



**ECLOF** | Philippines



**2021 Annual Report**

Resilience for a Cause:

# ECLOF's Unfailing Hope



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# HISTORY

In 1972, ECLOF started as a desk created by the National Council of Churches in the Philippines (NCCP) to provide loans to its member churches. In 1995, it became an independent entity and was registered at the Securities and Exchange Commission (SEC) as Ecumenical Church Foundation, Inc., to extend its loan services not only to churches. In 2001, ECLOF began to operate as a microfinance institution.

Through the years, ECLOF continues to grow and expand its program and services by establishing different Unit Offices in North Luzon, South Luzon, and Palawan. These Unit Offices offer agri-microfinance; entrepreneurship loans or Micro Negosyo at Serbisyo through group loan, individual loan, and job generating loan; Small Medium Enterprise (SME) and Institutional Loans. They also provide microinsurance and savings program to clients.

In 2010, the Board of Trustees made a strategic decision to focus on agricultural microfinance and increase ECLOF's agri portfolio to 60%.

Starting 2015, ECLOF aims to expand into the three (3) regions of Luzon, Visayas and Mindanao, reaching out to 50,000 clients. To achieve this, ECLOF will continually develop responsive and relevant products and services and ensure its organizational sustainability.

In 2017, the organization formally adopted the name ECLOF Philippines Microfinance, Inc. (EPMI) in accordance with the MF-NGO Law that requires all microfinance organizations to indicate in its name the word "microfinance."

While in 2018, it continues to provide responsive and relevant products and services to its clients by institutionalizing a "one-stop-shop" program in all of its Unit Offices. ECLOF have implemented the sustainable portfolio mix at all branches. Likewise, different services for the clients and communities are initiated such as Financial Literacy Training, Medical Mission, Trade Fair and Exhibit, Mass Wedding, Basic Organic Training and pilot testing of Clients' Privilege Loan for the loyal clients.

2019 marks the end of ECLOF's 5-year strategic plan to reach 50,000 clients, in 3 regions. As of December 2019, it has a total of 30 Unit Offices with 31,535 total clients, a loan portfolio amounting to 342.9M Pesos, and operational self-sufficiency rating of 109.54%.

In 2020, ECLOF launched its 5-year corporate strategy with a theme of: "We are economic enabler aiming to optimize capacity for farmers and entrepreneurs aiming to enable them to be active and productive part of the economic value chain and earn significantly better margins."

Year 2021 is a year of building hope through persistence resulting to resilience for each individual within the Organization. Despite the pandemic, the organization managed to reflect growth in disbursements by releasing 595.2M Pesos and maintaining the portfolio of 341.8M Pesos with a Net Income of 21.0M Pesos from a Net Loss of 9.0M Pesos in the previous year (2020).

## MESSAGE FROM THE CHAIRPERSON



Already the second year under the pandemic, 2021 could be described as both challenging and promising. Guided by the theme, “Resilience for a Cause: ECLOF’s Unfailing Hope” we overcame the challenges that came our way. While realities on the ground incessantly threatened MSMEs, we acquired more wisdom and motivation to better navigate a world with COVID-19.

With areas including the National Capital Region still on lockdown, even though already at its lowest level, the threats springing from the restrictions and the emergence of new COVID-19 strains continue to impede full recovery and curtail new business opportunities for the micro and small enterprises with whom we journey. We have seen how these have borne the brunt of the pandemic, thousands have, if not folded, struggled to survive.

In their strife to keep running, they needed to think up new ways to hasten recovery and adopt innovations that would be profitable, feasible and sustainable amid this decidedly volatile condition.

ECLOF as a player in microfinance, on the other hand, worked tirelessly to stay relevant and in sync with the transformations small businesses underwent. We march on with a goal of bouncing back, recovering from the losses and reclaiming missed opportunities, putting foremost importance on the ways and means through which we can reach out to our primary constituency, our clients, so we may effectively address their needs in varying forms and interventions.

Internally, we have invested in the care, support and protection of our staff, them being the backbone of ECLOF’s operations. We have innovated processes and systems so the staff may adapt to the new realities of our clients.

In times like this, it is always important to look back and remind ourselves of ECLOF’s mission: “As a Christian-based organization that envisions a society where human dignity is fully realized, people are empowered and released from the bondage of poverty.” It is also important to renew our commitment to provide fair credit to activities generating economic opportunities. And that we need to keep hope aflame.

We hope ECLOF Philippines continues to be true to its mission as a compassionate partner of people as they rise up for a more humane, more just and more sustainable life. It holds on to a hope that does not relent. This hope does not fret because it stands on a noble objective: to help make countless lives dignified and better.

A handwritten signature in black ink, reading "Minnie Calub". The signature is stylized and cursive.

**MINNIE CALUB**  
Chairwoman



## MESSAGE FROM THE EXEC. DIRECTOR

### RESILIENCE FOR A CAUSE: ECLOF'S UNFAILING HOPE

While the world was trying to define the new normal, ECLOF Philippines was able to take hold of its position on the ground. Despite the significant withdrawals of staff in the areas of operation that were greatly hit by the pandemic, those who remained steadfast have shown high commitment. Most of our branches experienced COVID-19 symptoms, if not the staff, their family members. When granular lockdowns and cases keep rising daily, operations from every area never ceased to go on the field, while the organization, responsibly devised immediate strategies to recover from the loan losses brought by the first year of the pandemic.

