

The ISSI News

The official newsletter of
UP Institute for Small-Scale Industries



Issue No. 48
AUGUST 2023

THE



In This Issue



CALL FOR PAPERS
PAPER SUBMISSION DEADLINE: 15 SEPTEMBER 2023

1ST INTERNATIONAL CONFERENCE ON ENTREPRENEURSHIP AND SME DEVELOPMENT (ICESMED 2023)
Resilience and Innovativeness: Rising Back and Jumping Forward

28 & 29 NOVEMBER 2023
MANILA, PHILIPPINES

Academics, researchers, lecturers and undergraduate students are warmly invited to submit papers about any of the themes covered by the conference. Original and unpublished papers, which have been accepted to be presented in the upcoming research conference will be published in the conference proceedings that will be submitted to Scopus and Web of Science for proper indexing.

Registration Fees	Local	Overseas	Non-Resident
Entrepreneurship	PHP 1,500.00	PHP 2,000.00	PHP 2,500.00
SME Development	PHP 1,500.00	PHP 2,000.00	PHP 2,500.00

GABAY Project

Gain Advancement through Business Advisory and Support Service



ICESMED 2023

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Showcasing the Best of Pinoy MSMEs at BUYanihan sa Diliman Bazaar

By Daryll Villena



At the UP ISSI Plaza.

The University of the Philippines Institute for Small-Scale Industries (UP ISSI) hosted an exciting event that celebrates and promotes the ingenuity and resilience of Filipino micro, small, and medium enterprises (MSMEs). The BUYanihan sa Diliman – 1st Pinoy MSME Showcase promised a remarkable platform for MSMEs to exhibit their products, network with industry experts, and gain exposure to a wider audience. This groundbreaking initiative is poised to make a significant influence on the local business landscape.

The BUYanihan sa Diliman bazaar aims to highlight the pivotal role that MSMEs play in the Philippine economy. These enterprises contribute to job creation, innovation, and overall economic growth. However, many MSMEs face numerous challenges such as limited resources, lack of market access, and difficulties in scaling their operations. This event seeks to address these challenges by providing a supportive environment where MSMEs can thrive and prosper.

The showcase featured a diverse range of products from various sectors, including food and beverages, fashion and accessories, home and lifestyle, and many more. Attendees expected to discover hidden gems, unique creations, and high-quality offerings from Filipino entrepreneurs. From delectable artisanal treats to eco-friendly fashion pieces, the showcase will be a treasure trove of innovative and locally-made products.

Cont. on page 2

BUYanihan sa Diliman Bazaar

THE PARTICIPATING MSMES DURING THE THREE-DAY EVENT:

Nutribasket. Inc., Llano Farmers MPC, Fullmight Agricultural Corp., DOST PCAARRD LSPU-ATBI, Sir Mong's Foods, Malabon Craft and Non-Craft Livelihood Association, YZHNY Enterprise, The RCA Home, Aling Tasings Tamales, Human Nature, Nova Sushi Food Products , Craft and Cranks, Laroce Shop, Gantala Press, Maflor Home of Healthy Food, Jerby's Native Wooden Blinds, Blessed Pamana Peanut Butter Mfg., UCORP, Concepto Café and Events Management Inc, Airoms Leathercraft, Echek's Homemade Peanut Butter, Madman's Cave, RR Herbosido Herbal Products Mfg., Jeanjin Online Shop, Meiscents Perfume, and JM Cruz Fruit Juice Manufacturing.

What sets the BUYanihan sa Diliman apart is its commitment to providing holistic support to MSMEs. Beyond just a free venue for product display, the event offers marketing their products and networking opportunities. Moreover, the showcase encourages collaboration and partnership among MSMEs. By fostering an environment of camaraderie and cooperation, participating merchants had the chance to build connections and explore potential synergies. This collaborative spirit is crucial for the growth and sustainability of MSMEs, as they can leverage each other's strengths and overcome shared obstacles.

The BUYanihan sa Diliman not only benefits the participating entrepreneurs but also the general public. Visitors have the opportunity to support local businesses, discover unique products, and contribute to the growth of the Philippine economy. By choosing to buy from MSMEs, consumers can make a direct and meaningful impression on the lives of Filipino entrepreneurs, helping them build sustainable livelihoods and secure a brighter future.

UP ISSI as bazaar organizer, ensures the widest reach and impact to leverage various marketing and promotional channels. Traditional media, social media platforms, and community partnerships are utilized to create buzz and generate interest in the showcase. Through effective marketing strategies, the BUYanihan sa Diliman attracts a diverse audience, including potential customers and industry influencers.

The BUYanihan sa Diliman, organized by UP ISSI, is an innovative event that celebrates the inventiveness, resilience, and ingenuity of Filipino MSMEs. The showcase helps MSMEs overcome obstacles and scale new heights by giving them a supportive platform, opportunity, and a collaborative environment.



This event not only promoted the expansion of every enterprise but also helped the Philippines' economy as a whole. As our local MSMEs continue to have a significant effect on the progress of our country, let's embrace the spirit of "BUYanihan" and give them our support.

Meanwhile, here are the raffle and photo booth selfies winners of the BUYanihan held last May 25-27, 2023, at the 2nd Floor Open Plaza of the UP ISSI.

May 25 raffle:

Daryll Villena, Baby Luningning Fontanillas, Lea Garzon, Narita de las Alas, Helen Catalan, Klara Bilbao, Rebecca Verzola, Rowena Melican, Sendy Delos Reyes, Syder Jess Nocos, Junette Gonzales, Allysa Nicole Pelaco, Joannalyn Rubiato, Ryan Martinez, Michaela Mei Quiñones, Crinezza Mendoza, Evarista Olorvida and Joshua Garcia.

May 26 raffle:

Laura Ginoy, Neldie De Jesus, Joshua Garcia, Rodger Lacsama, Jaylyn Manglicmot, Jubilee Ira Marquez, Banaue Miclat-Janssen, Grace Torres, Jannette Pinzon, Remy De Guzman, Louie Nibres, Monina Angeles, Joanna Laddaran, Eunice Pembo, Haidee Rosete, Rhodora De Castro, Francisca Naval, Christine Avila, Luzviminda Estrella and Belenda Bonafus.

May 27 raffle:

Michael Montirola, Mick Ira Gutierrez, Phoebe Mae Rostrata, Genesis Grace Tejoso, Julia Samson, Josefa Gonzales, Banaue Miclat-Janssen, Michelle Deloria, Mary Joy Fadri, Joseph Benitez, Monina Angeles, Rodolfo Tajores, Rayza Mae Moran, Teresita Osido, Celeste Salonga, Princess Maturan, Dr. Carla Virtudazo, Joi Baudillo, Jastine Mae Laping, and Armin Ria Toquero.

Photo booth selfies winners:

Rosell Jalova Tingco, Alma Telebrico, Next Layderos, Jenny Caso-Lampaz, and Al Lopez Ventura.

ISSI kicks off the new year with strategic planning and target setting

By Roy Apacible

It was the first week of the New Year and the whole Institute went off to a fresh beginning with UP ISSI Director Melanie Moraga-Leaño spearheading the Strategic Planning and Target Setting's two-day event to achieve the desired outcomes for 2023 and beyond.

The first day of the strategic planning started with the opening remarks of Dir. Leaño and the accomplishment reports of the five divisions.



Ms. Nadine Mislán, head of the Administrative Delivery Division (ADD), summarized her division's achievement for last year. She noted the help of the newly hired staff that made the distribution of work quite easier and the creation of databases for easy filing and retrieval of documents.

Meanwhile, Mr. Reynold Ferdinand Manegdeg, head of the Business Enterprise Development Division (BEDD), reported the projects done by the division, specifically the completed Science for the Convergence of Agriculture and Tourism (SciCAT) project, a collaborative project with the Philippine Council for Agriculture, Aquatic and Natural Resources Research and Development of the Department of Science and Technology (DOST-PCAARRD) and the Institute. Together with Messrs Karen Kaye Bravo-Coballes, Marsha Lee Delfinado, and Ma. Luisa Solarte-Lee, Manegdeg detailed the BEDD's ongoing and forthcoming projects for this year.

The Research Division (RD), on the other hand, reported their achievements, specifically the research and publications of guidebooks and smart guides. The division's "crowning glory," was the publication of their research on women entrepreneurs. Ms. Berna Escoto did the report on behalf of the RD head, Dr. Ian Jester De Vera, who was in quarantine during the presentation.

Engr. Rolando Ramon Diaz, head of the Training and Entrepreneurship Education Division (TEED), reported on the works finished by his Division. He mentioned the 38 webinars (from July 2020 up to December 2022), with a total of 3,727 attendance—72% of these were MSMEs.

The Director's Office (DO) reported last with Dir. Leaño stating the posting of the Annual Report and the two newsletters last year. She also mentioned the technical support for the website, digital marketing, and the digitization of all resources in the library as DO's achievement.

A two-hour seminar on the crafting of the Office Performance Commitment and Review (OPCR) by the representatives from the UP Human Resource Development Office (HRDO) followed up with Mr. Rogelio Estrada, division chief of HRDO's planning and research division and Ms. Glenda Glodoveza, section chief of the monitoring and evaluation. The OPCR was added to the strat plan to guide all the divisions of ISSI in the alignment of their targets vis-à-vis with the University's mandate.

The afternoon session was the review of vision and mission as well as the review of the current organization structure and directions for 2023. Dir. Leaño also mentioned the institutional plans and projects for the year and the introduction of several committees that all staff should have signed on for membership. The actual crafting of the OPCR and the target setting for each division came up next and the synthesis of the day's event by Mr. Jefferson Sumalabe ended the first day of the two-day strategic planning.

The second day started with TEED's energizer and last part of the OPCR workshop and target setting. The culminating activity, the presentation of targets for 2023 by all the divisions followed before the lunch break.



The afternoon session came up with the open forum and the synthesis of the day's activities by Ms. Joanna Rose Laddaran while the closing remark was given by Dir. Leaño to end the program.

"Let us have a culture of appreciation and let us contribute to the institution for all our common good," Dir. Leaño quipped to sum up the successful January 5-6 event.

UP ISSI at the World BOSAI Forum 2023

By Allysa Anne De Guzman



UP ISSI recently attended the World BOSAI Forum 2023 / International Disaster and Risk Conference in Sendai, Japan, from 10-12 March 2023.

The UP ISSI Team composed of Dir. Melanie Moraga-Leaño, University Extension Specialists Joanna Rose Laddaran, Allysa Anne Mari-De Guzman, Melanie Cabotaje, and Ron Allan Estrebillo presented the various programs and research studies of the Institute focusing on disaster resilience and business continuity of the MSME sector.

Ron Allan R. Estrebillo, of the Training and Entrepreneurship Education Division, delivered "HANDA: Building Towards Resilient and Sustainable MSMEs in the Philippines" while UP ISSI Director Melanie M. Moraga-Leaño did her flash talk presentation "Marginalized Identities during Health Disasters: Impacts of the COVID-19 Pandemic on Women in the Informal Economy", highlighting the results of the research study entitled, "Impacts of the COVID-19 Pandemic on Women in the Informal Economy in Quezon City" conducted by the UP ISSI Research Division in 2021.

Meanwhile, COPE Program Manager, Allysa Anne M. De Guzman, showcased "COPE Program: Promoting a Culture of Resilience among MSMEs in the Midst of a Crisis." The Community of Practice for Entrepreneurship (COPE) Program is an advocacy project of the Training and Entrepreneurship Education Division of Institute that aims to bring entrepreneurship education to the people most especially the communities that have less opportunities to access such social service through formal education.

