

SAMB AYHAN

ACCOMPLISHMENT REPORT 2019



About the Cover

SAMBAYANIHAN, a word formed by combining *samba* (worship) and *bayanihan* (community spirit), denotes the theme of this Annual Report. It expresses TSPI's call for staff, clients, Management, Board of Trustees and partners to come together in bringing good news to the poor through its lending and microinsurance, microenterprise development, values formation and social development programs – all for the glory of God!

Samba equates service to others with giving glory to God. This is what we state in our pledge, "Higit sa lahat, hangarin nating mabigyan ng papuri ang Diyos (Above all, our purpose is to give glory to God)". It is commanded in 1 Corinthians 10:31: "So whether you eat or drink or whatever you do, do it all for the glory of God."

Bayanihan embodies the deeper meaning of *sama-samang responsibilidad* (collective responsibility). Beyond lending and microinsurance, TSPI gives its staff and clients the opportunity "to demonstrate love and service in their community" through activities beneficial to the clients and their families. This is the core of TSPI's mission.

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Bringing good news
to the poor,
delivering them
out of poverty



"This Bayanihan sculpture by Eduardo Castrillo, a renowned Filipino sculptor, was mounted at the TSPI head office on July 2010. In TSPI, bayanihan is exemplified in the culture of sama-samang responsibilidad (SSR) among its clients and staff."

About TSPI

Tulay sa Pag-Unlad, Inc. (TSPI) is a Christian microfinance non-government organization engaged in social development services in order to fulfill Christ's commission to proclaim the good news of His saving grace and loving kindness to the poor. (Luke 4:18). Established on October 30, 1981, it works with other institutions in helping to alleviate poverty by training microentrepreneurs and small farmers to grow and sustain their business and livelihood, while nurturing their spiritual wellbeing. TSPI field personnel are guided to bear witness to God's love and be a channel of His blessings.

CORE VALUES

We value Servanthood, Stewardship, Integrity, and Excellence in delivering our services to our clients and in dealing with our employees, partners and other stakeholders.

Servanthood - Each one working with a servant heart.

Stewardship - Each one taking responsibility as faithful steward.

Integrity - Each one doing what is right despite the cost even when no one is looking.

Excellence - Each one working for the glory of God.

VISION

To see people live Christ-centered lives with dignity, sufficiency, integrity and hope; demonstrating this through love and service in their families and communities.

MISSION

To provide individuals, families, and communities the opportunities to experience fullness of life in Christ through Christian microenterprise development.



Message from the Chairman **Atty. Lamberto L. Meer**

"We all have been planted in TSPI to bear fruit, to bloom for God's glory."

It has been 35 years since I was given the opportunity to serve the Lord through this organization, and I had not even realized it. It is indeed a great privilege for which I shall be forever grateful. Through the years, many men and women have come and gone, each sharing his or her God-given talents, thus enabling TSPI to be of service to the poor, to stand through storms and to hold on to its mission. We all have been planted in TSPI to bear fruit, to bloom for God's glory. Surely, it has been God at work!

As we begin another year, it is worthwhile to remind ourselves who we are and what we are here for. As a Christian Microenterprise Development organization, we are committed to serving our clients and one another, by being good stewards of what God has entrusted to us and by faithfully carrying out the responsibilities that God has put on our shoulders. Consequently, we must be mindful that we are accountable to God, who deserves nothing but excellence and integrity. All these must be reflected in the way we govern the organization and ultimately in the quality of our service to our clients.

Let us be grateful to God for His all-sufficient grace and blessings, especially in 2019. Though we struggled, we marked a milestone in the life of the organization. We are inspired by the heart of the mission and refreshed by the core values that we uphold.

A special thanksgiving for having on board our new Executive Director, Ms. Alice Z. Cordero, who came at a very opportune time and who open-heartedly embraced the TSPI mission. Likewise we are thankful to the Board of Trustees for their voluntary service, for our passionate Senior Management, for our untiring front liners - the Branch personnel, for our dedicated head office personnel, for our supportive alliances and last but not the least for our inspiring clients, who always remind us of our privilege to serve. God has brought us here to work and bear fruit together. This is our mission field. Microlending is only a tool for us to be missionaries for God's kingdom.

It has been 38 fruitful years for TSPI. May God's glory continue to be manifested as we move forward into the many more years of service in God's mission field.



Message from the President

Rene E. Cristobal

"Sama-samang responsibilidad sa tuloy-tuloy na pag-unlad!"

In 2019, we reaffirmed the power of joint accountability and volunteerism. From the Board of Trustees to the account officers in the field, we all continued to do our part in helping our clients grow their microenterprises and farms and in carrying out values formation programs. TSPI's mission goes beyond microfinance. We strive to transform lives of the poor holistically, addressing their physical needs through sustainable sources of income, while nurturing their spiritual life by sharing the Word of God.

The clients, themselves, played an important part in this spirit of "bayanihan" when they helped one another, especially in times of need, and organized client and community activities. Once again, we have proven that as we work together and stand as one, we can make significant progress in the mission of "bringing good news to the poor and delivering them out of poverty".

But we cannot achieve it just by ourselves. The "sama-samang responsibilidad" is also manifested among our alliances and partners. We are thankful for the support of our partner banks, private companies, government agencies, non-government organizations, ministries and leaders of the country, who share and support our mission. Through these partnerships, we are able to meet the demands of our operations, expand our programs and services and offer more opportunities for the economic and spiritual growth of clients.

Together, we will continue to move forward, exploring every opportunity that comes our way and diligently addressing each and every challenge that may hinder us, for the benefit of our microentrepreneurs and farmer clients. We will keep our eyes open for best practices in the industry as well as areas where we can innovate.

Serving and loving others is not an individualistic commandment but a collective one. In everything we do, let us remember that it is always best to refer to what I call the "Owner's Manual," which is the Holy Bible, for guidance. Serving in TSPI is a wonderful way to practice our faith and to grow in our relationship with God. Let us continue to heed His call to love one another as He loves us, and to help those who are in need.

I am humbled to be a servant of the Lord and I am your grateful partner in this mission.

2019 Year-End Report

Marching on Towards the Mission

2019 was a year of revitalization for TSPI and a milestone in its history! We took transformational initiatives in achieving the following: (a) upholding good governance; (b) reinforcing best practices; (c) streamlining our processes; (d) renewing relationships with key alliances; and, (e) strengthening the synergy between TSPI microfinance organization and its mutual benefit association. With these initiatives, we overcame the year's challenges and opened up greater opportunities for TSPI!

TSPI's 38th anniversary celebrated the highlights of 2019 with the theme "Sambayanihan". The term evokes the key elements that sustain and motivate TSPI – seeking God first (samba) and joint responsibility (bayanihan) among clients and staff. Sambayanihan social development programs were implemented in TSPI branches jointly by staff and client leaders. Together we rally and move on with greater confidence towards the continuing transformation of the organization and the lives of our micro-entrepreneur and farmer clients.

Financial Performance

For 2019, TSPI registered a net income after tax of Php 32.96 million, an increase of 5.6% from last year. TSPI generated Php 681 million in gross revenues primarily earned from its lending programs - TKP, TPP, HISLP and TMP. Total expenses was Php 637 million, involving a 20% reduction in project and operational costs and general and administrative expenses, with great attention given on expense management during the year. It should be noted that in 2018, TSPI realized Php 32.3 million gain on the acquisition of TSPI property by the TSPI Mutual Benefit Association, Inc. (MBAI), resulting to a net income after tax of Php 31.2 million.

As of December 31, 2019, TSPI's total assets amounted to Php 1.763 billion comprised of Php 1.477 billion in total current assets and Php 286 million in noncurrent assets. The net loans receivable account for 81% of total current assets mostly from the group loan.

TSPI's total gross outstanding loan portfolio stood at Php 1.43 billion with 173,803 loan borrowers. The Portfolio at Risk (PAR) is down by 36% at Php 287.03 million from Php 391.3 in 2018. This is equivalent to 20% PAR rate. The PAR portfolio allocated to TSPI's exposure to farm loans are secured by the Agricultural Guarantee Fund Pool (AGFP) and the Philippine Crop Insurance Corporation (PCIC).

Towards Increasing Sustainability and Transformation

In 2019, the Senior Management and the Board of Trustees (BOT) steered us towards increasing sustainability and transformation. With the dedication and cooperation of every unit and branch, the results generated went beyond expectation.

Establishment of Governance Framework. This involved the reorganization of Board committees, re-creation of management committees and appointment of key positions. The changes were aimed at improving reporting processes based on PESO (Portfolio, Efficiency, Sustainability, Outreach) and MNRC (Microfinance NGO Regulatory Council) standards for timely and informed decision-making; participation in tax review with PWC Philippines Isla Lipana & Co.; Information Technology Health Check outcomes; and mobilization of BOT-sponsored projects.

Reinforcement of TSPI Best Practices. "Sama-samang responsibilidad" (joint accountability), along with discipleship and transformation programs are TSPI's long-time key success factors. The exercise of joint accountability and the process of discipleship and transformation were manifested in the conduct of the following activities:

- "WOW" (Work On Wheels) trips, wherein Management and Board representatives were able to coach branch frontliners;
- Leaders team-building activity focusing on revitalizing greatness the TSPI way;
- Sector/Support Service Rallies with the theme "WOW," for Worship, Obey and Work for God's Glory;
- Corporate events (Mango Festival, Anniversary, Halo-Win, Paskuhan Bazaar & Gift Packs) and social media presence (Tulay sa Pag-unlad Facebook Page).

On top of these, the Corporate Center Branch at the Head Office was opened to serve as showcase of TSPI programs and new initiatives for the clients. Lastly, to improve the quality of service to clients, the Customer Care hotline was established.

Enhancement of Policies to Overcome Weaknesses. We have given due attention to expense management, including a new incentive program for the Account Officers, the creation of dedicated units for risk management/compliance and controls, and the establishment or renewal of alliances and strategic partnerships, especially with the Microfinance Council of the Philippines (MCPI) and the Alliance of Philippine Partners in Enterprise Development (APPEND), Incorporated and other private, government and non-government institutions.

Moving on, TSPI will continue to be guided by its sustainability and transformation principles, to wit:

1. **God-centeredness** - Putting God first and aligning the priorities of TSPI BOT and Management with God's plans and ways. The three steps to maintaining a God-centered life are: (a) Stay in constant communion with God through prayer; (b) Surrender to God all activity, material possessions, resources and time; and, (c) Serve God by serving others, thus glorifying Him. TSPI's day to day activities are guided by its core values of stewardship, servanthood, integrity and excellence for the glory of God.
2. **Obedience** - Honoring and obeying God out of love for Him is the cornerstone of Christian life. We fulfill this by praying and meditating on the scriptures. The greatest commandment is to love God by keeping His commandments. (Matthew 22:37, John 14:15) Annual retreats for the BOT and Management are conducted. Board and planning meetings are preceded by prayer and reflection on the word of God and end with a declaration of dependence on His guidance and dedication of outcome for His glory.
3. **Discipleship** - It is an ongoing process, where we learn and grow in our walk with Christ with support from one another. Discipleship covers (a) transformation and repentance and making God our priority (Mark 8:34-38); (b) learning the written word of God and living by it with commitment (John 8:31-32); (c) loving, edifying, and serving others as God leads (1 John 3:11-16); (d) focusing on living righteously and being fruitful (John 15:7-10, Galatians 5:22); and, (e) accountability with godly authority (Hebrews 13:17). All our branches conduct regular fellowship everyday following a devotional guide prepared by the Discipleship Group. At the Head Office, there is weekly joint fellowship as well as prayer time by individual departments.
4. **Top Level Commitment (Governance)** - TSPI BOT and Management subscribe to the biblical principles of governance. We lead as stewards of God and thus seek godly wisdom through scriptures and guidance of the Holy Spirit, individually and collectively. We exercise peer accountability, which ensures alignment to the mission and enables each one to serve according to competencies, passion and administrative gifting.
5. **Risk Assessment (Risk Management Approach)** - The BOT has the overall responsibility for the establishment and oversight of the risk management, which is carried out through its Board committees: a) Audit and Compliance Committee, b) Risk Committee and c) Executive Committee. The Senior Management is responsible for monitoring compliance with the risk management policies and procedures and for reviewing the adequacy of the risk management framework in relation to the risks faced by the Organization, specifically credit, liquidity and market risks.
6. **Unified Action (Empowerment)** - Consultation process is done with respective business units during program conceptualization and prior to rolling out of programs, policies and procedures. Multi-department task force or technical working group is set up as necessary for proper coordination and effective execution of programs. Reporting process and appraisal of the approving authority is in place to immediately address concern, if any.
7. **Systematic & Structured Review Monitoring & Reinforcement (Tracking Process)** - The Management complies with several regulatory and management reports to evaluate operations of TSPI versus MFI standards and strategic plan. On a weekly basis, collections, loan disbursements and center meeting assessment reports are submitted to the Executive Director, Chief Finance Officer, MFI Strategic Head, Operations Head and Region Head. Every month, two major reports are submitted to the BOT: (a) the financial package, which includes analysis of actual performance versus plan, delinquency management, PESO Ratings, updates on on-going key projects (i.e. digitalization, financial technology, data analytics, credit loan products, alliance and services) and contract approvals, and (b) Audit and Compliance report. Quarterly re-forecasting which includes summary of quarterly achievements of PESO Rating System is submitted to the BOT and Microfinance NGO-Regulatory Council (MNRC). Risk Management Committee Report composed of credit, operational, IT/IS and compliance risk assessment is also prepared on a quarterly basis. The BOT also receives a mid-year analysis in preparation for the strategic planning conducted every July and an annual management report containing financial management report, year-end audited financial statement, financial package, annual report, Securities and Exchange Commission and other government reports and annual review of existing manuals, loan products or policy guidelines for Human Resources.
8. **Training & Communication (Succession)** - Training and coaching are provided for high-potential personnel. Communication of strategic plans and priorities, including areas for improvement that must be addressed by respective program owners is given high priority. We allocate resources to key activities such as team building, sector-based conferences and branch visits to strengthen employees' commitment to TSPI mission, vision, values and goals.

