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Situational Analysis on the Role of Women in Salt and Bagoong Industry along Production, Marketing, and Family Expenditures

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Abstract

Aim: Salt plays a significant role in many of the world's economies around the globe. This study determined the profile, production process, role played by women in production, as well as in marketing, and how they spend their income for family expenditures.

Methodology: The qualitative descriptive research design was utilized wherein purposive-random sampling was employed. A self-made validated instrument was formulated and pilot-tested to women engaged in said industries. Data gathering was done in November 2021 at Infanta, Pangasinan, Philippines through a hybrid mode.

Results: The women involve in bagoong production are older compared to salt production, college graduate, with an average of 3 dependents, not a permanent employee of any government agency. Their family expenditures are observed to be common before and during pandemic with an inclusion of the health care essentials when COVID-19 occurred. Variations on the steps of rock salt and bagoong processing stated by women respondents need enhancement in order to promote better understanding of the industry where they are engaged in. There is no evidence of government assistance extended to local salt and bagoong makers along production and marketing as provided by the key informants. Salt and bagoong prices increased during the pandemic due to decrease in production. Lending institutions show significance on salt and bagoong production in addition to technology integration/upgrading, technical-know how skills.

Conclusion: Women's role in salt and bagoong industry along production and marketing is visible and served as an avenue for them to earn an income. They play a great role in salt and bagoong marketing.

Keywords: Agricultural Research, Situational Analysis, Role of Women, Salt and Bagoong Industry, Philippines

INTRODUCTION

Women are the key to sustainable development and quality of life in the family. The varieties of role the women assume in the family are those of wife, leader, administrator, manager of family income and last but not the least important the mother. A woman acts as the humble manager of the family income. It is her responsibility to secure maximum return from every amount spent. She always prefers to prepare a surplus budget instead of a deficit budget. She is very calculating loss and gain while spending money. She distributes judiciously the income on different heads such as necessities, comforts and luxuries. The woman in the family also contributes to the family income through her own earning within or outside the home. She has positive contribution to the family income by the work. She herself performs in the home and uses waste products for productive purposes.

Financial resources are considered to be of utmost significance, particularly, when women are to get involved in any task or activity on an honorary basis. For instance, when they are to make provision of meals to the poverty-stricken individuals, who are experiencing malnutrition, then they need to possess sufficient financial resources. On the other hand, when women are financially not strong, when they have limited income, then too, they



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believe in making donations or in making use of their skills and abilities towards promoting knowledge and upgrading the skills of the individuals. But when they are financially strong, then they render a significant participation towards promoting goodwill and welfare of the community members (Shuan, n.d.). Women's labor force status relative to that of men is an important benchmark of their status in society.

At present, the Department of Agriculture (DA) is being manned by the President of the Republic of the Philippines. One of the hot topics being focused on is the salt production. Salt is an important mineral, preservative, and ingredient in cooking aside from its role in providing proper nutrition so that the body can maintain its internal balance that will aid in performing physiological activities. Salt has also special component in helping address health and medical concerns such as sore throat, toothaches, and digestion problems. The demand of salt is in high percentage because bulk of salt produced worldwide goes to the manufacturing industry of heavy chemicals, ceramics, glasses, textiles, and metals (Bartolome, et al., 2021). Salt is produced by various countries wherein it was mentioned that salt global production is around 181.5 million tons (Manmar & Yusufali, 2013). Worldwide, Philippines ranked 28th among the 91 countries (US Geological Survey in Nationmaster.com, 2020). The Manila Times (Cardinoza, 2022) has featured the presentation of Duque – the chief executive officer of the JALD Industries Corp. wherein it is mentioned that in 2018, Philippines is importing 80 percent of its salt requirements compared to 15 percent in 1990. From this, it can be understood that there is 65 percent increase. This situation is alarming and can be associated from challenges such as limited government support from the local salt industry, climate change, and limited research. Relative to this GMA News (2022) mentioned that the Marcos administration include five (5) main plans to enhance the salt production in the country. These include under the umbrella of Department of Agriculture (DA) - (1) implement programs and initiatives for boosting salt production and supply, (2) expand salt production areas and push for the development of technologies to accelerate salt production, (3) collaborate with Department of Environment and Natural Resources (DENR), Department of Science and Technology (DOST), and Department of Trade and Industry to fully develop the local salt industry under Republic Act 8172, or the Act for Salt Iodization Nationwide (ASIN); (4) Bureau of Fisheries and Aquatic Resources (BFAR) to lead various research and development initiatives on salt production, assist marginal, and artisanal makers; (3) realization of the Development of the Salt Industry Project (DSIP) for Salt makers in Regions 1, 6, and 9. To date, the Department of Trade and Industry (DTI) has increased the prices of salt after years of it remaining unchanged from PHP 21.75 for 500 grams and PHP 23.00 for one kilogram of iodized rock salt. In 2009, the country imported salt from Australia (400,000 MTs) and 22,000 MT from China to cater the annual salt requirements that reached to 590,000 MTs.