Simultaneous transitions within the Branch Operations to be more effective and efficient in the delivery of service, such as, Field Officers were trained to handle multi-product from being Specialists, to carry out operations in the restricted areas during the granular lockdown.

Approval of relevant and responsive Policies, Procedures and Guides, for the management to be able to implement Key Operational Strategies such as Recovery & Rehabilitation of Portfolio as we do Rebuilding and Expansion of Community and Outreach while monitoring the Organizational Viability and Sustainability.

The pandemic compelled the organization to devise relevant and reliable ways and means to keep its presence and operations in every branch. System and technology have been envisaged to be the key to carrying out operations in a limitless way next to our service to the field, through committed field workers. Development of the integrated system was done in the past 3 years while the Pilot Testing and Migration started during the year. The newly developed and own system, "EP OneTech", can now replace the system being used for almost 10 years.

Aggressive financial monitoring was instituted in every branch of operations. Through regular cash flow monitoring, resources within are maximized, paying out funds with high financial costs and drawing funds from the ones with the least costs.

South Palawan maintained a very good performance, while North Palawan managed to improve branch operations by bringing the works near the farming clients through opening a station in Aborlan, and shifting the market focus in El Nido/Taytay from tourism to agri-loans.

A net income of PhP 21.0M from a Net Loss of PhP 10.0M in 2020 through year-round disbursements of PhP 595.0M and year-end Loan Portfolio of PhP 342.0M in serving a total of 24,498 clients all over the areas of Palawan, North, and South Luzon registered as the year-round result of operations.

We can do so much but truly the good Lord sustained our hope, strength, and commitment that enabled ECLOF to continued Resilience for a Cause.

*"We are hard-pressed on every side, yet not crushed; we are perplexed, but not in despair; persecuted, but not forsaken; struck down, but not destroyed – always carrying about in the body the dying of the Lord Jesus, that the life of Jesus also may be manifested in our body."*

2 Corinthians 4:8-10

  
**ROSEMARIE C. CASTRO**  
Executive Director

# ORGANIZATIONAL HIGHLIGHTS OPERATIONS

## I. PORTFOLIO PERFORMANCE

Year 2021 is a year of building hope through persistence resulting in resilience for each individual within the Organization.

We've started 2021 with what the first year of overwhelming and shocking Covid-19 Pandemic has brought us. Aside from being terrified by the threat it caused in the holistic health of each and every mankind, the individual and organizational subsistence was way keeping us alive, alert and enthusiastic.

After the Disbursement and Loan Portfolio performances nose-dived from a great year of gain before the Covid-19, this year, we were able to recover and regain composure in the field by releasing a PhP595.2M Loans and maintaining PhP341.8M Portfolio. This performance represents the 2nd highest achievements in the last 5 years of operations, next to the all-time high in the year prior to the start of Pandemic year in 2019.

Despite the threat and still presence of Covid-19, EPMI managed to reflect growth in disbursements from last year's PhP521.9M to PhP595.2M this 2021, representing a 14% increase. The same with Loan Portfolio an increase of 10% with PhP341.8M Loans Receivable this year from PhP312.1M in 2020.

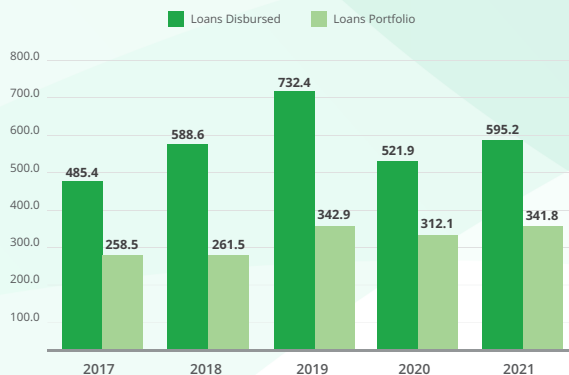


Chart 1: 5-year Loan Disbursement and Portfolios trend (in Millions Php)

The total loan disbursements and loan portfolio were contributed by the four (4) major areas of operations within South Luzon, North Luzon, South Palawan and North Palawan.

Straight in a row, during the last six (6) years, South Palawan consistently contributed the highest Disbursements which usually followed by North Palawan if not, South Luzon. With the total disbursements, South Palawan has the PhP194.6M share, followed by North Palawan with PhP160.4M and South Luzon PhP143.1M

Out of the total Loan Portfolio, South Palawan still contributed the highest with PhP97.1M, followed by South Luzon with PhP87.8M and North Palawan with PhP85.3M.

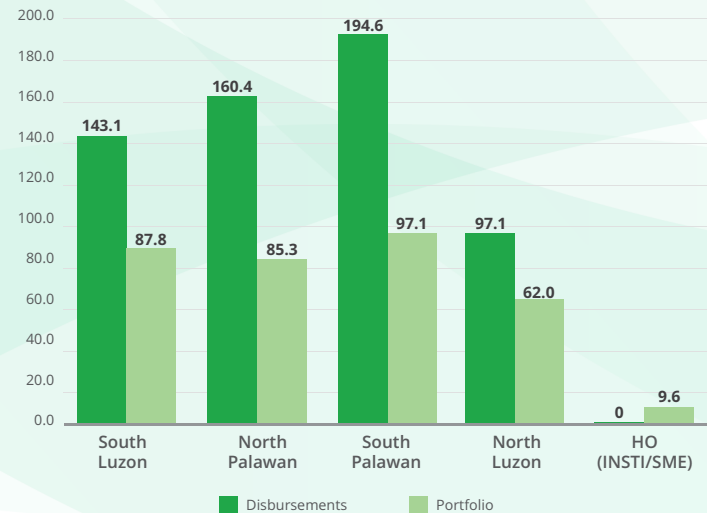


Chart 2: Portfolio and disbursement Shares per Area (in Millions Php)

