

# NEGOSYO CENTER

## SCHEDULE OF ACTIVITIES March 2017

### Aklan (036) 268 5280

#### DTI Kalibo

- 3 Seminar on Entrepreneurship
- 10 Seminar on Entrepreneurship
- 17 Seminar on Entrepreneurship
- 24 Seminar on Entrepreneurship
- 31 Seminar on Entrepreneurship

#### Lezo

- 2-7 Skills Training on Nito Craft combined with Bamboo and Wood

#### Makato

- 8 Launching of NC

#### Libacao

- 16 Launching of NC

### Antique (036) 540 8726

#### San Jose de Buenavista

- 2 Entrepreneurship Seminar
- 8 ICT Council Meeting
- 8 Entrepreneurship Seminar
- 16 Entrepreneurship Seminar
- 23 Entrepreneurship Seminar
- 29 Briefing on Trade Fair Laws
- 29 Entrepreneurship Seminar

### Capiz (036) 621 1151

#### Roxas City

- 10 Basic Entrepreneurship Seminar
- 17 Basic Entrepreneurship Seminar
- Introduction to e-Marketing Training Workshop
- Orientation on RA 10644 (Go Negosyo Act) and RA 9178 (BMBE Law)
- Accounting for Non-Accountants Training Workshop

#### Pontevedra

- Technology Training on Liniment Making

#### Sigma

- Basic Entrepreneurship Seminar
- Orientation on RA 10644 (Go Negosyo Act) and RA 9178 (BMBE Law)

## DTI shares 7 M's to help MSME sector

**D**TI Undersecretary for Regional Operations Group Zenaida C. Maglaya echoed the directive of Trade and Industry Secretary Ramon M. Lopez to strengthen the government support system to micro, small and medium enterprises (MSMEs).

During the 1st Quarter Management Review of DTI Region 6 from Feb. 9-10 at Marzon Hotel, Kalibo, Aklan, Undersecretary for Regional Operations Group Zenaida C. Maglaya reiterated Lopez's thrust to support MSMEs. And that is through the seven M's – mindset, mastery, market, money, machines, mentoring and models.

According to Maglaya, the DTI must assist entrepreneurs to have the right mindset and mastery. They should also listen to what the market is asking for.

Further, the agency should provide money, machines and mentoring assistance to MSMEs.

Maglaya added that DTI is also responsible in nurturing entrepreneurs by giving them successful business models.

The DTI currently provides lending options to MSMEs through

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*For comments/suggestions, please contact:*

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## dti DTI VI News <sup>updates</sup>

DEPARTMENT OF TRADE & INDUSTRY PHILIPPINES  
Department of Trade and Industry Region VI February 2017



*The DTI VI and Department of Public Works and Highways (DPWH) are joined by civil society organizations, industry cluster representatives, local government units, and other multi-sectoral groups during the ROLL IT Program Consultative Meeting.*

## ROLL IT to boost industry access

**T**he damaged and nearly-impassable roads leading to industries and trade development areas in the region may soon be addressed under the government's Roads Leveraging Linkages for Industry and Trade (ROLL IT) Program.

The ROLL IT, spearheaded by the DTI and DPWH, is envisioned to further fuel the recent high growth of domestic investments as well as the surge in foreign direct investments of the country.

ROLL IT will leverage on the success and experiences of the Department of Tourism-DPWH Convergence Program or the Tourism Road Infrastructure

Program that lead to upgrading of roads leading to tourist destinations, said ROLL IT Program Consultant Ronilo Balbieran.

Balbieran, also an infrastructure specialist under the USAID COMPETE Project, discussed the program to DTI VI OIC-Regional Director Rebecca M. Rascon, DPWH officials, civil society organizations, industry cluster representatives, local government units, and other multi-sectoral groups during a consultative meeting on Monday, February 20, 2017.

Rascon said the project would provide infrastructure support for local industries in the region.

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## PCAB license renewal, registration now online

Contractors can now renew their Philippine Contractor's Accreditation Board (PCAB) license and registration through the online Contractors Licensing and Registration System (CLiRS).

The online CLiRS can be accessed through the Construction Industry Authority of the Philippines (CIAP) Portal (<http://ciap-portal.dti.gov.ph/>). The application system will allow contractors to register and create their respective accounts as users of the e-Filing System, take online Authorized Managing Officer examination, accomplish electronic application forms, submit license and/or registration applications, and conduct status verification of filed applications, among others.

The online services of the CIAP

website ([www.ciap.dti.gov.ph](http://www.ciap.dti.gov.ph)) can also lead you to the portal.