On the other hand, Melanie V. Cabotaje, from Research Division, presented "Local Government Response for MSMEs during Health Disasters: A Tale of Two Cities" and finally, UP ISSI HANDA Program Focal Person, Joanna Rose T. Laddaran, delivered "The Road to Sustainable Recovery through Business Continuity: Stories of Philippine MSMEs Dealing with Compound Disasters." Her presentation was based on the research study funded by the UP Diliman Office of the Vice Chancellor for Research Development through its Outright Research Grant.



Seminar on Effective Problem Solving through Customer Service for NCMH personnel

By Sandy Delos Reyes

UP ISSI conducted a seminar for the **National Center for Mental Health (NCMH)** at the First Pacific Leadership Academy in Antipolo City, last January 30–31, 2023. Thirty-four participants joined the program which was handled by the program team from the Training and Entrepreneurship Education Division composed of the program manager, Ms. Sandy delos Reyes and program coordinator, Mr. Romy Estrella.

The two-day **Seminar on Effective Problem Solving through Customer Service** was commissioned to UP ISSI by the NCMH specifically to provide and ensure quality learning and development interventions to address the competency needs of the NCMH personnel. It also recognized the need to provide customer service training programs for the NCMH administrative staff being in the forefront of delivering hospital services.

The National Center for Mental Health (NCMH) is a special training and research hospital dedicated to delivering preventive, curative, and rehabilitative mental health care services nationwide. It is a government agency created and existing under the laws of the Republic of the Philippines by Public Works Act No. 3258. They are located at Nueve de Pebrero St, Brgy. Mauway, Mandaluyong City.

To know more about the programs being offered by NCMH to the public, please access their Facebook Page <https://www.facebook.com/ncmhcrisishotline>. The NCMH crisis hotlines are also posted in this article should you want to avail of their teleconsultation services.

UP ISSI returns to face-to-face implementation of regular training programs

By Ron Allan Estrebilló



After three years of online modality, the University of the Philippines Institute for Small-Scale Industries commenced 2023 with four regular programs returning to face-to-face setup in January and February. The 126th Manager Course (MC) opened last January 28, while the 63rd Accounting for Non-Accountants (AfNA), 73rd Productivity through Effective Supervision (PES), and 8th Digital Marketing Course (DMC) simultaneously started on February 11.

Due to the COVID-19 from 2020 to 2022, the UP ISSI's Training and Entrepreneurship Education Division (TEED) transitioned the conduct of its regular training programs to online platforms. This helped the institute to adapt and serve its clients despite the challenging period.

But with the easing of pandemic restrictions at the end of 2022, the institute decided to return to face-to-face implementation of majority of its training programs for the year 2023.

In addition, the institute will still be offering online and hybrid training programs to accommodate clients who prefer this mode and those who face limitations like distance and location.

The programs which will be conducted online, and hybrid are as follows:

ONLINE

- 64th Accounting for Non-Accountants (AFNA)
– May 27 to July 1
- 74th Productivity through Effective Supervision (PES)
– May 27 to July 1
- 9th Digital Marketing Course (DMC)
– June 3 to July 8
- 3rd Data Analytics Course (DAC)
– June 20 to July 22
- 127th Managers Course (MC)
– July 8 to November 25

HYBRID

- 60th Start Your Own Business Course
– June 3 to July 15
- 61st Start Your Own Business Course
– September 2 to October 17

The institute continues to extend platforms and opportunities that cater to the needs and demands of the ever changing and growing MSME sector.

UP ISSI takes part in the 2023 Conference Workshop on Indigenous Languages and the Sustainable Development Goals

By Danica Pacardo

Ms. Nova Z. Navo and Ms. Danica Pacardo presented the paper “Systematic Literature Review of Digital Technology Adoption of Women Entrepreneurs” at the Conference Workshop on Indigenous Languages and the Sustainable Development Goals held at the University of the Philippines Visayas Auditorium in Iloilo City last February 21-23, 2023.

The paper, which Ms. Navo and Ms. Pacardo co-authored with Dr. Ian Jester De Vera and Ms. Melanie Cabotaje, sought to understand how women entrepreneurs adopt digital technology for their businesses.

Using the systematic literature review approach, the writers identified and analyzed a total of 63 academic articles in English using the Scopus and Web of Science electronic databases.

The paper focused on five main discussion points, namely: (1) how women in general use digital technology, (2) the impact of its use on women, (3) the extent of participation of women in the development of IT, (4) how women entrepreneurs use digital technology, and (5) factors influencing women entrepreneurs to adopt digital technology. Gender equality in digital technology adoption is a relatively recent and developing concept, and the systematic review revealed that discussions on the topic were scarce and need to be expanded.

The Conference explored the intersections of the Four Outcomes of the International Decade of Indigenous Languages (IDIL) 2022-2032 Global Action Plan and the Sustainable Development Goals (SDGs) as underlined in the 2030 Agenda. These are No Poverty, Zero Hunger, Good Health and Well-Being, and Quality Education.



UP ISSI staff from L-R: Nova Z. Navo and Danica Pacardo

Likewise, the conference provided the platform for key stakeholders to begin the process of a strategic national response to the Four Outcomes envisioned in the Global Action Plan of the IDIL 2022-2032, in alignment to the SDGs, and the various national, regional, sectoral and agency, and local development goals.

The paper presented by ISSI staff fell under three cross-cutting themes: Media and Digital Empowerment, Economy and Equitable Growth, and Gender and Safe Spaces.

The event was organized by Talaytayan Multilingual Education, Inc., the United Nations Educational Scientific and Cultural Organization (UNESCO), the United States Agency for International Development (USAID), the TEBTEBBA (Indigenous Peoples' International Centre for Policy Research and Education) Foundation Inc., and the University of the Philippines – Visayas.

COPE Webinar highlights productivity among MSMEs

By Jake Villanueva



The second episode of Communities of Practice for Entrepreneurship (COPE) Webinar series of the University of the Philippines Institute for Small-Scale Industries (UP ISSI) featured discussions on promoting productivity among MSMEs last Feb. 3 via zoom and Facebook live.

Prof. Melanie M. Moraga-Leaño, Director of UP ISSI, emphasized in the opening ceremony that the MSME sector is a key player in the road to economic recovery of the country and that productivity must be promoted among MSMEs to help them from the challenges brought by the pandemic.

“Bukas na muli ang mundo kaya very timely ang pag-uusapan ngayon on productivity,” said Prof. Moraga-Leaño.

Dr. Felix C. Veroya of Ask Lex PH Academy shared the best practices in managing productivity for MSMEs in the ‘next normal’.

“If we are conscious enough, aware enough, that knowing productivity, how we manage and improve it, we can better utilize the resources,” Dr. Veroya said.

He also added emphasized the benefits of having opportunities on training and development and how these will directly improve one’s level of productivity.

Moreover, Mr. Reynold Ferdinand G. Manegdeg, head of the Business Enterprise Development Division of UP ISSI, discussed the importance of talent development as an Asian Productivity Organization productivity framework.

“Maraming HR (Human Resource) leaders ang worried sa work fatigue,” Mr. Manegdeg stated during his sharing on the Job Redesign methods.

He explained how work friction affects the productivity of the people in workplaces and shared practical techniques in improving labor productivity.

He also shared the SGPC 4D Job Redesign Methodology where he pointed out that ‘discover’ and ‘define’ are the most challenging ones in this model.

COPE aims to promote entrepreneurship education by knowledge exchange among MSME owners, government agencies, and private organizations engaged in MSME development.

GABAY Program:



Helping MSMEs Survive and Thrive in the New Normal

By Uziel Guthrie D. Naguit

The COVID-19 pandemic has brought unprecedented challenges to the local economy, with MSMEs bearing the brunt of its impact. With limited resources and high susceptibility to economic shocks, many MSMEs have struggled to maintain their operations and adapt to the new normal. To help address this pressing issue, UP ISSI in July 2022 has launched the **Gain Advancement through Business Advisory and Support Service (GABAY)** Program, an initiative designed to assist and guide MSMEs in developing pivotal strategies to effectively adjust during these difficult times.

GABAY is UP ISSI's flagship advocacy program that aims to accelerate the growth and sustainability of MSMEs by providing online mentoring and online marketing support. It offers a comprehensive range of services to support MSMEs, including enterprise counseling (online and face-to-face) and online marketing support, for enhanced productivity and efficiency. Under this program, entrepreneurs can receive personalized advice to diagnose and resolve their operational issues. The program also assists MSMEs in the development of marketing collaterals and articles, business planning and networking.

While GABAY mainly caters to MSMEs, it also offers guidance to government and non-government organizations engaged in enterprise development. Last year, UP ISSI has forged collaborations with Agri-Aqua Technology Business Incubation (ATBI) programs at five (5) State Universities and Colleges (SUCs) across the country. The involved SUCs are Cavite State University (Indang, Cavite), Central Mindanao University (Maramag, Bukidnon), Sultan Kudarat State University (Tacurong City, Sultan Kudarat), Don Mariano Marcos Memorial State University (Sto. Tomas, La Union), and Benguet State University (La Trinidad, Benguet).

  UNIVERSITY OF THE PHILIPPINES
INSTITUTE FOR SMALL-SCALE INDUSTRIES

GABAY Project

Gain Advancement through Business Advisory and Support Service

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The inaugural group of GABAY clients consists of twenty (20) innovative agri-aqua startups.

In addition to existing collaborations, UP ISSI is actively engaging in discussions with various organizations and working towards establishing more partnerships. These efforts aim to expand the program's reach and support, fostering the growth and development of even more MSMEs.

To learn more about the GABAY Program and how it can benefit your business, organization, or community, reach out to UP ISSI's Business Enterprise Development Division by phone at (+632) 8981-8500 (VoIP Local 4087) or email at enterprisedevt_issi.upd@up.edu.ph. You can also visit our office, at Room 403, 4th Floor, E. Virata Hall, E. Jacinto St., University of the Philippines Diliman, Quezon City.

Agri Technologies Up for Grabs: Matching Innovative Enterprises with the Industry

By Uziel Guthrie D. Naguit

The Philippine Chamber of Commerce and Industry (PCCI) spearheaded the “Agri Technologies Up for Grabs,” a round table discussion and business matching activity for the first batch of beneficiaries of the LIPAD Project on February 28, 2023. The event was conducted at the BA Securities Hall located in the PCCI Building in Taguig City, and online through Zoom.

The activity was co-organized by UP ISSI and the Department of Science and Technology Philippine Council for Agriculture, Aquatic, and Natural Resources Research and Development (DOST PCAARRD). It showcased the products of the seven LIPAD startups that were also the first recipients of the DOST PCAARRD Startup Grant Fund.

LIPAD, which stands for “Levelling up of Innovative Agriculture, Aquatic and Natural Resources-based Startups/Spin-offs through Promotion, Assistance and Development,” is a collaborative project between the DOST PCAARRD and UP ISSI. It aims to provide support and assistance to Agriculture, Aquatic and Natural Resources (AANR)-based enterprises by offering commercialization support, capability building, mentorship, and business matching services.



LIPAD enterprise founders and representatives, and officials and staff of PCCI, UP ISSI, and DOST PCAARRD pose for a group photo following the round table discussion.