EPMI Portfolio shares sustained and even increased majority reach to agricultural areas and clients, from the target of 60% to 65% this year. This amounts to a Loan Portfolio of PhP222.5M out of the PhP341.8M Total Loan Portfolio. The 3% share of Insti/SME Loans are those old accounts still under transition to the non-microfinance operations. Entrepreneurial Loans decreased by 5% from 37% to 32% due to the shift of focus brought by the Pandemic, MNS Loan Portfolio share amounts to PhP 109.8M

### Agri -Entrep Portfolio Share

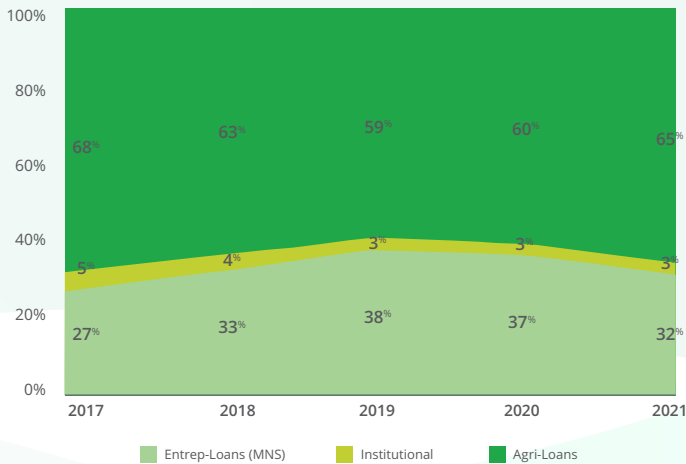


Chart 3: 5-Year Loan Portfolio Share per Product Trend

With this year's total portfolio share, a decrease in entrepreneurial loans from 37% to 35% or from PhP113.73M to PhP109.8M was registered. This is mainly due to the restrictions and granular lockdowns held within the areas of operations in preventing Covid-19 sickness. Out of the PhP109.8M Entrepreneurial Loans, PhP20.6M goes to Group Loans which represents 6% of the total Portfolio, PhP69.1M with Individual Loans or 20% share to the total Portfolio and PhP20.1M with the Job Generating Loan which represents another 6% to the total Portfolio.

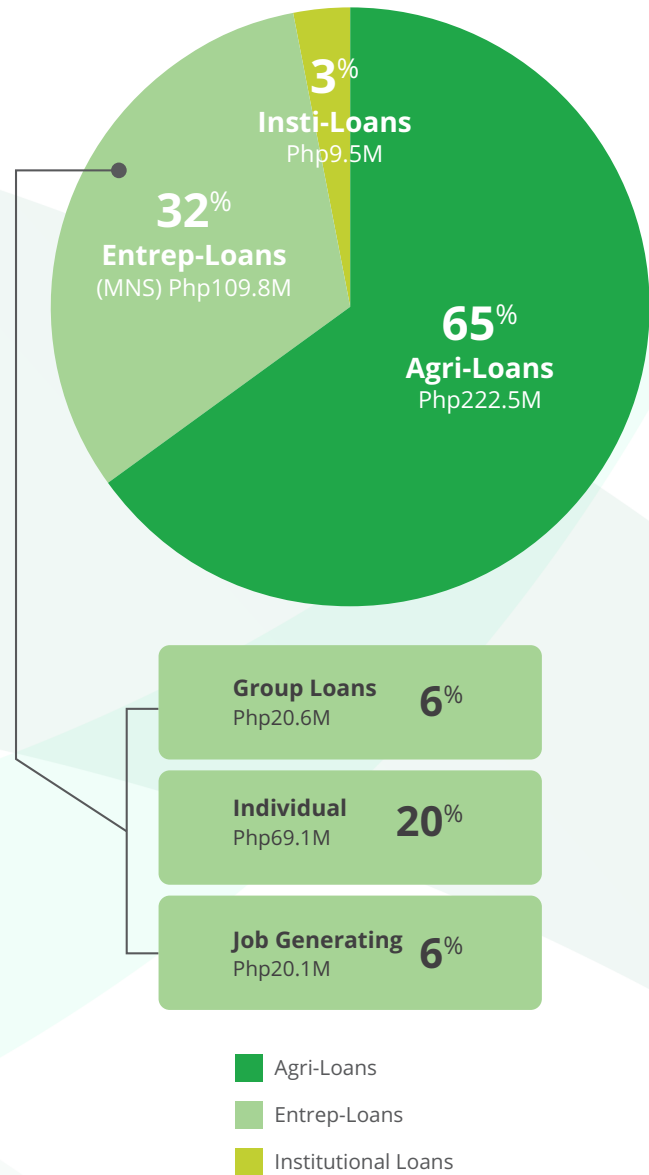


Chart 4: Loan Portfolio Distribution per Product



## II. CLIENT OUTREACH

A significant decrease in the Total Number of Clients from 27,408 during 2020 to 24,498 in 2021 due to lack of business opportunity brought by the pandemic. A lot of clients decided to offset their CBUs just to settle their existing loans, thus, a decrease. In terms of Active Clients or Clients with Loans, an increase from 19,888 in 2020 to 20,636 this year was contributed by the new clients who have seen business opportunities for the year.

