

**Report to lamninoy-iamcory
February – June, 2011**

1. Capacity building working group

Dual-Training System – Competency-Based Education curriculum for Microfinance

- 37 graduates of Certificate in Loan Officer Course from Bicol University, Daraga Campus
- 2 graduates employed at Simbag sa Pag-aseño serving poor communities in Pilar, Sorsogon and Rapu-Rapu Island, Albay
- Copyright Registration of Loan Officer Modules
- Development of 27 Core Competency Modules for Team Leader/Supervisor
- 10 partner staff and faculty passed Microfinance Technology NC II assessment in Davao
- MOAs with University of San Carlos and RAFI-CMEDFI; Green Valley College and Mindanao Microfinance Council
- BS in Microfinance equivalency program for MF staff at University of Makati
- Offering of BS BA Major in Microfinance in BU - Gubat Campus and in UMak
- Offering of BS BA Major in Banking and Microfinance in Araullo Univ in Cabanatuan

DTS CBE Course Offerings		Enrolees	Remarks
Bicol University Daraga, Albay	BS BA Major in Microfinance		
2009-2011	Certificate in Loan Officer	37	2 full-time at SEDP; 2 summer job at EADCoop
2011-2012	1st Year	49	
2011-2012	2nd Year	49	
2011-2012	3rd Year	50	
Gubat, Sorsogon			
2011-2012	1st Year	30	
College of Immaculate Concepcion Cabanatuan, Nueva Ecija	BS BA major in Microfinance		
2011-2012	1st Year	4	
2011-2012	2nd Year	1	
Araullo University Cabanatuan, Nueva Ecija	BS BA Major in Banking and Microfinance		
2011-2012	1st Year	11	
University of Makati, Makati City	BS in Microfinance		
2011-2012	1st Year	90	this represents all Finance students, the specific course will be decided in the 2 nd sem

2. Knowledge management working group

a. Policy research and advocacy

- i. In his address to the 5th anniversary of PinoyME in February, Pres. Noynoy Aquino proclaimed that microfinance and microentrepreneurship will be one of the key elements of his poverty reduction and inclusive economic development strategy.
- ii. The Advocates for Microenterprise (Ad4ME) policy research and advocacy consortium formed by PinoyME has been in dialogue with key cabinet members for the operationalization of this policy pronouncements. Among them, the inclusion of microfinance and microentrepreneurship in the Philippine Development Plan and in the national anti-poverty strategy of NAPC.
- iii. PinoyME developed the Community-Driven Enterprise Development program for DSWD with supported from the World Bank. The DSWD has adopted the program as its sustainable livelihood approach in its convergence strategy. The Office of the Presidential Adviser on the Peace Process has also expressed interest in using the program in its PAMANA program in conflict-affected areas. In the private sector, PinoyME is using this approach in assisting two private companies (Petron Corp. and the San Roque Power Corp.) in developing sustainable enterprises for their beneficiary communities.
- iv. A bill to enact a Microfinance Code of the Philippines is being developed in partnership with the Microfinance Council of the Phils. and Rep. Cresente Paez of COOP NATCCO Party. The bill proposes to institutionalize the National Strategy for Microfinance that was created by EO 138 in 1999.
- v. In April, PinoyME organized the Value Chain Financing Conference for Agricultural and Rural Enterprises with MCPI. The conference brought together stakeholders to identify the risks involved in financing rural and agricultural enterprises

b. MIS Automation Program

- i. PinoyME and Accenture launched their partnership in providing advisory services to MFIs in using information technology in microfinance. Still in its pilot phase, Accenture has already provided services to 10 MFIs based in Ilocos, Central Luzon, Bicol and Metro Manila.
- ii. After the initial consultation with three (3) MFIs, Accenture Philippines and PinoyME Foundation were able to identify the errors that would need to be corrected in the future consultations with other MFIs. These are:
 - Consultancy will only take place when MFIs undergo training
 - Consultants will provide a set of questionnaires to participating MFIs before the training proper in order to analyze situations of each MFIs in terms of their knowledge on MIS, which would help consultants utilize their time during immersion.

- To create a tripartite contract, indicating the roles and responsibilities of Accenture Philippines, PinoyME Foundation, and the MFIs attending the training and to undergo immersion. This contract would also clarify the time frame of the consultancy, wherein after a solution has been derived, proper closure would take place wherein an evaluation system will be developed.
 - Efforts in further developing the course program would involve writing up case studies which can be used as a learning tool; the continuous updating of the automation guide to keep up with technology's evolution; and determine how many MFIs have benefited from the program in order to establish that the training not only capacitates MFIs but is also making the industry more efficient.
- iii. By September 2011, the MIS Automation Program will be offered commercially, aiming at emerging, medium-sized MFIs that have aggressive outreach targets and would want to employ IT in reaching these growth targets.
 - iv. To date, PinoyME has already had four successful runs of the MIS Automation Program with more than 30 MFIs having benefited from the Program, with positive feedbacks from the participants.

3. Business development services working group

- a. After a series of discussions and conferences, PinoyME launched its People Powered Markets strategy in taking microenterprises into the mainstream economy through the value chain approach. PPM brings together groups of small producers, NGOs, business development service providers and financial institutions in helping microenterprises participate in profitable value chains. During its 5th anniversary celebration, PinoyME launched PPM through the People-Powered Markets : A "Reverse" Trade Fair at the NBC Tent in Makati.

PPM highlights the new dimensions of People Power which were fostered by former Pres. Cory Aquino thru the initiatives of PinoyME and other organizations. It aimed to demonstrate different ways in which people and private companies can use the market to address social problems, like poverty and unemployment, while expanding the marketplace, using the value chain approach.

PPM also provided venue to encourage private businesses to use their core competencies in addressing poverty as an effective means of exercising corporate social responsibility and as a way of improving bottom lines while attracting more public and private organizations, as well as donor and multilateral agencies, to provide intermediary services and technology solutions that would help link small producers to corporate markets in a sustainable manner.

4. PinoyME Foundation

- a) SMEC Wholesale Microfinance Loan for medium and small MFIs
 - i. Increase in total credit line from P78M in December 2010 to P94M with total outstanding loans of P69M
 - ii. Presently working on the SMEC loan applications of 4 new MFIs from Luzon, Visayas and Mindanao.

b) Social Investment Fund

- i. Fund has grown to P 2,500,000.00 coming from donations from individuals, organizations and private companies.
- ii. Released the following SIF loans
 - P600,000 for Laua-an MPC for trading of muscovado sugar. LMPC is a primary coop in Laua-an, Antique with 1,168 members
 - P1,000,000 for AFCCUI for trading of muscovado sugar. AFCCUI is a secondary coop in San Jose, Antique with 33 primary coops members. Total members of the primary coop is 51,679 individuals. P800,000 of the total loan is funded by SIF grant from Accenture
 - P564,000 for Daan Sa PAg-Unlad Inc. for financing the various microenterprises of Petron – Sulong Ka-Barangay beneficiaries in Limay, Bataan.
- iii. Presently working on the following cooperatives that will be provided with a total of P2.0M in SIF loans for their various social enterprises, P1.5M of which will be funded by a grant from Accenture
 - P500,000 for Kooperatiba Sto. Nino in Sto. Nino, South Cotabato for trading of organic rice. 76 individuals will benefit from this loan
 - P500,000 for Dujali Free Farmers MPC in B. Dujali, Davao del Norte, for trading of organic rice, 125 individuals will benefit from this loan
 - P1,000,000 for Linabu Agrarian Multipurpose Coop, in Linabu, Balingasag, Misamis Oriental, for working capital of coconut sugar production of the coop with a total of 183 members.