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Mr. Noel A. Catibog delivers keynote speech

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The event was formally opened by Mr. George T. Barcelon, President of the PCCI. He highlighted that the event provided an excellent platform for the startups to showcase their innovations and receive feedback from the industry.

This feedback could be valuable in helping the startups improve their products, and potentially lead to their growth and success.

The keynote speaker, Mr. Noel A. Catibog, Director of the Technology Transfer and Promotion Division of the DOST PCAARRD, expressed his excitement for the first batch of startup grantees and their innovations. He stated that the DOST PCAARRD is intent on helping Filipinos through research and development efforts.

However, he emphasized that these efforts are all for naught if the innovations are overlooked. That is why Mr. Catibog expressed his gratitude towards PCCI for connecting the LIPAD enterprises with the industry. He encouraged everyone to help startup technologies serve the people.

During the event, each startup was allocated a total of five minutes to present their pitch deck to the audience. The allotted time allowed the startups to deliver concise and informative presentations and capture the attention of their target partners.

Here is a brief summary of the LIPAD enterprises, along with their product offerings and the business partners they are seeking:

Fullmight Agricultural Corp. – produces **Nutrio**, a microbial-based biofertilizer for sugarcane and other crops. The enterprise is seeking distributors in Luzon, Visayas, and Mindanao, as well as client farmers, as business partners.

Elbitech Inc. – offers **Acticon**, a biocontrol solution against the Panama disease that infects bananas. The enterprise is seeking investors and a national distributor as business partners.

Algacon Aquafeeds Manufacturing – produces **Juan Algae**, a ready-to-use, chemical-free, and eco-friendly microalgae paste instant feed that can be a substitute for on-site algal culture. The enterprise is seeking nursery and fishpond operators, and national government agencies as business partners.

Blitzkrieg Animal Diagnostic Center – manufactures **Andali Rapid Test Kits** that detect various transboundary animal diseases and viral antigens in swine, livestock and poultry. The enterprise is seeking provincial distributors as business partners.

BDOZ Veterinary Products – offers **BDOZ Betel Nut Dewormer**, an organic poultry anthelmintic made from locally-sourced natural ingredients that can reduce and eliminate intestinal worms in chickens. The enterprise is seeking poultry associations and distributors as business partners.

Verabella Enterprises Limited Co. – produces **Daerrys Tilapia Ice Cream and Cookies**, a healthy alternative to traditional sweet treats with high protein and zero preservative content. The enterprise is seeking distributors and resellers as business partners.

Agricom Best Foods Corp. – offers **ChevLamb**, a high-protein, low-fat chevon dish available in a can or vacuum pack. It is made from tender cuts of goat meat and is offered in three local flavors – kaldereta, kilawin, and adobo. The enterprise is seeking contract growers and distributors as business partners.

The Round Table Discussion was concluded by Prof. Melanie M. Moraga-Leaño, Director of the UP ISSI. She expressed her appreciation for the synergy among diverse organizations during the event. She stressed the importance of seeing things from multiple perspectives to establish and maintain good relationships, which is essential in achieving success.

Prof. Leaño thanked the PCCI, the DOST PCAARRD, the UP ISSI LIPAD Project Management headed by Ms. Marsha Lee A. Delfinado for making the event possible. She congratulated the LIPAD grantees for their successful pitches and reminded them of the importance of taking feedback into account for future opportunities.

After the round table discussion, the business matching session was held at the PCCI Boardroom, providing an opportunity for the seven participating enterprises to meet with potential partners and collaborators. Among those who expressed interest and made inquiries were potential investors, distributors, resellers, marketers, and network representatives.

VIEW complete photos on UP ISSI facebook album: [Agri Technologies Up for Grabs \(UP ISSI LIPAD\)](#)

UP ISSI GAD body organizes Learning Session on promoting Anti-Sexual Harassment

By Danica Pacardo



Resource Person Janet De Leon presents the 2017 Anti-Sexual Harassment Code.

Commission Resolution No. 01-0940. The lecture was followed by an open forum.

During the opening remarks, UP ISSI Director Prof. Melanie Moraga-Leano shared a story which emphasized how women were silenced during her time in terms of gender-related harassment.

She also thanked the UP-ISSI GAD committee for organizing the learning session and expressed her hope that initiatives like this will further promote a more gender-sensitive and gender-responsive working environment in the Institute.

Before the session started, UP ISSI employees shared the highlights of their small group discussions which highlighted their existing knowledge on different forms of sexual harassment. Relevant concepts such as power relations, consent, violation, boundaries, sexism, and inappropriate touching were mentioned during their presentations.

In celebration of the National Women’s Month, the University of the Philippines Institute for Small-Scale Industries Gender and Development committee spearheaded a learning session on promoting anti-sexual harassment in the workplace on March 21, 2023 at Rm. 300 of UP ISSI building.

Ms. Janet E. De Leon, University Extension Specialist I from the Office of the Anti-Sexual Harassment (OASH) led the discussion and shared her insights on the topic.

Ms. De Leon’s lecture covered relevant topics including UP Anti-Sexual Harassment Code, forms of sexual harassment, procedures on filing cases, the Safe Spaces Act, and the Civil Service



DEEP SHARING. UP-ISSI employees discuss their notions on the various forms of sexual harassment.



UP-ISSI GAD Focal Person Jake Villanueva explains the objectives of the activity.

“These are crucial times that we should use opportunities like this in amplifying our voices especially for our advocacy in creating more safe spaces for everyone,” said Mx. Jake Villanueva, GAD focal person.

UP ISSI GAD body partakes in 1st Inclusive Business Summit

By Jake Villanueva



Three members of Gender and Development committee of UP ISSI partook in the 1st Inclusive Business Summit held at SMX Convention Center on March 22, 2023.

University Extension Specialists Ms. Danica Pacardo from the Research Division and Mx. Jake A. Villanueva from the Training and Entrepreneurship Education Division and Mx. Marvin “Marga” Manlapas, University Extension Associate from TEED represented the institute in the summit.

“The event was full of learning and is for everyone in the community especially the vulnerable and marginalized groups who need more visibility in the society, and I hope that through this, the government will join hands in being part of the solution towards an authentically Inclusive Philippines,” said Mx. Manlapas.

The event aimed to raise awareness on the call for multi-sectoral inclusivity that will provide leaders and organizations in reviewing business cases including the politics of inclusion, and in crafting a brand identify of an inclusive Philippines.

“I take public transportation as a choice because I want to see how we are improving the services of the government to everybody; I line up minsan sa MRT, I line up minsan sa carousel sa bus, I experienced two-hour waiting time,” started Ronn Astillas, Chair of Philippine LGBT Chamber of Commerce, during an interview about his inspiration in initiating the summit.

He also shared that his realizations during his experiences falling in line and riding public transportations triggered his desire to bring everyone and discuss what Inclusive Philippines should be about.

“Inclusive Philippines is not just LGBT inclusion; it’s about the little people, people with disabilities, seniors and indigenous people. This has not been done in the past,” Mr. Astillas added.

He emphasized that MSMEs will also benefit from this initiative because it will also give them more opportunities to talk and to engage policymakers that will support them.

The morning plenary focused on the foundations of economic exclusion and highlighted the goals, experiences, practices of the members of the panel including Maria Glorian “Toinkee” Tomen, Founder of Big Dreams for Little People – Philippines Inc., Marie Rose “Maroz” Ramos, Executive Director of GALANG Philippines, Gayle Antes, Co-founder of Sorbelato and Soyblessed, Carmen Zubiaga, President of WOW-LEAP, and Disney Aguila, former President of Pinoy Deaf Philippines. The session was moderated by advocate and artist Mae Paner.



UP ISSI staff with Ronn Astillas (third from left), Chair of Philippine LGBT Chamber of Commerce

In addition, the afternoon plenary entitled Measuring Impact through Inclusion: Diversity is measured by number , inclusion is measured by impact: a review showcased the insights and stories of Julia Abad, Executive Director of Philippine Business Coalition for Women Empowerment, Ronald Rodriguez, Co-Founder of Marhay na GIBO – MNG Community and Executive Director of Burabod Musika, Artist/ Designer Twinkle Ferraren, Timothy Salomon, Coordinator of National Land Coalition, and Teddy Baguilat, public servant, journalist, activist and advocate of rights of indigenous people and minority groups. The afternoon activity was facilitated by Filipina writer for television, film and events, TV host and Brand Ambassador G3 San Diego.

The summit was presented by The Philippine LGBT Chamber of Commerce, Inc., and co-presented by Babaylanes, Inc., and Youth Voices Count in partnership with Big Dreams for Little People – Philippines, Inc., and Philippine Business Coalition for Women Empowerment.

UP ISSI Spearheads Gender Sensitivity Training-Workshop

By Jake Villanueva



UP ISSI staff and employees of RBGM Medical Express Sales, Inc.

To raise awareness about the Philippine mandates on gender and development and the impact of gender sensitivity among employees in their workspaces, UP ISSI conducted a Gender Sensitivity Training to the employees of RBGM Medical Express Sales, Inc. on February 17, 2023 at Variance Trading Corporation Auditorium in Quezon City.

Affiliated companies Magis Academy Inc., Kaizen Security Agency Corporation, Four as Food and Catering services, and Variance Trading Corporation also partook in the training workshop to equip themselves with the knowledge and strategies in promoting a gender-sensitive environment.

Senior Gender and Development Officer Cindy Cruz-Cabrera from the UP Diliman Gender Office highlighted the discussion on the Introduction to the Legal Bases on Advocating Gender Sensitivity Awareness and Gender and Development, while SOGIE and Training Officer Giano Ray C. Potes from the same office focused on the GAD concepts: gender roles, stereotypes, and biases.

Moreover, Janet A. De Leon, University Extension Specialist from the Office of Anti-Sexual Harassment of UP Diliman emphasized crucial points in promoting safe spaces and strengthening responses to sexual harassment in the workplace, while UP ISSI Gender and Development Focal Person and University Extension Specialist Jake A. Villanueva discussed strategies on developing and promoting a Gender-sensitive Environment, and Gender-sensitive Communication and Leadership.

“Sa pagtatapos ng programang ito, hamon para sa ating lahat na isabuhay ang mga aral na inyong natutunan mula sa programang ito (After this program, it is a challenge to us all to enliven the lessons we learned from this),” said Miss Joanna

Rose T. Laddaran, University Extension Specialist from UP ISSI and the Program Manager of the training.



PM Laddaran also emphasized during the closing ceremony that she hopes they can use their learning not only in enriching their knowledge but also to strengthen their organization and respective communities.

PM Laddaran and Program Coordinator Krystel Maisie Soria served as the program management team.

DOST PCAARRD reviews collaboration

with UP ISSI, SGF Beneficiaries

By Uziel Guthrie Naguit



DOST PCAARRD and the UP Institute for Small-Scale Industries (ISSI) successfully held the Startup Grant Annual Review Meeting at the UP University Hotel on February 27, 2023.

The Department of Science and Technology Philippine Council for Agriculture, Aquatic, and Natural Resources Research and Development (DOST PCAARRD) and UP ISSI recently held the Startup Grant Annual Review Meeting at the University Hotel in Diliman, Quezon City last Monday, February 27, 2023. The objective of the meeting was to review the accomplishments of the first batch of beneficiaries of the DOST PCAARRD Startup Grant Fund (SGF) and the LIPAD Project.

