects, infrastructure funds, and some other activities that require a large amount of money.

Nowadays, one of the most serious problems presently confronting the SUCs is the diminishing subsidy of the government, particularly the Maintenance and Other Operating Expenses (MOOE) and an almost total phase-out of their Capital Outlays (CO). This problem poses a threat to the quality of service that the college or institution extends to it clientele particularly the students, who are its end beneficiaries. It is the responsibility of the state, through state universities and colleges (SUCs), to educate its people.

Furthermore, like any other higher educational institutions, the Ilocos Sur Polytechnic State College is mandated to perform the four basic functions Instruction, Research, Extension and Production, the latter of which is to support the former three functions of the College. Being a polytechnic college, ISPSC has been continuously engaged in income- generating projects to expose the students to hands-on training, thereby, they are made more adept and skillful in their areas of specialization, besides the provision of better opportunity to earn while they learn. The IGPs also serve as venues for research, extension and training activities of students and faculty/staff and more importantly constitute a show window for farmers and other constituents in the community.

2. Research Method

The study utilized the descriptive-correlational research design, which aims to provide static pictures of situations as well as establish the relationship between the different variables. This methodology focuses more on “what” of the research subject rather than the “why” of the research subject.

3. Results and Analysis

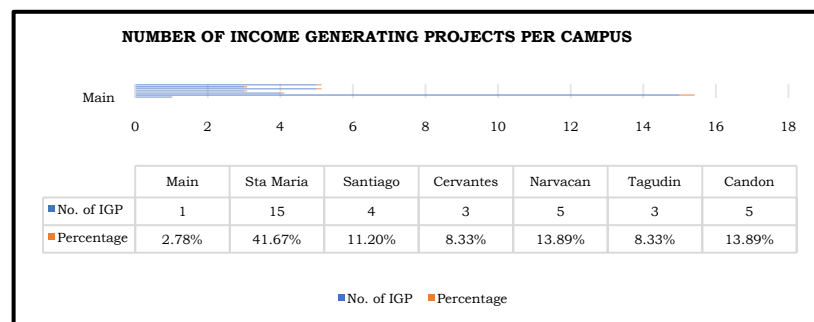


Figure 1. Presents the number of Income Generating Projects per campus.

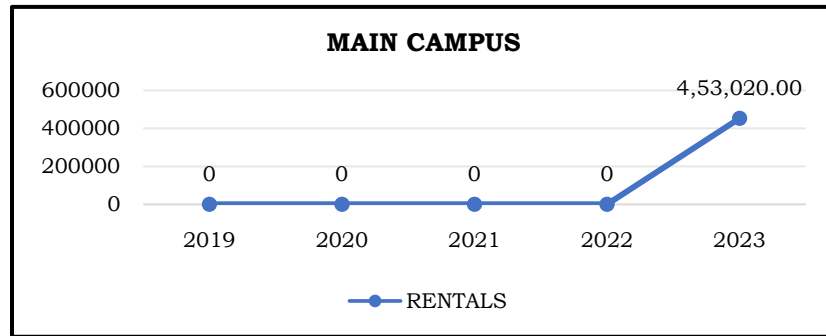


Figure 2. Presents the income generated by the Main Campus for the year 2023.

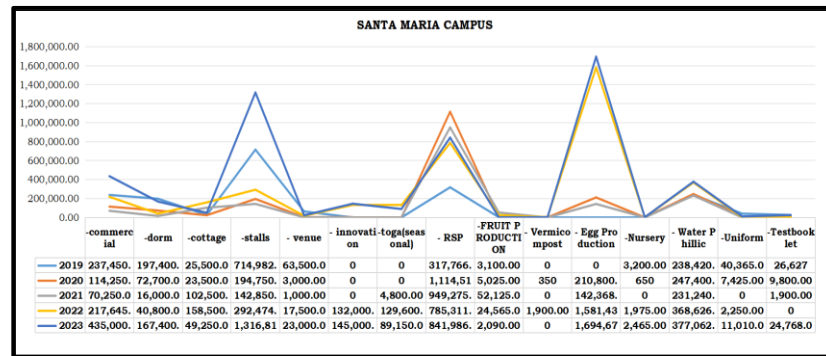


Figure 3. Presents the Income Generating Projects of the Sta. Maria campus for the past 5 years.