Every country has its own unique system of salt and fish paste/sauce production, distribution and consumption. The Nutrition Council of the Philippines (NCP) in 2010 revealed evident changes in the salt industry profile in terms of the participation of supply chain actors, salt production, processing, and marketing activities.

Objective

This study was conducted to determine the role of women in Salt and Bagoong (Fish Paste/Sauce) Industry along Production, Marketing, and Family Expenditures. Specifically, it sought to determine (a) the profile of women involve in such industry; (b) production process; (c) role played by women in production and marketing; and (d) how women spend their income along family expenditures.

METHODS

Research Design

The qualitative descriptive research design was utilized in the study wherein purposive-random sampling was employed.

Population and Sampling

The respondents were randomly chosen from the list of Salt Makers take from the Municipal Agriculturist Office at the Local Government Unit of Infanta, Pangasinan.

Instrument

A self-made instrument was formulated, validated by experts, and pilot-tested to women engaged in salt industry. Said women who participated in the pilot-testing were no longer included as participants in the study.



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Data Collection

The data gathering was done in November 2021 at Infanta, Pangasinan, Philippines through a hybrid mode of data collection i.e. one-on-one/face-to-face interview and online as well. During the interview, the IATF health protocols were strictly observed to avoid COVID-19 ill-effects.

Ethical Consideration

Respondent's consent was requested before proceeding to actual interview proper. Further, no one was put into risk in the conduct of the said study.

Data Analysis

Data gathered from the respondents were analyzed, examined and categorized thoroughly by considering the main points from what they had answered based on the questions posted from the instrument.

RESULTS and DISCUSSION

Situation of Women Involve in Salt and Bagoong Production

Women are the key to sustainable development and quality of life in the family. The varieties of role the women assume in the family are those of wife, leader, administrator, manager of family income and last but not the least important the mother. Woman acts as the humble manager of the family income. It is her responsibility to secure maximum return from every amount spent. She always prefers to prepare a surplus budget instead of a deficit budget. She is very calculating loss and gain while spending money. She distributes judiciously the income on different heads such as necessities, comforts and luxuries. The woman in the family also contributes to the family income through her own earning within or outside the home. She has positive contribution to the family income by the work. She herself performs in the home and uses waste products for productive purposes (Verdey & Abilay, 2017).

On Profile of women in Salt Production

Table 1. On Profile of Women in Salt Industry

Res #	Age	Civil Status	HEA	No. of Dependent	Occupation Prior to Engagement in Salt Industry	Length of Experience in Salt Industry	Do you receive any assistance from LGU Before Pandemic	Do you borrow money from lending investors	What do you recommend to improve salt industry	What assistance can be extended by the government to salt industry
1	69	M	Elem Grad	5	None	21	None	No	Price Control	No
2	36	M	Col Level	2	Former-OFW	2	None	No	Support Local Products	DOST Training
3	66	M	Elem Grad	4	Farming	41	None	No	Use of New Technology	Financial Assistance
4	31	M	Col Grad	2	None	3	None	No	Quality of Production	No
5	46	M	Col Grad	5	None	2	None	Yes	More salt-related research	Trainings
6	48	M	Col grad	5	Casual Gov't Employee	25	None	Yes	There should be an area in the town where the LGU promotes the salt industry	Financial and equipment support