Contributing to the Total Clients of 24,498 wherein 20,636 are the Active Clients with Loans, are the Four (4) Areas from South Palawan, North Palawan, South Luzon and North Luzon. The Area contributing the most is South Luzon with 45% share in the Total Clients of 10,957 with 8,821 Active Clients with Loans. Next or the 2nd highest contributor is South Palawan with 4,891 Total Clients or 20% share to the Total Clients, of which 4,197 are with Loans and Active Clients. Third (3rd) highest to contribute is North Palawan with 4,785 or 19.5% of the total clients.

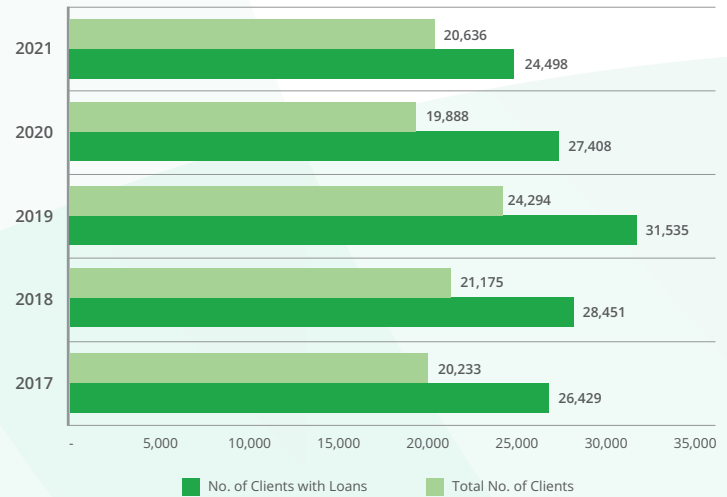


Chart 5: Total Clients and Active Clients Trend

## III. PORTFOLIO QUALITY

With the Covid-19 sickness surge during 2020, the Portfolio at-Risk (PAR) rose as well. It had reached the highest with 25% which is equivalent to PhP78.4M while the Past due is at 23%. This year, some Loan Portfolio were able to recover from the PAR resulting in a 23% or PhP75.0M Portfolio at-Risk amount at year end, along with the Past Due amount of PhP73.6M or 22% PD rate from the Loan Portfolio.

While both North and South Palawan were able to retain their Portfolio at-Risk at 17% and 5% respectively from last year up until year 2021, most of the branches in North Luzon Increased their PAR, particularly those in the far-flung areas of Abatan and Nueva Vizcaya with 12% and 40% accordingly, registering a total of 28% this 2021 from last year's 25%. Baguio and La Union registered an increase as well, from 23% last year to 29% this year. South Luzon with Calabarzon and NCR registered significant improvement, particularly the NCR Group with a 57% PAR last year to 46% this year.

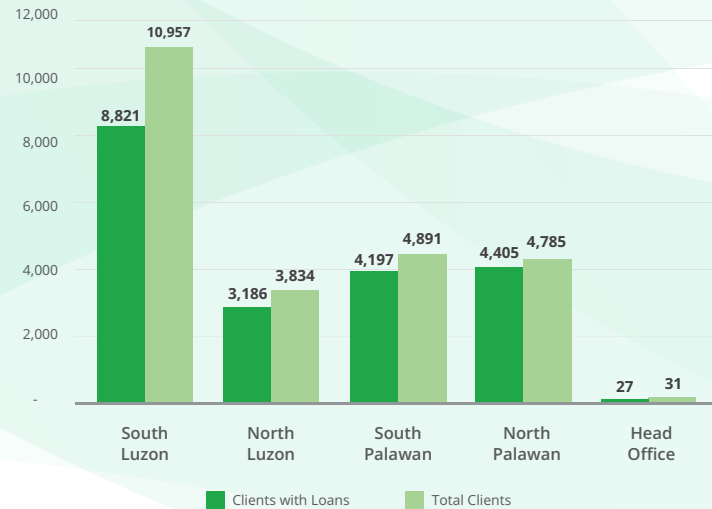


Chart 6: Clients Share per Area



## ORGANIZATIONAL HIGHLIGHTS 2021

- Year-end Net Income of PHP21.0M from a Net Loss of PHP9.0M in 2020 through year-round disbursements of PHP595.0M and year-end Loan Portfolio of PHP342.0M
- Simultaneous transitions within the Branch Operations to be more effective and efficient in the delivery of service, such as, Field Officers are trained to handle Multi-product from being Specialist to carry out operations in the restricted areas during granular lockdown.
- Despite the threat of Covid-19, Frontliners (Field staff) and Branch Operations showed commitment much more when the Branch was left with limited Field Staff.
- Pilot Test and Migration to the newly developed owned system “EP OneTech” from the Unit offices’ old System for 10 years.
- Approval of relevant and responsive Policies and Guides to the challenged Operations, such as, the Penalty Discount, Cash Disbursements to Unreached/ Unbanked Areas, Collateral Management, On-Line Remittance and Revised Retirement Plan.
- Aggressive Financial Monitoring was instituted to every Branch Operations. Through regular Cash Flow monitoring, resources within are maximized, paying out funds with high financial costs and drawing funds from the one with the least costs.
- South Palawan maintained very good performance while North Palawan managed to improve branch operations by bringing the works near the farming clients through opening a station in Aborlan and shifting the Market in El Nido/Taytay from Tourism to Agri-loans.