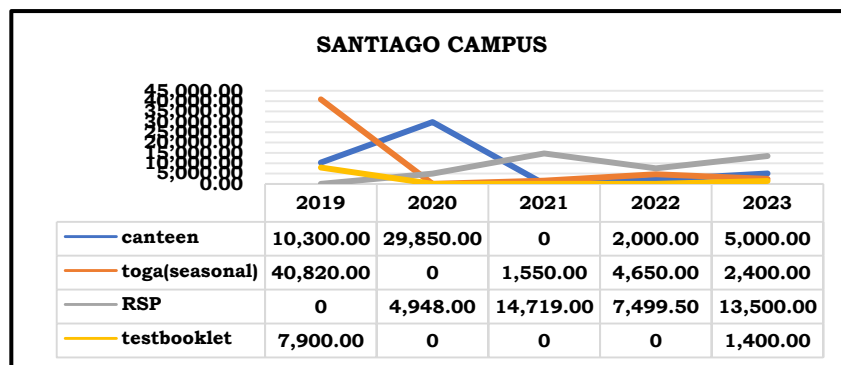


Figure 4. Presents the Income Generating Projects of the Santiago campus for the past 5 years.

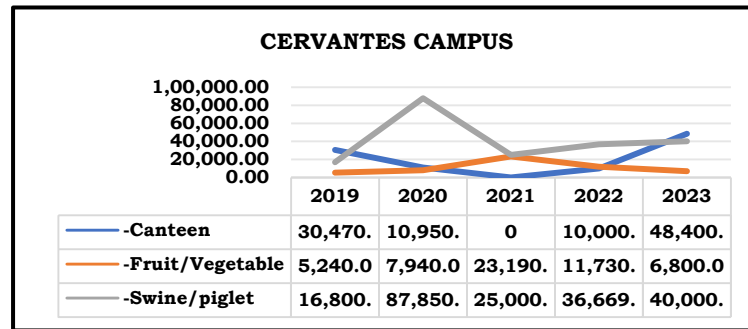


Figure 5. Presents the Income Generating Projects of the Cervantes campus for the past 5 years.

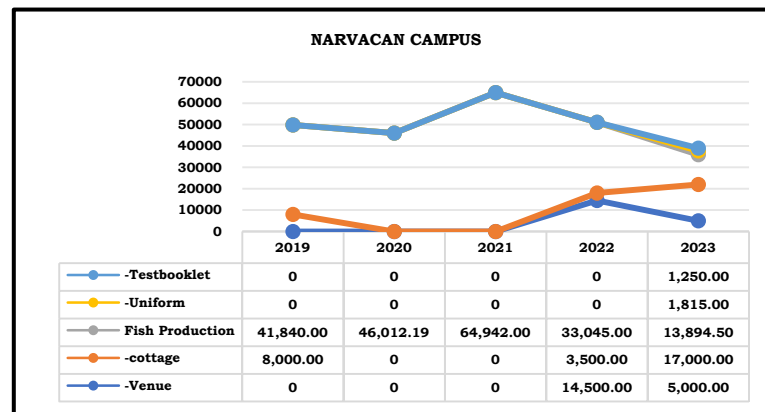


Figure 6. Presents the Income Generating Projects of the Narvacan campus for the past 5 years.

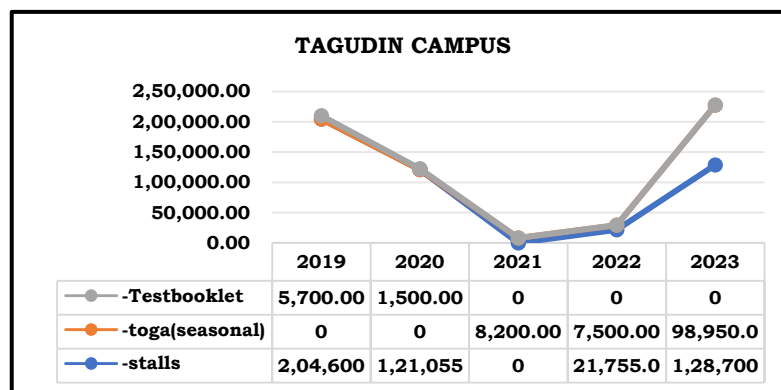


Figure 7. Presents the Income Generating Projects of the Tagudin campus for the past 5 years.