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The computed mean age of women engaged in salt making industry at Infanta, Pangasinan is 49 wherein based on the stages in Havighurst's Theory 67% are at their later maturity and 33% are classified under the bracket of middle age (Theodore, 2022). The respondents are all married (100%) while in terms of highest educational attainment 3 or 50% are college graduate, 2 or 33% are elementary graduates, and 1 or 17% had reached college level. Most of them (50%) have 5 dependents, 2 or 33% have 2 dependents, and 1 or 17% has 4 dependents. Fifty percent of the respondents are unemployed prior to engagement in salt industry while 3 of them worked as in various areas such as farming, OFW, and casual government employee. Of the 6 respondents 3 or 50% are in salt industry for more than 20 years and above while 50% have less than 20 years' experience. Before the occurrence of pandemic, it was shown in table 1 that no assistance was received from the LGU (100%), 67% borrowed money from lending investors and 33% did not. Respondents' recommendation includes price control, support local products, use of new technology, quality of production, more salt-related research, and salt industry promotion. Stated assistance that can be extended by the government to women involve in salt industry are trainings from DOST, financial assistance, and purchase of equipment support.

On Role Played by Women in Salt Production, Marketing, and Family Expenditures

Financial resources are considered to be of utmost significance, particularly, when women are to get involved in any task or activity on an honorary basis. For instance, when they are to make provision of meals to the poverty-stricken individuals, who are experiencing malnutrition, then they need to possess sufficient financial resources. On the other hand, when women are financially not strong, when they have limited income, then too, they believe in making donations or in making use of their skills and abilities towards promoting knowledge and upgrading the skills of the individuals. But when they are financially strong, then they render a significant participation towards promoting goodwill and welfare of the community members (Kapur, 2019). Women's labor force status relative to that of men is an important benchmark of their status in society (Mammen & Paxson, 2000).

Table 2. On Role Played by Women in Production, Marketing, and Family Expenditures

Res #	Salt Making Process	Role in Production	Role in Marketing	Price (before COVID-19)	Price (during COVID-19)	Family Expenditures (before COVID-19)	Family Expenditures (during COVID-19)
1	1. Kukuha ng tubig sa dagat at lalagyan ng rocksalt (barara) 2. Tutunawin ito at ilalagay sa kawa o anawang 3. Iluluto ito sa pugon ng 12 oras at pakuluin ito 4. Kapag kumulo na at nabuo na ang asin sa ilalim o ibabaw, ito ay hahanguin at papatuyuin sa kaing o tiklis	Preparation of anawang	1. Finding areas to market the product 2. Looking for buyer 3. Communicate with the buyer		increase	Food Water bill Electric bill Other necessities	Food Water bill Electric bill Other necessities Health essentials
2	1. Kukuha ng tubig sa dagat at lalagyan ng rocksalt (barara) 2. Tutunawin ito at ilalagay	1. Preparing container for cooked salt	1. Finding areas to market the product 2. Looking for buyer 3. Communicate with the buyer and		same	Food Water bill Electric bill	Food Water bill Electric bill Health Essentials



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	sa kawa o anawang		making deals			
	3. Iluluto ito sa pugon ng 12 oras at pakuluin ito					
	4. Kapag kumulo na at nabuo na ang asin sa ilalim o ibabaw, ito ay hahanguin at papatuyuin sa kaing o tiklis					
3	1. Kukuha ng tubig sa dagat at lalagyan ng rocksalt (barara) 2. Tutunawin ito at ilalagay sa kawa o anawang 3. Iluluto ito sa pugon ng 12 oras at pakuluin ito 4. Kapag kumulo na at nabuo na ang asin sa ilalim o ibabaw, ito ay hahanguin at papatuyuin sa kaing o tiklis	1. Buying rocksalt	1. Looking for buyers 2. Marketing the product 3. Communicating and making deals with buyers	increase	Food Water bill Electric bill	Food Water bill Electric bill Health Essentials
	4	Supervision	1. Finding for buyer 2. Selling salt in Mangatarem and Malasique	increase	Food Water bill Electric bill	Food Water bill Electric bill Health Essentials Medicine