LIPAD, which stands for “Levelling up of Innovative Agriculture, Aquatic and Natural Resources-based Startups/Spin-offs through Promotion, Assistance and Development,” is a collaborative project of the DOST PCAARRD and UP ISSI. It aims to scale up Agri-Aqua and Natural Resources (AANR)-based enterprises through commercialization support, capability building & mentorship, and business matching.

The first batch of grantees consists of seven (7) startup/spinoff enterprises incubated under the Agri-Aqua Technology Incubators of state universities and colleges (SUCs), including the

Isabela State University, University of the Philippines Visayas, Capiz State University, Central Luzon State University, and University of the Philippines Los Banos.

During his opening statement, Director Noel A. Catibog of the DOST PCAARRD Technology Transfer and Promotion Division (TTPD) posed the question, “Tama ba ang desisyon ng DOST PCAARRD na magkaroon ng extra project para suportahan ang ang mga startup tulad ninyo?” (“Was the DOST PCAARRD’s decision to launch an extra project to support startups like yours a wise one?”)

He continued by stating, “I am confident that UP ISSI will agree with me that we’ve made the right choice. With that, I express our sincerest gratitude for your effort, collaboration, and partnership with us.” Additionally, he expressed his appreciation to UP ISSI and the LIPAD Project Management Team for their dependable support.



Dir. Noel A. Catibog of DOST PCAARRD Technology Transfer and Promotion Division delivers opening remarks.

Regulatory compliance challenges

The challenge of regulatory compliance and barriers was identified as a significant issue facing startups, as highlighted by both the entrepreneurs and the project management team. This challenge was largely due to the fact that most of the grantees were still in the process of obtaining licenses from the relevant regulatory bodies. Some of them even expressed confusion about the unclear guidelines that must be followed to secure their licenses. As a result, some of them faced obstacles in meeting their production targets and forging partnerships within the specified one-year project timeline.

Recognizing the challenges faced by the LIPAD enterprises, the DOST PCAARRD has stated their commitment to applying the lessons learned from the first batch of grantees to mitigate these issues for the second batch of beneficiaries.



Dr. Virginia M. Padilla presents Fullmight Agricultural Corp. annual review presentation. The said enterprise manufactures Nutrio, a foliar spray bio-fertilizer that improves the growth and yield of sugarcane and other agricultural crops.

Gratitude for Support

The participants expressed their heartfelt appreciation to the DOST PCAARRD and UP ISSI for their unwavering support and the valuable opportunities provided to them through the LIPAD Project. They recognized the pivotal role played by these institutions in promoting innovation and entrepreneurship in the country, especially in the AANR sector.

STAFF NEWS

UP ISSI is growing.

Welcome to ISSI for our new staff and congratulations to the newly-promoted personnel of the Institute. We also wish an enjoyable and fulfilling retirement to our colleague.

NEW STAFF



JOSHUA V. GARCIA

UNIVERSITY EXTENSION SPECIALIST II
BUSINESS ENTERPRISE DEVELOPMENT
DIVISION



MIKA ELLA O. PEREZ

UNIVERSITY EXTENSION SPECIALIST II
RESEARCH DIVISION



JOCELYN G. LAGDAMEO

ADMINISTRATIVE ASSISTANT II
ADMINISTRATIVE DELIVERY DIVISION



APRIL JOYCE M. YUMUL

ADMINISTRATIVE ASSISTANT I
TRAINING AND ENTREPRENEURSHIP
EDUCATION DIVISION

PROMOTIONS



MARIA FE S. REYES

UNIVERSITY EXTENSION SPECIALIST II
TRAINING AND ENTREPRENEURSHIP
EDUCATION DIVISION



UZIEL GUTHRIE D. NAGUIT

UNIVERSITY EXTENSION ASSOCIATE II
BUSINESS ENTERPRISE DEVELOPMENT
DIVISION



KRYSTEL MAISIE T. SORIA

UNIVERSITY EXTENSION ASSOCIATE I
TRAINING AND ENTREPRENEURSHIP
EDUCATION DIVISION

RETIREMENT

JOEL F. ALMOSARA

ADMINISTRATIVE ASSISTANT III
ADMINISTRATIVE DELIVERY DIVISION
JANUARY 01, 2023



UP ISSI brings back its Regular Fitness Activity

By Danica Pacardo



UP ISSI employees after the first aero session last March.

Starting March 2023, UP ISSI has been conducting its monthly aero class spearheaded by the members of the Institute's Health and Wellness Committee.

This is a special edition of UP ISSI's Leaning Session and Kumustahan Series (UP ISSI LSK). The aero class serves as an alternative activity to encourage the staff to unwind and have an active lifestyle.

Participation is voluntary, and everyone is encouraged to give feedback on each session. Employees have expressed their appreciation of the monthly aero class citing that the sessions are a welcome break in their busy work schedule and a way to have fun, de-stress, and lose weight.



The participants during the aero class last May 2023.

UP ISSI Launches Call for Papers for ICESMED 2023



UNIVERSITY OF THE PHILIPPINES
INSTITUTE FOR SMALL-SCALE INDUSTRIES

CALL FOR PAPERS

PAPER SUBMISSION DEADLINE: 15 SEPTEMBER 2023

1ST INTERNATIONAL CONFERENCE ON ENTREPRENEURSHIP AND SME DEVELOPMENT (ICESMED 2023)

Resilience and Relentlessness: Bouncing Back and Leaping Forward

**28 & 29 NOVEMBER 2023
MANILA, PHILIPPINES**



The University of the Philippines – Institute for Small-Scale Industries is inviting faculty members, researchers, practitioners, and students to submit their abstracts for the 1st International Conference on Entrepreneurship and SME Development (ICESMED) 2023. The deadline for submission is on September 15, 2023.

Accepted papers will be presented during the conference which will be held from 28 to 29 of November 2023 at the UP National College of Public Administration and Governance (UP NCPAG) Assembly Hall, UP Diliman Campus, Quezon City.

With the theme, “Resilience and Relentlessness: Bouncing Back and Leaping Forward,” the event aims to serve as a venue to share and discuss studies on entrepreneurship and the development of small and medium-sized enterprises.

For more information on the conference guidelines, visit bit.ly/icesmed2023 or email the UP-ISSI Research Division at issi.research@up.edu.ph.

2 UP ISSI mentees top sales at Agri-Aqua Incubatee Summit

By Uziel Guthrie D. Naguit

Agripreneurs Nedelyn Subaldo and Maricris Boado, mentees under the Gain Advancement through Business Advisory (GABAY) Mentorship and Support Program of the University of the Philippines Institute for Small-Scale Industries (UP ISSI), emerged as top sellers at the 2nd National Agri-Aqua Incubatee Summit. The event took place from April 23-25, 2023, at SM City Baguio and Ion Hotel in Baguio City.

The summit was a joint effort between the Department of Science and Technology Philippine Council for Agriculture, Aquatic, and Natural Resources Research and Development (DOST PCAARRD) and Benguet State University Agri-Aqua Technology Business Incubator (BSU ATBI).

The three-day event served as a platform for incubatees from various ATBIs across the country to showcase and market their innovative products and technologies. It also provided an opportunity for them to pitch and engage in discussions with industry stakeholders and business partners, as well as for networking and collaboration.

Miles Pure Wild Raw Honey



Ms. Nedelyn Subaldo (center) receives the 1st place trophy for being the overall Agri-Aqua Incubatee Best in Sales.

Source: [DSCF1948.JPG](#)

Ms. Subaldo, proprietor of Miles Pure Wild Raw Honey based in Isulan, Sultan Kudarat, secured two awards for achieving the highest overall sales and topping the product-in-development category during the event. Subaldo is presently receiving incubation support from the Sultan Kudarat State University Agri-Aqua Technology Business Incubator (SKSU ATBI).

Miles Honey's booth at SM City Baguio attracted health-conscious consumers and beauty enthusiasts interested in trying their honey, available in three unique varieties – pure wild raw honey, rare black honey, and rare green honey. Customers were intrigued by the color and potential benefits of their honey as a natural sweetener and skincare product.

As Ms. Subaldo highlighted, their products are rich in enzymes and minerals, making it an excellent alternative to processed sugar. However, the advantages of Miles Pure Wild Raw Honey's products do not stop there. She also pointed out that their honey contains natural antioxidant and antibacterial properties that can promote healthy skin.

Ms. Subaldo has been receiving invaluable guidance and support in the development of her business plan from UP ISSI's Engr. Ma. Luisa Solarte-Lee under the GABAY Program.

RSGSA Seaweed Chips



Ms. Maricris Boado of RSGSA (second from left) receives the trophy for the highest sales in the processed food products category

Meanwhile, Ms. Boado of the Rabon Seaside Gracilaria Seaweeds Association (RSGSA) achieved the highest sales in the processed food products category with their innovative Seaweed Chips. RSGSA, a women's association based in Rosario, La Union, specializes in producing unique seaweed products. It is presently under the incubation of Don Mariano Marcos Memorial State University Agri-Aqua Technology Business Incubator (DMMMSU ATBI).



2nd National Agri-Aqua Incubatee Summit Trade Fair Opening Ceremony at SM City Baguio (Photo credit: DOST PCAARRD)

At the pitching event held on April 24, 2023 at Ion Hotel, Boado shed light on how their association has been empowered by seaweed processing technology. She emphasized that seaweeds, which were previously overlooked, are now being transformed into a range of seaweed-based products such as chips and noodles. This innovative approach has enabled women in their community to generate income and overcome economic challenges.

RSGSA is currently being mentored by UP ISSI's Mr. Reynold Ferdinand Manegdeg and Mr. Uziel Guthrie Naguit under the GABAY program. They provided the association with guidance on how to determine their target production volume and pricing by teaching them how to prepare a cash flow.



RSGA's Seaweed Chips and Weedles (Seaweed Noodles)

GABAY is UP ISSI's flagship advocacy program that aims to accelerate the growth and sustainability of micro, small and medium enterprises by providing online and one-on-one mentoring, and marketing support.

Read more about the GABAY Program here: <https://beta.entrepreneurship.org.ph/2023/03/31/gabay-program-helping-msmes-survive-and-thrive-in-the-new-normal/>

UP ISSI, AIPO Support Filipino Inventor's Quest for Clean Water

By Uziel Guthrie D. Naguit



(Left) Filipino inventor Ernesto Labuntog treats a murky water sample from the Marikina river; (Right) Ms. May Ann Udtojan of the Ateneo Intellectual Property Office collects a treated water sample from the device

The University of the Philippines Institute for Small-Scale Industries (UP ISSI) and the Ateneo Intellectual Property Office (AIPO) are collaborating to support Filipino inventor and engineer, Ernesto Labuntog, in his quest for clean water. On Monday, April 3, the AIPO arranged a testing demonstration at the Marikina River to assess the efficacy of Labuntog's portable water treatment device and inventive pre-treatment process.

According to the inventor, this device together with the pre-treatment process can transform contaminated water into safe drinking water. This can be quite valuable not only during disaster situations but also at present as the country faces a water crisis.

The invention features an easy-to-use and inexpensive mechanism, eliminating the need for specialized skills or electricity during operation. It is able to produce clear potable water at a cost of under 2 pesos per liter, which is a lot more affordable than typical bottled water.



Demo team collects water samples from Marikina River



UP ISSI, AIPO, Labuntog and his family pose for a group photo after the demo, with the portable water treatment device displayed in the middle.