Sambayanihan Social Development Programs

TSPI's social development programs are branded as "Sambayanihan" to reinforce "sama-samang responsibilidad" as one of the joint programs of TSPI microfinance organization and its mutual benefit association. In 2019, three major Sambayanihan activities were organized, demonstrating that joint accountability goes beyond extending financial support. The "Serbisong Segurado" facilitated clients' registration with the Social Security System, ensuring them of membership benefits. The "Kalusugan Karaban" medical mission made available free medical, dental, eye check-ups and free medicines to clients and their families. The "Musmos Bangong Alaga" (Paskong Bulilit) was a gift-giving party, through which kids in a farming community were taught proper hygiene and given hygiene kits. In addition, a new social development program implemented by TSPI microfinance organization is the "Center Ko, Mahal Ko" which gives selected client groups the opportunity to sponsor community projects.

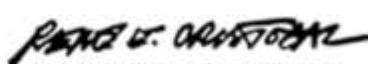
Starting 2020, more social development projects await our clients, their families and communities. These will be based on their needs and will cover areas like values formation, enterprise training and development, health and sanitation, calamity and medical assistance and other benefits.

The Mission Field

Twenty-three provinces or almost 75% of total provinces in Luzon, from Ilocos Norte and Cagayan Valley to Sorsogon, are covered by TSPI operations. PSA data shows that it is where 60% of rice in the country is produced (as of 2019) and it is home to 54% of microentrepreneurs, i.e. around 550,000 (as of 2018), excluding the bigger number of informal entrepreneurial poor. Rice farmers are challenged to shift to other crops to compensate for the drop in the price of rice since the implementation of the Rice Tariffication Law. The start-ups and microentrepreneurs, on the other hand, need continued access to capital, equipping and supply-market linkages. Clearly, this calls us to move on and to do more.

For 2020, we will continue to be client-focused to invest in people, processes and programs to ensure that we effectively reach our target clients, meet their needs, and consequently, generate the social impact that we envision for them. To be sure, our mission will not be without challenges – the impending imposition of higher taxes on NGOs under Republic Act 10963, or the Tax Reform for Acceleration and Inclusion (TRAIN) Law; the repercussions of the rising competition in the industry; natural calamities, to name a few. In the face of all this, TSPI will not waiver in its commitment and will continue marching on towards the mission to provide individuals, families, and communities the opportunity to experience fullness of life in Christ!


Atty. Lamberto L. Meer
Chairman


Mr. Rene E. Cristobal
President

Financial Highlights

TOTAL ASSETS

2017	2018	2019
Php 2.44 Billion	Php 2.16 Billion	Php 1.76 Billion

TOTAL PORTFOLIO

2017	2018	2019
Php 2.09 Billion	Php 1.70 Billion	Php 1.43 Billion

LOANS RELEASED

2017	2018	2019
Php 5.17 Billion	Php 4.63 Billion	Php 3.48 Billion

OUTREACH

2017	2018	2019
207,858	196,161	173,803

FINANCIAL SELF-SUFFICIENCY

2017	2018	2019
114%	115%	131%

OPERATIONAL SELF-SUFFICIENCY

2017	2018	2019
108%	104%	109%

BRANCHES

2017	2018	2019
142	136	124

EMPLOYEES

2017	2018	2019
1,966	1,887	1,406

Numbers that Matter

LOAN PROGRAMS OUTREACH:

PROGRAM	NUMBER OF LOAN RELEASES	LOANS RELEASED
TSPI KABUHAYAN PROGRAM (TKP)	290,216	Php 2.93 Billion
TSPI MAUNLAD PROGRAM (TMP)	5,520	Php 291 Million
TSPI PROGRAMANG PANG-AGRIKULTURA (TPP)	3,422	Php 103 Million
HOME IMPROVEMENT AND SANITATION LOAN PROGRAM (HISLP)	5,077	Php 157 Million
EDUCATIONAL LOAN ASSISTANCE PROGRAM	4,139	Php 48 Million
HEALTHCARE LOAN PROGRAM	213	Php 508,800
ETNEB Microinsurance Loan Program	2,150	Php 516,000

Community Development Programs

1. Business Opportunity Orientation Training

TSPI partners with private corporations such as Suy Sing and Sophie Paris, which offer business packages to provide clients with opportunities to grow or start a new business. Suy Sing's online ordering platform supports sari-sari stores while Sophie Paris offers personal and beauty product packages for direct sellers.

2. Health Services

TSPI conducted various health-related services through its medical mission programs for adults and children (Bantay Kalusugan and Kalusugan Karaban), hygiene kit distribution for kids (Musmos Bangong Alaga) and everyday health and wellness seminar (Resatang Menos Gastos).

3. Social Services

TSPI is a partner of Philhealth and SSS in making health and social security services more accessible and affordable to non-employed organized groups like TSPI clients. TSPI programs facilitate on-site SSS registration in its branches and Philhealth membership enrollment and renewal.

Programs and Services

TSPI offers a broad range of financial products and social development services, including spiritual values formation. These are designed to equip clients with the skills to become successful microentrepreneurs, while nurturing their spiritual growth. In the process, solidarity and joint responsibility are instilled in them.

Major Programs include business loan programs, which serve as financial tools that support the sustainability and growth of clients' microenterprises and farm production activities that enable them to maximize business opportunities.



TSPI KABUHAYAN PROGRAM (TKP) is a livelihood assistance program that provides collateral-free loans of up to P50,000, payable from three to six months on a weekly basis. To qualify, individuals with livelihood or microenterprise operating for at least three months must join other borrowers to form a group of up to 30 members. The group is committed to collective responsibility on individual loan of members, as a way of instilling credit discipline and fostering group solidarity. Members are also provided with microinsurance benefits and access to other loan programs such as healthcare, education, housing and sanitation.



TSPI MAUNLAD PROGRAM (TMP) is a loan program offered to microentrepreneurs who have higher capital requirement. It is open to both existing TKP clients and new clients with business that has been continuously operating for at least two years and a business capital of at least P60,000. TMP offers loans ranging from P30,000 to P300,000, payable in three to twenty-four months. The repayment schedule is flexible with weekly, semi-monthly and monthly options based on client's cash flow. Collateral is required only for loans above P100,000. Members are also provided access to microinsurance benefits and other loan programs such as healthcare, education, housing and sanitation.



TSPI PROGRAMANG PANG-AGRIKULTURA (TPP) is an agricultural lending program that offers production loan for rice, corn and high-value crops. It provides small farmers with more affordable funds for the cost of farming inputs and labor up to P200,000 for a maximum of five hectares. Generally, the loan is payable in lump sum at the end of the cropping season or in multiple payments during harvest for high-value crops. To qualify, members must be part of a group with maximum of 30 members. The group is committed to collective responsibility on individual loan of members, as a way of instilling credit discipline and fostering group solidarity. Members are also provided with microinsurance as well as crop insurance benefits through Philippine Crop Insurance Corporation (PCIC). TPP loans are also guaranteed by Agricultural Guarantee Fund Pool (AGFP). Members also have access to other loan programs for water pump installation, other agri-related livelihood activities, healthcare, housing, and sanitation.



LIFE INSURANCE AND CREDIT LIFE INSURANCE PROGRAMS

Microinsurance Services are offered to our employees, members and their immediate families through TSPI Mutual Benefit Association, Inc. (TSPI MBAI) to help cushion the effects of disability or death of family members.

Social Loan Programs help our clients address the basic needs of their household. They also contribute to higher productivity and protect clients' capital for livelihood through access to other financial facility for non-business related needs.



HOME IMPROVEMENT AND SANITATION LOAN PROGRAM (HISLP) is a loan facility for housing and toilet improvement, water source installation and electrical connection fee. Loan amount ranges depending on the available maximum exposure per program, payable from six months to three years.



HEALTHCARE LOAN PROGRAM is offered to clients in partnership with Philhealth through its program for organized groups. This gives members and their dependents access to personal healthcare services. Clients have the option to pay their health insurance premium through TSPI, either in the form of cash deposit, withdrawal of capital build-up (CBU) or loan, payable up to six months, with weekly repayment.



EDUCATIONAL LOAN ASSISTANCE PROGRAM offers loans for any school-related expenses of clients' children who are in pre-elementary to post-graduate level. The amount of loan depends on the educational level, at a maximum of P20,000, payable in three to six months, with a weekly repayment schedule. Special training courses for clients and immediate family members can also be covered by this program.



SOCIAL SECURITY SYSTEM (SSS) ASSISTANCE PROGRAM is available to clients in partnership with the Social Security System (SSS) through its program for informal sectors and organized groups. The partnership guarantees clients assistance in registering and becoming SSS members.

Board of Trustees

Our Board of Trustees is made up of recognized leaders across many areas of expertise, representing the diversity of our membership. They generously contribute their time, talent and energy to the pro-poor and God-centered mission of TSPI.

Atty. Lamberto L. Meer CHAIRMAN

Served TSPI as Corporate Secretary before he became the chairman, following in the footsteps of his late father-in-law, past TSPI Chairman Emmanuel Pelaez, former Vice President of the Philippines and Ambassador to the United States.

Atty. Meer is the Managing Partner of Meer, Meer & Meer, a 69-year-old law firm founded by his grandfather, father, and uncle. He is also a convener of the Pilipino Movement for Transformational Leadership, one of the largest coalitions of Christian organizations in the Philippines focused on forming, supporting, and electing competent Christian servant leaders.



Dr. Abraham F. Pascual VICE CHAIRMAN

Chairman of the Board of Pascual Laboratories, Inc. (PascualLab). He also currently sits in the Board of Directors of four other companies, L & I Development Corp., Agape Development & Research Corporation, Halang East Corporation, and Octten Holdings Inc. He is recipient of several awards: Golden Shell Rising Award from the Department of Trade and Industry (DTI); the Philippine Marketing Association's Agora Awardee for Outstanding Achievement in Entrepreneurship (Large Scale); Go Negosyo's Most Inspiring Bulakeño Entrepreneur; and the PLDT and Go Negosyo's MVP Bossing Awards.



Rene E. Cristobal PRESIDENT

Founder and Chairman of the Board of REC Group of Companies, a provider of overseas employment to Filipino professionals, technicians, and maritime crew members in both land-based and sea-based sectors, mainly to European and American contractors and shipowners since 1978. He founded and chaired the Association of Professionalism in Overseas Employment (ASPROE), composed of non-fee charging and ethical recruitment agencies licensed by the Philippine Overseas Employment Administration (POEA). His companies have received awards from the POEA, Department of Labor and Employment (DOLE), and the Office of the President, and have been elevated to the "Hall of Fame." Most recently, he was honored with a knighthood in the Order of Orange of Nassau (The Netherlands). He is also founder and chairman of the Philippine-Netherlands Business Council (now Dutch Chamber of Commerce in the Philippines). He organized and chairs a joint venture for the "turnkey" construction of feed mills in the Philippines with the Van Aarsen International of Holland.

Mr. Cristobal is also co-founder and Vice-President of the Bagong Bayani Foundation, Inc. which honors outstanding overseas Filipino workers. He is a former member of the Board of Governors of the Employers' Confederation of the Philippines (ECOP), former chairman of ECOP's Corporate Social Responsibility (now headed by its Council of Leaders), while serving as special adviser on labor migration to the ASEAN Confederation of Employers (ACE). He is also CEO of companies involved in integrated engineering services, manufacture of innovative construction materials, and advocate for the development of bamboo plantation and processed products such as charcoal and activated carbon.



Ricardo G. Lazatin

TREASURER

A reputable senior banker, accumulated a wealth of experience from his 45 years of occupying top management and executive-level positions in banking, finance and investments, of which 31 years were spent with three major universal banks and two major finance companies in the Philippines. He sits in the board of 13 private corporations, five of which he also serves as President. He is also currently the Chairman and President of Tahanan ng Panginoon Foundation and Trustee and Corporate Treasurer of Ang Ligaya ng Panginoon Foundation, Inc. He has been active in the Financial Executives Institute of the Philippines (FINEX), FINEX Foundation and Philippine Finance Association (PFA) for the past 32 years, meriting various FINEX and PFA Presidential Merit, Service and Lifetime awards.



Atty. Cornelio C. Gison

CORPORATE SECRETARY



Concurrently serves as the Vice Chairman of TSPI Mutual Benefit Association, Inc. while sitting in the Board of Advisers & Audit Committee of Metropolitan Bank & Trust Co. He served the government as Undersecretary for Revenue Operations of the Department of Finance, Acting Commissioner of the Bureau of Internal Revenue, and Consultant of the Philippine Deposit Insurance Corp. He is former president of the Capital Markets Integrity Corp. of the Philippine Stock Exchange (PSE), and partner and head of Tax Practice of top auditing firm SyCip Gorres Velayo (SGV) & Co.