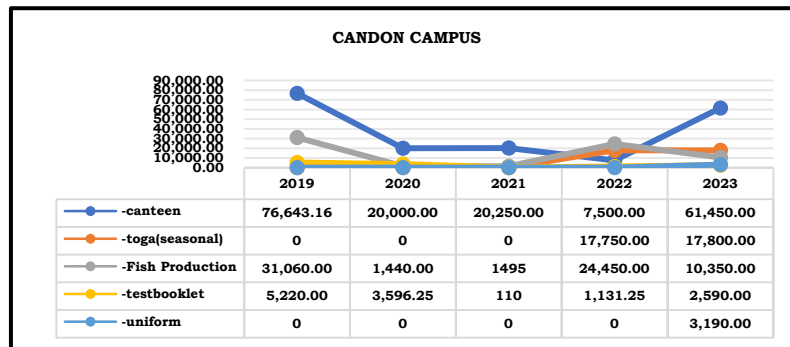


Figure 8. Presents the Income Generating Projects of the Candon campus for the past 5 years.

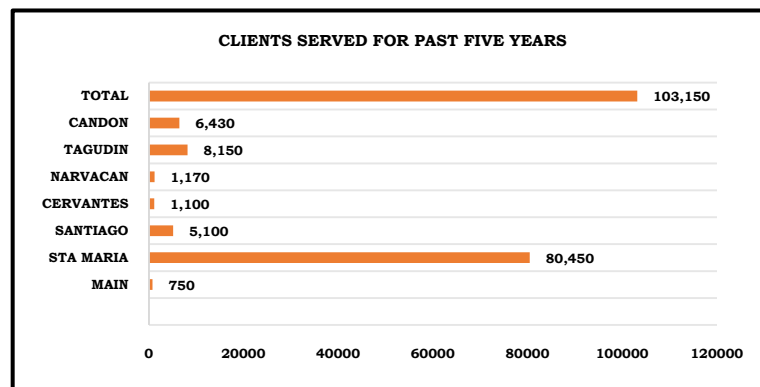
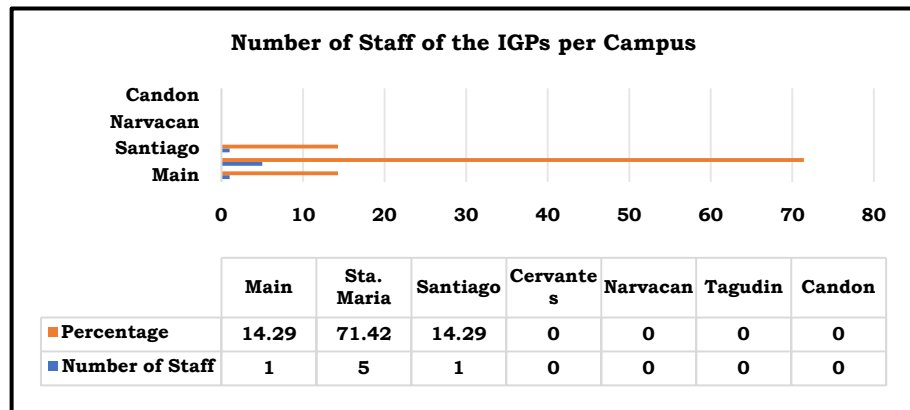


Figure 9. Provides an overview on the number of clients served on the IGP's for the past five years averaging to a 100,000 number in total.

Table 1. Provides the details of the different Facilities and Resources acquired from the Income Generating Projects of the college.

Campus	Facilities and Resources Generated
Main	None
SM	- 4 wheeled Kubot tractor - 1 unit hand tractor - 1 unit seed cleaner/blower - 1 unit reaper - 1 unit welding machine - Drying nets - Granary extension - 2 photocopying machine
Narvacan	None
Santiago	None
Candon	None
Tagudin	None
Cervantes	None



The data presented in Figure 10 offers insights into the staffing profile of income-generating projects (IGPs) across diverse campuses, emphasizing the number of staff involved and their corresponding percentages.

Table 2 provides a detailed profile of the age distribution among participants, presenting both the frequency and the corresponding percentage for each age category.