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5	<ol style="list-style-type: none"> Put rocksalt in water and do filtration After filtration, prepare brine solution The brine solution will be put in the cooking utensil and be boiled there for 2-3 hours Remove the excess bubbles to avoid the blackening of salt Remove the salt from the cooking equipment and dry it. 	<ol style="list-style-type: none"> Buying rocksalt Filtration of rocksalt 	<ol style="list-style-type: none"> Negotiation with the buyers Managing the payments 	increase	Food Water bill Electric bill	Food Water bill Electric bill Health Essentials
6	<ol style="list-style-type: none"> Ihanda muna ang anawang o paglulutuan ng asin Ihanda ang tunawan o paglalagyan ng mga asin na naluto. Ilagay ang raw materials (rocksalt) sa filtration at lagyan ng tubig. Kapag nababad , i-drain para makuha ang brine solution Ang brine solution ay isasalang sa silyasi o lutuan Maglalagay ng ipa sa ilalim ng lutuan upang magka-apoy Pakuluan hanggang sa makuha ang produktong naayon 	<ol style="list-style-type: none"> Paglalagay ng rocksalt upang babarin Paglalagay sa lalagyan ng produktong tapos na 	<ol style="list-style-type: none"> Deciding on prices of products Communicating with clientgs 	same	Food Water bill Electric bill	Food Water bill Electric bill Health Essentials Medicine



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On Role Played by Women in Production

Along the salt making process women had identified various steps as reflected in table 2 column 2. The roles played by women in salt production are buying rocksalt, preparing anawang, placing rocksalt in anawang, filtration of rocksalt, preparing container for cooked salt, and supervision.

On Role Played by Women in Marketing

Common to the role of women in marketing are finding areas to market the product, looking for buyers, communicating/negotiating/dealing with buyers, selling outside Infanta town, and managing the payments.

On Role Played by Women in Family Expenditures

Women are considered to be the one responsible in budgeting the income they derive from salt industry wherein before pandemic common to their expenses are food, water bill, electric bill while during pandemic the purchase of health essentials and medicines were observed as an add on. Further, it was shown that the price of salt increased during pandemic.

A. Bagoong Production

Fish paste making is one of the main livelihoods of people in Region 1 particularly in the provinces of La Union at 2.5 metric tons (San Fernando City Fisheries Profile, 2016) and Pangasinan composed Infanta (73.33 metric tons); Binmaley (0.29 metric tons); Anda (233.33 metric tons); Lingayen (13 metric tons), and Bolinao at 100 metric tons. Fish paste, locally known as bagoong, is already an industry in Pangasinan (Pangasinan Fisheries Profile, 2016). Processing plants for this product proliferate in Lingayen, Pangasinan, that is why it is dubbed as the bagoong capital of the province. There are small-to-large scale bagoong processing facilities utilizing not only anchovies and small-sized slip mouth but also siganids, particularly *S. canaliculatus* and *S. fuscescens* (Gonzales, et al., 2018).

Table 3. On Profile of Women in Bagoong Industry

Res #	Age	Civil Status	No. of Years in School	No. of Dependent	Occupation Prior to Engagement in Salt Industry	Length of Experience in the Industry	Do you receive any assistance from LGU Before Pandemic	Do you borrow money from lending investors	What do you recommend to improve bagoong industry	What assistance can be extended by the government to bagoong industry
1	52	M	Col Grad	2	None	20	None	No	Improve the quality	Financial
2	64	M	HS Grad	0	None	5	None	No	None	None
3	66	M,	Elem Grad	0	Fish Vendor	5	None	Yes	Use of new technology	Financial

The computed mean age of women engaged in bagoong (fish sauce/paste) making industry at Infanta, Pangasinan is 61 wherein based from the stages in Havighurst's Theory 67% are at their later maturity (Theodore, 2022). The respondents are all married (100%) while in terms of highest educational attainment college graduate (33%), high school graduate (33%), and elementary graduate (33%). Two or 67% have no dependents while 1 or 33% has 2 dependents. Prior to engagement in bagoong industry 2 of them are unemployed while 1 or 33% worked as fish vendor. Of the 3 respondents, 2 or 67% are in bagoong industry for less than 10 years while 33% had 20 years' experience. Before the occurrence of pandemic, it was shown in table 2 that no assistance was received from the LGU (100%), 67% did not borrow money from lending investors and 33% borrowed. Respondents' recommendation includes use of new technology, and improve the quality of production. Financial assistance (67%) was highly desired.