Atty. Gison obtained a Bachelor of Law at the Ateneo de Manila University and his Masters in Comparative Law at the University of Pennsylvania.

Other Members of the Board of Trustees

Juanita D. Amatong

Has been in government service for most of her career. She served as Secretary of Finance from December 2003 to February 2005, before she was appointed as a member of the Monetary Board in 2006 to 2011. She is currently a member of the Board of Directors of Rodriguez Rural Bank, Inc. In addition, she is a Professor of public finance and international finance in Silliman University, a Protestant-affiliated school in Dumaguete City, where she started her career as a teacher and served as member of the Board of Trustees for 20 years.



Jose D. Fider

A Service Team member of Tahanan Ng Panginoon, an outreach program that helps poor communities in Metro Manila. He is also a trustee of Puso Ng Ama Foundation, a non-profit organization serving the youth in the former Payatas dump site, and of Cradle of Joy (COJ) Catholic Progressive School, a non-profit school established by a faith-based organization. He is also currently President of BFL Bookstores Inc. and Trans Access Corp. He took up Bachelor of Science in Business Administration at the University of the Philippines.

Alberto M. Malvar

Has been engaged in environmental and community development work in Antipolo, Rizal, for over 30 years. At age 40, he left the corporate world and answered God's calling to begin a full-time reforestation mission in the Upper Marikina Watershed in an effort to minimize the destructive effects of typhoons to Metro Manila. To achieve sustainable forest protection, his family founded the Mount Purro Nature Reserve (MPNR), an eco-park and a social enterprise pioneering sustainable travel destination. It advocates a lifestyle of stewardship, simplicity, and sharing. Moreover, it highlights God, Nature and People as the true measures of personal and community development. They also established the MPNR Foundation, an organization that advocates the rehabilitation of the Upper Marikina Watershed through the empowerment of the upland communities living within the watershed, especially the Dumagats. Both organizations are vital to his pursuit of an overarching dream of a flood-free Metro Manila and a thriving Upper Marikina Watershed that functions as the "lungs of Metro Manila."



Ma. Luz A. Planas

Served for 38 years at the Bank of the Philippine Islands (BPI) before retiring as president and CEO of BPI Forex Corp. She is currently involved in various civic and religious organizations as a member of the board. Her notable contributions include the renovation of the Resurrection of our Lord Parish church in BF Parañaque and the greening of BF West Executive Village in Parañaque City. In her hometown, Roxas City, she partnered with the local community to build the new Pueblo de Panay. She is a passionate dancer, joining competitions here and abroad.



Florencia G. Tarriela

Holds the distinction of being the first woman chairperson of the Philippine National Bank (2005 to present) and the first Filipina to serve as vice president of Citibank N.A. A former Undersecretary of the Department of Finance, she has won several accolades, namely: Go Negosyo 2018 Woman Intrapreneur Awardee, Most Outstanding Citibank Philippines Alumni Awardee for Community Involvement, and Distinguished Lady Banker awarded by the Bank Administration Institute of the Philippines. She plays an active role as trustee of FINEX Foundation and fellow at the Institute of Corporate Directors (ICD). As an entrepreneur, she is the owner of Flor's Garden, a natural learning center and butterfly and bird sanctuary located in the hills of Antipolo, Rizal. Aside from being a natural farmer and an avid environmentalist, she is also a co-author of several inspirational books. She received her Bachelor of Science in Business Administration, major in Economics from the University of Philippines and a Master's in Economics from the University of California, Los Angeles.



Terry G. Winters

Serves as the Chairman and Non-executive Director of several Australia-listed and private companies and charities. He is currently the Chairman of Converge International Pty Ltd., Intelledox Pty Ltd., and TasmaNet Pty Ltd. He also serves as a Director of Redflex Holdings Limited, Future Fibre Technologies Limited, and Many Rivers Microfinance Limited, and is immediate past Chairman of Seeing Machines Limited. After working for Motorola for 10 years, he founded Link Telecommunications Pty Ltd. in 1983 and was CEO and/or Chairman of Link at different times until 1999 when he sold his interest in the company. He led the creation of Optus Communications Pty Ltd from 1989-1992 and remained on the Optus board until 1995. Winters spent over 17 years in various boards within the Opportunity International Network before ending his term as Global Chairman in 2010.



Founder and Chairman Emeritus



David T. Bussau

Our Founder and Chairmain Emeritus, Mr. David T. Bussau, left a successful business career at the age of 35 to pioneer in the concept of providing marketplace solutions for social problems. His foundation, Maranatha Trust and Opportunity International Australia, has given birth to 15 international movements, including Wholistic Transformation Resource Center, Foundation Inc. (WTRC) in the Philippines. These movements address a broad spectrum of social issues in developing countries, including health, education, nutrition, water, microfinance, persecution, leadership, sex trafficking and professional governance of not-for-profit organizations.

He is renowned for his innovative and creative approach to post-disaster rehabilitation, contending that wealth creation and the power of market forces will accelerate poverty alleviation and nation-building. He serves as a consultant to multinational firms and has a team of dedicated colleagues based in Asia who implement and monitor programs.

He challenges the old development paradigms and encourages fresh, exciting, audacious and bold out-of-the-box entrepreneurial ideas to liberate the poor. He wants to ignite the creative spark in people to release the amazing potential in each one of us to live more dynamic, fulfilling and purpose-driven lives.

Executive Director



Alice Z. Cordero

Ms. Cordero also serves as President and Chief Executive Officer of TSPI Mutual Benefit Association, Inc., the microinsurance arm of TSPI. She gained her management and leadership expertise through her solid career in banking. She was Philippine National Bank's First Senior Vice President (FSVP) until April 2019 and was appointed as the Chief Compliance Officer (CCO) in June 2010 with oversight of the Parent Bank, including all the subsidiaries, affiliate and foreign branches. She also served as the Corporate Governance Executive. From 2008-2019, she served as Director and presently as Adviser of the Association of Bank Compliance Officers (ABCOMP). She obtained her Bachelor of Science in Business Economics from the University of the Philippines, and earned units in Master's in Business Administration from the Ateneo Graduate School of Business.

Prior to joining PNB, she was the CCO of Allied Banking Corporation (ABC) from 2007 to 2010. She worked with Citibank N.A. - Manila Branch for almost 20 years, from 1988 to 2007, and held various senior positions in the Consumer Banking Group, including Compliance and Control Director from 1999 to 2005 and concurrent Regional Compliance and Control Director for the Philippines and Guam in 2004. Her 40 years of banking experience include working for Philippine National Bank (PNB) from 2010 to 2019, ABC (1979-1983; 2007-2010), First National Bank of Chicago-Manila Branch (1983-1986), Far East Bank and Trust Company (1986-1988) and Citibank N.A.-Manila Branch (1988-2007), where she held department head positions in Credit Policy, Credit and Research Management, Financial Control, Corporate Regulatory Reporting, Asset Strategy, Business Development, Risk Management and Compliance.

TSPI Board Committees

EXECUTIVE

(Strategy, Policy, Finance, Growth Development)

1. Atty. Lamberto L. Meer (Chair)
2. Dr. Abraham F. Pascual
3. Mr. Rene E. Cristobal
4. Atty. Cornelio C. Gison
5. Mr. Ricardo G. Lazatin

AUDIT & COMPLIANCE

(Internal Controls & Regulatory Compliance)

1. Ms. Ma. Luz A. Planas (Chair)
2. Ms. Juanita D. Amatong (Vice Chair)
3. Mr. Ricardo G. Lazatin
4. Mr. Jose D. Fider
5. Atty. Cornelio C. Gison
6. Mr. Terry R. Winters
7. Ms. Florencia G. Tarriela

GOVERNANCE

(Committee Membership, Related Party Transactions, HR, Advocacy, Transformation)

1. Dr. Abraham F. Pascual (Chair)
2. Ms. Florencia G. Tarriela (Vice Chair)
3. Mr. Alberto M. Malvar
4. Mr. Rene E. Cristobal
5. Ms. Juanita D. Amatong
6. Atty. Lamberto L. Meer
7. Mr. Jose D. Fider

RISK

(IT, Financial, Operational, Fraud)

1. Mr. Ricardo G. Lazatin (Chair)
2. Mr. Jose D. Fider (Vice Chair)
3. Ms. Juanita D. Amatong
4. Ms. Florencia G. Tarriela
5. Atty. Cornelio C. Gison
6. Ms. Ma. Luz A. Planas
7. Mr. Terry R. Winters

TSPI Senior Management Team



Ms. Alice Z. Cordero
Executive Director



Ms. Sandra G. Serapio
Chief Finance Officer



Mr. Victor C. Libunao
Chief Operations Officer



Ms. Jennifer G. Bufi
Head, Human Resources
Group



Atty. Leonarda D. Banasen
Head, Legal Group



Ms. Aquilina G. Onesa
Head, Alliance and
Program Group



Mr. Ramil M. Mendoza
MFI Strategic Head

Pinagpapala ang Nagtitiwala

The Citi Microentrepreneurship Awards (CMA) is a yearly nationwide search for outstanding microentrepreneurs in the Philippines. The awards program is a partnership among the Banko Sentral ng Pilipinas (BSP), Citi Philippines, and Microfinance Council of the Philippines, Inc. (MCPI).

Nanay Prescilla Obra, 55, a member of TSPI Santiago branch was a CMA semi-finalist nominee. She was nominated for her exemplary community leadership in Ramon, Isabela. Be inspired by her story on entrepreneurial journey and leadership initiatives.

"Tiwala sa Diyos na maaayos lang din ang lahat sa takdang panahon" ("In God I trust that everything will be okay in His time")

Nanay Prescilla has been a TSPI member for five years. Her starting capital was only P10,000. Even as a young woman, Obra had been enterprising. She attended a seminar on hog-raising and ventured into the business with two hogs. Although she was doing well, she held on to a dream of working overseas. Unfortunately, she fell prey to a recruitment scam, losing the P3,000 "placement fee" she shelled out. She went to Manila just the same, reported the agency to the Office of the Mayor and was able to get her money back.

Not wanting to return to Isabela a failure, she thought of buying clothes in Divisoria and selling them in her hometown. The merchandise was quickly sold out! Encouraged, she bought and sold some more, until she was emboldened to put up a sari-sari store and karinderia (eatery). The new ventures were equally successful, the store being the only one in the neighborhood at the time.

She was able to save enough to buy--in cash--a piece of property nearly a hectare big that was offered to her for P15,000. She built pigpens and bought 11 sows and fattening pigs. She also planted fruit trees. Obra's story was clearly a reversal of fortunes, thus the monicker "Mama Luck".

Her businesses continued to flourish after she married. However, tragedy struck in May 2006, when her husband died from kidney failure, leaving her with four children to raise and depleted financial resources. To get back on her feet, she turned to business.



With capital borrowed from an informal lender, she sold peanuts, dilis (anchovies), and sugar in packets. Through her modest labor, her firstborn finished college and found work. From her savings, the grateful daughter was able to offer her mother fresh capital to open a water refilling station in 2016. The Primavera Water Refilling Station thrived, ensuring the education of the three younger children.

Mama Luck plans to expand to nearby barangays to provide not only service but also jobs (she now has four workers). She motivates the womenfolk to be financially productive, through two organizations she joined. One is the Rural Improvement Club (RIC), which arranged livelihood training for women and training in small, low-capital businesses during her term as president in 2001-2002. In 2003, she joined the Kalipunan ng Liping Pilipinas, Inc. (KALIPI), which joined forces with RIC to reach more women in San Antonio. They organized trainings in making tinapa (smoked fish), pickled fish and bottled sardines, as well as slippers, bags, and hats, using abaca. They had the support of the local government and the Department of Trade and Industry.

Inspired by her success in hog-raising, she conceptualized the Libreng Biik (free piglet) hog-dispersal project and proposed it to the then Board Member of Isabela. The first beneficiaries were RIC and KALIPI members. Under the project, a beneficiary would be given a piglet to raise, for free. When it matures and has sucklings, the beneficiary would give one each to RIC and KALIPI, for distribution to other beneficiaries. The project has been running for a decade. Recently she has been giving talks in the public school on how to make pastillas (milk candy), peanut butter and adobong mani (roasted peanuts).

The indefatigable Mama Luck is also a barangay volunteer health worker, educating the community on issues like maternity care and feeding malnourished children. She is also not one to turn away anyone needing assistance, be it business advice or emergency funds. Helping others gives her peace and joy. Having entrusted everything to God, Mama Luck believes her success comes from doing His labor.

TSPI CLIENT *Success Stories*



Matamis na Pagpapala Mula sa Ampalaya

"Dapat unahin si Lord at gagawa ka din, mag-ipon para sa pangarap." ("God should be first and you should also do your part, save for your dream")

Nibukadrizad R. Gutierrez or Tatay Nebu, 63, a microentrepreneur from Candelaria, Quezon, joined the TSPI Kabuhayan Program (TKP), a group lending program in 2005. Seven years later, he moved up to TSPI Maunlad (individual lending) Program.

Among Gutierrez's fondest childhood memories were tagging along with his parents on their rounds buying and selling bananas. When he himself started his own family, he followed in his parents' footsteps, buying and selling fruits and vegetables. Once during a conversation with an ampalaya (bitter melon) farmer-vendor, he learned that the vegetable was a high-yielding crop and in demand all year round. Tatay Nebu decided to partner with him, providing additional farming tools and a can of seeds.

