DTI XI
PERFORMANCE REPORT
2018

dti
PHILIPPINES

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Message

MARIA BELENDA Q. AMBI, CESO III
REGIONAL DIRECTOR

The year 2018 had been a productive period for the DTI – XI as we sustained and intensified the agency's programs, projects and services in Davao Region to uphold our commitment to contribute to a more inclusive and prosperous Philippines.

The region's sustained momentum of growth in 2018 was reflected in our GRDP growth rate of 8.6 percent maintaining its position as the 2nd fastest growing economy among the 17 regions all over the country. The total regional output was pegged at PHP400 billion, with the services and industry sectors contributing the bulk at 49.3 percent and 40 percent, respectively. In terms of growth, the services sector grew by 8.1 percent while the industry sector grew by 10.9 percent. Albeit, the 2018 growth posted is slower compared to that of the previous year.

Investments registered by BOI for the region were higher by 85.8 percent vis-à-vis 2017 while exports grew by 16.1 percent, increasing its share to the national total by 0.5 percent in 2018. All these expectedly resulted in the creation of more jobs and alleviated poverty.

DTI-XI takes pride in being part of this regional growth. We owe this to our inclusive programs and interventions, widened coverage and client base, adoption of innovative strategies, and strengthened partnership and collaboration with private organizations, industry associations, national government agencies, and local government units.

A lot of players and factors made possible such regional performance. The operation of our 51 Negosyo Centers throughout the region have significantly helped in increasing the number of MSMEs by 100 percent from 10,440 in 2017 to 20,162 in 2018 including the establishment of new micro small and medium enterprises (MSMEs) and scaling-up of existing ones especially in enhancing their capacity and productivity, expanding their markets, increasing sales, and, infusion of new investments.

We likewise provided livelihood interventions to those belonging to the marginalized sectors as a response to the President's call for inclusive growth. In 2018, about 298 former rebels were trained and provided livelihood kits, 327 people with disability (PWD) have benefitted from training and other forms of assistance, and 13 Indigenous Peoples (IPs) organizations/communities were assisted.

Moreover, other special sectors were also extended with technical assistance. Around 186 young entrepreneurs and those with potential were provided with support services while 266 Overseas Filipino workers (OFWs) or their family members were assisted.

In adherence to DTI-XI's mandate on consumer protection and empowerment, we also ensured that our consumers were protected and empowered to realize our regulatory mandates. Monitoring and enforcement were intensified and out of the 993 establishments monitored, four were penalized.

During the year, the agency has expanded its coverage of monitoring establishments to check and manage possible unreasonable adjustments in prices as well as possible hoarding of basic and prime commodities given the inflationary situation during the 2nd and 3rd quarters of 2018. This included monitoring of rice and agri-products in coordination with the Department of Agriculture, and other monitoring and regulatory agencies. Davao Region's situation was relatively under control and manageable during

that period and prices have stabilized toward the end of the year.

The agency also staged 13 Presyo Diskwento Caravans in strategic municipalities and barangays in the region making cheaper and discounted products available. We also conducted a series of advocacy, education activities and campaigns to educate our consumers in schools, barangays, and public in tandem with the six consumer organizations in the region.

The year 2018 was also the period when the landmark legislation – Ease of Doing Business and Government Efficiency Act is otherwise known as Republic Act No. 11032 was ratified. The said Act mandates all agencies and instrumentalities of government to streamline and expedite government processes and approvals of permits and licenses into 3-7-20 working days depending on the complexity and technical requirements involve. The end goal is to ensure that obscure fees and unnecessary processes and requirements are eliminated, thus provide transparent, efficient and timely public services to clients.

DTI, as a major proponent and supporter of this Act, conducted a series of public briefing and orientation sessions region-wide to government agencies, local government units, private sector organizations, and academe. This became another mainstreamed intervention as we fostered and advocated competitiveness among the local government units.

In terms of competitiveness, during the 2018 CMCI national awarding, some of the region's local government units have excelled, with Davao City bagging the overall 4th most competitive highly-urbanized city and 2nd in resiliency; Tagum City as the 3rd most competitive component city, 1st in government efficiency and 3rd in infrastructure; and Davao del Norte as 3rd most competitive province. About 48 percent or 26 of 54 total local government units in the whole region have improved in their ranking.

In the area of governance and organizational excellence, DTI – XI was conferred by the Civil Service Commission the Bronze Award (Level 2) for having institutionalized its systems in accordance with Program to Institutionalize Meritocracy and Excellence in Human Resource Management or PRIME HRM. During this period, we were already working onwards to level 3 through the development of our electronic Human Resource Information System (HRIS). We were also conferred, on its 2nd year, the RED Orchid Award by the Department of Health for having a 100 percent Tobacco-Free environment within the DTI-XI premises.

At the DTI-wide level, we got the SPRINTS Huwarang DTI Award for Executive of the Year 2017 (yours truly) and a semi-finalist for Employee of the Year 2017 (Dayanara Arevalo). Generally, our team embraces and exhibits the values that DTI upholds and espouses – passion, integrity, competence, creativity, synergy, and love of country.

Indeed our 2018 journey as DTI XI team had been full of excitement - development challenges paving the way to innovative solutions and new projects; frustrating conditions and limitations giving birth to new and rewarding partnerships and collaborations; expanding limits and reach resulting to fulfilling moments, and, more. All these made working in the government worth the effort because of the lives that we have touched and the positive difference we have made.

Our commitment to providing "serbisyong higit pa sa inaasahan" remains firm. And, by God's grace, we continue to move on with our journey as dedicated civil servants and choose to do what is best for God and our countrymen.