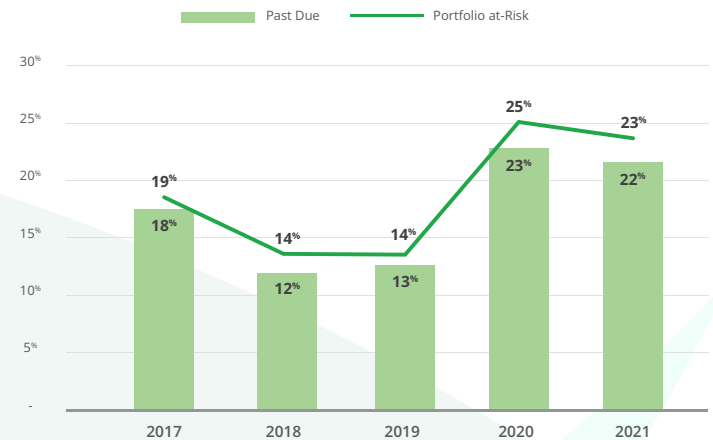


Chart 7: Microfinance Portfolio at Risk and Past Due Rates Trend

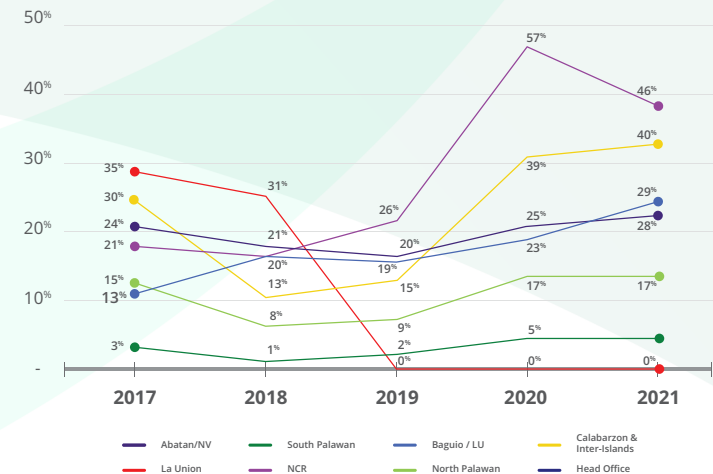


Chart 8: PAR Rate Trend per Branch/Area

## OPENING OF NEW OFFICE

In the midst of COVID-19 pandemic, ECLOF Philippines saw an opportunity to open at first, an extension office located in the municipality of Aborlan Palawan. This intention helped the organization to serve and connect to its clients in the unreached area since imposed travel restrictions were still implemented. Further, it helped the organization develop the capability to expand, reach out, and help improve the lives of small business enterprises and farmers in the area.

Municipality of Aborlan has 19 barangays/villages and is dependent on agriculture and fishing. The area is devoted to the production of food such as rice, vegetables, fruits and fish. With this profile, the extension office offered agricultural and entrepreneurial loans to support farmers and microentrepreneurs in the area.



The Aborlan Unit Office started with a Portfolio of PhP 7,409,375 and four (4) Program Officers provided services to 386 clients, where majority are in the farming activities.



Through the year of weathering the storm, the Aborlan Unit has recovered generating 544 clients at the end of the year with PhP 15 Million portfolio and expected at the start of year 2022 to be a full Unit Office serving the extended area of Narra-Aborlan Branch. As a result, it exhibits robust and massive performance equal to, or even better, than other units established earlier than this new unit.