They sold their first harvest at P70 a kilo, with a P30,000 net profit. Soon other small merchants were buying from Tatay Nebu, so he rented three hectares of land to be able to meet the demand. He now plants 45 cans of seeds and his buyers deliver produce in San Pablo, Laguna; Cavite; and Divisoria, Balintawak, and Pasig in Metro Manila. His ampalaya farm averages P1.5 million in annual sales and almost P800,000 annual profit. He sets aside 30% of his earnings to buy additional farmland and a jeep for deliveries.

Tatay Nebu also ventured into hog raising with a P5,000 loan from TSPI. With his good repayment record and an expanding business, he was recommended for a higher loan, moving from group to individual lending.

It has been almost three years since he started ampalaya farming, and he has not suffered any losses, whether from pest attack or theft. Whatever he does, Tatay Nebu puts God first.

He is grateful to have found a trustworthy business partner with whom he splits profits equally. His partner has purchased a vehicle, made home improvements and opened a sari-sari store. Similarly, Tatay Nebu is generous to his workers (two to eight, depending on the season), giving them bonuses when harvest and sales are good. Some of them now have their own businesses. Treating people right is good management practice; it motivates them, he says. He also looks after their spiritual well-being by sharing the Word of God with them.

A Sunday school teacher in his youth, Tatay Nebu, along with his family, serves the Lord through various ministries. He has four children, three of whom are based abroad, in New Zealand, Taiwan, and Hongkong. Their youngest, 31, lives here. When his two sons come home for good, he will train them to take on their businesses.

An upright citizen, he has been asked to run in the barangay elections, but he is not interested. He is active in a cooperative formed by Golden Harvest Farmers Organization, of which he is a former board member. He is also former vice chairman of MANAH (Manggagawa ng Hasyenda Maloles), through which 203 hectares of land covered by the Comprehensive Agrarian Reform Program were awarded to farmers, including the 2.6 hectares he now owns.



Determinado sa Pag-asenso

"Iukoi mo sa Panginoon ang iyong mga gawa, at ang iyong mga panukala ay magiging matatag." (Commit to the Lord whatever you do, and He will establish your plan.) - Proverbs 16:3

Susana Babalcon, of Villa Carmen, Ramon, Isabela, joined TSPI Kabuhayan (group lending) Program on January 16, 2015. From a starting loan of P10,000, she is currently entrusted with P30,000.

Nanay Susana used to run a sari-sari store and sold vegetables in the market. Her husband Pablito was employed at Liberty Appliance Center.

In 2014, when she learned about a vacant stall in the public market, she promptly rented it, seeing its potential. There she started selling frozen food products, along with fresh vegetables. Initially she served only walk-in customers, but eventually she was also delivering to restaurants and institutional markets in Ramon and other towns, and even in nearby Nueva Ecija.

Babalcon Frozen Food sells Purefoods and CDO products. It has a license to operate from the Department of Trade and Industry (DTI) and is registered with the Bureau of Internal Revenue (BIR). Susana co-manages the business with her husband, who quit his job to support her. They have three children, one of whom assists them.

Business acumen combined with honesty and hard work propelled growth. As her clientele grew, Nanay Susana, as she is fondly called, opened a mini-grocery on the same site in 2018. In addition to her two workers, she hired three more.

From a starting revolving capital of P10,000, she has now accumulated P783,600. For their mini-grocery, they have accumulated already P835,700.

Next year she is planning to diversify into car accessories, which she observed to be in high demand. With her experience and track record, plus the support of her husband, she is confident of success.

As she prospers, so do her workers and the community. She buys produce from the local farmers, and her businesses provide jobs to barangay folk.

She regularly attends services of the Iglesia ni Cristo and contributes to the church's annual Handugan (offering). Her contribution helps fund their ministries, such as a feeding program. Kind-hearted, dependable and humble, Nanay Susan will always share her blessings with others for God's glory.



Hindi Nagkamali sa Sawali

"Magtrabaho ka lang...Nakikita naman ng Panginoon kung gusto mong umangat sa buhay." ("Keep on working... the Lord sees your desire for a better life.")

Gemma M. Austria has been a member of the TSPI Maunlad Program since 2016. She took out a P100,000 loan from the TSPI Lingayen Branch, and used it as additional capital for her sawali manufacturing/dealership business.

Nanay Gemma learned the trade at a young age, her parents being employed in a sawali factory. She was barely out of high school when they died, compelling her to take on a job to survive. At eighteen she married and, with her husband, started a sawali business, using their wedding gifts to raise the P50,000 capital. Today Austria, or Nanay Gemma, has 20 workers, mostly relatives and neighbors; and 25-30 regular clients. She delivers products weekly, fortnightly, or biannually, with no off-season. She has a supplier from Sual, Pangasinan, who delivers "bolo" (the raw material) in five tranches in a month. She also hires "bolo" gatherers.

Workers who weave their own raw material are paid P220 per finished piece. Those who weave material provided by Nanay Gemma receive P25-30 per piece/roll. She has only one "competitor" in her area – her wedding godmother – but they actually help each other in filling gaps in each other's bulk orders.

With their profits, Nanay Gemma started a piggery which now has 20 hogs. They also rent out three hectares of farmland for rice planting. Persistence and hard work, with sacrifice, is her recipe for success. She isn't easily discouraged by a bad spell, such as when she is cheated by a customer. Instead of dwelling on her losses, she tries to recoup them through her other businesses.

She plans to expand in two years, and is preparing her children to take the reins of the business. Taking her cue from a client from Pampanga, she wants to explore coco lumber trading combined with sawali manufacturing. She plans to open this new business in San Carlos, Pangasinan.

In their community, Nanay Gemma may be the embodiment of progress, but she is also a model of simplicity and humility. Her neighbors bear witness to her family's success: they now live in a comfortable home built on a 1.5-hectare property. Her husband is a volunteer member of the Barangay Police and Tanod. In her heart, Nanay Gemma remains not much different from the "bolo" weavers.

She believes, however, that for any endeavor to succeed, one needs education. It is the key to a better life, and unlike financial capital, it cannot be stolen or lost. She has instilled this in her six children, two of whom have finished college already. One earned a degree in Hotel and Restaurant Management (HRM) and the other in Business Administration. She has even sponsored the education of two nephews, who are now working.

Above all, Nanay Gemma believes in the saying, "Habang may buhay, may pag-asa (as long as there's life, there's hope)". She never forgets to thank God and to call upon Him for guidance. "Kasi ang Panginoon, nakikita Niya kung gusto mong umangat sa buhay (God knows who is determined to improve his life)," she says.



Sa Pag-aalaga ng Baboy, Asenso'y Tuloy-tuloy

"Ang mga pinakikinabangan, kailangan pakisamahan, bigyan ng konswelo" ("Those who are helpful should be treated well and given consolation.")

Milagros Torrano of Quezon province has been a member of the TSPI Kabuhayan Program group under the TSPI Candelaria branch for more than 15 years. With an initial loan of P5,000, she went into the buy-and-sell of hogs. Her current loan is P50,000.

This farmer's wife with seven children used to be a laundry woman. A cousin visiting from Batangas saw how the family was barely surviving on their combined meager income, and suggested she try her line of business, the buying and selling of hogs. Torano attended a training on hog raising facilitated by a livestock feeds company. Then, she started scouting for backyard hog raisers in their community and convinced them to buy/sell hogs on consignment basis. From ten hogs delivered to the market, she gradually had 30, and eventually started supplying even to her cousin.

Today, Nanay Mila sources hogs from more than 40 backyard hog raisers in Candelaria, Sariaya, and Tiaong. When demand is high, she taps another supplier in Lucena. To further ensure sufficient supply, she started her own piggery, which now has 10 hogs. She supplies four major haulers who buy in bulk from Cavite, Commonwealth Avenue in Quezon City, and Montalban, Rizal, three to four times a week at an average of 60 hogs per hauling. Hogs of poorer quality are sold to small haulers in Pasig who, in turn, sell to companies producing meat products like tocino, longganisa, and siomai.

Good interpersonal relationships make good business sense. Nanay Mila makes sure she pays backyard hog raisers on the spot. She gives bonuses to her driver and secretary on their birthdays and at Christmas. "Ang mga pinakikinabangan, kailangan pakisamahan, bigyan ng konswelo (Treat kindly those who are helpful; cheer them up)."

She has not been spared of challenges, however, such as when one of the haulers reneged on payment of over half-a-million pesos. She and her husband hailed the hauler into court. The parties agreed that the hauler would pay in staggered sums, although Nanay Mila never fully recovered her losses. To stay afloat, she took out a loan from TSPI. She also borrowed from another hauler.

Despite the challenges, she is grateful that the business has given her family a good life and enabled her to help backyard hog raisers augment their income. Her family now has their own house, built on their own property; a car, and most important, education for her seven children. Two are college graduates: one is now a computer technician while the other finished BS Hotel and Restaurant Management (HRM), cum laude.

Nanay Mila has invested her remaining capital in a sari-sari store. She wants to hire another hauler and save P300,000 to buy a second-hand truck. Now an expert in screening hogs for delivery, she shares her knowledge with the community and offers advice to backyard hog raisers. Not surprisingly, she is well-liked in the community. An active member of MSK (Munting Sambayanang Kristiyano), a church organization, Nanay often gets invited to stand as sponsor at baptisms, confirmations, and weddings. No wonder she's fondly called "Ninang ng Bayan (national godmother)."

Calamansi Farmers CROSS THE BRIDGE TO PROGRESS

"Maraming salamat po sa lahat ng tumulong sa amin. Tunay po na tulay kayo sa pag-unlad ng mga magsasakang tulad namin. Kayo po ang nagbigay sa amin ng lakas ng loob at tumulong para kami ay magkaroon ng pagkakaisa, pagkakaunawaan at pagbibigayan. Maraming salamat po sa TSPI." (Thanks to all who helped us. Indeed you are a bridge to progress for farmers like us. You gave us the confidence and support that we needed to build unity, understanding and kindness toward one another. Thank you very much, TSPI.) - Noelito Salvador, President, MASIFAGCA Pangkabuhayan Inc.,

Calamansi; This tiny everyday citrus fruit has made it big for a group of farmers from Barangay Magsalisi, Jaen, Nueva Ecija. In September 2016, 27 calamansi farmers joined the TSPI Palayan Program (PPP) under the Paniqui branch in the hope of opening up more markets for their harvest and more opportunities for themselves. They were optimistic that TSPI would be, as the organization is named, their "bridge to progress".



True enough, TSPI became a partner of Jollibee Group Foundation (JGF) two months after and the calamansi farmers group was later linked up with Jollibee Foods Corporation (JFC) by TSPI Enterprise Development Services, which is in charge of market linkages for clients.

TSPI-JGF partnership is for the implementation of the JGF's Farmer Entrepreneurship Program (FEP), where farmer groups are associated and developed to become agri-enterprises. FEP is a capacity-building program that transforms farmers into well-equipped agro-entrepreneurs. It promotes inclusive business for small farmers to become direct suppliers of JFC in a manner that meets the standards and requirements of corporate buyers while ensuring profits for the farmers. As required in the FEP, the calamansi farmers group was associated as Magsalisi Farmer Growers of Calamansi (MASIFAGCA), Pangkabuhayan, Inc., composed of 23 members, on August 15, 2017, within their first year of membership in TSPI.

As part of FEP, MASIFAGCA members were ushered to various trainings, seminars and farm visits. They could not believe that they could be one of the suppliers of Jollibee. However, as they went through the process, they gradually realized that the road to their dream would not be easy. Understandably, the process of acquiring business discipline and acumen is an overwhelming transformation for simple farmers. But with the guidance and coaching of both TSPI and JGF, the farmers continue to improve through learning from both their accomplishments and mistakes, especially in the rigorous test-marketing process.

On top of the technical and process challenges, the group also went through leadership and organizational crisis. The first president resigned not long after their first election and four members backed out. The then vice president (Noel Salvador) rose to the challenge, became the new president and led their fledgling group toward their goal of marketing with JFC. Later, he also had to leave the organization due to personal and family concerns. So again, the then vice president (Orlando Macaso) had to take over.





Thankfully, they were not weighed down by leadership crisis, especially in critical stages in the agri-enterprise development process. With the continuous support from TSPI and JGF program facilitators, the MASIFAGCA officers remained determined. They were able to register and get permits from the Department of Trade and Industry (DTI), Bureau of Internal Revenue (BIR) and Mayor's Office within a span of 3 months (May until July 2018). They also had to prepare the members of the organization in performing key roles and in learning the processes involved in transacting with JFC, which includes expense management, pricing, bidding, supply sourcing and allocation, documentation, compliance with technology and product standards, marketing and financial management, among others.

Finally, on July 18, 2018, MASIFAGCA made their first delivery of 524 packs of calamansi (262 kilograms) to JFC. The culmination of their hard work, however, was fraught with further challenges. Sorting and packing, following the standards of JFC, proved too daunting for some members who opted to drop out. It ate up so much time that it disrupted their delivery to their other buyers, especially in Divisoria. For those who stayed on, it was a test of faith and commitment. The 15 members who remained continued with the test-marketing, progressing as they learned through feedback and coaching from TSPI and JGF.

MASIFAGCA underwent JGF evaluation in August 2019 and JFC audit in December 2019. More areas for improvement were identified, such as the security of their sorting area. Also the group still had to comply with Good Agriculture Practices (GAP) certified by the Bureau of Plant Industry to be able to continue marketing with JFC and link up with other institutional buyers.