To all the DTI-XI team members, congratulations and thank you for the hard work, perseverance and unified efforts in achieving what we have committed. We have contributed to the bigger vision of the whole country, manifested the culture of our organization in all your public and personal dealings, and, provided public service without reservation and discrimination in accordance with what is right, just and fair.

We also extend our thanks to DTI top management and other DTI bureaus, for steering us toward a common and meaningful direction and for all the valuable support extended to our regional/provincial operations.

And to our partners in the government and private sector, we thank you for tirelessly working with us in this journey of fulfilling the vision of an inclusive and prosperous nation. Our strong collaboration has created infinite possibilities and we hope to amplify its effect as we continue to move forward.

Mabuhay and to God be the glory!

DTI XI PGS Scorecard

SUMMARY

26 TOTAL MEASURES

23 VALID MEASURES

23 PASSED MEASURES

OUTSTANDING

MSME DEVELOPMENT

MSMEs ASSISTED

144%

20,162 MSMES

TARGET : 14,000

PROTOTYPES DEVELOPED

132%

49 PROTOTYPES

TARGET : 37

IP APPLICATIONS FILED

118%

47 APPLICATIONS

TARGET : 40

MSMEs DOING E-COMMERCE

114%

259 MSMEs

TARGET : 228

NEGOSYO CENTERS MAINTAINED & ESTABLISHED

104%

49 NCs

TARGET : 47 NCs

PERCENTAGE OF **OPERATIONAL SSFs**

89%

153 OPERATIONAL OUT OF 172

TARGET : 90%

KAPATID MENTOR ME

108% | 129 ENROLLEES **TARGET : 120**

98% | 126 GRADUATES **TARGET : 129**

EXPORTS & INVESTMENT DEVELOPMENT

INVESTORS ASSISTED IN THE PRIORITY INDUSTRY

110%

99 INVESTORS

TARGET : 90

EXPORTERS ASSISTED IN THE PRIORITY INDUSTRY

100%

130 EXPORTERS

TARGET : 130

CONSUMER PROTECTION & ADVOCACY

BAGWIS AWARDEES

105%

NEW - 36
UPGRADED - 10
TARGET : 44

FIRMS MONITORED (PRICE TRENDING)

148

Firms monitored

100%

All **2,399** permits/accreditation/ licenses/authorities processed within the prescribed time

100%

All **4 violating firms** penalized complied with the penalty within the prescribed time as contained in the decision

100%

Consumer complaints resolved within the prescribed time

All **175 consumer complaints** received for mediation were resolved w/in 10 working days.

All **9 consumer complaints** received for arbitration were resolved w/in 20 working days.

GOVERNANCE

99%

102 out of 103 employees were capacitated

98%

P 187.189M was obligated from the P 190.987M appropriation

92%

P 171.582M was disbursed from the P 187.189M fund that was obligated

Maintained PRIME-HRM Enhanced Level 2

HTTP FILE SERVER

Paperless system developed and implemented

PR/VOUCHER TRACKING

Document tracking system developed and maintained

RED ORCHID AWARD - YEAR 2

Recognized as "Smoke-Free Establishment"

001

Exports & Investments Development

Trade Promotion

DTI-XI initiated and facilitated the participation of MSMEs in local and international trade fairs to launch and promote their products.

Php 313.89M
TOTAL SALES GENERATED

10% **Php 31.92M**
cash sales

4% **Php 11.71M**
booked sales

86% **Php 270.26M**
under negotiation

international national regional provincial

29 TRADE FAIRS PARTICIPATED

- **8 International**
- **6 National**
- **9 Regional**
- **6 Provincial**

820 EXHIBITORS ASSISTED

- **110 exhibitors (International)**
- **47 exhibitors (National)**
- **389 exhibitors (Regional)**
- **274 exhibitors (Provincial)**

INTERNATIONAL FOOD FAIR
May 25-27, 2018 | PTTC, Pasay City

MTE GOES TO MANILA FAME
October 19-21, 2018 | World Trade Center, Metro Manila

MTE EXPO IN GLORIETTA
October 2-5, 2018 | Glorietta, Makati, Metro Manila

MTE EXPO (CHRISTMAS EVENT)
December 10-16, 2018 | Abreeza Mall, Davao City

PRODUKTO DAVNOR - KADAGAYAAN 2018
June 26-30, 2018 | Gaisano Mall of Tagum, Tagum City

11TH BULAWAN FESTIVAL AGRI TRADE FAIR
March 4-8, 2018 | Compostela Valley Province

INALIMA TRADE FAIR AND EXHIBIT
June 27-30, 2018 | Province of Davao Oriental

BRUNEI DARUSSALAM
INDONESIA MALAYSIA
PHILIPPINES
east asean growth area

BIMP-EAGA

The Department of Trade and Industry Region XI carried out intensive trade and investment promotion projects and activities under the BIMP-EAGA Program, under the two EAGA bodies, namely: BIMP-EAGA Trade and Investment Facilitation Cluster (TIFC) and BIMP-EAGA SME Development Working Group.

Cafe Res Japan Trade Show

June 13-15, 2018
Tokyo, Japan

- Promoted the Davao's 3Cs namely cacao, coffee, and coconut.
- Conducted B2B sessions between the 11 participating MSMEs from the Philippines and Japanese buyes and investors.
- Forged business agreements with Dr. Michael Lao, CEO of Mission KIKAKU LLC, Japan for the following:
  - Initial purchase of 300kg of coffee beans of Mt. Apo Coffee with additional orders;
  - Initial agreements with other cacao/chocolate producers for possible supply and distribution of their products in Japan;
  - On-site visit to check the production/processing sites in Davao; and,
  - Linked to Davao exporters of coco water, coco milk, chocolates, other food derivatives with the Japanese distributors for products to be made available in big malls in Japan.