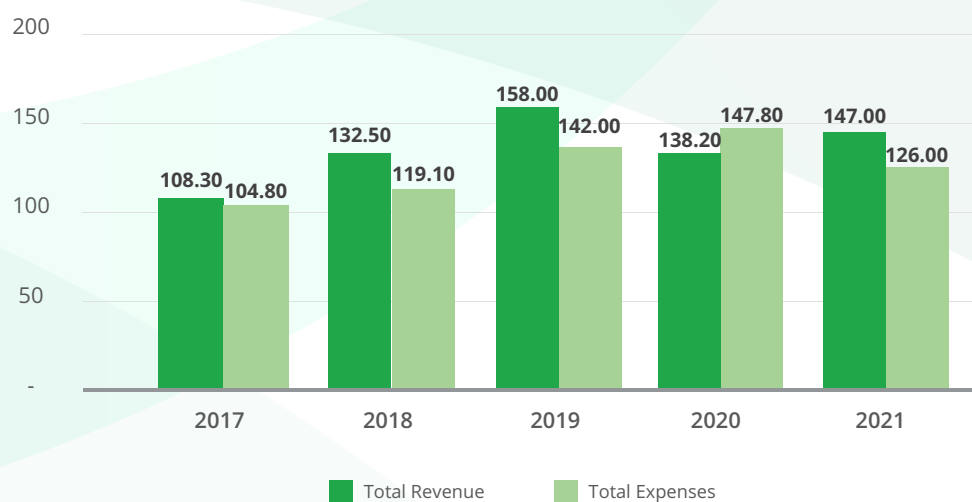
# ORGANIZATIONAL HIGHLIGHTS

## FINANCE

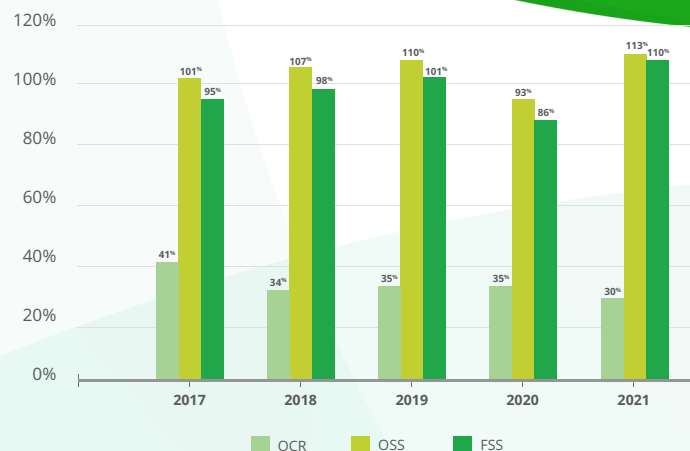
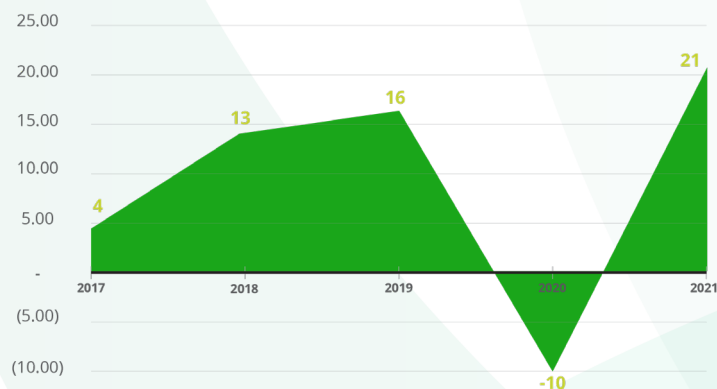
### I. Revenue & Expenses

Summary of Revenue & Expenses (in Millions)	2017	2018	2019	2020	2021
Total Revenue	108.3	132.5	158.00	138.20	147.00
Total Expenses	104.80	119.10	142.00	147.80	126.00
Net Income / (Loss)	3.50	13.40	15.80	- 9.60	21.00
OCR	41%	34%	35%	35%	30%
OSS	101%	107%	110%	93%	113%
FSS	95%	98%	101%	86%	110%

A big loss in the year Y2020 due to the height of the pandemic was totally covered, more than double at the end of Y2021 from P9.6M loss to P21M net income. EPMI created certain measures and solutions to mitigate the long-term impact on its operation. The measures and solutions took effect in the year 2021 that showed improvement in its financial performance. The revenue increased by 6% from the previous year. Also, EPMI was able to minimize expenses by 15% amounting to P126M.



## Net Income / Loss



Y2021 net income registered as the highest during the last five years; followed by Y2019 with P16M. This is the total turn from a loss of P9.6M last year.

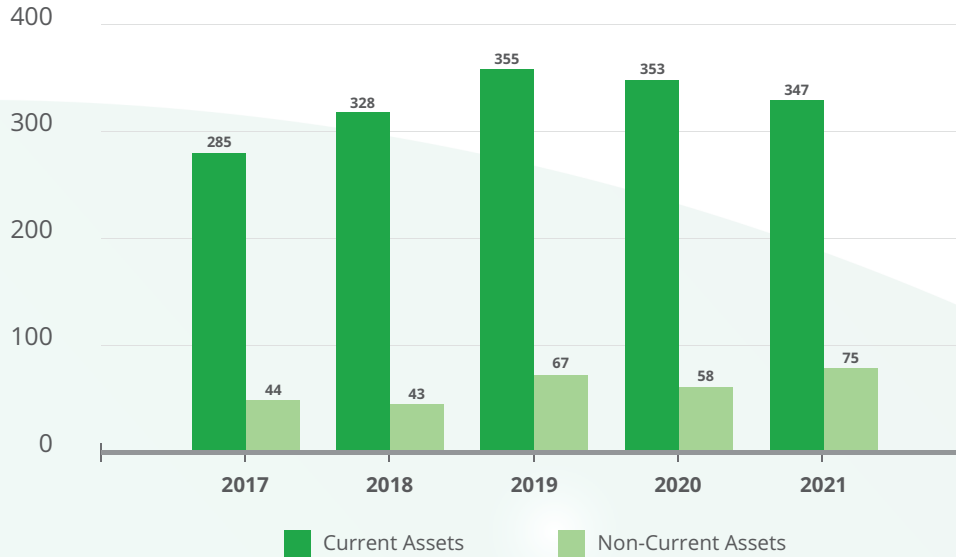
A decrease of 1% in the Operating Cost Ratio (OCR) resulted in improved operating performance output. For the year 2021, there was an increase in loan disbursements.

With open access to several areas of operation, it resulted in an increase in Operation Self Sufficiency (OSS) by 113% and Financial Self Sufficiency (FSS) by 110%.

