



Microfinance Council
of the Philippines, Inc.



7th MCPI Annual General Meeting held last May



The 7th Annual General Meeting of the Microfinance Council of the Philippines was held at the Century Park Plaza Hotel last May 11, 2007. The morning session started with a presentation of the wholesale loan products of the Development Bank of the Philippines and the Bank of the Philippine Islands. It was then followed by the launching of the 2007 Citi Microentrepreneur of the Year Awards. The morning session ended with an introduction to a new marketing concept entitled *Hapinoy* aimed at enhancing the image of sari-sari stores owned by clients of MFIs.

Wholesale Loan Products on Microfinance

Development Bank of the Philippines

Ms. Josie Canlas of the Development Bank of the Philippines gave an overview of how microfinance in their bank developed. DBP's objective is to have more partners undertaking microfinance in order to reach more of the poor. She then shared the DBP Microfinance Program – where DBP gets its fund sources, who the eligible borrowers are, what are the credit and technical assistance facilities, and the terms and conditions of the loan.

DBP's credit and technical facilities for microfinance include the Microfinance Housing, Cleaner Land Transport Financing and High Value Commercial Crops Financing programs. The Microfinance Housing is a shelter finance strategy of the Development of Poor Urban Communities Sector Project (DPUCCSP) and Rural Power Project (RPP). Part of the DBP Cleaner Land Transport Program supports the objective of the Republic Act 8749 (Clean Air Act) by providing financial assistance to the public transport sector. The High Value Commercial Crops Financing Program provides credit for high value commercial crops production projects to support the national government's thrust for Philippine agri-business.

Bank of the Philippine Islands

Mr. Jody dela Cruz of the Bank of the Philippine Islands expounded his presentation on the available loans that BPI is offering – Wholesale Institutional Loans and Capacity-building Soft Loans. The Wholesale Institutional Loans have targets for small, medium and large MFIs. The Capacity-building Soft Loans are being provided by BPI Foundation. Training and MIS enhancement are the focus areas of the foundation.



Capacity-building is done in partnership with Ateneo de Manila University (ADMU) Development Studies Program and with the Rural Bank Association of the Philippines – Microfinance Access to Banking Services Program (RBAP-MABS). The partnership ADMU involves capacity building courses conducted in 10 locations nationwide. Individual Client Methodology for Rural Banks and Installation of RB 2000 Integrated Banks System are done in partnership with RBAP-MABS.

Requirements on how to avail of the abovementioned loans were provided by Mr. Dela Cruz.

Launching 2007 Microentrepreneur of the Year Award

The 2007 Microentrepreneur of the Year Award (MOTY) Awards Program was launched during the 7th Annual General Meeting of MCPI. It was attended by members of the National Selection Committee – Governor Amando M. Tetangco Jr, (chair), Mr. Sanjiv Vohra (co-chair), Mr. Fernando Zobel de Ayala, Ms. Tessie Sy-Coson, Mr. Lance Gokongwei, Mr. Jose Ma. A. Concepcion III, Mrs. Marixi Rufino-Prieto, Mrs. Stacey Morse, and Dr. Emmanuel Esguerra.

In his welcome remarks, Mr. Sanjiv Vohra – Citi Country Officer – Philippines, proudly shared with the group the visibility that MOTY has gained over the years. He emphasized that the real heroes in MOTY are the men and women who have proven that microfinance can indeed transform lives.

Mr. Morse shared Citi's microfinance initiatives in the Asian region. He also shared the banks achievements and future plans for the microfinance industry in the region.



Ms. Jennilyn Antonio, Maunlad National Winner of the 2006 Citi MOTY --, shared her story on how she started her business. She never expected to have gone this far given that she came from a poor family. She was a factory worker while her husband was a company driver – their combined income was not enough to pay their debts and sustain their daily expenses.

Because of their need, she experimented on how to produce peanut butter that satisfied the Filipino taste. What started out as an experiment is now being produced in large quantities. Ms. Antonio's peanut butter is being supplied to 51 branches of a known bakeshop in Metro Manila and to another famous bakeshop with branches nationwide.

Ms. Antonio thanked the Microfinance Council of the Philippines, Citi, the Bangko Sentral ng Pilipinas, Philippine Center for Entrepreneurship and Globe for the support given to her. She also added that as Christians we should bring all our goals and plans to the Lord and ask for His will to be done through us. She emphasized that poverty is not a barrier to achieving success.

Governor Tetangco, in his message, mentioned that Ms. Antonio's experience served as a further validation of the power of microfinance to liberate people from poverty and to transform them into industrious and self-reliant microentrepreneurs. These are microentrepreneurs who overcome challenges to become employers themselves and in the process become agents for economic development in their respective communities. He added that this would be his fifth year in the MOTY and the third time as co-Chairman of the National Selection Committee (NSC).



The Governor also shared the plans and programs of the Bangko Sentral ng Pilipinas for the microfinance industry of the country.

The launching ceremony ended with a photo session with the guests and members of the NSC.

Hapinoy



Mr. Bam Aquino of the Micro-Ventures, Inc. gave an overview of Pinoy ME and Hapinoy. HAPINOY is being organized by Micro-Ventures, Inc. It aims to build a chain of empowered sari-sari stores owned by microfinance clients. Mr. Aquino added that the sari-sari store is the prime store for buying goods. Hapinoy is the *tindahan ng haping pinoy*. He further elaborated that Hapinoy stores will be built upon the backbone of the microfinance industry. These stores will be enjoying the benefits of having to sell goods at the lowest possible price in the market.

Hapinoy store aims to: have a sustainable and more profitable business; reap tangible, practical benefits for partner-sponsors and institutions; be enabled through training programs and support services; and be empowered.

Practitioner Learning Sessions

Official representatives of MCPI members attended the AGM while the learning sessions were attended by the different MCPI members and other stakeholders. The learning sessions were on: 1) Techniques and Tools to Combat Delinquency; 2) Managing Human Resources for Rapid Expansion; 3) Enhancing Credit Methodologies to Reach More of the Poor; and 4) Reaching more of the Poor through Microinsurance.

MCPI Annual General Meeting

During the 7th MCPI Annual General Meeting, a new set of board of trustees was elected by the members. The new Board elected among themselves the officers for the incoming year: ***Alalay sa Kaunlaran, Inc.*** as President, ***Negros Women for Tomorrow Foundation, Inc.*** as Vice-President, ***TSPI Development Corporation*** as Secretary, ***Center for Agriculture and Rural Development, Inc.*** as Treasurer, ***Rural Bank of Talisayan*** as Internal Auditor, and ***Ahon sa Hiras, Inc.*** and ***MILAMDEC Development Foundation as Members.***