During the demonstration, the team collected water samples from the Marikina River, which exhibited visible signs of pollution such as murkiness and floating debris. Labuntog applied his specialized pre-treatment process and then used the device to treat the polluted water sample. Within just 30 minutes, it effectively transformed the murky water back into a clear state.

The AIPO submitted both the treated and untreated samples to the Department of Science and Technology – Industrial Technology Development Institute for further laboratory analysis.

Earlier in January, Labuntog sought the assistance of the UP ISSI and AIPO to help commercialize his invention. Since February, he has been receiving AIPO support through its Blue Nest incubation program. The AIPO, led by its director Dr. Proceso Fernandez Jr., along with Ms. May Ann Udtojan and

Ms. Wilma Alamar, organized the testing demonstration in order to thoroughly validate Labuntog’s invention.

The UP ISSI’s Business Enterprise Development Division also took part in the activity, with Ms. Marsha Lee Delfinado and Mr. Uziel Guthrie Naguit providing valuable assistance.

This activity marks a significant milestone in the journey towards commercializing Labuntog’s invention. It raises hopes for better access to clean drinking water, especially in areas plagued by pollution and water scarcity, both within the country and around the world.

Labuntog is a member of the Filipino Inventors Society and has been researching water treatment since his retirement in 1996. In 2006, the Intellectual Property Office of the Philippines granted him an invention patent for his portable water treatment device.

UP ISSI initiates seminar-workshop for Metro Manila vendors

By Jake Villanueva



In photo: Director MML, Sir Alan, coaches from UP ISSI, and the Metro Manila Vendors Association

To equip micro-scale vendors with skills on operations and financial management, UP ISSI initiated a seminar-workshop on Enterprise Development and Business Continuity Planning for the Metro Manila Vendors Alliance last March 1-2, 2023 at Room 301 of E. Virata Hall.

Through the Communities of Practice for Entrepreneurship (COPE) Program of the Institute which aims to bring entrepreneurship education to communities with lesser access

to such service, the Research Division (RD) and Training and Entrepreneurship Education Division (TEED) collaborated to conduct the two-day training participated by 59 vendors.

Prof. Rolando Ramon Diaz, Head of TEED, emphasized in his opening remarks the goal of the extension program for the vendors in the community, while Mr. Jefferson C. Sumalabe, University Extension Specialist (UES) from TEED and Mr. Joshua Garcia, UES of the Business Enterprise Development Division discussed the important notes on operations management and bookkeeping and cashflow respectively.

Moreover, Mr. Garcia continued his discussion on financial management while Ms. Joanna Rose T. Laddaran, UES from TEED, shared her expertise on Business Continuity Planning.

Mr. Reynold Ferdinand G. Manegdeg, Head of BEDD, highlighted in his closing message that time is the most important investment in a business specifically in learning and improving.

“Nagpapasalamat (kami) sa oportunidad na makadalo at matuto ng mga bagong kaalaman na di nila inakalang malaking tulong para sa kanilang maliliit na negosyante at manininda,” said Domingo Bengala, Norma Capate and Analisa Labado, class representatives during the class response segment.

They also expressed their gratitude for the patience of the speakers and coaches and that they are happy to share what they gained and learned to their fellows in the community.

Ms. Allysa Anne M. De Guzman of TEED and Ms. Melanie V. Cabotaje of RD led the UP ISSI team in the conduct of the event. University Extension Specialists and Associates from UP ISSI also assisted the participants as coaches during the workshop.

UP ISSI, DANA Asia Collaborate to Develop Eco-store Business Model

By Uziel Guthrie Naguit



(Clockwise from bottom right) Ms. Lotti Fraser, Dir. Melanie M. Moraga-Leaño, Mr. Joshua Garcia, Leo Alforte, Mr. Reynold Manegdeg, Ms. Karen Kay Bravo-Coballes and Mr. Uziel Guthrie Naguit pose for a photo after the partnership signing ceremony.

The University of the Philippines Institute for Small-Scale Industries (UP ISSI) and DANA Asia have teamed up to enhance the business model of the ALPAS Community Housing eco-store pilot project. On April 20, 2023, both organizations signed a partnership agreement at the Virata Hall in UP Diliman, Quezon City, to mark the beginning of this collaboration.

The agreement was signed by DANA Asia's Director of Programs, Ms. Lotti Fraser, on behalf of their CEO, Duncan Power, and UP ISSI Dir. Melanie M. Moraga-Leaño.

The signing was witnessed by key individuals who will be taking on critical roles in the intervention project. Among those present were Mr. Leo Alforte, who will be serving as DANA Asia's program coordinator, Mr. Reynold Ferdinand G. Manegdeg, who will act as the program adviser, Ms. Karen Kay C. Bravo-Coballes, who will serve as the project manager, and project management team members Mr. Joshua V. Garcia and Mr. Uziel Guthrie D. Naguit.

About the ALPAS Ecostore

The eco-store is situated at the Aniban ng Lehitimong Paninirahan ng Ligtas sa Sakuna (ALPAS) Community Housing Project in San Jose Del Monte City, Bulacan. It provides shelter for over 500 households that have been relocated from waterways and high-risk areas in Caloocan City.

On October 18, 2022, the community launched an eco-store venture with the assistance of DANA Asia, creating job opportunities for its members and advocating zero waste. The eco-store, which is operated and managed by the community cooperative, serves as a refilling station for household essentials like coffee, rice, and sugar.

By emphasizing the use of refillable containers, this initiative aims to significantly reduce plastic usage in the community and encourage residents to adopt more environmentally friendly consumption practices. Additionally, the store aims to provide more affordable yet high-quality products compared to those commonly found in sari-sari stores.

The UP ISSI and DANA Asia intervention program will be carried out in three phases. The first phase involves assessing the progress made by the pilot eco-store venture. In the second phase, the program team will propose strategic adjustments to the business model to ensure its sustainability. The last phase will provide a three-month mentorship program for ALPAS members operating the eco-store, equipping them with the necessary skills and knowledge for continuous success.

The project management team will be conducting enterprise and community visits at ALPAS starting May 2023.

UP ISSI staff highlights HANDA program in WIN DRR – Ph launch event

By Jake Villanueva

PASAY CITY – University Extension Specialist from the Institute for Small-Scale Industries of the University of the Philippines emphasized the impact of Honing Agents for National Disaster Awareness (HANDA) Program: Disaster Preparedness and Business Continuity Planning (BCP) for MSMEs in a panel discussion during the website and network launch event of the Women's

International Network on Disaster Risk Reduction – Philippines Chapter in the Director's Club, Mall of Asia last April 26.

Ms. Joanna Rose T. Laddaran, focal person of the HANDA program, shared that part of the course is equipping the micro, small, and medium enterprises with the knowledge and skills in conducting Business Continuity Planning.

"Our BCP program is guided by the MSME realities on the ground; in our study on the impacts of the COVID-19 on women in the informal economy, we found out that these women entrepreneurs faced multiple burdens," Laddaran explained.

She also added that during the pre-pandemic, they were already earning less than the living wage (250 a day) and during the pandemic, they suffered financially even more.

"As we train individuals coming from the MSME sector, they share their learning to their employees and co-workers, as well as their family members and their community; thus, we continuously develop a culture of resilience in the country," she said.



The panel also included chairperson Sandy Montano, Philippine Commission for Women, Atty. Violeta Seva, Earthquake and Mega cities Initiatives, Ms. Minet Jerusalem, Leyte Center for Development, Dr. Angela Zafra, Strategia Development Research Institute, Inc., Dr. Marqueza Reyes, Asian Institute of Management, Chairperson Rosemarie Rafael, Airspeed International Corporation, and Chief Superintendent Belinda Ochave.

Dr. Teresita Medado, President of Asia Pacific College and WIN DRR PH Convenor and Engr. Liza B. Silerio, ARISE Global Board Member and Vice President for Corporate Compliance Group, SM Supermalls delivered the opening remarks and welcome message respectively, while Sen. Loren Legarda served as the Keynote Speaker highlighting the laws and initiatives aligned with environmental preservation, waste management and disaster preparedness.

UP ISSI Gender and Development Committee focal person Jake A. Villanueva and Communities of Practice for Entrepreneurship (COPE) program manager Allyssa Anne Mari-De Guzman were invited to attend the event.

UP ISSI, WIN DRR PH, BCMAP feature Creative Industries' resilience stories

By Jake Villanueva

QUEZON CITY –University of the Philippines Institute for Small-Scale Industries in partnership with the Business Continuity Managers Association of the Philippines, and the Women's International Network on Disaster Risk Reduction Philippines (WIN DRR PH) through the Communities of Practice for Entrepreneurship (COPE) program featured the Resilience Narratives of the Creative Industries through a webinar held last May 16, 2023, highlighting their efforts of adapting to the changes in the business landscape during the pandemic.

Direk Jhon Phil Hiro De Vera and Coach Rommel D. Kebek, both from Roshe Entertainment Productions (REP) and Roshe Performing Group (RPG), Robert Nelson V. Besana, Executive Director

for Multimedia Arts at Asia Pacific College, and Mr. Noel Gallon De Leon, publisher of Kasingkasing Press, were invited to highlight their experiences in the dance, creative and publishing industries respectively in line with the celebration of the Business Continuity Awareness Week.



Beats in the Dance Industry

RPG and REP founder Direk De Vera shared that their business struggled in various aspects especially on delivering their services to their clients.

"It has been the most difficult time for the dance industry most especially to my business because of the following: target market, access, delivery of service and availability of test kits and vaccine and funds," explained Direk De Vera on how the COVID-19 pandemic affected them.

He further elaborated that when the pandemic happened, they lost clients during live events, concerts, face-to-face events including coaching, daily sessions, and debuts which forced him to close his dance studio. This led them to having free workshops and advanced booking for their services.

In addition, Coach Kebek stated that because the dance industry was affected by the pandemic, having loyal contacts helped him in having private online dance classes which also provided income for his family.

"Zoom pa rin po or Google Meet pa rin po kami nagtuturo; actually sobrang hirap po kasi po imagine niyo po kausap ko po computer...mahirap po siya pero dahil kailangang lumaban, may anak ako at asawang kailangang providan, kinaya naman," he said.

Coach Kebek added that they survived by learning new skills like baking cakes and making chili garlic through the help of their manager and director.

Hues in the Multimedia Industry

On the other hand, Mr. Besana said that the pandemic has brought unprecedented changes that have affected their curriculum, facilities, and industry partnerships.

"When the pandemic hit, we had to adapt quickly to the new normal. Our faculty had to adjust to alternative teaching methods such as online classes, video conferencing and HyFlex learning," he stated.

He also shared that their students could not use their specialized equipment and that they needed to rely to their personal devices and software to complete their projects which compromised the quality of their output.

To continuously provide their services, Besana explained that they prepared and implemented a range of Business Continuity and Disaster Preparedness strategies which outlined the steps necessary to ensure the continuity of critical services in the event of a crisis or a disaster.

"We provide online platforms and tools to enable students and faculty to continue their academic activities even when they can't attend physical classes.

We are also ensuring that our IT infrastructure is robust and capable of handling high volume of traffic so that there is no interruptions in online services," he said.

Pages of the Publishing Industry

To understand the development of the book industry, Mr. De Leon explained the importance of knowing the experiences of the small and independent presses with the hope that the viewers can also amplify their initiative or replicate it in their regions or communities.

"Because community is important to us, during this past pandemic, we introduced a new segment of the Iloilo Mega bookfair – the Sari-sari Bookstore sa Barangay – where we bring the books to the communities ourselves," he said.