Although discouraged at times with the organizational and technical challenges, MASIFAGCA is pressing on. Members will not let the blood, sweat, and tears they had invested, and the support they had received go to waste. They are grateful for the support and opportunities that continue to open up for them:

- Continuous delivery of calamansi to JFC (total of 4,132 kilograms amounting to around P310,00 for 2019)
- Link-up with Leony Agri Corp. (LAC), facilitated by TSPI Vice Chair Abraham Pascual, for technical support in improving the sorting area and for training in good agricultural/ manufacturing practices
- Coaching session with the vice chair and BOT member Lito Fider, both successful entrepreneurs who are committed to helping small farmers
- Conduct of Paskong Bulilit (Musmos Bangong Alaga), a gift-giving for children under TSPI's Sambayanihan Program, jointly organized with MASIFAGCA and Brgy. Chairman.
- A special loan arrangement by TSPI for their capital requirement for continued delivery to JFC (P50,000 bridge financing)
- Renewal of TSPI and JGF partnership in December 2019 to provide continuing support to MASIFAGCA for GAP Certification process.
- (On March 4, 2020 the Bureau of Plant Industry visited MASIFAGCA farmers to assess their compliance with the Philippine GAP standards. All 15 active farmers passed and qualified for GAP Certification.)

MASIFAGCA members look forward to continuing their marketing with JFC, starting new linkages with more buyers, maintaining their good borrowing record in TSPI and becoming a channel of blessing to more calamansi farmers who wish to join their association.



SAMBAYANIHAN in Action

SAMBAYANIHAN AT WORK FOR THE CLIENTS

Sambayanihan is the name of the partnership program of TSPI (A Microfinance Organization) and the TSPI Mutual Benefits Association Inc. (MBAI). The program was launched during the series of Sector and Support Service Rally attended by TSPI field and support staff in November-December 2019. The rallies commenced a month after TSPI marked its 38th anniversary, with the theme "Sambayanihan."

On the ground, the partnership program is jointly implemented by the TSPI branches and the council of client leaders. (Refer to pages 22-23 for the Sector/Support Service Rallies and to page 36 for detailed description of the Members' Benefit Program – Sambayanihan.)

SAMBAYANIHAN Projects

A culture of sama-samang responsibilidad (SSR), or collective responsibility, thrives when clients help one another build discipline as a borrower, grow their livelihood and deepen their relationship with God. This is the essence of Sambayanihan. This same spirit of working together for everyone's benefit is what drives Sambayanihan activities.



Kalusugan Karaban

A medical mission was held for TSPI members and their families on October 30, coinciding with TSPI's 38th anniversary. It was organized by TSPI Corporate Center Branch in partnership with the Medicard Foundation and with support from Pascual Laboratories, the Guadalupe Nuevo Barangay Council and client leaders.

Some 700 patients underwent medical, dental, and eye check-ups, including tooth extraction, for free. Medicines and reading glasses were also given away.

The mission was efficiently managed, even though there were about 100 more patients than expected. Volunteers and staff were warm and friendly, putting the patients at ease. Remarkd one of the beneficiaries: "Smooth ang proseso. Ang bills ng mga doctor. Tapos hindi gaanong crowded, maiksi ang pila, may upuan naman. At may palugaw pa. Nakakatuwa! (The process was smooth. The doctors worked swiftly. It wasn't too crowded; the queues were short, and chairs were available. There was even free congee. How nice!)"

Serbisyong Segurado

TSPI assisted over 130 members of Antipolo 2 Branch in applying for membership in Social Security System (SSS) and in collecting and processing data for their Unified Multipurpose ID (UMID) cards. The registration was held at the Branch office on October 24, 2019.

TSPI-SSS partnership brought the SSS services closer to the TSPI clients. The on-site registration spared TSPI members the stress and hassle of having to go to an SSS office, queue and wait for the procedure to be completed. SSS staff even assisted TSPI members in filling out forms properly. This would ensure smooth and timely processing of claims in the future.

Access to the pension program has been one of the requests of TSPI clients, who were also briefed on other SSS benefits and premium collection. In addition, clients were also informed of the affordable microinsurance plans offered by TSPI MBAI.

Clients and the SSS both commended the Antipolo 2 Branch team for a well-organized activity.



Musmos Bangong Alaga (Paskong Bulilit)

Christmas is for children. The season of giving came early for 50 kids of TSPI farmer clients at Sitio Poultry, Barangay Magsalsi, Jaen, Nueva Ecija, when TSPI Gapan Branch arranged a play-and-learn day on December 7, 2019. Starting off with prayers and Christian songs, the children played games through which they learned healthy habits and proper hygiene, like hand-washing.

As Christmas gifts, the children received hygiene kits containing towel, toothbrush, toothpaste, soap, comb and slippers. The wife of a TSPI client farmer, apparently moved, said, "Ang buti ng Diyos, masayang-masaya po ako kasi nakikita ko masaya ang mga bata (God is good! I am happy because I see the children are happy)." Another parent said, "Sana po wag po kayong magsasawa (I hope you won't tire doing this)," referring to TSPI.

The activity was supported by the Magsalsi Farmers and Growers of Calamansi (MASIFAGCA) Pangkabuhayan, Inc. and the barangay chairman. MASIFAGCA Pangkabuhayan, Inc. is a group of farmer-clients organized by TSPI in partnership with the Jollibee Group Foundation (JGF).

Gracing the children's event was TSPI Executive Director, Ms. Alice Cordero, who led the gift-giving; TSPI Vice Chair Dr. Abe Pascual and BOT member Mr. Lito Fider. Dr. Pascual and Mr. Fider also took the opportunity to fellowship with the farmers, sharing their experiences as businessmen and inspiring them.

TSPI's 38th Anibersaya Thanksgiving Celebration

"Sama-samang Responsibilidad, sa Tuloy-tuloy na Pag-unlad"

It was a simple but meaningful and festive celebration of TSPI's 38th anniversary last October 30, 2019, the day it was registered with the Securities and Exchange Commission (SEC). The TSPI-wide celebration revolved around the theme "Sama-samang Responsibilidad, sa Tuloy-tuloy na Pag-unlad" (collective responsibility for continued progress). It was graced by the presence of representatives of the Board of Trustees and former members of the TSPI family. The lively and colorful atmosphere reflected joyful unity in moving on with the mission for the glory of God.

The celebration began with an acknowledgement of the presence of God through the Holy Mass at the head office and devotional prayer in each of the TSPI branches. In his homily, Fr. Jaime Vidal Zuniga, the presiding priest, challenged everyone to lead others to enter through the narrow door to heaven (Luke 13:22-30) through good relationships and honest dealings. Those in the branches, were guided by the Living Intentional Discipleship (LID) devotional material to reflect on Haggai 1:14 "They came and began to work in the house of the LORD Almighty, their God" where the Israelites are dared to seek God first together in rebuilding the temple.

A highlight of the celebration was the presentation of loyalty awards to 195 employees who have been serving for 5, 10, 20 and 25 years. The awardees, in response, expressed their gratitude for the opportunity to serve in the organization, the blessings they have received in the process and shared with their kin, the family-like environment they work in and, above all, the deepening of their spiritual life.



TSPI Chair Lamberto Meer was caught by surprise when Executive Director Alice Cordero called him on stage to receive the loyalty award in recognition of his 35 years of service. TSPI President Rene Cristobal and Vice Chairman, Dr. Abraham Pascual handed the plaque of recognition. Atty. Meer, in turn, thanked TSPI for the opportunity to serve the Lord through the organization.

In his inspirational message, President Cristobal expounded on God's two great commandments: "to love God with all your heart, soul and mind and to love your neighbor as yourself". He encouraged everyone to exercise the faith and to heed the call to obey God and to love our neighbors by serving those who are in need.

In a solemn prayer, Chairman Meer acknowledged the work of God and His faithfulness through the 38 years of TSPI, even during the challenging times. He also implored God's blessing for employees, clients, stakeholders and their families, and asked for God's leading as each one does his or her part in building His kingdom.

The celebration ended as it began, with the singing of the anniversary theme song, "Sama-sama tayo kaya natin to... tara na! Kapit-kapit tayo't magsambayanihan... ngayon na! Buong galak tayong lahat ay sumamba... tara na! Maglingkod sa Dyos at Sya ay papurihan!"

SECTOR AND SUPPORT SERVICE RALLY (SSR)

A TSPI TEAM COMMITMENT TO

WORSHIP, OBEY & WORK

The word "rally" is usually associated with radical action and protest. Not at TSPI! We rally for a cause, toward a common goal of bringing good news to the poor!

That is precisely the purpose of the series of Sector and Support Service Rally (SSR) conferences among all TSPI staff held from November to December 2019. The theme of the meetings was Worship, Obey and Work or "WOW", certainly a more positive action word.

The conference series was initiated by the Senior Management Team (SMT) in cooperation with the TSPI Mutual Benefits Association Inc. (MBAI) and with support from the Board of Trustees. Each Sector Service Rally was attended by all field personnel composing the Account Officers group, Branch, Area, and Sector Managers along with respective Region Heads. The Support Service Rally was attended by all the head office personnel comprising the different groups and departments.

The rallies largely focused on accentuating the TSPI's vision and mission, the recent developments in TSPI, the direction moving forward and the people, program and processes that will drive the organization towards its goals for both clients and staff. The SMT served as the key resource persons during the sessions, which set the tone for TSPI's goal for sustainability, stability and transformation in the next three years. Everyone, regardless of position and tasks, was rallied to take their part to remain in the mission and in achieving the goal. All were also inspired to realize the value of their contribution in the overall direction of the organization. The SMT also expressed appreciation of everyone's part in the Sama-samang Responsibilidad (joint responsibility) by showing the positive and promising outcome of all the combined efforts in the field and in the head office.

NORTH 2



Sector Head: Mr. Vincent I. Mangabat
Region Head: Mr. Rexchell A. Querido

NORTH 3



Sector Head: Ms. Yolanda Q. Villanueva
Region Head: Mr. Rexchell A. Querido

NORTH 1



Sector Head: Mr. Dick A. De Vera
Region Head: Mr. Rexchell A. Querido

CENTRAL 1



Sector Head: Ms. Josephine C. Montemayor
MFI Strategic Head: Mr. Ramil M. Mendoza

CENTRAL 2



Sector Head: Ms. Lorena M. Mandanas
MFI Strategic Head: Mr. Ramil M. Mendoza

WORSHIP, OBEY & WORK

SOUTH 1



Sector Head: Mr. Chito P. Cruz; Mr. Adel G. Ramos
MFI Strategic Head: Mr. Ramil M. Mendoza

HEAD OFFICE



SUPPORT TEAM

SOUTH 2



Sector Head: Ms. Lorena F. Hernandez
Region Head: Ms. Maydee D. de Chavez

The essential synergy between TSPI microfinance organization and TSPI MBI was given due emphasis during the rallies, where the set of programs of the microfinance organization and the MBI are closely linked in an effective and efficient manner, benefiting both the clients and their immediate family members. This synergy also set the platform for the collaboration among various TSPI organizations, in addition to the TSPI microfinance organization and TSPI MBI, namely the TSPI Social Enterprise Inc. (TSEI), TSPI Foundation and TSPI Cooperative. This collaboration is guided by the TSPI's core values expressed through God-centeredness, servanthood, stewardship, synergy, humbleness, excellence and integrity.

The SAMBAYANIHAN Program, a major collaboration between TSPI microfinance organization and TSPI MBI, was officially launched during the rallies. Field personnel, in particular, appreciated the community development activities that can now be implemented, especially the medical mission, mass wedding, livelihood skills training, gift-giving and others that will benefit the senior citizens and the children. (Refer to page 36 for the detailed description of the Members' Benefit Program-Sambayanihan)

SOUTH 3



Sector Head: Ms. Rosemarie M. Armenta
Region Head: Ms. Maydee D. de Chavez

The road may not be easy but for love of God and as our way of Worship, we will continue to listen and Obey, and together we will do the Work for God's greater glory.

WOW TRIPS

Working On Wheels

Representatives of Management and the Board of Trustees (BOT) visited selected branches from North to South regions to fellowship and engage face-to-face with the staff and clients, via the Working on Wheels (WoW) Trips. The field personnel were happy to meet the Management and BOT representatives and appreciated the visitors' going extra mile to listen to their stories and to meet their clients.

The WoW trip itineraries were packed with meetings, sharing sessions, as well as site visits and inauguration rites. Following are the highlights:

- inauguration of the new office of San Carlos and Malasiqui branches in Pangasinan;
- a look at the progress of calamansi farmers in Jaen, Nueva Ecija, and vegetable farmers in Alfonso Castaneda, Nueva Ecija, who are transitioning into agri-enterprise under the Farmers Entrepreneurship Program (FEP) in partnership with Jollibee Group Foundation (JGF);
- meeting with clients during center meetings in Lucena and Sariaya, Quezon;
- courtesy call at the Office of the Mayor in Lucban, Quezon, and consultation on the expansion of TSPI programs in the area;
- patronizing clients' products in the mini-bazaars set up in the branches - homemade local delicacies, peanut butter, pickles, condiments, handicrafts such as baskets and clay pots, bags, fruits, vegetables; and,
- meetings with branch personnel on their work accomplishments, challenges and opportunities.

The WoW trips spawned various projects. Management selected quality products for packaging as Christmas gifts to promote client microenterprises. Calamansi farmers were linked up with technical support groups that could introduce good agricultural practices, help improve their sorting area, and maximize their opportunities through the agri-enterprise development project. The customer service desk was set up to address client and staff concerns.