15th China ASEAN Expo

September 9-16, 2018
Nanning, China

- Showcased cacao, coconut, and chili products.
- Generated cash sales of CHY34,372 and under nego sales of **US$1,191,900.72**.
- Exposed participants to more high-tech products and learned about the planned upgrading of manufacturing sector in China and ASEAN countries by popularizing advanced information and smart technologies.

I am Food Week Korea

November 28-December 1, 2018
Seoul, South Korea

- 12 MSMEs representing the banana, coconut, cacao, and processed fruits and nuts sector showcased Davao's food products and explored the market potential of Korea and other export markets and food.
- Generated cash sales of **US$2,438,916.40**.
- A Memorandum of Understanding (MOU) was signed between Coex Co., Ltd. and DTI-XI to mutually facilitate and assist trade between Korea and Philippines through trade promotion activities such as buyer delegation visits, group trade missions, exhibits, seminars, etc.

HIGHLIGHTS

6th BIMP-EAGA Trade and Investment Facilitation Cluster Meeting and 2nd Statistics and Database Working Group

September 2-4, 2018
Kuching, Sarawak, Malaysia

- Reviewed the progress of implementation of projects of TIFC and its three working groups, namely: **SME Development**, **Customs, Immigration, Quarantine and Security (CIQS)**, and **Statistics and Database** as part of the commitment under the Rolling Pipeline 1 Projects (2017-2019) for BIMP-EAGA Vision 2025. The meeting also assessed new projects.

HIGHLIGHTS

BIMP-EAGA Strategic Planning Meeting

February 12-14, 2018
Bandar Seri Begawan, Brunei Darussalam

» Reviewed and updated the banner programs enrolled under the BIMP-EAGA Vision 2025 (BEV 2025);

» Identified target deliverables for 2018 by each Working Groups and Clusters, including their inter-cluster convergence initiatives;

» Came up with doable work and operation plans for the identified priority programs and projects by each working group and clusters; and

» Discussed and finalized projects proposed for development partners, namely: China, Japan and Northern Territory, Australia.

HIGHLIGHTS

6th BIMP-EAGA SME Development Working Group Meeting

August 13-14, 2018
Bandar Seri Begawan, Brunei Darussalam

Discussed the following concerns:

- Results of the China-ASEAN Expo (CAEXPO) in 2017;
- Status of implementation of projects under Rolling Pipeline 1 Projects;
- Philippines proposed business mission to Indonesia; and
- Results of the Economic Corridor Development for Competitive Asia Training Program.

CAPACITY BUILDING & OTHER ACTIVITIES

Economic Corridor Development for Competitive and Inclusive Training Program

July 9-21, 2018 | BIMP-EAGA Areas

✓ Proposed the development of the **Buliluyan-Kudat Economic Corridor** as one of the economic corridors.

Inter Sub-Regional Knowledge Sharing Forum on Enhanced Implementation of the World Trade Organization Trade Facilitation Agreement (WTO-TFA)

October 30-31, 2018 | Bankok, Thailand

✓ The Forum brought together representatives from across the Asia and Pacific and shared experiences and knowledge on implementation of the WTO-TFA at the national and in the context of regional cooperation.

Brand Equity Development Program

2018

MAY 15-16
Brand Awareness Seminar

JUN 20-22
Brand Design One-on-One Consultation

AUG-SEP
Production of Samples/Prototypes

OCT 5
Brand Launch

NOV
Trademark application & e-commerce & digital marketing bootcamp

DEC 10
Graduation during the opening of the MTE Christmas Edition

29

local brands developed and submitted to IPOPhil for registration.

A total of 56 brands developed since 2017

100-300

percent increase in sales because of the noticeable improvement of their products' appearance.

During the year, DTI-XI's BrEDP has retained its partnership with the Intellectual Property Office–Philippines (IPOPhil) for the free registration of trademarks or brands under the latter's "Juana Make a Mark" program.

Investment Promotion

To sustain the influx of investments, DTI-XI pursued several investment promotion activities and other relevant initiatives. These interventions were likewise implemented to further diversify the region's exports and improve competitiveness.

2018 Compostela Valley Business and Investment Conference conducted last March 5, 2018 in Compostela Valley

Sta. Cruz Investment and Business Forum conducted last August 9, 2018 in Davao City

2018 Davao del Norte Business Summit conducted last March 20, 2018 in Panabo City, Davao del Norte

Compostela Valley Business and Investment Security Summit conducted last August 10, 2018 in Tagum City.

P17.129 Billion

total investments generated

Souce: BOI Davao

Conducted the Business and Local Investment Networking Knowledge (BLINK)

Capability Building Workshop for Investment Promotion Officers of the Local Government Units (LGUs) in Davao Region

April 17-18, 2018

55

Investment Promotion Officers capacitated

002

Industry Development

Industry Cluster

Industry Cluster Development and Promotion is a strategy that aims to promote inclusive growth, generate employment, and achieve a globally competitive and innovative industry and services sector in Davao Region.

CACAO INDUSTRY CLUSTER

BOTTOMLINES

3,666 jobs generated

P522 million worth of investments

P255 million domestic sales generated

$7 million worth of exports

520 MSMEs assisted

40 trainings conducted

879 beneficiaries trained

KAKAO KONEK 2018 HIGHLIGHTS

- Turned over the **Cacao Curriculum Guide and Learning Materials** to the Department of Education (DepEd) as part of the integration of the cacao industry in the K-to-12 program.
- Awarded the **top 10 best cacao beans** as part of the National Cacao Awards Program of the Philippine Cacao Industry Council - to represent in the Cacao of Excellence Program during the **Salon du Chocolat 2019** in France.