He also added that they conduct storytelling sessions, and they help reading clinics on how they can start their curated library for children in their own barangay.

"In our experience here in Iloilo during the pandemic, we actually launched 40 e-books, yung mga pre-pandemic books, ginawan namin ng version as e-books but

of course, it was very challenging because our book industry ay hindi naman talaga handa sa digital kind of distribution," he also shared during the Question-and-Answer segment.

Furthermore, Dr. Teresita P. Medado, Convenor of Women's International Network for Disaster Risk Reduction (WIN DRR) and President of Asia Pacific College, and Mr. Keith S. Chan, President of Business Continuity Managers Association of the Philippines (BCMAP) and Vice President for Information Technology at Wilcon Depot, Inc. delivered their messages of resilience during the webinar.

Meanwhile, UP ISSI Director Melanie M. Moraga-Leaño stated in her opening remarks that with a sense of urgency, Business Continuity advocates have pushed to a higher level to call to equip the MSME sector the ability to prepare and implement business continuity plans.

"Resilience coupled with preparedness on Business Continuity can bring about positive changes for our entrepreneurs," said Dir. Moraga-Leaño.

2023 Training Offerings



UNIVERSITY OF THE PHILIPPINES
INSTITUTE FOR SMALL-SCALE
INDUSTRIES





UNIVERSITY OF THE PHILIPPINES
INSTITUTE FOR SMALL-SCALE INDUSTRIES

TOTAL PRODUCTIVE MAINTENANCE COURSE (TPMC)

6 SATURDAYS | ₱15,000

REGISTRATION FOR
1 JULY - 5 AUGUST 2023
ONGOING

Objectives:

The TPMC aims to enable the participants to establish a culture of maximizing the effectiveness and total system of productive maintenance covering the whole life of the equipment.

At the end of the program, the participants should be able to:

- Explain the principles of total productive maintenance;
- Describe the concept of overall equipment effectiveness;
- Discuss the eight pillars of TPM;
- Define the current maintenance problems; and
- Prepare a TPM Action Plan to address the preventive maintenance issue.

Course Content:

- Diagnostic on Current Maintenance Program
- Leadership & People Empowerment
- Loss Analysis & Overall Equipment Effectiveness (OEE)
- 8 Pillars of TPM & Maintenance Parameters
- Autonomous Maintenance
- TPM Implementation Action Plan
- Presentation and Critiquing of TPM Back-Home Action Plan

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City, Philippines 1101
Trunk Line: 8981-8500 loc. 4054
Facebook: www.facebook.com/upissi/

July Schedule

6th Total Productive
Maintenance Course
(TPMC)

Schedule: Jul 1 – Aug 5,
2023

Duration: 6 Saturdays

Participation Fee: Php
15,000

Register online via UP ISSI
Training Calendar

2023 Training Offerings



Objectives

- Identify the the various management tools and techniques required to improve and monitor company performance
- Apply management tools and techniques in problem-solving and decision-making
- Formulate appropriate business strategy in response to the forces in the company's environment.

Course Content

- Strategic Management
- Knowledge and Information Management
- Marketing Management
- Production and Operations Management
- Human Resource Management
- Financial Management
- Integrated Organizational Survey and Assessment (IOSA)

July Schedule

127th Managers Course
(hybrid)

Schedule: Jul 08 – Nov 25,
2023

Duration: 21 Saturdays

Participation Fee: Php
33,000

[Register online](#) via UP ISSI
Training Calendar

2023 Training Offerings



H A N D A Honing Agents for National Disaster Awareness

Disaster Preparedness and Business Continuity Planning FOR MICRO, SMALL AND MEDIUM ENTERPRISES

HANDA PROGRAM: DISASTER PREPAREDNESS AND BUSINESS CONTINUITY PLANNING FOR MSMEs

The Honing Agents for National Disaster Awareness (HANDA) Program aims to develop a culture of preparedness and resilience in the country by bringing together MSMEs, cooperatives, local government units assisting MSMEs, and those interested to know more about safeguarding employees, customers, and assets.

Objectives

At the end of the training program, the participants should be able to:

- Determine the disaster vulnerability of MSMEs;
- Develop awareness on the importance of disaster preparedness and business continuity planning;
- Gain practical experience and capability to start developing a business continuity program for their organization/enterprise; and
- Develop their own MSME BCP-at-a-Glance, initial Business Continuity Plan, and Commitment to Action that can be used to effectively promote and develop resilient MSMEs.

Course Content

- Philippine Risk Profile
- Workplace and Community Disaster Preparedness
- Cybersecurity and Information Security
- Basic Elements of Business Continuity Planning
- Developing a Business Continuity Plan
- Gaining Stakeholder Commitment to BCP

REGISTER NOW AT:
www.entrepreneurship.org.ph
bit.ly/2023TrainingRegForm



8th HANDA Program: Disaster Preparedness and Business Continuity Planning for MSMEs

12 to 14 July 2023
3 Days | P 5,000

REACH US AT:

University of the Philippines
Institute for Small-Scale Industries

Room 401, Fourth Floor, E. Virata
Hall, E. Jacinto Street, UP Campus,
Diliman Quezon City, Philippines
1101

Trunk Line: 8981-8500 loc. 4054

Facebook:

www.facebook.com/upissi/

/UPISSI

July Schedule

8th HANDA Program: Disaster
Preparedness and Business
Continuity Planning for MSMEs

Schedule: Jul 12 – Jul 14,
2023

Duration: 3 Days

Participation Fee: Php
5,000

Register online at:
bit.ly/2023TrainingRegForm

2023 Training Offerings



UNIVERSITY OF THE PHILIPPINES
INSTITUTE FOR SMALL-SCALE INDUSTRIES

Pasasalamat at Pagsulong

Commemorating Philippine MSME Development through the Years

UP ISSI 3-Day Anniversary Celebration



T, W, TH | 9:00 AM - 12:00 PM

Pocket Sessions | 1:30 PM - 2:30 PM

DAY 1: Programs and Support for MSMEs and Digitization and Automation for MSMEs

DAY 2: Maximizing Brand Impact for MSMEs and Promoting Productivity among MSMEs

DAY 3: Cashflow Management for MSMEs and Taxation 101

August Schedule

Tara Na, Negosyo Na! Year 13

Schedule: Aug 29 - 31, 2023

Duration: 3 Half-Days

Register through:
<https://bit.ly/joinUPISSIopenhouse2023>

2023 Training Offerings



4th Human Resource and Industrial Relations (HIRE) for MSMEs

Duration: Sept 2 – Oct 7, 2023

Allow us to help you be equipped with basic tools and techniques to improve your knowledge, skills, and attitude as HR practitioners and would-be practitioners of MSMEs.

September Schedule

4th Human Resource and Industrial Relations (HIRE) for MSME

Schedule: Sept 02 – Oct 07, 2023

Duration: 6 Saturdays

Participation Fee: Php 15,000

[Register online](#) via UP ISSI Training Calendar

2023 Training Offerings



Improving Professional Communication Techniques (IMPACT) Course for Entrepreneurs

6 SATURDAYS | P15,000



Good communication skills are valuable for people in business and those who manage employees. Enhancing or refining their communication skills in English are greatly important for the micro, small and medium enterprises (MSMEs) that need to reach a broader market for their products and services. Improving communication techniques could also contribute in developing interpersonal skills among colleagues in the workplace and building rapport with clients.

The course aims to enhance the participants' oral and written communication skills to deliver information in a business-like manner using the English language.

REGISTRATION FOR
20 MAY - 24 JUNE 2023
AND
2 SEPTEMBER - 7 OCTOBER 2023
ONGOING

Specific Objectives:

- To demonstrate better understanding of the process of communication;
- To identify the various channels and platforms of communication for professional interaction;
- To improve oral and written communication skills as applied in a professional setting;
- To practice the KISSI (Keep it short, sincere and informative) principle;
- To enhance both articulation and non-verbal communication skills;
- To assess the communicative competence of a person; and
- To apply effective written and oral communication techniques in the workplace.

REGISTER NOW AT:
https://bit.ly/UPISSI_2023_TrainingRegistration

REACH US AT:
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Institute for Small-Scale Industries
Room 401, Fourth Floor, E. Virata Hall, E. Jacinto
Street, UP Campus, Diliman Quezon City,
Philippines 1101
Trunk Line: 8981-8500 loc. 4054
Facebook: www.facebook.com/upissi/

September Schedule

3rd Improving Professional Communication Techniques (IMPACT)

Schedule: Sept 02 – Oct 07, 2023

Duration: 6 Saturdays

Participation Fee: Php 15,000

Register online via UP ISSI Training Calendar

2023 Training Offerings



UP INSTITUTE FOR
SMALL-SCALE
INDUSTRIES

START YOUR OWN Business (SYOB) Course (Hybrid)

THIS COURSE IS OPEN TO PEOPLE INTENDING TO GO INTO BUSINESS, NEW BUSINESS START-UPS, OR THOSE IN BUSINESS WHO WOULD LIKE TO ENHANCE THEIR BUSINESS PLANNING KNOWLEDGE.

7 SATURDAYS | P15,000

OBJECTIVES:

In general, the course aims to enable participants to demonstrate personal entrepreneurial competencies and to formulate a basic business plan.

Specifically, at the end of the course, the participants should be able to:

- Increase levels of confidence and entrepreneurial motivation, thereby developing in them proper psychological preparation and attitude towards business ventures;
- Identify the basic guidelines for effective supervision and analysis of business plans;
- Identify the basic management skills necessary to operate a business; and
- Prepare business plans.

COURSE CONTENT:

- Taking the Entrepreneurial Plunge
- Marketing Aspect
- Online / Digital Marketing
- Operations / Production Aspect
- Organization / Management Aspect
- Financial Aspect
- Business Plan Preparation

REGISTRATION
FOR
OCT 14 TO NOV 25
CLASS IS STILL
ON GOING

REGISTER NOW AT:
<http://Issi.upd.edu.ph>

REACH US AT:
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Institute for Small-Scale Industries
Room 401, Fourth Floor, E. Virata Hall,
E. Jacinto Street, UP Campus, Diliman
Quezon City, Philippines 1101
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Facebook: www.facebook.com/upissi/

2023 Training Offerings





UNIVERSITY OF THE PHILIPPINES
INSTITUTE FOR SMALL-SCALE INDUSTRIES

FINANCIAL MANAGEMENT FOR ENTREPRENEURSHIP AND INVESTMENT (FINEST) COURSE

2 SEPTEMBER - 7 OCTOBER 2023
PHP 15,000 | 6 SATURDAYS

OBJECTIVES

The course aims at upgrading the financial management skills of finance managers, managers, and business owners.

As well as entrepreneurs for an effective decision-making financial tools and techniques

Specifically, at the end of the course, the participants should be able to:

- Explain the basic concepts of financial management.
- Read financial statements, analyze and use them for decision-making.
- Learn the taxation process and reporting requirements.
- Manage cash flow in an efficient way.