Profile	Frequency	Percentage (%)
Age		
25-29	10	30.3
30-34	4	12.1
35-39	4	12.1
40-44	6	18.2
45-49	2	6.1
50-54	5	15.2
55-59	2	3.0
Total	33	97.00

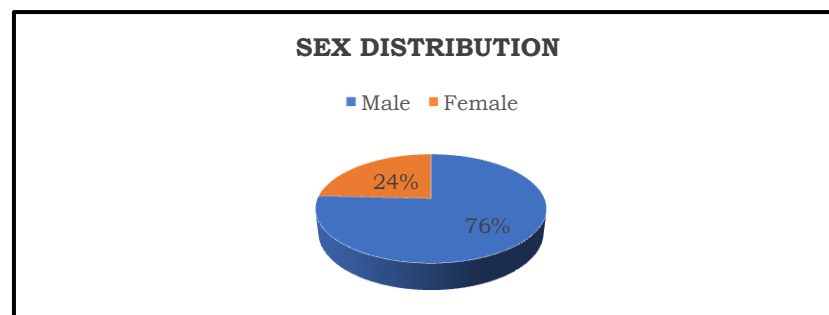


Figure 11. Provides a breakdown of the sex distribution among participants, presenting both the frequency and corresponding percentages for each gender category.

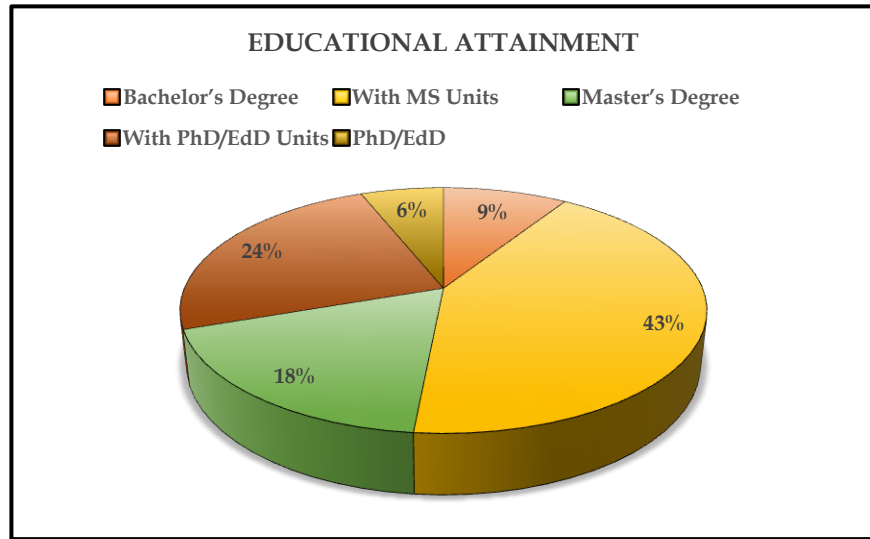


Figure 12. Presents the educational attainment distribution among participants, categorizing them based on their academic qualifications, including Bachelor's Degree, Master's Degree, and PhD/EdD levels.

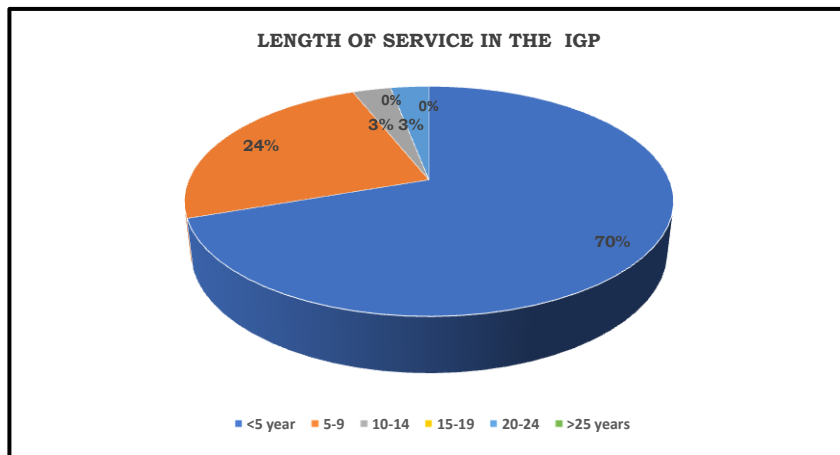


Figure 13. Provides a distribution of respondents based on their length of service in the Income Generating Project Unit.