SALON DU CHOCOLAT HIGHLIGHTS

- Sales amounted to **P 0.5M.**
- Linked with **10 foreign firms** particularly those who are into purchasing of cocoa liquor/oil and trade exchange during the market matching session.

COFFEE INDUSTRY CLUSTER BOTTOMLINES

3,164 jobs generated

P25.38 million worth of investments

P32.4 million domestic sales generated

$100 million worth of exports

355 MSMEs assisted

32 trainings conducted

1,974 beneficiaries trained

Photo by DTI-CAR

GLOBAL SPECIALTY COFFEE EXPO HIGHLIGHTS

- Facilitated the participation of Balutakay Coffee Farmers Association Cooperative (BaCoFA-Coop) of Davao del Sur last April 20-22, 2018 in Seattle, Washington, USA.
- Its coffee beans were exhibited and cupped by coffee enthusiasts from around the world.

3RD COFFEE CONFERENCE HIGHLIGHTS

Winners of the **2nd Philippine Coffee Quality Competition**

Balutakay Coffee Farmers Agriculture Cooperative- Bansalan, Davao del Sur

» 2nd place in Arabica category (natural process) with a cupping score of 86.03.

» 6th place in Arabica category (honey process) with a cupping score of 85.41.

Pine Valley Farm - Maragusan, Compostela Valley

» 5th place in Robusta category (honey process) with a cupping score of 85.38.

Other coffee players with cupping score of more than 80

» Mt. Apo Coffee Inc. of Kapatagan, Davao del Sur
» Life's Brew Farm of Nabuturan, Compostela Valley
» Videña Farm of Baguio District, Davao City
» Dalogdog Farm of Lupon, Davao Oriental

ICT INDUSTRY CLUSTER

BOTTOMLINES

78 jobs generated

P1 million worth of investments

$40,000 worth of exports

3 MSMEs assisted

3 trainings conducted

46 beneficiaries trained

LIVEX: INNOVATION SUMMIT HIGHLIGHTS

- Inked three MOUs particularly ICT CEO Forum, Data Private Officer Certification Course, and SME E-Commerce Platform.
- Conducted B2B business matching activity and trade exhibit.
- **16 companies** from the BIMP-EAGA region pitched their ideas to the members of the Federation of Philippine-American Chamber of Chambers led by Gary Mingle of Focus Group Holdings.

RURAL IMPACT SOURCING TRAINING HIGHLIGHTS

- Assisted **41 MSMEs** through the development of websites which enabled them to have a 21-day digital campaign, product/services advertisement/posting on Facebook and Twitter, etc.
- Total monitored sales of **P 846.9K**, with Ms. Melanie Convocar of Rebek's Food and Ms. Cheri Aranjuez getting the biggest shares.

BANANA INDUSTRY CLUSTER

BOTTOMLINES

1,165 jobs generated

P168.59 million domestic sales generated

106 beneficiaries trained

P27.5 million worth of investments

9 MSMEs assisted

12 trainings conducted

- Conducted the International Banana Conference 2018 in Davao City, where the Banana Industry Development Roadmap was presented and the MOA on Banana Feeding Program for Day Care Centers was signed.

PROCESSED FRUITS & NUTS INDUSTRY CLUSTER

BOTTOMLINES

1,040 jobs generated

P21.98 million worth of investments

P184.87 million domestic sales generated

$96,397 worth of exports

558 MSMEs assisted

57 trainings conducted

1,563 beneficiaries trained

COCONUT INDUSTRY CLUSTER

BOTTOMLINES

226 jobs generated

P1.07 million worth of investments

P10.77 million domestic sales generated

$46,540 worth of exports

39 MSMEs assisted

10 trainings conducted

121 beneficiaries trained

BAMBOO INDUSTRY CLUSTER

BOTTOMLINES

P4.5 million domestic sales generated

17 MSMEs assisted

1 training conducted

10 beneficiaries trained

Competitiveness

1 6th REGIONAL COMPETITIVENESS SUMMIT

August 16, 2019 | PICC, Manila

The DTI-XI delegation participated at the 6th Regional Competitiveness Summit which presented the results of the Cities and Municipalities Competitiveness Index (CMCI) 2018 wherein recognition was given to LGUs with exemplary performance.

DAVAO CITY

- **4th Highly Urbanized City**
  - **3rd in Economic Dynamism**
  - **3rd in Infrastructure**
  - **3rd in Resiliency**

TAGUM CITY

- **3rd Most Competitive Component City**
  - **1st in Government Efficiency**
  - **3rd in Infrastructure**

DAVAO DEL NORTE

- **3rd Most Competitive Province**

2 2nd REGIONAL COMPETITIVENESS AWARDS 2018
November 7, 2018 | Davao City

Awards were given to most improved LGUs that made significant improvements in its 2018 rankings compared to its 2017 rankings. The awarding was based on the pillars determined by the National Competitiveness Council.