COURSE CONTENT :

- ✓ Understanding Financial Statements and Analysis.
- ✓ Working Capital Management.
- ✓ Basic Finance Concepts (Time Value Money)
- ✓ Cost Concepts & Behavior Relevant Costing in Decision-Making
- ✓ Business Taxation
- ✓ Investment (Risk and Return)
- ✓ Sources of Funds
- ✓ Preparation and Presentation of Financial Plan

REACH US AT:
University of the Philippines Institute for Small-Scale Industries
Room 401, Fourth Floor, E. Virata Hall, E. Jacinto Street, UP
Campus, Diliman Quezon City, Philippines 1101
Trunk Line: 8981-8500 loc. 4054
Email: training_issi.up@up.edu.ph Facebook:
www.facebook.com/upissi

REGISTER NOW AT:
www.entrepreneurship.org.ph



September Schedule

8th Financial Management for Entrepreneurship and Investment (FINEST)

Schedule: Sept 02 – Oct 07, 2023

Duration: 6 Saturdays

Participation Fee: Php 15,000

Secure your slots through this link:
bit.ly/2023TrainingRegForm

2023 Training Offerings



September Schedule

13th Advanced Leadership and Management Course (ALMA)

Schedule: Sept 23 – Dec 02, 2023

Duration: 11 Saturdays

Participation Fee: Php 29,000

Register now at:
bit.ly/2023TrainingRegForm

WHY ALMA?

ALMA aims to develop managers into technology-driven leaders who quickly learn, evaluate, apply and disseminate management information and practices without compromising honor and excellence

COURSE OBJECTIVES

- Acquire up-to-date information and practices in critical areas of management;
- Apply such information and practices in their companies with ease and effectiveness through technology, efficient communication, and effective leadership; and
- Become professional managers who are knowledgeable, technology-driven, honor-bound and best of all, sensitive and responsive to their company's needs.

COURSE CONTENT

- Leading and Managing Change for Continuous Improvement
- Strategic Planning with Balanced Scorecard
- Improving Processes with Lean Six Sigma
- Improving Decision Making with Business Analytics
- Productivity by Investing in People
- Learn Accounting in Capital Investment Analysis
- Creating Products and Processes with Systematic Innovation
- Accelerating and Improving through Technology Management
- Engaging the Customers with Quality Deployment
- Sustainability with Green Technology
- Guided Business Improvement Action Road Mapping
- Enterprise Visit to a Philippine Quality Challenge Winner



2023 Training Offerings



October Schedule

65th Accounting for Non-Accountants (AfNA)

Schedule: Oct 07 – Nov 11, 2023

Duration: 6 Saturdays

Participation Fee: Php 15,000

Secure your slots through this link:

bit.ly/2023TrainingRegForm

Duration: Oct 07 – Nov 11, 2023

The course is open to entrepreneurs/owners, accounting personnel and professionals, finance personnel, students, and participants should be proficient in the use of MS Excel software.

2023 Training Offerings



Productivity through Effective Supervision

Supervisory work permeates across all levels of organization from top management down to the heart of operations. The supervisor's post is one of the most demanding, requiring high quality performances, which directly manifests its impact on the quantity, quality and cost of outputs as well as on the motivation and morale levels of workers in his section.

Cognizant of this role, a supervisor needs to be equipped with competencies for the effective and efficient discharge of his task. Training is certainly one way by which the supervisor can be helped to acquire optimum levels of supervisory knowledge, skills, and attitudes (KSA).

October Schedule

75th Productivity through Effective Supervision (PES) Course

Schedule: Oct 14 – Nov 18, 2023

Duration: 6 Saturdays

Participation Fee: Php 15,000

Secure your slots through this link:

bit.ly/2023TrainingRegForm

2023 Training Offerings



UNIVERSITY OF THE PHILIPPINES
INSTITUTE FOR SMALL SCALE INDUSTRIES

1st Good Manufacturing Practices for Food Business Profitability

Oct 14 - Nov 18, 2023
6 Saturdays | PHP 15,000

Food is essential for human survival. Besides the biological role of food, people eat for social, emotional, and cultural reasons. However, it is important to note that food aside from becoming a source of nourishment and strength, it can also cause poisoning, illness, and disease. There should be proper food handling of food and drinks to prevent contamination. Guidelines should be established in purchasing, processing, storage, and serving/delivery of food.

Whatever their size, or product, all food producers have a responsibility to manage the safety of their products and well-being of their consumers. Food safety hazards need to be identified and controlled.

In general, the program aims to enable the participants to create a food safety checklist for their enterprises

SPECIFIC OBJECTIVES:

Specifically, at the end of the program, the participants will be able to:

- Explain the importance of food safety;
- Understand the role of food enterprises in economic development;
- Apply the concepts learned in food safety to drive business competitiveness and profitability;
- Formulate an action plan to address food safety hazards in their enterprise; and
- Prepare a food safety checklist for their enterprise.

REGISTER NOW AT:
www.entrepreneurship.org.ph

REACH US AT:
University of the Philippines Institute for Small-Scale Industries
Room 401, Fourth Floor, E. Virata Hall, E. Jacinto Street, UP Campus,
Diliman Quezon City, Philippines 1101
Toll-free Line: 9981-3500 (loc. 4054)
Email: training_issi.upd@up.edu.ph Facebook:
www.facebook.com/upissi

October Schedule

1st Good Manufacturing Practices for Food Business Profitability Course

Schedule: Oct 14 – Nov 18, 2023

Duration: 6 Saturdays

Participation Fee:
Php 15,000

Secure your slots through this link:

bit.ly/2023TrainingRegForm

2023 Training Offerings



October Schedule

Tax Literacy Course for MSMEs

Schedule: Oct 18 – 20, 2023

Duration: 3 Days

Participation Fee: Php 5,000

Secure your slots through this link:

bit.ly/2023TrainingRegForm

TAX LITERACY COURSE FOR MSMEs



9AM – 4PM | PHP 5,000

OBJECTIVES

The TLC aims to educate the participants on the basic and common statutory tax requirements of the Bureau of Internal Revenue (BIR) and Local Government Unit (LGU) such as registration, tax computation, filing and payment.

This online course focuses on the procedures on business registration and the following common tax types: **Income Tax, Value-Added Tax, Other Percentage Tax, Expanded Withholding Tax on Wages, and One Time Transaction (ONETT).**

At the end of the seminar, the participants should be able to:

- Understand the importance of national taxes and local tax;
- Identify the different tools on tax compliances of government;
- apply the different taxes in business;
- know how to compute the taxes; and
- Give idea on registration and taxes of government

18 – 20
OCT
2023

COURSE CONTENT

- Introduction to tax literacy
- Overview on business registration and compliance requirements.
- Tax types & deadlines
- Withholding tax / Business Tax
- Tax compliance requirements
- Tax exercises

REACH US

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Institute for Small-Scale Industries
Room 401, Fourth Floor, E. Virata Hall, E.
Jacinto Street, UP Campus, Diliman
Quezon City, Philippines 1101
8981-8500 loc. 4054
training_issi@up.edu.ph
www.facebook.com/upissi/

2023 Training Offerings



October Schedule

40th Strategic Marketing Course (SMC)

Schedule: Oct 8 – Dec 2, 2023

Duration: 6 Saturdays

Participation Fee: Php 16,000

Secure your slots through this link:
bit.ly/2023TrainingRegForm

UNIVERSITY OF THE PHILIPPINES
INSTITUTE FOR SMALL-SCALE INDUSTRIES

40th STRATEGIC MARKETING COURSE

PHP 16,000.00

OCT 28 - DEC 2 2023 (6 SATURDAYS)

9:00 AM - 5:00 PM

3RD FLOOR, ISSI BLDG., E. JACINTO ST., UP CAMPUS

Register Now

www.entrepreneurship.org.ph 8981-8500 loc. 4054

COPE Webinars



ENTREP BRANDING:

Your Key to Providing Value

January 25, 2023 (2:00 PM – 4:00 PM)
Via Zoom and UP ISSI's Facebook Page

PROMOTING PRODUCTIVITY AMONG MSMEs

February 13, 2023 (2:00 PM – 4:00 PM)
Via Zoom and UP ISSI's Facebook Page



ECOSYSTEM APPROACH TO MSME ENTREPRENEURSHIP DEVELOPMENT

March 31, 2023 (2:00 PM – 4:00 PM)
Via Zoom and UP ISSI's Facebook Page





COPE Webinars



OPEN HOUSE MENTORING

with COPE Learning Sessions

April 20, 2023 (9:00 AM – 5:00 PM) at ISSI Plaza 2nd Floor

Resilience Narratives of the Philippine Creative Industries

May 16, 2023 (2:00 PM – 4:00 PM) Via Zoom and UP ISSI's Facebook Page



SPILLING THE TEA IN ENTREP

Narratives of Queer-owned MSMEs

March 31, 2023 (2:00 PM – 4:00 PM) Via Zoom and UP ISSI's Facebook Page



UP ISSI at inaugural Digital Universities Asia event in Malaysia

By Uziel Guthrie Naguit



Mr. Reynold Ferdinand G. Manegdeg (left), Head of UP ISSI's Business Enterprise Development Division poses for a photo with fellow speakers Dr. Leonard K. Cheng (center), President & Chair Professor of Economics from Lingnan University, and Dr. Tirso A. Ronquillo (right), President of Batangas State University

Kuala Lumpur, Malaysia – Mr. Reynold Ferdinand Manegdeg, Head of the Business Enterprise Development Division at the University of the Philippines Institute for Small-Scale Industries (UP ISSI), took center stage at the Times Higher Education's inaugural (THE) Digital Universities Asia (DUASIA) event held from May 9 to 10, 2023, at the Hilton Kuala Lumpur, in Kuala Lumpur, Malaysia. The event brought together higher education, industry, and policy leaders to explore the future of digital-first higher education in Asia.

Under the theme "Smart innovation for lifelong education," the event showcased the latest technologies set to transform universities and featured interactive panels, live demonstrations, workshops, and networking opportunities. The event's agenda explored strategies for universities to leverage "inclusive business" practices as a solution to bridge the digital divide and mitigate inequality in Asia.

In his presentation during the 2nd day of the event, Mr. Manegdeg shared the results of a UP ISSI research project titled "A Study on the Challenges of the Relationship Among Coffee Enterprises in Atok, Benguet." This 2019 study comprehensively analyzed the dynamics between small and large enterprises, including the potential challenges and benefits inherent in such partnerships, in the context of inclusivity.

According to Mr. Manegdeg, the study revealed that the effectiveness and sustainability of inclusive business (IB) models should not be evaluated solely on inclusivity.

Instead, it should also consider business competitiveness and equity provision, ensuring that all parties involved benefit equally from the arrangement.

He emphasized the importance of fostering a thriving ecosystem that supports smaller or marginalized groups in a sustainable IB model. He called for clear definitions of each stakeholder's role and urged the government and academia to focus on enabling this ecosystem rather than regulating or creating a rigid system that may hinder the natural dynamism among enterprises.

Finding the right balance of incentives was also highlighted in Manegdeg's talk, as he stressed the need for governments to provide incentives for larger businesses that are willing to sacrifice productivity to include the marginalized sector.

Lastly, Manegdeg called for more case studies on the relationship between small and large enterprises to determine the most effective way to promote the welfare of the marginalized sector.

The inaugural DUASIA event provided a platform for sharing best practices and innovative solutions to shape the future of higher education in Asia. Manegdeg's insights into sustainable IB models and the importance of supporting marginalized groups contributed to a broader discourse on the crucial role of the academe in promoting the growth of micro, small, and medium enterprises.

UP ISSI team explores accord with La Union offices

By Jake Villanueva

University of the Philippines Institute for Small-Scale Industries (UP ISSI) team initiated exploratory meetings with the Provincial Government of La Union and other offices in the province last May 8 – 9, 2023.