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Table 4. On Role Played by Women in Production, Marketing, and Family Expenditures

Res #	Bagoong Making Process	Role in Production	Role in Marketing	Price (before COVID-19)	(during COVID-19)	Family Expenditures (before COVID-19)	(during COVID-19)
1	<ol style="list-style-type: none"> 1. Delivery of fish (dilis/terong) supply 2. Wash the fish 3. Mix fish and salt 4. Set aside and place in drum 5. Store for 6 months to 1 year 6. Check 7. Place in bottle the fish paste/sauce 8. Sell/ Distribute to costumers 	<ol style="list-style-type: none"> 1. Wash the fish 2. Mix fish and salt 3. Set aside and place in drum 4. Store for 6 months to 1 year 5. Check 6. Place in bottle the fish paste/sauce 	<ol style="list-style-type: none"> 1. Introduce the products to customers 2. Find buyers/resellers 3. Communicate with buyers 	same	same	Electric bill Water bill Tax Food School Allowance (Children) Inputs	Electric bill Water bill Tax Food School Allowance (Children) Inputs Health essentials
2	<ol style="list-style-type: none"> 1. Clean the container 2. Put the fish in container 3. Mix fish and salt 4. Check everyday 5. After 1 week, stir 6. After months, put into bottles 	<ol style="list-style-type: none"> 1. Clean the container 2. Put the fish in container 3. Mix fish and salt 4. Check everyday 5. After 1 week, stir 6. After months, put into bottles 	<ol style="list-style-type: none"> 1. Advertise in fb 2. Sell product to neighbors 		increased	Food Electric bill Water bill Inputs Medicine	Food Electric bill Water bill Inputs Medicine Vitamins
3	<ol style="list-style-type: none"> 1. Buy dilis or terong to be processed 2. Wash 3. Mix fish and salt 4. Set aside and place in drum 5. Wait for 6 months to 1 year 6. Check the status of fermented fish 7. Put into bottles 8. Sell to costumers 	<ol style="list-style-type: none"> 1. Wash 2. Mix fish and salt 3. Set aside and place in drum 4. Wait for 6 months to 1 year 5. Check the status of fermented fish 6. Put into bottles 	<ol style="list-style-type: none"> 1. Introduce the products to customers 2. Find buyers/resellers 3. Communicate with buyers 		increased	Food Electric bill Water bill Maintenance	Food Electric bill Water bill Health Essentials



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On Role Played by Women in Production

Along the bagoong making process women had identified various steps as reflected in table 4 column 2. The roles played by women in bagoong production are fish purchase, fish cleaning, preparing containers, mixing salt with the fish, monitoring, and bottling.

On Role Played by Women in Marketing

Common to the role of women in marketing are product introduction to customers via fb, looking for buyers, communicating/negotiating/dealing with buyers, and selling.

On Role Played by Women in Family Expenditures

Women are considered to be the one responsible in budgeting the income they derive from bagoong industry wherein before pandemic common to their expenses are food, water bill, electric bill, tax, allowance for children, maintenance, and inputs while during pandemic the purchase of health essentials and medicines were observed as an add on. Further, it was shown that the price of bagoong increased during pandemic.

Summary, Conclusions, and Recommendations

The women involve in bagoong production are older compared to salt production, college graduate, with an average of 3 dependents, not a permanent employee of any government agency, The women's role in salt and bagoong industry along production and marketing helped women earn a living and made them contributory in economic development of the town because it provides an employment avenue for them. Their family expenditures are observed to be common before and during pandemic with an inclusion of the health care essentials when COVID-19 occurred. Variations on the steps of rock salt and bagoong processing stated by women respondents need enhancement in order to promote better understanding of the industry where they are engaged in. There is no evidence of government assistance extended to local salt and bagoong makers along production and marketing as provided by the key informants. Salt and bagoong prices increased during the pandemic due to decrease in production. Lending institutions show significance on salt and bagoong production in addition to technology integration/upgrading, technical-know how skills. The recommendations offered by the participants are comparably relevant to be given attention by authorities.

Small producers can form collectives through cooperative establishment to regulate the price and make their business become more profitable, which in turn may lead to economic growth of the town and be an established source of income for women. Assistance support that can be extended to salt, fish sauce, fish paste production, and marketing managed by women includes tech-know-how training and business development services like microfinance, branding and marketing of salt, fish sauce, fish paste, improved resource utilization and reduced wastage. Pamphlet production can be produced to educate people about the town's salt industry as a form of promotion and encourage folks to patronize the locally produced salt products. Salt made products and enhanced bagoong processed products can be introduced to women as an add-on source of income.

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