MOST COMPETITIVE PROVINCE

- **DAVAO DEL NORTE**
  1st Most Competitive Province
- **COMPOSTELA VALLEY PROVINCE**
  2nd Most Competitive Province
- **DAVAO DEL SUR**
  3rd Most Competitive Province

MOST IMPROVED LGU

- **DIGOS CITY, DAVAO DEL SUR**
  Component City
- **MALALAG, DAVAO DEL SUR**
  1st to 2nd Class Municipality
- **MONTEVISTA, COMPOSTELA VALLEY**
  3rd to 6th Class Municipality

Economic Dynamism

- **TAGUM CITY, DAVAO DEL NORTE**
  Component City
- **STO. TOMAS, DAVAO DEL NORTE**
  1st to 2nd Class Municipality
- **HAGONOY, DAVAO DEL SUR**
  3rd to 6th Class Municipality

Government Efficiency

- **TAGUM CITY, DAVAO DEL NORTE**
  Component City
- **NABUNTURAN, COMPOSTELA VALLEY**
  1st to 2nd Class Municipality
- **DON MARCELINO, DAVAO OCCIDENTAL**
  3rd to 6th Class Municipality

Infrastructure

- **TAGUM CITY, DAVAO DEL NORTE**
  Component City
- **MALALAG, DAVAO DEL SUR**
  1st to 2nd Class Municipality
- **PADADA, DAVAO DEL SUR**
  3rd to 6th Class Municipality

Resiliency

- **PANABO, DAVAO DEL NORTE**
  Component City
- **CARMEN, DAVAO DEL NORTE**
  1st to 2nd Class Municipality
- **SAN ISIDRO, DAVAO DEL NORTE**
  3rd to 6th Class Municipality

Advocacy for REPUBLIC ACT No. 11032

Otherwise known as the **Ease of Doing Business and Efficient Government Service Delivery Act of 2018**. It aims to **streamline** the processes, procedures and systems of government services.

PROCESSING TIME

3 days

SIMPLE TRANSACTION

Applications or requests which only require ministerial actions or that which present only inconsequential issues for resolution.

7 days

COMPLEX TRANSACTION

Requests or applications which necessitate evaluation in the resolution of complicated issues by an officer or employee of a government office.

20 days

HIGHLY TECHNICAL APPLICATION

Applications or requests which require use of technical knowledge specialized skills and/or training in the processing and/or evaluation.

ROLL IT

Roads Leveraging Linkages for Industry and Trade (ROLL-IT) is a convergence program of DTI and DPWH which aims to further the growth of investments and other economic activities in the country through the construction of road projects leading to manufacturing and economic zones.

2018 PROJECTS

19
Total funded projects

P1.701B
Total approved funds

FO	NO OF FUNDED PROJECTS	PROJECT COST ('000)	COMPLETED	ONGOING	SUSPENDED	COMPLETION RATE
DN	5	800,000	2	3	0	40%
DO	7	425,878	7	0	0	100%
DS	3	258,623	2	1	0	67%
DOCC	1	20,000	1	0	0	100%
CV	3	197,330	3	0	0	100%
TOTAL	19	1,701,831	15	4	0	79%

As of July 2019

2019 PROJECTS

ACTIVITIES IN 2018

FEB 12, 2018
ROLL-IT Consultation

MAR 2018
DTI-DPWH Convergence Workshop

MAR 2018
Submission of 41 proposed road projects amounting to P5.503B to CTWG for 2019 funding

MAY 2018
Site inspection and validation of the 19 proposed road projects

32 projects funded based on GAA; all are ongoing implementation

P763,500,000
total approved funds for 2019

003

MSME Development

NEGOSYO CENTER

49 Negosyo Center established and maintained

12 Negosyo Centers established

37 Negosyo Centers maintained

15,284 MSMEs benefitted

1,736 trainings conducted

As a one-stop shop for business registration assistance, advisory services and information and advocacy, the facility forged three major partnerships in 2018, to wit:

1 Negosyo Center Coaching Program

It assisted existing and would-be entrepreneurs in starting or running a business and in becoming competitive.

1,478 assisted MSMEs

45 coaching sessions

2 SAGOP Kinabuhi Program

DTI-XI signed a memorandum of agreement (MOA) to become one of its partners. The agency conducted livelihood trainings for the former drug dependents or voluntary submissions for reformation persons (VSRPs).

3 Technology for Education, Employment, Entrepreneurship and Economic Development (Tech4ED)

In the region, it was first launched in Negosyo Center- Compostela Valley Province on September 25.

TECH4ED
enable • empower • transform

mentor me PROGRAM

Kapatid, Mentor ME (KMME) is a coaching and mentoring approach where "big brothers" or large corporations teach "small brothers" or SMEs on different aspects of business operation: mindset, organization, marketing, production, finance, etc. The ten-module program lasts for 12 weeks.

128
graduates for 2018
358 graduates 2016-2018

6
runs for 2018
17 runs 2016-2018

NEGOSYO mentor me ON WHEELS

471 assisted MSMEs

37 local mentors

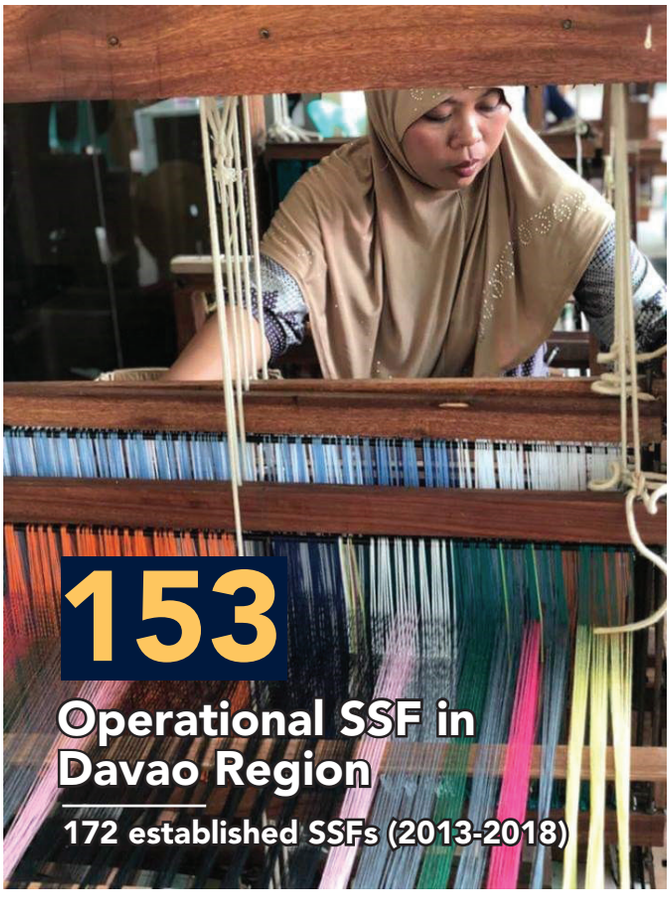
Inspired by the ongoing success of the Kapatid Mentor ME Program, the Philippine Center for Entrepreneurship (PCE) in partnership with DTI-XI conducted the Mentor ME on Wheels last **July 28, 2018**.