## II. Assets, Liabilities, and Fund Balance

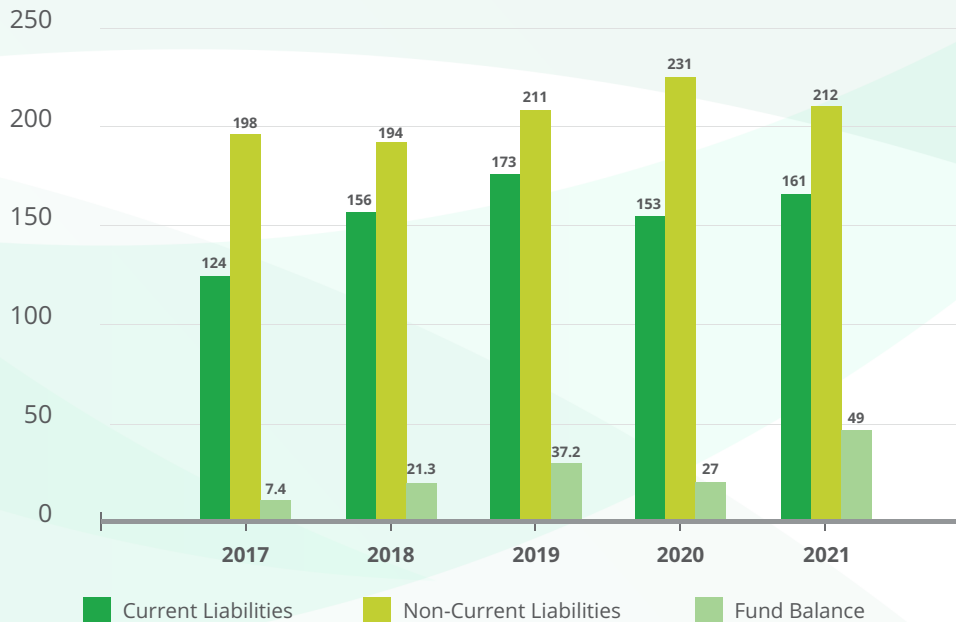
Financial Position (in millions PHP)	2017	2018	2019	2020	2021
<b>Current Assets</b>	<b>285</b>	<b>328</b>	<b>355</b>	<b>353</b>	<b>347</b>
<b>Non-Current Assets</b>	<b>44</b>	<b>43</b>	<b>67</b>	<b>58</b>	<b>75</b>
<b>TOTAL ASSETS</b>	<b>329</b>	<b>371</b>	<b>422</b>	<b>411</b>	<b>422</b>
<b>Current Assets</b>	<b>124</b>	<b>156</b>	<b>173</b>	<b>153</b>	<b>161</b>
<b>Non-Current Liabilities</b>	<b>198</b>	<b>194</b>	<b>211</b>	<b>231</b>	<b>212</b>
<b>TOTAL LIABILITIES</b>	<b>322</b>	<b>350</b>	<b>385</b>	<b>384</b>	<b>373</b>
<b>FUND BALANCE</b>	<b>7.4</b>	<b>21.3</b>	<b>37.2</b>	<b>27</b>	<b>49</b>
<b>TOTAL LIABILITIES &amp; FUND BALANCE</b>	<b>329</b>	<b>371</b>	<b>422</b>	<b>411</b>	<b>422</b>

## Assets



A decrease in Current Asset from the Year 2020 to the Year 2021 which was payment for borrowed funds availed by EPMI, had the same effect on Non-Current Liabilities. An increase in Non-Current Assets was an investment in its subsidiary to support its operation. Also, there was an increase in fund balance by 78% as a result of improved operating performance for the year 2021.

## Liabilities





# ORGANIZATIONAL HIGHLIGHTS

## HUMAN RESOURCE

### I. 26TH GENERAL ASSEMBLY: COURAGE UNDER FIRE: ECLOF ON FIELD, SERVICE AT WORK

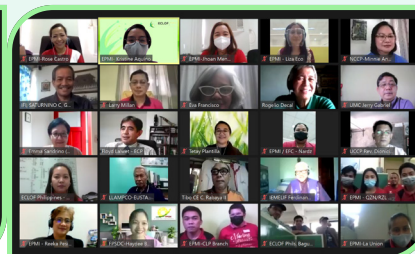
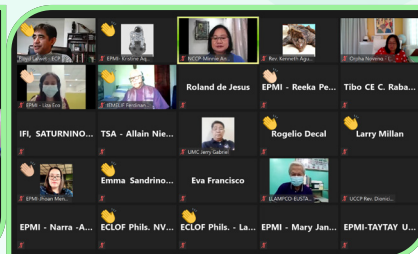
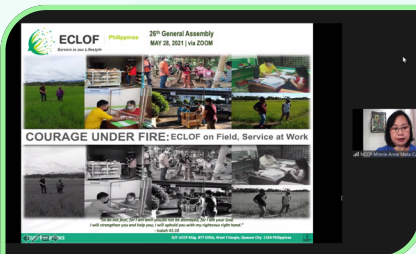
ECLOF Philippines Microfinance, Inc. held its 26th General Assembly virtually last May 28, 2022, with the theme: **“Courage Under Fire: ECLOF on Field, Service at Work”**. This event was hosted by ECLOF Philippines Microfinance, Inc. (EPMI) Head Office in Quezon City and was attended by the EPMI BOD, EPMI GA members, department heads, and key officers. The event started with a praise and worship followed by an opening prayer led by Rev. Ferdinand G. Mercado. The inspirational message was led by The Right Rev. Joel Porlares, the General Secretary of Iglesia Filipina Independiente and his message is profoundly connected with this GA’s theme as he posed this question for all attendees to ponder on: ***Do we go for self-sufficiency at the expense of communal need and sufficiency?*** He further highlighted the challenges he met while serving the communities during the times when thinking outside the box is frowned upon, and when helping the marginalized is considered suspicious but took heart in believing that the spirit of Bayanihan is alive

in the hearts of the people he also met along the way. He ended his speech with a pensive reminder to the whole organization that we will always be under fire when we do the right thing but we must happily continue to serve the needs of others.