Along with Office of the Provincial Governor, UP ISSI conducted meetings to explore and forge possible partnerships with the Department of Trade and Industry – Region 1, LORMA Colleges – Basic Education Schools, and the Provincial Social Welfare and Development Office.

The UP ISSI staff led by University Extension Specialists Ms. Joanna Rose T. Laddaran and Jake A. Villanueva who are both natives of La Union presented to Gov. Raphaele Veronica Ortega-David the different training and extension programs of the institute in line with La Union’s vision to be the heart of Agri-Tourism in Northern Luzon by 2025.



Group photo with Gov. Ortega-David

As highlighted in the Provincial Government of La Union Facebook Page post, Gov. Ortega-David “affirmed her continuous support in collaborating with stakeholders as representatives from the University of the Philippines Institute for Small-Scale Industries (UP ISSI) paid a courtesy visit”.



Group photo with LORMA faculty members

products of the province. She emphasized that through this, they are supporting 45 MSMEs and are promoting 285 types of products.

To develop a culture of entrepreneurial mindset among the youth, the team also presented its training programs including the DSIK Micro Business Game to the faculty of LORMA led by Director Elizabeth R. Camara.

Ms. Angela Grace Peralta, Asst. Head of Local Economic Enterprise and Investment Promotions Unit of PGLU, and Ms. Agnes Grace Cargamento, Provincial Administrator and Office-in-charge in the Office of Provincial Agriculturist, joined the meeting.

Moreover, Ms. Peralta invited the UP ISSI team to have a product tour and evaluation in the PasaLubong Center which promotes and sells the local

In addition, the team also visited DTI – Region 1 Office headed by the Regional Director Grace Falgui-Baluyan where they discussed possible collaborations in the future with the agency especially the conduct of Small Business Councilors Course which UP ISSI provides in different regions of the country.

“We hope that through this activity we can develop and implement capacity-building training programs that will help promote the resilience and sustainability of MSMEs in the province,” said Laddaran during the interview.

UP ISSI in APO-DAP Workshop on Nurturing Social Enterprises

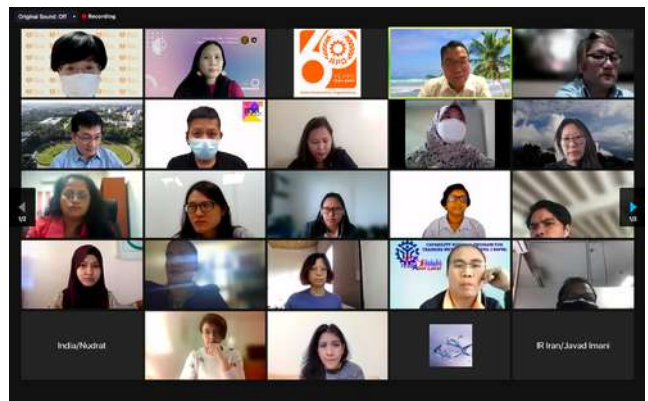
By Melanie Cabotaje

The University of the Philippines Institute for Small-Scale Industries (UP ISSI), represented by Ms. Melanie V. Cabotaje, took part in the workshop, “Nurturing Social Enterprises” sponsored by the Asian Productivity Organization (APO) and implemented by the Development Academy of the Philippines (DAP).

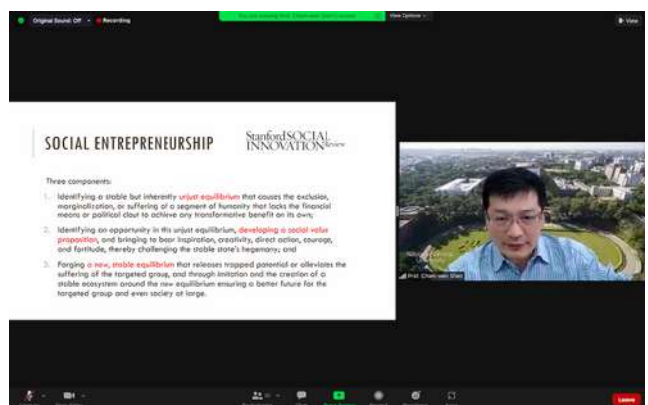
The Workshop aimed to: (a) Promote social enterprises and social innovation in the service industry; and for the participants to: (b) Understand the key factors for developing social organizations; and (c) Gain insight into current social issues, how to devise solutions, and how to measure the impact of social enterprises. The Workshop was held on December 6–8, 2021, from 1:00 PM to 5:00 PM (Manila Time) via virtual sessions. There were 31 participants from 13 countries.

The three-day Workshop was divided into nine sessions; three sessions each day.

Dr. Chien-Wen Shen, Professor of Business Administration at the National Central University Republic of China, introduced the concept of social entrepreneurship in the first session. He emphasized the crucial role of social entrepreneurs in making an impact in our society and creating solutions to social issues and problems. The second session was a case study of a social enterprise in Indonesia, Aruna, which aims to provide better market access and fairer trading opportunities for the fishermen and buyers, while streamlining the administrative and financial paperwork involved in exporting seafood. Ms. Utari Octavianty, General Director of Aruna, shared that Aruna’s technology bypasses the numerous tengkulak, or middlemen, that span the local, provincial, inter-islands, and overseas levels, resulting in a more efficient and profitable business operation for the local fishermen. The third session was another case study of the Social Entrepreneur College Inc. (SEC), which aims to promote social entrepreneurship in Japan by raising and developing social entrepreneurs. Mr. Hideyuki Ezaki, President of Management Assistance Co., Ltd. in Japan, shared how this social enterprise supports over 100 small businesses through productivity improvement, overseas marketing, business planning, new service creation, among others.



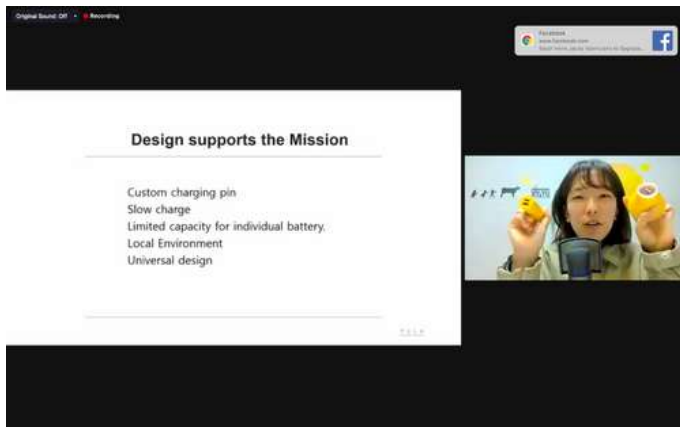
First Day High. Taken just before the Workshop formally started.



Dr. Chien-Wen Shen discussing the different components of social entrepreneurship

The second day opened with Mr. Wan Song, CEO of Bookband Co., Ltd. Republic of Korea, sharing the story of RZ Manna, a social enterprise in Rwanda, East Africa. RZ Manna is a bakery established by a group of young people from South Korea in an aim to create jobs for unemployed youths. The speaker emphasized the need for ground work before establishing a social enterprise, i.e. conducting market research, developing a business plan, testing different strategies, among others. Dr. Chien-Wen Shen in Session 5 explained how social enterprises can receive funding through diverse sources, while exploring different organizational forms and measuring social impact. In Session 6, Mr. Hideyuki Ezaki talked about a recycling business in Japan. Citing this social enterprise’s experience, his presentation focused more on the process of establishing and operating a social enterprise, emphasizing the importance of: loving and believing in your business idea, keeping the

business concept simple, identifying the societal problem your social enterprise will address and being pro-active about it, going through the proper business management process – i.e. conducting financial analysis and feasibility study.



Ms. SungUn Chang sharing the fine details of their program “Solar Cow”

The third and last day of the workshop started with the discussion of Dr. Chien-Wen Shen on the various criticisms being hurled against social entrepreneurship and social entrepreneurs, as well as the challenges and opportunities surrounding this field. He shared that some social enterprises focus too narrowly on the issues or facts that fit their agenda. He added that others criticize the methodology of a

social enterprise, even if they agree with its goals. Some of the opportunities the speaker identified were: increasing government support on social entrepreneurship and social enterprises, growing corporate social responsibility and the integration of social and market logics. In Session 8, Ms. SungUn Chang, Founder and Chief Executive Officer of YOLK – Republic of Korea, shared the story of YOLK Solar Cow. To improve access to electricity and education in Kenya and Tanzania, the program has designed solar charging system that literally looks like a cow. Placed near schools, the solar cow has “power milk”—white, portable batteries—that students can take home to their families. The students attend classes while they charge their batteries using the solar cow. After school, they can each take their own batteries which they can use to light their homes in the evening. In this session, the speaker emphasized the crucial role of technology and innovation in addressing some of the most common problems in our society. In the last session, Mr. Hideyuki Ezaki introduced the SOFIPA (Sociedad Financiera del Pacífico) – a social enterprise in the form of a microfinance institution (MFI) in Mexico.

SOFIPA offers financial support – credit and savings products – to small entrepreneurs in central west part of Mexico, which are mostly unattended by commercial banks and other MFIs in the country. SOFIPA serves rural women living in remote suburban and rural areas in the poorest states of Mexico.

The workshop ended with the participants sharing their learnings and insights. Ms. Cabotaje shared:

“The workshop provided generous space for social entrepreneurs from different countries and from various industries to discuss about their experiences, challenges and opportunities in building and managing their own social enterprises. Listening to different social entrepreneurs talk about their reflections and perspectives about social entrepreneurship and how their social enterprises are making an impact in their society is a huge learning experience for me.”

Internship

UP ISSI hosted Senior High School students (SHS) and college students as interns for its various divisions within the Institute from February to June of this year.



Shiela Dela CruzEric, Nicole Morco, and Sheilla Marie Palencia of LLHCC.

Five SHS students from the UP Integrated School had their on-the-job training (OJT) on March 20–31, two Information Technology college students from Bestlink College of the Philippines (BCP) took their OJT on May 22 to June 16, and three Lady of Lourdes Hospital and Colleges of Caybiga, Inc. (LLHCC) Marketing students finished their internship that took place from February 1 to June 2, 2023.



Akira Mae V. Bucana and Joenel B. Consas, from the BCP, together with Menchie Sumilang (middle) as internship supervisor.

Open House Mentoring and Learning Session

University of the Philippines
INSTITUTE FOR SMALL-SCALE INDUSTRIES

- Shaping Opportunities
- Financial Planning
- Human Resource Planning
- Business Continuity Planning

▶ OPEN HOUSE MENTORING

+ APRIL 20, 2023

ENTREPRENEURSHIP

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On April 20, 2023, the Business Enterprise Development Division and the Training and Entrepreneurship Education of ISSI organized an open house mentoring and learning session for students. Throughout the entire day, attendees had the opportunity to engage with ISSI Resource Persons who presented on various topics, including Shaping Opportunities, Human Resource Planning, Business Continuity Planning, and Financial Planning. Additionally, UP ISSI staff took on the role of mentors, providing valuable guidance and support to the students.



UNIVERSITY OF THE PHILIPPINES
INSTITUTE FOR SMALL-SCALE INDUSTRIES

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AUGUST 2023 | ISSUE #48

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The ISSI News is a bi-annual publication of
the Director's Office under the
UP Institute for Small-Scale Industries