The activity is designed to provide access to capacity building for underserved and unserved MSMEs through on-site one-on-one mentorship by the esteemed network of mentors. Among the modules rolled out during the activity were **Entrepreneurship Mindsetting and Marketing.**

Shared Service Facilities

"Shared Success for Filipino MSMEs"

In partnership with co-operators, the MSMEs were provided with machinery, equipment, tools, systems, skills and knowledge under a shared system to increase their productivity and production capacities.



Launched **8 new projects** for 2018 with total project cost of **P1.35M.**

TRABAHO NEGOSYO KABUHAYAN

This is the Duterte Administration's flagship program, which DTI and Department of Labor and Employment (DOLE) jointly implement. In 2018, DTI-XI was able to hold four TNK activities.

TRABAHO

5,755 job applications

- **3,564** local applicants
  302 hired on the spot
- **2,191** overseas applicants
  58 hired on the spot

NEGOSYO

10 seminars conducted

- **370** participants on entrepreneurship seminars
- **203** participants on livelihood seminars

139 assistance provided

- **82 MSMEs** provided with assistance in terms of access to finance.
- **57 MSMEs** provided with business consultancy services.

KABUHAYAN

P274,198 total sales generated

- **P214,080** for Presyo Diskwento Caravans
- **P60,145** for mini fairs conducted

1,138 consumers benefitted

11 exhibitors assisted

CARP COMPREHENSIVE AGRARIAN REFORM PROGRAM

The Comprehensive Agrarian Reform Program (CARP) of the Department of Trade and Industry (DTI) in Region XI has continued to respond to CARP's objectives of providing Agrarian Reform Beneficiaries (ARBs) with the opportunity of enhancing their dignity and improving the quality of their lives. A number of activities were conducted/facilitated for the development and enhancement of their entrepreneurial capabilities. Several interventions resulted in the development of new markets, creation of new products, generation of jobs, and an increase in investments and sales.

Quick Stats

P160.77 million
worth of investments

P669.50 million
sales generated

3,666
jobs generated

17,089
Agrarian Reform Beneficiaries (ARBs) assisted

70
Agrarian Reform Communities (ARCs) served

520
MSMEs assisted

2
Non-Agrarian Reform Communities (ARCs) assisted

134
organizations assited

Entrepreneurial Enhancement Seminar and Training on Accounting for Non-Accountants (Aug 16-17, 2019)

Skills Training on Meat Processing (Sep 27, 2018)

Skills Training on Coconut Base Product Handicraft Making (Apr 18, 2018)

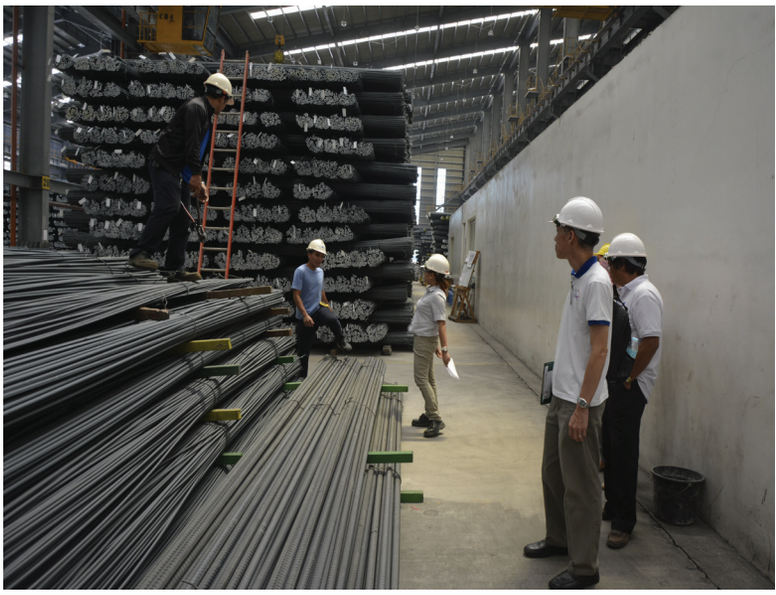
004.1

Consumer Welfare & Protection

MONITORING AND ENFORCEMENT

PRODUCT STANDARDS

Monitoring, surveillance, and enforcement activities were done to numerous establishments engaged in the manufacture, importation, distribution, supply, and/or retail of products that are subject to Philippine Standards Law.



This is to ensure distribution of quality products in the market for the protection of the consumers.

993
establishments monitored

4
establishments penalized

P746,250

total amount of penalties collected from the four penalized firms

PRICE MONITORING

Price monitoring to the grocery stores and supermarkets is done regularly to ensure that the prices of basic necessities and prime commodities being sold are within the Suggested Retail Price (SRP) and compliant to the Price Tag Law for the consumers to get their best "value for money".