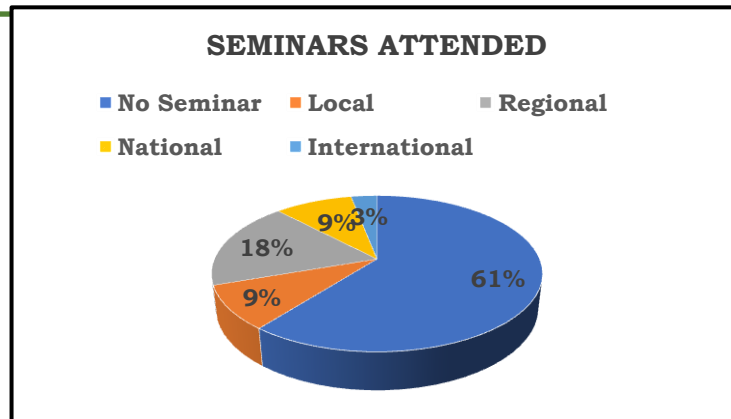


Figure 14. Denotes the number of seminars attended related to IGP by the projects in-charge of the different IGPs of the Ilocos Sur Polytechnic State College.

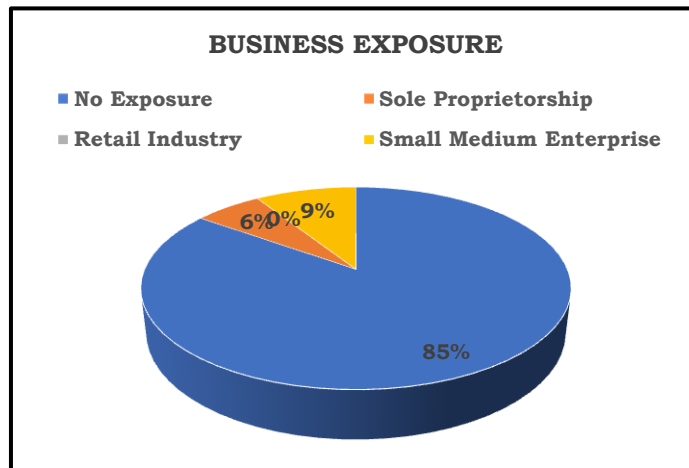


Figure 15. Provides an overview that majority of IGP personnel in the study has no business exposure constituting 85% of the total sample.

Table 3. Presents the Status of Implementation of the Income Generating Projects of Ilocos Sur Polytechnic State College in terms of Goals and Objectives.

Goals and Objectives	x	SD	DR
1. Vision and Mission of College IGP in pursuing sustainable agri-business and service-oriented projects	5.0	0.42	VH
2. Effective and efficient in all operation and management of the IGPs	4.5	0.31	VH
3. Income generated from IGP in support to financial and manpower needs of the College	3.6	0.83	H
4. Harnessing of the College physical and human resources for IGP operation and management	4.4	0.21	VH
5. IGPs to complement/interface instruction, research and extension programs of the College	4.5	0.31	VH
6. Provision of quality and affordable products and services to IGP clients	4.8	0.40	VH
7. IGP in showcasing of agri-business technologies in the community	3.0	1.04	A
8. IGPs in providing employment opportunities to students, faculty, staff and manpower in the community	5.0	0.42	VH
9. IGPs as avenues for training students, faculty and other clients in the community	4.8	0.40	VH
TOTAL	4.4	0.49	VH

Legend: 4.21 - 5.00 Very High (VH)

3.41 - 4.20 High (H)

2.61 - 3.40 Average (A)

1.81 - 2.60 Low (L)

1.00 - 1.80 Very Low (VL)

Table 4.1. Presents the Status of Implementation of the Income Generating Projects of Ilocos Sur Polytechnic State College in terms of Personnel Management employing mean (x), standard deviation (SD), and descriptive rating (DR) analyses to capture the perceptions of stakeholders.

