

**Starting A Business**



**SABA BANANA  
PRODUCTION**

# Starting a Business

**Saba** banana is one of the favorite varieties of banana that can be eaten fresh or cooked. It can be processed into cakes, pastries, banana chips, catsup, and vinegar. This is sold in local and export markets. Peelings of saba are also used as substrate for biogas production and for the manufacture of paper and paper board.

## I. ESTIMATED INVESTMENT COSTS

### Production Cost/Capital Outlay

Particulars	Cost
<b>A. Materials</b>	
Saba banana sucker, 10 pcs. @ Php 50.00/sucker	P 500.00
Fertilizer, 10 kgs. @ Php 37.55/kg.	375.40
Packaging cartons, 10 pcs. @ Php 30.00/pc.	300.00
Spade, 1 pc.	150.00
Bolo, 1 pc.	250.00
Pruning sickle, 1 pc.	150.00
<b>Sub-total</b>	<b>Php 1,725.40</b>
<b>B. Labor Cost</b>	
2 manhours for planting @ Php 47.50/hour	Php 95.00
2 manhours for weeding @ Php 47.50/hour	95.00
2 manhours for leaves pruning @ Php 47.50/hour	95.00
2 manhours for harvesting @ Php 47.50/hour	95.00
Total Labor Cost	P 380.00
Transportation	100.00
Water (may be sourced from nearby creeks or recycled water may be used)	0.00
<b>Sub-total</b>	<b>P 480.00</b>
<b>Estimated Total Investment Cost</b>	<b>P 2,205.40</b>

\*Based on March 2009 prices.

## II. PROCEDURE

1. Soil requirement:

A well-drained loam soil but must retain moisture. The crop can tolerate soil pH between 5.5 and 6.5.

2. Climatic requirement:

Tropical places with temperature ranging from 22 - 31 degrees Celsius.

3. Planting:

a) Dig hole on the soil 40 - 60 cm in diameter and 30 - 50 cm deep.

b) Plant erect suckers of 100-150 cm in height taken from disease-free and healthy mother plants 4 to 5 meters apart. Cover the soil and press gently. Planting must be done when rainy season starts.

c) Apply  $\frac{1}{4}$  kilograms of high nitrogen and potassium fertilizer every 3 months to produce optimum yield.

- Saba banana plant needs a clean culture, thus weeds should be eliminated as needed.
- Maintain adequate soil moisture and remove dry leaves every after 3 months using a pruning sickle attached to a long pole.

*Note: Saba banana plant bears fruit in about 16 - 18 months after planting. A bunch contains an average of 13 hands with an average of 16 fingers per hand.*

d) Cut the bud (*puso*) 3 to 5 inches away from the last hand of the bunch. Remove leaf that touches the fruit. Saba banana is usually harvested green from 150 - 180 days after budding (*pagpupuso*).

4. Maturity Indices:

- a) The plant has six or less functional leaves.
- b) Fruits are full, plump, round and light green.
- c) Angles in the fingers are rounded.
- d) Leaves turn yellow.

5. Steps in harvesting:

- a) Remove first the leaves to avoid destroying
- b) standing plants in the surroundings.
- c) Using a sharp bolo, cut the trunk slowly ensuring that the fruits are not damaged.
- d) Cut the bunch stem about 5 inches away from the fruit to provide handle for the carrier.

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## 6. Post Harvest Handling:

- a) Detach banana hands from the bunch using a bolo or knife.
- b) Clean/wash the newly harvested fruits and air dry after washing.
- c) Sort the fruits according to size (large-13 cm or more; medium, 8-13 cm; small, 6-8 cm)
- d) Pack the fruits in packaging cartons ready for market.

Source:

- [www.mixph.com/2008/09/guide-for-saba-cardaba-banana-production.html](http://www.mixph.com/2008/09/guide-for-saba-cardaba-banana-production.html).
- *Banana Production*, A publication of the Davao National Crop Research and Development Center Information Service (DIS).

## III. ESTIMATED COSTING AND PRICING

### A) Product Costing

#### 1) Direct Cost

Particulars	Cost
Banana suckers	P 500.00
Fertilizer	375.40
Packaging cartons	300.00
Labor	380.00
<b>Total Direct Cost</b>	<b>P 1,555.40</b>

#### 2) Indirect Cost

Spade, bolo, pruning sickle	550.00
Transportation	100.00
Water	0.00
Contingency cost (10% of direct cost)	155.54

**Total Indirect Cost** **P 805.54**

#### 3) Production Cost

Total Direct Cost	P 1,555.40
Add: Indirect Cost	805.54

**Estimated Production Cost** **P 2,360.94**

### B) Product Pricing

Total Production Cost	P 2,360.94
Add: 30% Mark up	708.28

**Total** **P 3,069.22**

**Estimated Selling Price/kilogram** **P 14.76**  
(Total Production cost plus 30% mark up divided by 208 kilograms)

**Market Price/kilogram** **P 20.00 or more**



*Assumption: 10 bunches of saba bananas are equivalent to 2,080 fingers . One kilogram of saba bananas is approximately 10 fingers, thus 2,080 fingers are equivalent to 208 kilograms.*

#### **IV. REGISTRATION REQUIREMENTS**

**1. Business Name Registration**

Department of Trade and Industry (DTI) within NCR

- a) 2/F, Atrium of Makati Bldg. Makati Avenue  
corner Paseo de Roxas St., Makati City  
Tel. No. (632) 864.0847 / 501.5135
- b) 2/F Park N' Ride, Lawton, P. Burgos Ave.  
Dr. Basa St., Ermita, Manila  
Tel. No.: 536.7153
- c) G/F Highway 54 Plaza, EDSA (across SM  
Megamall), Mandaluyong City  
Tel. No.: 706.1767
- d) 5/F Araneta Square Mall, Monument Circle  
Kaloocan City  
Tel. Nos.: 332.0854 / 332.0829

DTI Provincial Office where the business is located  
Validity: Five years

**2. Mayor's Permit/Residence Certificate**

Municipal or City Office where the business is located  
Validity: One year

**3. Tax Identification Number (TIN)**

Bureau of Internal Revenue (BIR)  
BIR National Office Bldg.  
Agham Road, Diliman, Quezon City  
Tel. Nos.: 929.7676 / 927.2511  
Email: [contact\\_us@cctr.bir.gov.ph](mailto:contact_us@cctr.bir.gov.ph)  
Website: [www.bir.gov.ph](http://www.bir.gov.ph)

#### **V. FINANCING**

**Agricultural Credit Policy Council (ACPC)**

28<sup>th</sup> Floor, One San Miguel Avenue Building  
San Miguel Avenue, Ortigas Center, Pasig City  
Tel. Nos.: 634.3393 / 634.3320 to 21  
Fax No.: 636.3319  
Email: [acpcinfo@yahoo.com](mailto:acpcinfo@yahoo.com)  
Website: [www.acpc.goc.ph](http://www.acpc.goc.ph)

## VI. TECHNICAL ASSISTANCE

1. Department of Agriculture (DA)  
Elliptical Road, Diliman, Quezon city  
Tel. No. 928.8741 to 65  
Fax No. 929.8185  
Website: [www.da.gov.ph](http://www.da.gov.ph)
2. Technology Resource Center (TRC)  
TRC Building (formerly ELT Center)  
103 J. Abad Santos corner Lopez Jaena  
Little Baguio, San Juan City  
Tel. No.: 727.6205 loc. 208 / 209  
Website: [www.trc.dost.gov.ph](http://www.trc.dost.gov.ph)