Basic commodities and prime commodities price monitoring with DTI Secretary Ramon Lopez conducted at Park 'N Shop and Gmall of Davao last January 12, 2018.

DTI-XI has also participated in the Price Monitoring and Enforcement of rice, fish, meat, and other agricultural products, to ensure availability of rice supply at affordable price.

148 **firms monitored for price trending**

10 **interagency monitorings participated**

Permits and Licenses

23,751

permits and licenses processed and issued region-wide

Permits and Licenses	#
Business Name Registration	21,750
Philippine Contractors' Board License	968
Sales Promotion Permit	297
Import Commodity Clearance	259
Service and Repair Shop	227
BMBE Certificates	214
PETC Accreditation	33
Truck Rebuilding	3

004.2

Consumer Education & Advocacy

Presyo Diskwento Caravan

This program gives consumers the opportunity to avail of basic necessities and prime commodities at discounted prices.

13 Presyo Diskwento Caravan conducted

8 Regular Editions

5 Special Editions

P8.591M Total sales

30,683 Total beneficiaries

Bagwis Awards

This gives due recognition to establishments that uphold the rights of consumers while practicing responsible business where consumers get the best value for money. The program also encourages the setting up of Consumer Welfare Desks (CWDs) or an equivalent customer relations office inside the mall that will provide information to consumers and serve as a mechanism for the speedy resolution of consumer complaints.

46 new and upgraded Bagwis awardees

Location of Awardees	Gold	Silver	Bronze
Davao City	10	0	0
Davao del Sur	0	4	6
Davao Occidental	0	0	0
Davao del Norte	5	3	5
Compostela Valley	0	3	3
Davao Oriental	1	1	5

19 New Bronze Awardees

4 New Silver Awardees

13 New Gold Awardees

7 Upgraded from bronze to silver

3 Upgraded from silver to gold

Consumer Advocacy

To strengthen the Consumer Organizations and educate and empower consumers in Davao Region, DTI-XI conducted several consumer education seminars and capacity building activities to schools, barangay, and various business establishments, distributed stickers on consumer rights and responsibilities, and installed consumer info graffiti, among others.

1

2

3

4

1 Consumer Education Seminar in Davao Oriental

2 Consumer info grafitti in Compostela Valley

3 Regional Conference for Business Establishment and Consumers in Davao City

4 Poster Making Contest during the Consumer Welfare Celebration in Davao City

Initiatives for the Special Sector

Livelihood Seeding Program for Former Rebels

DTI-XI has assisted former rebels and their families to help establish their source of livelihood and be integrated into mainstream society. This program is composed of entrepreneurial and skills training and provision of starter kits packages.

298

Former Rebels benefitted

Compostela Valley Turn-over

Davao Oriental Turn-over

Davao Occidental Turn-over

Davao City Turn-over

Youth Entrepreneurship Seminar

With DTI-XI's commitment to mold the youth in becoming successful entrepreneurs, a summit especially conceptualized for them was conducted.

186

youths entrepreneurs participated

Indigenous Peoples, Senior Citizens, Persons with Disability

INDIGENOUS PEOPLES (IP)

Initiatives undertaken by the DTI-XI Provincial Offices to support the Indigenous Peoples in Davao Region include the following:

- Training on Finishing of Bamboo Tribal House Puzzle Making Livelihood Project for the Mangguangan, Mansaka and Dibabawon Tribes in Davao del Norte which resulted in the improvement of bamboo miniature products of Tagum National Trade School;
- Training on Enabel Weaving and Romblon Bag Weaving for tribes in Bansalan, Davao del Sur;
- Coffee Robusta Processing Seminar and Entrepreneurial Mind Setting Seminar for Binaton Bagobo Tagabawa Farmers' Livelihood Association in Binaton, Davao del Sur;
- Participated during the Sebisyo Caravan 2018 initiated by ARENA XI which extended services to IPs in the Paquibato communities; and,
- Tribal Women Weavers Association of Brgy. Bitaug, Bansalan, Davao del Sur was among the participants to the Manila FAME in April and the Sikat Pinoy National Arts and Crafts Fair in June. The group was also one of the identified beneficiaries of the artisanal programs undertaken by the Office of Senator Loren Legarda

SENIOR CITIZEN

Regular conduct of capacity building and trainings on Consumer and Senior Citizens' Rights and Responsibilities, Fair Trade Laws, etc.

Attendance to SC conference and related meetings

PERSONS WITH DISABILITY (PWD)

8 activities conducted/ facilitated

327 PWD beneficiaries
P208,000 budget utilized

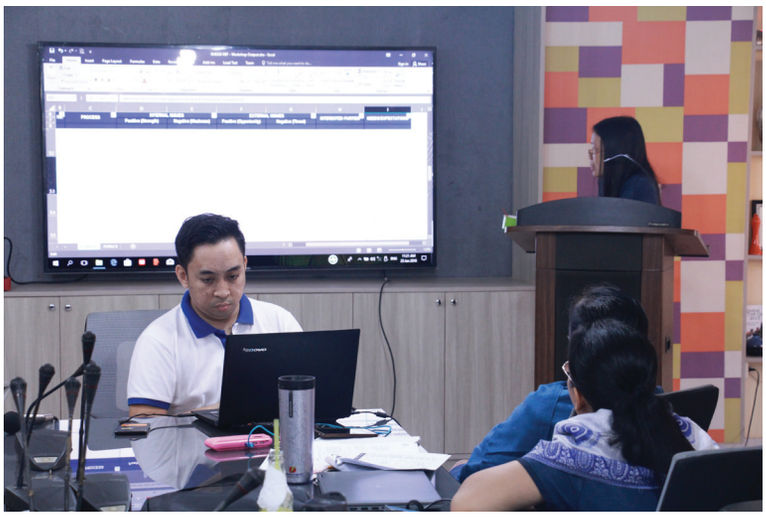
Activities include:

- Skills training
- Provision of SSF
- Crafting of PWD operations manual
- Participation to trade fair, etc.