DTI Iloilo Provincial Director Diosdado P. Cadena, Jr. said that the full utilization of CLiRS will be effective starting CFY 2017-2018. Pursuant to PCAB Board Resolution No. 194 Series of 2016, it is mandatory for PCAB contractors falling under the categories of Double A (AA), Triple A (AAA) and Quadruple A (AAAA) to file their license and registration applications online using CLiRS. Contractors falling under PCAB license categories "A" to "Trade" may submit their applications at the CIAP office in Makati City or through CIAP Windows in the DTI Regional and Provincial Offices in the country, but they may opt to file online using CLiRS.



**DTI, Jordan conduct weighing scales inspection.** The DTI Guimaras Provincial Office joined the team from the Municipality of Jordan in the conduct of weighing scales inspection on February 19, 2017. The activity was conducted at the town's public market in Brgy. San Miguel, Jordan, Guimaras. The Team was composed of the Municipal Treasurer's Office, Philippine National Police and the DTI. Seven weighing scales were found to be defective, out of the 120 weighing scales inspected. The defective weighing scales were confiscated by the Municipal Treasurer's Office. The conduct of inspection was aimed to ensure that only accurate weighing scales are being used in the said market.

## DTI CAPIZ JOINS 'BOSS' IN TAPAZ

The DTI Capiz Provincial Office accommodated around 148 applicants secure their business names within two days as it participated in the Business One Stop Shop (BOSS) program in Tapaz town on Jan. 19 and 27, 2017.

The applicants were able to experience a fast and efficient processing of their BN upon submission of the complete requirements. During the on-site/ on-line registration, DTI staff processed and released the BN certificates within 15 minutes.

The success of the activity can be greatly attributed to the support and leadership of Tapaz Mayor Roberto O. Palomar, who insisted that only those with approved BNs can secure their business permits.

The BOSS is a program that aims to streamline the Business Permits Licensing System (BPLS) in the local government units. This is an effective way of delivering government service to the public because it reduces bureaucratic red tape and the cost in doing business.

More so, it provides a more convenient, fast and easy system of renewing or registering business permits. This program has resulted to a higher turnout in the number of business registration which ultimately increased the tax collection and business fees that can be used to finance basic services. The same activity was also conducted in Sigma, Mambusao and Sapian towns in time for the renewal

of business permits.

DTI-Capiz Provincial Director Ermelinda P. Pollentes said that LGUs in the Province of Capiz are BPLS compliant.

*ROLL IT to boot... from page 1*

The ROLL IT Program is anchored and consistent with the President's mandate, *Ambisyon Natin 2040* (Executive Order 05, s. 2016), which envisions a predominantly middle-class society with enhanced standards of living, and aims to eradicate hunger and poverty.

This initiative of the DTI and DPWH is intended to contribute in delivering the twin promises of the present administration of accelerated infrastructure development and inclusive economic growth.

In November 29, 2016, the DTI and the DPWH signed a Memorandum of Agreement to create a Convergence Program on road connectivity for industry and trade development. The MOA aims to establish the working arrangement between the DTI and the DPWH to jointly undertake the planning, budgeting, advocacy for legislation, identification, evaluation, regulation, prioritization, supervision, implementation, and monitoring and evaluation of industry-developing infrastructure projects in priority economic and manufacturing zones in the Philippines.

## Out of the Woods, on the Way to Riches

This might be what destiny has for a small-town furniture maker from Altavas, Aklan, Mr. Eddie “Toto” Andres.

Toto, as Mr. Andres is fondly called by his family and friends, started his small business in April 2010 with initial asset size of P600,000.00 utilizing hard wood (acacia, mahogany, etc.) sourced out from within the municipality and nearby towns.

Business was running relatively smoothly for a start-up like him but disaster struck in 2013.

Typhoon Yolanda reduced the fledgling entrepreneur to almost-nothing. Toto thought he cannot recover anymore if not for his passion and indomitable spirit to keep going despite the odds. Possessing these two entrepreneurial traits, he resumed his business in the last quarter of 2014 and, in 13 April 2015, decided to have his business name registered with DTI. From then on, things got better and better. He registered his business with BMBE last 11 October 2016.

DTI started to mentor him. On his part, Toto was receptive to DTI’s programs or activities he was invited



## FEATURE STORY

to participate in like the various trainings, seminars/workshops and market linkages facilitated by the agency through the Negosyo Center.