The WoW Trips enabled BOT and management to shepherd the flock, give a fresh outlook and inspiration towards achieving the mission together.



Center Meeting, Tayabas Branch, Quezon



With Pres. R. Cristobal & Wife, Tayabas, Quezon



Farmers Meeting
Alfonso Castañeda, Nueva Vizcaya

WOW TRIPS

Working On Wheels



San Carlos Branch Dedication, with BOTs-Mr. J. Fider & Atty. C. Gison, Pangasinan



TSPI MBAI at San Carlos Branch, Pangasinan



Mayor's Office Courtesy Visit with Pres. R. Cristobal, Lucban, Quezon



Staff Meeting with BOTs-Mr. J. Fider & Atty. C. Gison, San Carlos Branch, Pangasinan



Malasiqui Branch Dedication, Pangasinan



Center Meeting, Lucena Branch, Quezon



Farmers Meeting with BOTs-Vice Chair A. Pascual & Mr. J. Fider, Jaen, Nueva Ecija

TSPI Family Activities



Mango Festival

Mango Festival Taste the sweet “fruits of labor”

“You crown the year with a bountiful harvest; even the hard pathways overflow with abundance.” - Psalm 65:11

“Manggandang araw!” The bright greeting opened the first TSPI Mango Festival last June 14, held at the TSPI Head Office, in celebration of the joint project of TSPI and Mt. Purro Nature Reserve (MPNR) Foundation.

TSPI and the MPNR Foundation led by Board of Trustees member Toto Malvar ventured into mango processing and production to provide sustainable employment for the Dumagats in Brgy. Calawis, Antipolo. The project also aims to explore new revenue sources for the foundation by addressing the gaps and inefficiencies in mango production and marketing.

TSPI President Rene Cristobal, accompanied by wife Beth, welcomed visitors. BOT member Malvar thanked TSPI for their work in uplifting the poor as he talked about MPNR's mission to do the same for indigenous peoples. TSPI Executive Director Alice Cordero expressed support for the partnership with MPNR as she intimated her growing enthusiasm for social development work after a successful career in banking.

Festival visitors, the head office personnel and clients from Corporate Branch were treated to “Mango All You Can,” or mango-picking, not from trees but from generously laden baskets arranged all over the stage. More mangoes were on sale at special prices at stalls, all in thanksgiving for an abundant harvest.

Revitalize Greatness (the TSPI Way!)

“So He shepherded them according to the integrity of His heart and guided them with His skillful hand.” – Psalm 78:72

Fifty-five TSPI leaders composed of the senior management team, regional heads, sector managers, selected area managers, unit/department managers of TSPI microfinance organization and MBAI joined the Leaders Team Building at Duyan House, Sinagtala Farm Resort, Orani, Bataan, on October 25-26, 2019. Together with Executive Director Alice Cordero, they sought to revitalize their passion for the mission, guided by the theme, “Revitalize Greatness (the TSPI Way!)”

The activity was facilitated by Pastor Jonathan Aranton, Assistant Senior Pastor of Light House Christian Community, Alabang. Through exercises, games, song and dance, the participants honed their collaborative skills and drive to overcome challenges. There was also time to reflect on the TSPI mission and personal goals. It was a fun-filled teambuilding with everyone going back more inspired to serve!



Revitalize Greatness

The Birth of TSPI Alumni Association

Through the years, many former TSPI personnel have become leaders in their own fields, with hearts still beating for the mission. This inspired TSPI President Rene Cristobal to gather them into an organization, so that they can continue to serve the poor through TSPI, and be served as well through TSPI's program for its former employees. Thus was born the TSPI Alumni Association.

Ten former employees are willing to be part of the core group that will launch the association and craft its programs. Among those present at the initial meeting held on October 22, 2019 at the head office were Roldin Ramirez (former Assistant to the Executive Director), Rafael Cortez (former Chief Information Officer), and Malu Bamba-Gott (former IT manager). Others who expressed interest during the 38th anniversary celebration were Gloria Guevarra (former Executive Assistant to the Executive Director) and Cathy Calamlam (former Communications Officer and Training Officer).



1st Meeting



TSPI Alumni

Initially, members of TSPI Alumni Association can avail of the following benefits:

1. Preferential interest rate under the TSPI Loan Program;
2. Health insurance for member's immediate family under existing HMO provider;
3. Life and accident insurance; and,
4. Application for membership in MBA Insurance, along with family, friends.

In addition, alumni may apply for the following:

1. TSPI Account Agent System (TAAS) and MBA agent;
2. Collecting agent handling PAR accounts;
3. Partnership with TSPI to promote business undertaking;
4. Membership in TSPI pool of resource speakers, facilitator, or subject matter expert; and,
5. Free use of TSPI Engineer Padilla Hall for business presentations;

Also, children of TSPI alumni will be given priority in employment opportunities at TSPI.

Fellowship with the Founder

"I am sure God has got greater things for TSPI." This was the very encouraging message of TSPI founder Mr. David Bussau during a fellowship with the Board of Trustees on December 18, 2019.

Nearly four decades ago, Mr. Bussau along with other missionaries embarked on an undertaking to create jobs for the poor in the country through a Christian microenterprise development program, which led to the founding of TSPI. Mr. Bussau humbly points to Jesus Christ as the only one and true model and that it just has to be done God's way.

As TSPI President Rene E. Cristobal, put it, "David's life is an example of doing business as a ministry, which he keeps on doing better."

Mr. Bassau expressed deep appreciation to the board members for their dedication and commitment to serving the poor and carrying on the mission started many years ago. He said he was pleased that TSPI Executive Director Alice Z. Cordero and the rest of the team remain faithful to the TSPI commission. As he thanked everyone for keeping him in the board, he gave God all the glory.

TSPI Chair Lamberto L. Meer remarked that there was no way more fitting for the senior management team to celebrate Christmas, the birth of Jesus, than with Mr. Bussau. The gift-giving and counting of blessings became even more meaningful. He also thanked everyone in TSPI for being the face of Christ our Lord not only during Christmas time but throughout the year.



Fellowship with the Founder

Halo-Win Party & Christmas Tree Lighting

Then Jesus called for the children and said to the disciples, "Let the children come to me. Don't stop them! For the Kingdom of God belongs to those who are like these children." - Luke 18:16

Families of TSPI members took Halloween out of the dark with their HALO-Win party. Instead of ghosts and other spooky characters, about 30 children dressed in superhero and angelic or saintly costumes to symbolize victory over bad spirits with the light of God. Hence "halo-win".

The party was held on October 30 at the TSPI Head Office Engineer Padilla Hall. Instead of scaring one another, the children participated in the Kids' Praise and Worship and parlor games organized by Human Resources Department. Three pairs won for Best Angelic/Superhero costumes.

Grouped in fives, the kids were led around the different departments where decorated booths were set up. Staff played with them and gave them loot bags with simple toys, candies, and chocolates, and treated them to snacks and ice cream.

The party ended with everyone gathering at the TSPI lobby for the lighting of the Christmas Tree, with the Board of Trustees, the Executive Director and Senior Management present. The brief ceremony was filled with Christmas songs and praises for the coming of the Messiah.



Treat and Costume Party for Kids



halo-win



Christmas Tree Lighting



Paskuhan sa TSPI

Paskuhan sa TSPI

At the onset of the "ber" months, TSPI decided to pilot a bazaar for clients to showcase their products and widen their market. "Paskuhan sa TSPI" was opened on September 16, 2019, which started with a Holy Mass, followed by ribbon cutting led by TSPI President Rene Cristobal and one of the oldest clients, Nanay Weliza Macuja. It was set up in the old building across the street from the head office and was open on Fridays from September through November, with 21 client exhibitors. On sale were RTW for adults and kids, locally-made slippers, shoes and sandals for men and women, bed sheets and pillow cases, handicrafts, direct-selling personal care and beauty products, delicacies and snacks, cold cuts and packed nuts and candies, fresh fruits and vegetables.

Early-bird freebies and point cards were rewarded to frequent buyers. TSPI employees took selfies and groupies at the Paskuhan photo booth and were encouraged to post the pictures on social media to win prizes. There were also business opportunity orientations conducted for sari-sari store clients led by Suy Sing and brief training on record-keeping (Pera-in, Pera-out).

TSPI CORPORATE CENTER BRANCH

Ready to Serve!

TSPI now has its Corporate Center Branch right at its head office! The former Makati Branch was moved to the head office to cater not only to clients from Makati and surrounding cities but also to be the showcase for TSPI's partnership projects.

Guadalupe Nuevo Barangay Chairwoman Bernadette Sese and TSPI President Rene E. Cristobal led the inauguration ceremonies on August 1, 2019, which started with a thanksgiving Mass.

Mr. Cristobal welcomed the client guests, telling them that the TSPI head office building was built with their help. He took the occasion to reinvigorate in everyone's hearts and minds the reason for being of a Christian organization such as TSPI. He pointed to the tagline displayed across the wall in the head office lobby: "Bringing good news to the poor; delivering them out of poverty".

Poverty is not always about lack of money, he said. It can also be a tendency to glorify oneself and material things. For her part, Ms. Sese emphasized the role of employees in serving the clients. "Ang empleyado ay dapat may malasakit, respeto, diiplina at tiwala sa Diyos. Nagsisimula sa loob ang lahat. At dapat bukas-puso at may ngiti ang pagtulong. (Employees must have compassion, respect, discipline and trust in God. Everything starts from within you. Serve with an open heart and a smile)."

Ms. Juanita Amatong (BOT-Treasurer), in her closing message, said the transfer of the Makati Office to a new home symbolized the coming together of clients and TSPI employees as one family, hoping to get to know one another better.

The event featured a raffle for clients and a tiange. Seven clients from Pasig, Manila, and Makati showcased the fruits of their livelihood activities, including tailoring, food processing, peanut butter-making, food vending, RTW, handicrafts, and fresh produce.

Virginia P. Guevarra, a client who has been a member of TSPI for 18 years, received a loyalty citation from the members of Board of Trustees: Mr. Cristobal, Ms. Amatong, Mr. Lito Fider, Mr. Ricardo Lazatin, Executive Director, Ms. Alice Cordero. Other members of the Senior Management Team, Region Head, Area Manager and selected head office personnel also graced the occasion.

The inauguration was organized by the branch personnel, led by Ms. Chona Tenoso, Branch Manager, and Ms. Josephine Montemayor, Central 1 Sector Manager.



About the **TSPI MBAI**

TSPI Mutual Benefit Association, Inc. (TSPI MBAI) is the microinsurance arm of TSPI NGO. It provides microinsurance benefits to the employees, clients and their dependent family members in case of death, accident and illness. It was registered as a non-stock, non-profit organization on August 31, 2005. It was granted a license by Insurance Commission on December 22, 2006.

VISION

To see people live Christ-centered lives with dignity, sufficiency, integrity and hope, demonstrating this through love and service in their families and communities.

MISSION

We are one with TSPI in providing opportunities to experience fullness of life in Christ to individuals, families and communities that we serve by giving access to microinsurance products and social development services.

2019 marked TSPI Mutual Benefit Association, Inc. (TSPI MBAI) 14th year of our dedication to serve our member clients with the grace of God. For the coming year 2020, TSPI MBAI shall focus on "3S" - Stewardship, Synergy, and Social Responsibility.

Stewardship is our sustained advocacy of utilizing efficiently and managing effectively all resources that God provides for the betterment of His creation. TSPI MBAI shall ensure taking care of its valuable assets - the member clients, its financial resources, the employees and all its many stakeholders.

Synergy through Christ-centered cooperation will deepen working relationships within the TSPI Group. This is achieved by insourcing with Tulay sa Pag-unlad, Inc. (A Microfinance NGO) some common business operations, particularly in the areas of Information Technology, Human Resources, Legal, Internal Audit and Customer Service of TSPI MBAI microinsurance products and services with the microinsurance enrollment forms and benefit claims processed in TSPI NGO's 124-branches strong network.

Social Responsibility has been strengthened with our deep commitment to serving our loyal member-clients and the communities where they live. With the launching of the TSPI Sambayanihan Program in October 2019, TSPI MBAI social development services completed in the last quarter of 2019 the following major activities:

- 1) **Kalusugan Karaban** - a medical mission wherein about 400 individuals availed of free medical check-up, optical diagnosis with free eyeglasses plus dental services administered by volunteer medical doctors and staff.
- 2) **Musmos Bangong Alaga** – the TSPI MBAI hygiene kits were distributed to the children of members of the farmer association in Nueva Ecija supervised by TSPI NGO.
- 3) **Serbisyong Segurado** - this is in partnership with SSS officials to promote SSS membership and its benefits through organized on-site SSS briefings and registration made available to member-clients held in select TSPI NGO branches.
- 4) **Gintong Alaala** – TSPI MBAI awarded cash to the beneficiaries of the deceased TSPI MBAI loyal senior member-clients as a form of financial assistance.
- 5) **Mani, Butong pakwan ATBP (MBA) Padala** – TSPI MBAI sent food during the wake of the deceased member client.

Aside from social development services, TSPI MBAI Sambayanihan Program also has many initiatives geared toward values formation, enterprise training and development, health and sanitation as well as disaster and medical assistance programs.

FINANCIAL HIGHLIGHTS

TSPI MBAI NET Income for 2019 was Php 83 Million derived from Net Operating Income and stable earnings from the Investment Portfolio. Total Earned Premium registered at Php 216 Million collected from 247,658 member clients. Total Claims released amounted to P 64.35 Million serving 2,088 beneficiaries.