Governance

QUALITY MANAGEMENT SYSTEM

DTI-XI maintained its ISO 9001:2015 certification. The office continues to adopt efficient Quality Management System that will improve efficiency and client service.



DTI-XI was awarded with the **PRIME-HRM Bronze Seal** during the conduct of the 2018 Public Sector HR Symposium last July 18-20, 2018 held at SM Lanang Premier, Davao City.

The said symposium brought together HR Management and Organization Development experts and practitioners from the public and private sectors and talked on HR, leadership, change management, and professional and personal development.

RECOGNITIONS

DTI-XI was again recognized as one of the government offices advocating for a "**Smoke-Free Establishment**" through implementing the "No Smoking Policy Campaign" and for maintaining a tobacco-free environmen by the Department of Health (DOH) during the Regional Harmonized Health Awards last December 10, 2018 held at The Royal Mandaya Hotel, Davao City.

HR INIT

HUMAN RESOURCE INFORMATION SYSTEM (HRIS)

The HRIS is a software solution that automates and manages the office's Human Resource processes and services. It streamlines and simplifies HR processes to improve efficiency in the implementation of DTI-XI HR programs and services.

It is linked and integrated into the four HR core systems, namely:

Recruitment, Selection, and Placement

Learning and Development

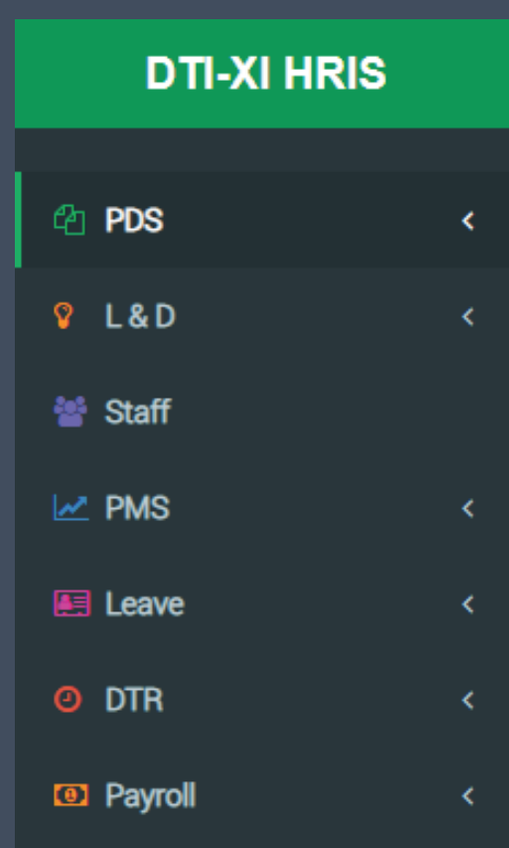
Strategic Performance Management System

Rewards and Recognition

With HRIS, all HR operations within the region will be consolidated into one computerized information system, which will be utilized by both the employees and the Human Resource Unit.

The system allows users to:

- **Access and update employee information (e.g. basic employee information, dependents, educational background, and others) anytime and anywhere.**
- **Accomplish forms (e.g. Personal Data Sheet, Learning Application Plan and others) and submit professional records at their convenience to AFMD-HR Unit.**



IATIVES

HR Quick Stats

25 trainings conducted

- **8** in-house trainings
- **17** coordinated trainings

99% employees capacitated

15 other activities conducted

Parades, Motorcades, Tree planting, Fun Runs, Thanksgiving, Mass, Recollection, Team Building, DTI Anniversary, Christmas Party

Fire Safety and Prevention Skills Training (Apr 13, 2018)

Creative Problem Solving & Decision Making (Jun 21-22, 2018)

Oathtaking Ceremony of Newly Promoted Staff (Jul 27, 2018)

Regional Office Team Building (Nov 9-10, 2018)

Winners of Lakan at Lakambini ng DTI (Dec 14, 2018)

Winners of Folk Dance Competition (Dec 14, 2018)

MARIA BELENDA Q. AMBI, CESO III
2017 Huwarang DTI Executive of the Year

SIGNIFICANT ACCOMPLISHMENTS

Creative and Innovative Ways to Improve Government Service

- Consistent compliance to the Performance Based Bonus Requirements
- Pioneered use of Enhanced e-NGAS and e-BUDGET
- PRIME-HRM Maturity Level II Accreditation
- Adoption of Monthly Performance Output Report
- Recertification to ISO 2001:2015

Excellent Delivery of Services to beneficiaries

- Establishment and Maintenance of Negosyo Centers in Davao Region
- Brand Equity Development Program
- Livelihood Seeding Program for Former Rebels
- Inclusive Business Program
- BIMP-EAGA Initiatives
- Industry Cluster Initiatives

2017 SPRInts AWARDS

DAYANARA MICHELLE A. AREVALO
2017 Huwarang DTI Employee of the Year Semi-finalist

SIGNIFICANT ACCOMPLISHMENTS

- **Greatly contributed to conferment of PRIME-HRM Bronze Award (Level II Maturity of all HRM Core System)**
- **Accomplished 100% capacitated employees in 2017**
- **Development of the DTI-XI Human Resource Information System (HRIS)**

2017 Mythical Five

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