Personnel Management	x	SD	DR
1. The qualifications of the prospective Department Chairman and Project managers are being screened by the Campus Administrator.	4.5	0.15	VH
2. Project managers are assigned to a certain project and must desist himself from engaging in similar projects in and outside the college, which are private in nature.	3.8	0.14	H
3. IGP personnel are issued an appointment/designation by the President.	3.9	0.18	H
4. Hiring of IGP Personnel and others involved in IGPs are on the discretion of the President.	4.7	0.13	VH
5. Laborers who are on-the-job-order status and other hired personnel working in the IGPs and related offices are determined by the Project Manager subject to the approval of the President.	4.4	0.13	VH
6. The services of the Project Analyst, Marketing Analyst, Project engineers and Project Veterinarian are being tapped by the CEP Management.	4.3	0.11	VH
7. The faculty and staff involved in IGPs of the college are entitled of an incentive based on the approved guidelines on incentive scheme as per CEP Manual.	5.0	0.16	VH
TOTAL	4.37	0.39	VH

Table 4.2 provides a comprehensive assessment of the Income Generating Project (IGP) at ISPSC, specifically focusing on Project Operations with an emphasis on Management and Operations.

Project Operations particularly related to Management and Operations	X	SD	DR
1. The management and operation of all projects are in accordance with the guidelines in the National Budget Circulars.	4.3	0.36	VH
2. IGPs are in accordance with the directions and overall programs set by the College Administration through the College Entrepreneurship Program Council.	4.0	0.06	H
3. The College Entrepreneurship Program Council, in consultation with its technical consultants and managers, draws medium-range production and/or resource-use program to be submitted to the President for approval.	3.5	0.44	H
4. A yearly production and/or resource-use program defining the different project components is prepared by each campus approved by the President.	3.5	0.44	H
5. The Campus Administrator reviews the submitted project proposal of the Prospective Managers and presents it to the President for approval.	3.8	0.14	H
6. A project is not implemented without an approved Project Proposal.	4.0	0.06	H
TOTAL	3.68	0.30	H

Table 4.3. Provides a comprehensive assessment of the Income Generating Project (IGP) at ISPSC, specifically focusing on Project Operations particularly related to procurement systems and procedures.

Project Operations particularly related to Procurement Systems and Procedures	x	SD	DR
1. Procurement of inputs, supplies and materials, and equipment is the function of the Supply Office or a designated Purchasing Officer for IGP.	3.5	0.33	H
2. All procurements is base on approved project plan and budget as reflected in the PPMP/APP.	3.6	0.27	H
3. Project Managers request inputs, supplies materials and equipment needed in the project from the Supply Office.	3.8	0.03	H
4. Purchases are in accordance with government accounting and auditing rules and is subjected to inspection.	3.9	0.08	H
5. Emergency purchase is allowed upon request of the Project Manager with the approval of the Department Chairman and the Campus Administrator.	4.5	0.65	VH
6. Process Flow of Papers in Procurement and Delivery System is being observed.	4.7	0.67	VH
TOTAL	3.83	0.42	H

Table 4.4. Indicates the Status of Implementation of the Income Generating Projects of Ilocos Sur Polytechnic State College in terms of Project Operations particularly related to Recording Systems and Procedures.

Project Operations particularly related to Recording Systems and Procedures	x	SD	DR
1. Record keeping procedures are enforced to all Project Managers using the prescribed forms.	4.5	.04	VH
2. A Consolidated report/statement of operations is being submitted.	5.0	.06	VH
3. Reports are prepared in triplicate and submitted to the Department Chairman attested by the Campus Administrator, copy furnished the Office of the Accounting and IGP Director, who in turn submits a consolidated report to the Vice President for Administration and Finance.	3.4	.48	A
4. The Department Chairman regularly checks and monitoring the records kept by the Project Manager.	4.4	.08	VH
5. Specific records are being kept by various offices and persons involved in the IGP operations.	5.0	.06	VH
6. Record keeping procedures are enforced to all Project Managers using the prescribed forms.	4.3	.09	VH
TOTAL	4.43	0.37	VH

The data presented in Table 4.5 provides a comprehensive assessment of the Income Generating Project (IGP) at ISPSC.