Hence, from making furniture with the usual designs seen in the local market, Toto’s designs evolved to the more trendy ones. His creative ideas were put in harness. From his usual cabinets, doors, tables and chairs, he has expanded his product lines. They now include souvenir items like mood lamp shades and wooden mirror frames utilizing scrap materials in his furniture shop. All these thanks to DTI-Negosyo

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## SSF to expand coco coir production in Capiz



The Capiz Small Coconut Farmers Marketing Cooperative (CASCOFAMCO) has inked an agreement to its three end-beneficiaries for the use of the Shared Service Facility (SSF) for the Coco Coir Upscaling on Feb. 21, 2017.

CASCOFAMCO Chairperson Adan V. Laurilla forged a Memorandum of Agreement with representatives from the Lonoy, Sapian Kasaganahan Sa Niyugan ay Kaunlaran ng Bayan (KAANIB), Cayus, Pilar Small Coconut Farmers Organization (SCFO) and Tapaz Marketing Cooperative (KAANIB).

On Dec. 29, 2016, DTI Capiz Provincial Office granted CASCOFAMCO with two units of decorticators, four units of handlooms and 22 units of twining gears amounting to P1.55 Million, as cooperator of the SSF.

Of these facilities, CASCOFAMCO will operate one unit handloom while the rest of the equipment were entrusted to its three association-members to help them expand their operation from mere buying stations of coconuts to producers of coir, twines and

geonets.

CASCOFAMCO will act as consolidator/marketing arm of its members.

DTI-Capiz Provincial Director Ermelinda P. Pollentes and PCA-Capiz Provincial Manager Jeffrey De Los Reyes together with DTI-VI Regional SSF Coordinator Henry Tampani, representing OIC-RD Rebecca M. Rascon of DTI-VI, were present during the activity.

Both heads of DTI and PCA delivered their respective messages which motivated the end-beneficiaries of the project. Tampani, on the other hand, provided inputs on the market opportunities for coco coir.

These organizations are expected to make full use of the facilities to start a business on coco coir production in their respective areas. It is hoped that the project will provide employment and income opportunities that will eventually improve the quality of life of the people in their communities.



the Pondo Para sa Pagbabago at Pag-Asenso or the P3 program. It also assists businesses through its Shared

Service Facilities program and coaching sessions at its Negosyo Centers.



Out of the woods... from page 4

Center's enabling activities like the Product Development Clinic, Homestyle Woodcraft conducted by Mr. PJ Aranador.

Participation in DTI-NC's Negosyo Encounter seminars, trainings, market linkages really spelled the difference. Toto's woodcrafts found its way to institutional buyers such as TESDA and other agencies/clients.

Just recently, the owner of a popular resort in Boracay Island saw his mood lamp shades displayed at the Nego Cart in Negosyo Center - Aklan and she immediately placed an initial order of 55 pcs, at P700.00

each. Toto is planning now to apply for a loan with SB Corporation to augment his working capital in anticipation of increased demand for his products.

From a barely-surviving furniture-making business, his sales increased since DTI started to assist him. Before DTI, he had around P500,000 sales a year. Since July, 2016, he has generated P1.8M or a remarkable 260 percent increase in sales - from 5 workers, he now has 10 workers. His net income increased by half.

Figures don't lie. Toto's future, indeed, looks brighter with DTI as his mentor.

## FDA LTO certification, a priority for MSMEs

In the 2016 accomplishments of the Comprehensive Agrarian Reform Program (CARP) unit of the Department of Trade and Industry Region 6, certifications for Food and Drug Administration-License to Operate or FDA-LTO were given foremost importance in assisting food enterprises.

During their Synchronized Planning on February 15 to 17 in Malay, Aklan, the DTI and Department of Agrarian Reform (DAR) reported that two DTI CARP-assisted MSMEs in Region 6 had already obtained their FDA-LTO certification.

These are the San Julian Multi-Purpose Cooperative (SJMPC) from Badianan, Iloilo and the Progressive Women Agrarian Reform Cooperative (PWARC) from Dumarao, Capiz. The SJMPC obtained their FDA-LTO as a manufacturer of bakery products

while PWARC produces golden calamansi juice.

DTI-CARP facilitated the laboratory and documentary requirements for the FDA LTO certifications of these MSMEs which aim to expand marketability and competitiveness of their products.

The synchronization workshop also involved the Department of Science and Technology (DOST) which plays a vital role in providing support for food processors in terms of laboratory testing, technology and relevant grants-in-aid.

Workshop discussions also centered on the subsequent activities and trainings needed for CARP-assisted MSMEs as well as formulating strategies in mitigating difficulties and weaknesses of the assisted groups. An indicative 2018 plan of activities was also crafted to set directions for future interventions of the CARP-assisted MSMEs.



Workers at the Progressive Women Agrarian Reform Cooperative