TSPI MBAI Total Assets stood at Php 1.26 Billion primarily comprised of very liquid investments in Government Securities and Triple AAA Corporate Bonds held in the Investment Portfolio. Total Liabilities was P300 Million while Total Fund Balance was at P963 Million as of December 31, 2019.

MOVING FORWARD

With a strong financial position, expanded Sambayanihan Social Development Services Program in 2019, an established Corporate Governance framework and good Customer Service, TSPI MBI Board of Trustees and management and employees remain committed to its Christian values, embracing the highest level of ethical standards and best practices of good corporate governance. We believe that through good corporate governance and addressing consistently the needs of our member-clients, we have defined our strategic directions for the next 3 years (2020-2022) with “3S” toward the upgrade of policies and procedures, automation of processes and introduction of new products with a conscious effort that our plans are delivered within agreed timelines.

We shall also give priority to the development of a robust Customer Service System. This will be achieved by our plan to collaborate with our member-clients by encouraging them to become our partners in the delivery of microinsurance products and services to our less privileged communities using simplified digital-based services and the creation of new delivery channels so we can reach more families. In doing so, we will be one with TSPI NGO in providing opportunities to experience the fullness of the life in Christ to individuals, families and communities that we serve by giving access to microinsurance products and social development services.


Alice Z. Cordero
President & CEO
Ma. Luz A. Planas
Chairperson, Board of Trustees



Microinsurance Products

TSPI MBI's insurance plans are called "KAAGAPAY PLANS". The term "kaagapay" is a combination of the Filipino words "ka" meaning associate/fellow and "agapay" which means to assist or to be by one's side. Members can avail the following:

1. Kaagapay Basic Life Insurance Plan (BLIP)

It is a mandatory insurance with a premium of P240 per annum. The coverage includes death and accidental death benefits, accidental dismemberment/disablement and total and permanent disability. It covers both the member and qualified dependents. Members have equity value equivalent of P120 or 50% of the premium.

2. Kaagapay Life Plus Insurance Plan (Life Plus)

It is an optional plan with a premium of P240 per annum and a benefit twice as that of BLIP. It can be availed up to 5 units per member at any given time.

3. Kaagapay Life Max Insurance Plan (Life Max)

It is an optional plan with a premium of P650 per annum. The coverage includes death, accidental death, hospital income and total and permanent disability benefits. It can be availed up to 5 units per member at any given time.

4. Kaagapay Golden Life Insurance Plan (GLIP)

It is an optional plan for those who have been BLIP members for at least six (6) years prior to reaching the age of 66. The premium of P9,950 is payable in 10 years. The coverage is up to age 100.

5. Kaagapay Credit Life Insurance Plan (CLIP)

It is a mandatory credit plan for members that offers both life and credit life insurance benefits. The premium is P1 per thousand of loan availed per week.

6. Kaagapay Mortgage Redemption Insurance (MRI)

It is a mandatory credit plan for members that covers the outstanding loan amount of the client. The premium is P10 per thousand of loan availed per year.

Members' Benefit Program

SAMBAYANIHAN

The Members' Benefit Program of TSPI Mutual Benefit Association, Inc. (MBAI) is implemented jointly with the TSPI microfinance organization and other partners. It covers a wide range of community activities for the benefit of microentrepreneurs, farmers, couples, children, youth, senior citizens and calamity victims. These activities are classified into five areas: values formation, enterprise training and development, health and sanitation, disaster and medical assistance and other benefits.

The objectives of the Members' Benefit Program are:

- To give additional benefits to TSPI MBAI members, on top of the Life and Credit Life insurance programs, by allocating resources for community activities;
- To promote the social service component of sama-samang responsibilidad (SSR), or collective responsibility, so that members give one another not only financial but also social and spiritual support; and
- To encourage the staff and client leaders to cooperate in serving members, their households and their communities.

Sambayanihan Community Activities

A. Values Formation

1. Usapang Paglago

This activity aims to help members grow and deepen their relationship with God and their fellow brethren. It is an interactive sharing among TSPI clients on Bible based principles. The activity is conducted during weekly center meetings and facilitated by the Account Officer.

Usapang Paglago encourages members to become passionate followers of Christ and have strong commitment to building healthy relationship with a Christ-like approach as revealed in the scriptures.

TSPI has been ministering to clients on a weekly basis since 1992.

2. Debosyon Kay Kristo

TSPI client leaders play an important role in values formation of members. Debosyon Kay Kristo is a one-day retreat designed for client leaders.

The objective is for them to re-focus their relationship with God and appreciate His everlasting grace. Having experienced what God has done in their lives, they can also be blessings to their families and the communities (center) they serve. They also become partners of TSPI in instilling discipline through joint responsibility in imparting spiritual values.

3. Kasalang Bayan

Marriage is the foundation of a strong Christian family. TSPI believes in the importance of marriage as part of value formation. The formation of a value system is established by the parents. Kasalang Bayan will give opportunity to select couples to receive the blessings of a God-centered wedding rite.

4. Batang Kristiano

Dedication of children to God is an important life event among Christians because baptism is a declaration of faith. TSPI supports this through Batang Kristiano for selected couples who would like their children baptized by an officiating minister.

5. Serbisyong Segurado

Through TSPI's partnership with Social Security System (SSS) and Philhealth, TSPI assists members in availing social security and access to health services. Through Serbisyong Segurado, special orientation and on-site registration will be conducted. Re-orientation and enrollment to other TSPI MBAI microinsurance programs will also be part of this activity.

B. Enterprise Training and Development

1. Usapang AGREE

Usapang Agrikultura Gamit ang Responsableng pagsasaka, Epektibong pamamaraan at Ekspertong teknolohiya (AGREE) refers to training activities for TSPI Programang Pang-agrikultura (TPP) members, which started in 2016. The objective of the training program is to help farmers increase their income derived from farming through good agricultural practices, use of technology and financial literacy. TSPI also ties up with private institutions and government agencies in tapping agri-business opportunities and market linkages for the farmers.

2. Usapang Pag-unlad

"Usapang Pag-unlad" is a set of training activities for TSPI Kabuhayan Program (TKP) and TSPI Maunlad Program (TMP) which started in 2012. Training modules were designed to help clients improve their business skills so they can grow their livelihood. It also teaches TSPI clients to be God-centered in managing their businesses.

C. Health and Sanitation

1. Kalusugan Karaban

Kalusugan Karaban is a medical mission project for TSPI members and their families. This program aims to provide medical assistance to members with limited access to healthcare. This is organized in partnership with and support from institutions, volunteer medical teams and the local government.

2. Senior Moments

Senior Moments is a health program for senior citizen members of TSPI. It seeks to encourage seniors to take better care of their health through seminars. The program also makes arrangements for basic vaccination, as well as physical activities and social events.

3. Musmos Bangong Alaga

Musmos Bangong Alaga is a health program for children of TSPI members. This is conducted using the "adopt-a-barangay" program. Vitamin supply and hygiene kit will be distributed to the children in close coordination with the Barangay Health Workers.

D. Disaster and Medical Assistance

1. Alalay sa Kalamidad

Alalay sa Kalamidad is designed to provide assistance for members residing in areas under a "state of calamity" as declared by the government. TSPI may coordinate donations in cash or in kind to help members recover.

2. Alalay sa Nasunugan

Financial assistance will be provided to TSPI members who are fire victims.

E. Other Benefits

1. Tulay Iskolar

Tulay Iskolar is a scholarship program which helps spouses and children of members to enrol in a technical course or skills training and prepare them for employment. This is done by TSPI in partnership with Technical Education and Skills Development Authority (TESDA) or an accredited national training institute.

2. MBA Padala

TSPI provides food items to the bereaved families during the wake - Mani, Bread Atbp. (MBA).

3. Gintong Alaala

Gintong Alaala is given to beneficiaries of senior members who are TSPI borrowers enrolled in the Golden Life Insurance Plan (GLIP) of TSPI MBAI. This is a way of showing gratitude to members who stayed with TSPI even in their senior years.

Financial Highlights

TOTAL ASSETS

2017 Php 1.01 Billion	2018 Php 1.07 Billion	2019 Php 1.26 Billion
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AMOUNT OF CLAIMS PAID

2017 Php 50.93 Million	2018 Php 68.31 Million	2019 Php 64.35 Million
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MEMBERSHIP

2017 352,218	2018 299,402	2019 247,658
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Number of Claims Beneficiaries

PRINCIPAL MEMBERS

2017 1,435	2018 1,486	2019 1,294
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DEPENDENT SPOUSES

2017 640	2018 731	2019 667
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DEPENDENT CHILDREN

2017 131	2018 151	2019 127
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Board of Trustees

Ma. Luz A. Planas Chairperson

Served for 38 years at the Bank of the Philippine Islands (BPI) before retiring as president and CEO of BPI Forex Corp. She is currently involved in various civic and religious organizations as a member of the board. Her notable contributions include the renovation of the Resurrection of our Lord Parish church in BF Parañaque and the greening of BF West Executive Village in Parañaque City. In her hometown, Roxas City, she partnered with the local community to build the new Pueblo de Panay. She is a passionate dancer, joining competitions here and abroad.



Atty. Cornelio C. Gison Vice Chairman



Concurrently serves as the Vice Chairman of TSPI Mutual Benefit Association, Inc. while sitting in the Board of Advisers & Audit Committee of Metropolitan Bank & Trust Co. He served the government as Undersecretary for Revenue Operations of the Department of Finance, Acting Commissioner of the Bureau of Internal Revenue, and Consultant of the Philippine Deposit Insurance Corp. He is former president of the Capital Markets Integrity Corp. of the Philippine Stock Exchange (PSE), and partner and head of Tax Practice of top auditing firm SyCip Gorres Velayo (SGV) & Co.

Atty. Gison obtained a Bachelor of Law at the Ateneo de Manila University and his Masters in Comparative Law at the University of Pennsylvania.

Florencia G. Tarriela Treasurer

Holds the distinction of being the first woman chairperson of the Philippine National Bank (2005 to present) and the first Filipina to serve as vice president of Citibank N.A. A former Undersecretary of the Department of Finance, she has won several accolades, namely: Go Negosyo 2018 Woman Intrapreneur Awardee, Most Outstanding Citibank Philippines Alumni Awardee for Community Involvement, and Distinguished Lady Banker awarded by the Bank Administration Institute of the Philippines. She plays an active role as trustee of FINEX Foundation and fellow at the Institute of Corporate Directors (ICD). As an entrepreneur, she is the owner of Flor's Garden, a natural learning center and butterfly and bird sanctuary located in the hills of Antipolo, Rizal. Aside from being a natural farmer and an avid environmentalist, she is also a co-author of several inspirational books. She received her Bachelor of Science in Business Administration, major in Economics from the University of Philippines and a Master's in Economics from the University of California, Los Angeles.



Board of Trustees

Rene E. Cristobal

Member



Founder and Chairman of the Board of REC Group of Companies, a provider of overseas employment to Filipino professionals, technicians, and maritime crew members in both land-based and sea-based sectors, mainly to European and American contractors and shipowners since 1978. He founded and chaired the Association of Professionalism in Overseas Employment (ASPROE), composed of non-fee charging and ethical recruitment agencies licensed by the Philippine Overseas Employment Administration (POEA). His companies have received awards from the POEA, Department of Labor and Employment (DOLE), and the Office of the President, and have been elevated to the "Hall of Fame". Most recently, he was honored with a knighthood in the Order of Orange of Nassau (The Netherlands). He is also founder and chairman of the Philippine-Netherlands Business Council (now Dutch Chamber of Commerce in the Philippines). He organized and chairs a joint venture for the "turnkey" construction of feed mills in the Philippines with the Van Aarsen International of Holland.

Mr. Cristobal is also co-founder and Vice-President of the Bagong Bayani Foundation, Inc. which honors outstanding overseas Filipino workers. He is a former member of the Board of Governors of the Employers' Confederation of the Philippines (ECOP), former chairman of ECOP's Corporate Social Responsibility (now headed by its Council of Leaders), while serving as special adviser on labor migration to the ASEAN Confederation of Employers (ACE). He is also CEO of companies involved in integrated engineering services, manufacture of innovative construction materials, and advocate for the development of bamboo plantation and processed products such as charcoal and activated carbon.



Juanita D. Amatong

Member

Has been in government service for most of her career. She served as Secretary of Finance from December 2003 to February 2005, before she was appointed as a member of the Monetary Board in 2006 to 2011. She is currently a member of the Board of Directors of Rodriguez Rural Bank, Inc. In addition, she is a Professor of public finance and international finance in Silliman University, a Protestant-affiliated school in Dumaguete City, where she started her career as a teacher and served as member of the Board of Trustees for 20 years.

Other Members of the Board of Trustees

Ms. Marlyn A. Ayuyao Employee Representative

Ms. Marlyn L. Ayuyao started as Branch Manager in TSPI Paniqui Branch in November 2003. For more than 16 years, she has handled different positions in the Operations Group until she was assigned as Region Head for North Central. She worked with Prime Savings Bank before joining TSPI.



Ms. Rosalinda A. Gragasin Client Representative (North Region)

Ms. Rosalinda A. Gragasin or "Nanay Tata" is the client representative of the North Region. She is from Paniqui Branch and has been an active TSPI member for 11 years. She is currently a Center Secretary and a TAAS agent. She is an AVON dealer and is also engaged in rice retailing business.