Project Operations particularly related to Marketing Product Disposal System	x	SD	DR
1. The Project Manager is responsible in Product disposal and valued and credited to the particular project.	3.5	0.86	H
2. Time of marketing and the outlet is being determined in the plan before product is harvested.	4.0	0.18	H
3. Selling of IGP products is being advertised in bulletin boards and strategic place in the college.	4.2	0.05	H
4. IGP products are being sold primarily through the trade center or store of the college.	4.5	.005	VH
5. Produced offered sale to the constituents are the highest quality.	5.0	0.33	VH
6. Product packages bears the logo of the program and the college.	3.7	0.53	H
7. Faculty, staff and students are given priority in the purchase of IGP products/services and offered at discounted price.	5.0	0.33	VH
8. Official receipts are issued to all buyers upon full payment of the cost of goods/services bought and issued by the cashier.	4.9	0.23	VH
9. Sales invoice is being issued by the Project Manager for every transactions and all collections and a copy of sales report is being turned over to the cashier every week or once the amount reaches Php 500.00 and official receipt is being issued in return.	4.8	0.14	VH
10. Salary deduction or on credit by faculty and staff is being offered on ceiling of Php 500.00 monthly and prioritize for collection.	4.4	0.0006	VH
11. A memorandum of agreement, contract or job order is being reviewed by the Department Chairman and recommended by the Campus Administrator to higher authorities for approval.	4.5	0.0056	VH
12. Payment of services rendered stipulated in the Contract is paid at the Cashiers Office.	4.6	0.03	VH
TOTAL	4.30	0.146	VH

Table 4.6. Indicates the Status of Implementation of the Income Generating Projects of Ilocos Sur Polytechnic State College in terms of Financial Management System.

Financial Management System	X	SD	DR
1. General Fund 101 (Administration Fund), Fund 163 (Auxiliary Fund) and Fund 161 (Revolving Fund) are identified as sources of funds in the operation of IGP in the college and the initial fund to operate a project is reflected in the approved farm plan and budget submitted by the Project Manager.	3.8	0.46	H
2. Each IGP has its own subsidiary ledger to reflect the different transactions and/or expenses incurred and the sources of revenues generated during a certain production period.	5.0	0.28	VH
3. Funds for a particular project cannot be used by another project unless allowed by concerned Project Manager and approved by the Prersident.	3.8	0.46	H
4. Any fund transfer between projects, which involve 10% net profit share is approved by the President in coordination with the Accounting Office and with the consent of the Project Manager.	3.5	0.95	H
5. The President may post a bond to enable him to cash advance not more than Php 100,000.00 as allowed by the Chief Accountant.	4.9	0.18	VH
6. Project Manager is allowed to draw or maintain a cash advance to cover emergency purchases through the approval of the President.	3.8	0.46	H
7. Remittances of all cash sales is at the Cashier's Office.	5.0	0.28	VH
8. Financial statements is prepared by the Project Manager every end of the month and/or production cycle for submission to the Department Chairman, attested by the Campus Administrator and copy furnished the Director, who in turn submits consolidated reports to the VPA.	5.0	0.28	VH
9. Monthly reconciliation of sales and costs between the Project Manager and the Accounting Office is strictly followed.	4.7	0.05	VH
10. Cash Accounting is being observed in the preparation of income statements.	4.3	0.03	VH
11. All financial transactions entered into by the Project Manager and/or the Campus Administrator with and outside agency are done with the approval of the President.	4.4	0005	VH
TOTAL	4.38	0.55	VH

Table 4.7. Indicates the Status of Implementation of the Income Generating Projects of Ilocos Sur Polytechnic State College in terms of Project Monitoring and Evaluation System.

Project Monitoring and Evaluation System	X	SD	DR
1. Submission of reports by the Project Manager and Department Chairman	4.5	0.02	VH
2. Regular visitation of the Department Chairman and the College Entrepreneurship Program Council	4.6	0.06	VH
3. Performance evaluation is conducted after each production cycle.	4.7	0.12	VH
4. Project analysis is conducted by the selected committee and presented during the performance review.	4.7	0.12	VH
5. Regular meeting is conducted with the Project Manager by the Department Chairman and the Campus Administrator.	5.0	0.44	VH
6. Spot checking on the status of the project by the Resident Auditor, President or any representative from the Accounting Office.	3.6	0.70	H
7. Submission of reports by the Project Manager and Department Chairman	3.8	0.48	H
8. Regular visitation of the Department Chairman and the College Entrepreneurship Program Council	3.8	0.48	H
TOTAL	4.34	0.59	VH

Table 4.8. Indicates the Status of Implementation of the Income Generating Projects of Ilocos Sur Polytechnic State College in terms of Project Control System.

Project Control System	x	SD	DR
1. Control mechanism is instituted to detect any problem from arising throughout the production cycle and to ensure success of the projects.	4.7		VH
TOTAL	4.7		VH

Table 4.8. Indicates the Status of Implementation of the Income Generating Projects of Ilocos Sur Polytechnic State College in terms of Incentive Scheme.

INCENTIVE SCHEME	X	SD	DR
1. Project Manager receives 10% of the net income not to exceed Php 36,000.00.	5.0		VH
2. Project Laborer receives 15% of net income not to exceed P14,000.00	4.1		H
3. Capital Build up which is 10% of the net proceeds is being given.	4.2		H
4. Management incentives which 5% of the net income, any change thereof, the sharing rate is approved by the BOT with the decision of the President.	4.2		H
TOTAL	4.38		VH

Table 4.9. Exhibits the summary of the implementation of the income-generating projects in ISPSC.

Status of the Implementation of IGP in ISPSC	x	SD	DR
1. Goals and Objectives	4.4	0.49	VH
2. Personnel Management	4.37	0.39	VH
3. Project Operations particularly related to Management and Operations	3.68	0.30	H
4. Project Operations particularly related to Procurement Systems and Procedures	3.83	0.42	H
5. Project Operations particularly related to Recording Systems and Procedures	4.43	0.37	VH
6. Project Operations particularly related to Marketing Product Disposal System	4.30	0.14 6	VH
7. Financial Management System	4.38	0.55	VH
8. Project Monitoring and Evaluation System	4.34	0.59	VH
9. Project Control System	4.7		VH
10. Incentive Scheme	4.38		VH
Total	4.28		VH

Table 4.10. Indicates weak positive correlation (0.40, p-value = 0.289) between the number of staff and IGP success suggests a relatively modest relationship.

Correlation Type	Pearson Correlation	P-value	Interpretation
Number of IGPs	0.75	0.032	Strong Positive
Categories of IGPs	-0.12	0.721	Weak Negative
Average Annual Income	0.88	0.007	Very Strong Positive
Average Number of Clients	0.65	0.086	Moderate Positive
TOTAL	.40	0.289	Weak Positive

able

Table 4.11. Presents the total correlation value of 3.30 (p-value = 0.101) indicates an overall moderate positive relationship between the status of IGP implementation and the combined factors of age, sex, educational attainment, length of service, and business exposure.

Correlation Type	Pearson Correlation	P-value	Interpretation
Age	0.68	0.024	Strong positive
Gender	-0.15	0.317	Weak Negative
Educational Attainment	0.82	0.005	Very Strong Positive
Length of Service	0.45	0.112	Moderate Positive
Business Exposure	0.60	0.045	Moderate Positive
Total	3.30	0.101	Moderate Positive

4. Conclusion

In conclusion, the detailed analysis of the Income Generating Projects (IGPs) at ISPSC has provided a multifaceted view of their distribution, financial performance, staffing, and the correlation between implementation status and project profiles/personnel characteristics. These findings offer valuable insights that can inform strategic decision-making for optimizing income-generating initiatives within educational institutions.

1. Among the campuses of ISPSC, Santa Maria Campus has the most number of IGPs ranging from agriculture-related initiatives like Rice Seed Production, Banana and Mango cultivation to services like Water Refilling and with an average annual income of 4,000,000.00 serving an average of 100,0000 clients.
2. The limited IGP personnel of ISPSC is predominantly 25-29 age, male, hold Master's Degrees or have completed MS units, with the length of service in the college ranging from 5 to 9 years, and have experience in Small Medium Enterprises (SME.)
3. The implementation of income generating projects of ISPSC was described as "very high" covering goals and objectives, personnel management, project operations, financial management system, project monitoring and evaluation system, project control system and incentive scheme.
4. There is a strong positive correlation between the number of implemented IGPs and annual average income. Age and educational attainment of IGP personnel has a strong positive correlation in the status of the implementation of income-generating projects

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