Ms. Bonifacia C. De Chavez Client Representative (South Region)

Ms. Bonifacia C. De Chavez or "Nanay Feyth" is the client representative from the South Region. She is from Candelaria branch for 11 years and serves as a Center Treasurer and a TAAS agent. She is a former Barangay Secretary now spends time taking care of her corn farming business.



Ms. Modesta G. Flores Client Representative (Central Region)

Ms. Modesta G. Flores or "Nanay Modi" is our client representative from the Central Region. She is from Taguig branch and has been with TSPI for 15 years. She is into direct selling, room rentals and also operates an auto repair shop.

MBAI *Senior Management Team*



Alice Z. Cordero

Executive Director

Ms. Cordero also serves as Executive Director of Tulay sa Pag-unlad, Inc. - A Microfinance NGO. She gained her management and leadership expertise through her solid career in banking. She was Philippine National Bank's First Senior Vice President (FSVP) until April 2019 and was appointed as the Chief Compliance Officer (CCO) of the Bank in June 2010 with oversight of the Parent Bank, including all the subsidiaries, affiliate and foreign branches. She also served as the Corporate Governance Executive of the Bank. From 2008-2019, she served as Director and presently as Adviser of the Association of Bank Compliance Officers (ABCOMP). She obtained her Bachelor of Science in Business Economics from the University of the Philippines, and earned units in Master's in Business Administration from the Ateneo Graduate School of Business.

Prior to joining PNB, she was the CCO of Allied Banking Corporation (ABC) from 2007 to 2010. She worked with Citibank N.A. - Manila Branch for almost 20 years, from 1988 to 2007, and held various senior positions in the Consumer Banking Group, including Compliance and Control Director from 1999 to 2005 and concurrent Regional Compliance and Control Director for the Philippines and Guam in 2004. Her 40 years of banking experience include working for Philippine National Bank (PNB) from 2010 to 2019, ABC (1979-1983; 2007-2010), First National Bank of Chicago-Manila Branch (1983-1986), Far East Bank and Trust Company (1986-1988) and Citibank N.A.-Manila Branch (1988-2007), where she held department head positions in Credit Policy, Credit and Research Management, Financial Control, Corporate Regulatory Reporting, Asset Strategy, Business Development, Risk Management and Compliance.



Atty. Leonarda D. Banasen
Director, Claims and Legal
and Corporate Secretary



Ms. Nelia A. Nayve
Director, Finance and
Administration



Ms. Sherry Lou A. Salazar
Director, Operations
and Marketing

Ang TSPI MBAI, Tunay na **KAAGAPAY**

TSPI Naguilian Branch

Lorenzo Difuntorum, a jeepney driver, and his family were preparing to celebrate his second child's graduation for an Accounting degree on May 2, 2019. His wife, a sari-sari store owner and TSPI member for 10 years, had just acquired a multi-purpose loan to cover the cost of graduation requirements, as well as expenses for their third child's thesis defense, also in accounting, and the education fees of their youngest. Their eldest, a college graduate working abroad, had come home to Tuddingan, Naguilian, La Union, for the celebration.

However, what was to be a joyous occasion turned into a tragedy. While Lorenzo was checking repairs on his jeepney, a wayward softdrinks delivery truck suddenly rammed into their store, hitting his wife, who was then carrying several bottles. She died on the spot. Lorenzo's left foot was also hit and severely damaged, requiring several operations that kept him in hospital for almost a month.

Lorenzo and his children survived by the grace of God, and the benefits from their TSPI Kaagapay Insurance amounting to P563,726.50 was a big help.

"Dahil sa insurance, nakapagpagamot ako at naipagpatuloy ng dalawang anak ko ang kanilang pag-aaral. Naipagpatuloy rin namin ang aming munting negosyo. Kung wala yung benepisyong yun, hindi ko alam kung papaano kami mabubuhay. (The insurance benefits funded my hospitalization and medical treatment, and the education of my two children. We were also able to keep our small business. Without the funds, I don't know how we could have survived.)"



TSPI Bagong Silang Branch



Joel Vedeja had been employed as maintenance personnel at the oxygen manufacturing plant in Llano, Novaliches for 27 years, but his salary was not enough to support his wife and four children. In June 2018, his wife, Genevieve, became a member of TSPI. She took out a business loan to purchase more goods for her sari-sari store and an educational loan for her children. Both Joel and Genevieve appreciated the affordable microinsurance offered by TSPI, as part of the loan program.

The family had been doing well when one day Genevieve had a severe cough, and was diagnosed with tuberculosis pneumonia. She was confined in hospital for several days. Only two days after she was discharged, she complained of difficulty breathing and had to be rushed back to the hospital. Two more confinements followed, but she never recovered. After the last procedure, she died.

The hospital bills ran up to P45,000. Thankfully, the family received a total of P130,000 in benefits from their TSPI Kaagapay microinsurance.

"Salamat sa Panginoong Diyos at sa TSPI! Sa tulong pinansiyal na aming nakuha sa insurance ni Genevieve, nabayaran ko nang buo ang P45,000, at ang natira ay ginamit namin sa pang-araw-araw na gastusin. Yung ibang benepisyo naman ay para sa aking mga anak at itinabi ko sa bangko para sa kanilang pag-aaral sa kolehiyo. (Thank God and TSPI! With the benefits from Genevieve's insurance, I was able to pay for the hospital bills in full, and the rest went to our day-to-day expenses. I put some of benefit amount in the bank for my children's college education.)"

Ang TSPI MBAI, Tunay na **KAAGAPAY**

TSPI Gapan Branch

Resty Cristobal is the husband of Sulita, a TKP member since 2017. On October 2019 Sulita leveled up to TMP under Gapan Branch. She had a steady business sewing school uniforms, bridal gowns, and gowns for rent. Her shop was located in Sapang, Jaen, Nueva Ecija. Her husband Resty was staying in Bustos, Bulacan, where their child was studying.

On November 29, 2019, while Sulita was on her way to visit her husband and child, she met an accident and was rushed to a hospital. The severity of her injuries left her brain dead, the doctor told her husband. On December 2, 2019, Sulita died at the age of 41. Resty could barely comprehend what was happening. How could he cope.



As Sulita's beneficiary, Resty received P370, 397.63. TSPI MBAI also paid for her wife's outstanding balance in TSPI. The money that he received from TSPI allowed him to pay all their financial concerns, with enough left for their children's education. He is so thankful to TSPI because the benefit can even cover for their future concerns.

"Sa kanyang pagkawala nawalan rin ng ilaw ang aming tahanan. Subalit ang aksidente ay hindi natin maiiwasan. Sa panahon na kailangan namin ng tulong pinansyal at emosyonal, marami ang dumamay. Isa ang TSPI MBAI sa nagbigay sa amin ng malaking tulong nang natanggap namin ang insurance benefit. Sinagot na rin nila ang naiwang balanse ng aking namayapang asawa. Malaking tulong po ito sa aking mga anak dahil ito po ay gagamitin nila sa kanilang pag-aaral. Lubos-lubos po ang aking pasasalamat sa TSPI. (Losing your wife is losing the guiding light of the home. But accidents happen. In our moment of deep financial and emotional need, many came to our aid. One is TSPI MBAI, which extended substantial assistance through insurance benefits and also took care of my wife's unpaid balance. It is such a big help for my children because the amount we received will be used for my children's education. Thank you very much to TSPI)."

Valued Partners and Alliances

TSPI is grateful to various government agencies, non-government organizations and private organizations that share the same passion, mission and advocacy to bridge microentrepreneurs and small farmers to progress. Working together with these institutions, in the spirit of joint responsibility (sama-samang responsibilidad), enables TSPI (A Microfinance Organization) and TSPI Mutual Benefit Association, Inc. (MBAI) to reach out to more clients and to serve them in a more meaningful way. Alliance with these organizations significantly complements TSPI's microfinance, microinsurance, discipleship and social development programs.

MICROFINANCE, MICROINSURANCE AND OTHER NETWORKS



Alliance of Philippine Partners in Enterprise Development, Inc. (APPEND)



Employers Confederation of the Philippines (ECOP)



Microfinance Council of the Philippines, Inc. (MCPI)



Microinsurance MBA Association of the Philippines, Inc. (RIMANSI MIMAP)



Opportunity International Australia (OIA)

BANKING AND FINANCIAL INSTITUTIONS



Banco De Oro (BDO)



Bank of the Philippine Islands (BPI)



BPI Asset Management

BPI Asset Management and Trust Corporation



BPI Capital Corporation

BPI Capital Corporation



BPI Family Savings Bank

BPI Family Savings Bank



LANDBANK

Land Bank of the Philippines (LBP)



Metrobank

Metropolitan Bank & Trust Company (Metrobank)



PNB
You first.

Philippine National Bank (PNB)



Rizal Commercial Banking Corporation (RCBC)



Security Bank Corporation (Security Bank)



UnionBank

Union Bank of the Philippines (UBP)

NON - GOVERNMENT ORGANIZATIONS



Flor's Garden and Nature Haven Inc.



Jollibee Group Foundation, Inc. (JGF)



Medicard Foundation, Inc.



Mt. Purro Nature Reserve Foundation, Inc. (MPNR)



Rotary Club of Makati



Rotary Club of Pasay



Water.org Philippines



Wholistic Transformation Resource Center Foundation, Inc. (WTRC)



Zonta Club of Makati and Environs Foundation, Inc.

GOVERNMENT AGENCIES/CORPORATIONS & LOCAL GOVERNMENT UNITS



Agricultural Guarantee Fund Pool (AGFP)



Barangay Guadalupe Nuevo, Makati City



Insurance Commission (IC)



DEPARTMENT OF AGRICULTURE
PHILIPPINE CROP INSURANCE CORPORATION

Philippine Crop Insurance Corporation (PCIC)



PHILGUARANTEE
Philippine Guarantee Corporation

Philippine Guarantee Corporation (PHILGUARANTEE)



Philippine Health Insurance Corporation (PhilHealth)



Provincial Development Council of Laguna



Small Business Corporation (SBC)



Social Security System (SSS)

PRIVATE CORPORATIONS



Asian Actuaries Incorporated



CEMEX Philippines



Collins Trading International, Inc.



Jollibee Foods Corporation



Leoni Agri Corp. (LAC)



Medicard Philippines, Inc.



One Clear Vantage Enterprises, Inc. (ICV)



Pascual Laboratories, Inc.



Republic Cement Services, Inc.



Revolutionary Solutions Technologies & Products, Inc. (RSTPI)



RIMANSI Mutual Solutions Insurance Agency, Inc. (RMSI)



Sophie Paris Philippines



Suy Sing Commercial Corporation



Unilever

ACADEME, INDEPENDENT AUDITOR AND RATING AGENCY



Asian Institute of Management (AIM)



KPMG



MicroFinanza Rating (MFR)

TSPI Branches

REGION 1: ILOCOS REGION

ILOCOS NORTE (5)

Batac
Dingras
Laoag
Pasuquin
Pinili

ILOCOS SUR (6)

Cabugao
Candon
Magsingal
Narvacan
Sta Cruz
Vigan

LA UNION (9)

Agoo
Bacnotan
Balaoan
Bangar
Bauang
Naguilian
Rosario
San Fernando
Tubao

PANGASINAN (18)

Alaminos
Bayambang
Bolinao
Bugallon
Calasiao
Dagupan
Dasol
Lingayen
Malasiqui
Mangaog
Mangaldan
Mangatarem
Pozzorubio
San Carlos
San Fabian
Tayug
Umingan
Urdaneta

CORDILLERA ADMINISTRATIVE REGION (CAR)

BENGUET (1)

Baguio

REGION 2: CAGAYAN VALLEY

CAGAYAN (1)

Tuguegarao

ISABELA (6)

Alicia
Cabatuan
Cauayan
Ilagan
Roxas
Santiago

NUEVA VIZCAYA (1)

Solano

QUIRINO (1)

Cabarroguis

REGION 3: CENTRAL LUZON

BULACAN (5)

Balagtas
Baliuag
Malolos
San Jose Del Monte
Sta. Maria

NUEVA ECIJA (7)

Cabanatuan
Gapan
Guimba
Palayan
San Jose
Sto. Domingo
Talavera

PAMPANGA (2)

Apalit
San Fernando

TARLAC (6)

Camiling
Capas
Gerona
Moncada
Paniqui
Tarlac City

REGION 4A: CALABARZON

BATANGAS (4)

Balayan
Batangas City
Nasugbu
Tanauan

CAVITE (3)

Dasmariñas Bagong
Bayan (DBB)
General Mariano
Alvarez (GMA)
Indang

LAGUNA (6)

Biñan
Cabuyao
Nagcarlan
San Pablo
Siniloan
Sta. Cruz

QUEZON (15)

Agdangan
Atimonan
Calauag
Candelaria
Catanauan
Lopez
Lucena 1
Lucena 2
Mulanay
Pagbilao
Sariaya
Tagkawayan
Tayabas
Tiaong
Unisan

RIZAL (2)

Antipolo 1
Antipolo 2

REGION 5: BICOL REGION

ALBAY (6)

Bacacay
Daraga
Legazpi
Ligao
Polangui
Tabaco

CAMARINES NORTE (2)

Labo
Sta. Elena

CAMARINES SUR (7)

Calabanga
Goa
Iriga
Nabua
Naga
Pili
San Fernando

SORSOGON (2)

Irosin
Sorsogon

NATIONAL CAPITAL REGION (9)

Bagong Silang
Corporate Center Branch
(formerly Makati Branch)
Las Pinas
Malabon
Paranaque
Quezon City
Taguig
Tondo
Valenzuela

Contact us!

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