This year’s GA also recognized the selfless and dedicated service of its outgoing Chairman, Atty. Floyd P. Lalwet, who served for the past 8 years as part of EPMI Board of Trustees. A plaque of appreciation was given and presented by the Vice Chairman, Ms. Minnie Anne M. Calub.

Lastly, reports and updates were presented for the past year and plan for the year was likewise approved by the members of the GA.

The program ended with a closing prayer led by Rev. Kenneth V. Aguilera.





## II. TRAINING EVENTS AND HR INTERVENTIONS

About a year into the pandemic, the organization still managed to continue with its staff development interventions. The following are the training events of EPMI in the year 2021:

<b>PARALEGAL TRAINING</b>	<ul style="list-style-type: none"><li>• January 15, 2021</li><li>• A total of 59 attendees coming from all areas of operations</li></ul>
<b>PASSION, PURPOSE &amp; PERFORMANCE AND VISION BOARDING</b>	<ul style="list-style-type: none"><li>• January 18, 2021</li><li>• 128 staff have registered and attended this session</li></ul>
<b>MNS PRODUCT TRAINING</b>	<ul style="list-style-type: none"><li>• January 19-21, 2021</li><li>• 51 staff attended this session</li></ul>
<b>PARALEGAL TRAINING PART 2</b>	<ul style="list-style-type: none"><li>• February 10, 2021</li><li>• 55 staff attended this session</li></ul>
<b>OCCUPATIONAL SAFETY AND HEALTH (OSH)</b>	<ul style="list-style-type: none"><li>• February 19, 2021</li><li>• 34 staff attended</li></ul>
<b>UNDERSTANDING COVID-19 VACCINE</b>	<ul style="list-style-type: none"><li>• May 6, 2021</li><li>• 220 staff participated</li></ul>
<b>BASIC MANAGEMENT AND SUPERVISION TRAINING</b>	<ul style="list-style-type: none"><li>• July 5-7, 2021</li><li>• 19 staff attended</li></ul>
<b>MENTAL WELLNESS MATTERS</b>	<ul style="list-style-type: none"><li>• August 5, 2021</li><li>• 184 staff attended</li></ul>
<b>UNLOCKING KEY LEADERSHIP SKILLS AND PERFORMANCE MANAGEMENT</b>	<ul style="list-style-type: none"><li>• October 5, 2021</li><li>• 53 Ho and Branch Leaders participated in this session</li></ul>
<b>ORIENTATION ON GROUP LIFE INSURANCE</b>	<ul style="list-style-type: none"><li>• October 5, 2021</li><li>• All staff attended this session</li></ul>

### III. CARE PACKAGE

CARE PACKAGE FOR EMPLOYEES | MARCH 2021 AND OCTOBER 2021

This year, all EPMI employees were given CARE Package (vitamin C and face masks) in view of strengthening staff's protection against COVID-19.



Thankyou 🍷  
10/09/2021

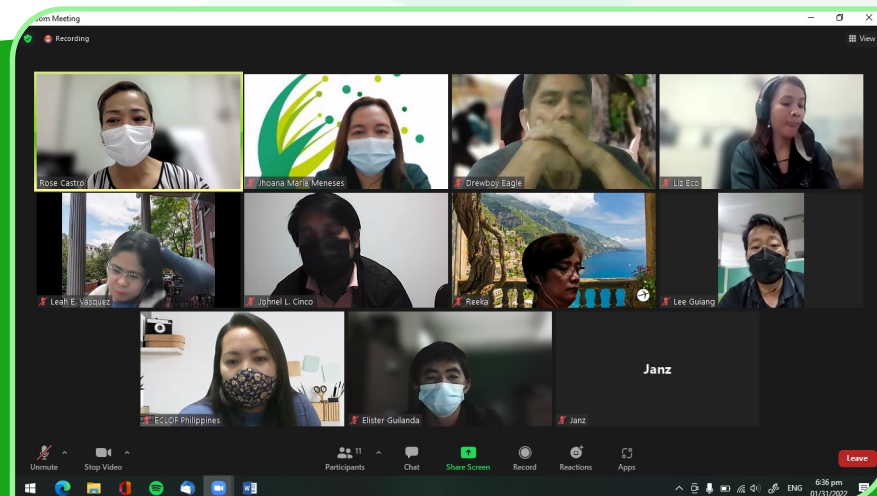
## IV. EPMI ANNUAL PLANNING

EPMI leaders gathered via ZOOM last November 5, 2021 and discussed the assumptions to prepare for the year 2022. Following the agenda as presented below, each of the key officers were given the chance to present their plans and take note of the items relevant to the goals and strategies for the upcoming year.

The following are the organizational KRA's for year 2022:

<b>Staff &amp; Culture</b>	Culture Consistent with the Core
<b>Products &amp; Services</b>	Provide Relevant and Responsive
<b>Area &amp; Market</b>	Recovery, Rebuilding and Expansion
<b>Systems &amp; Technology</b>	Digitization & Digitalization
<b>Finance, Funding &amp; Sustainability</b>	Quality Portfolio

At the end of the meeting, key officers were hopeful to finish the year strong and start the new year with renewed strength and deeper learning, in view of the experiences brought by the pandemic.





## 2021 TOP PERFORMERS



**TOP UNIT**  
BROOKE'S POINT PALAWAN UNIT OFFICE



**TOP BRANCH**  
BROOKES' POINT-BATARAZA BRANCH



**TOP AREA**  
SOUTH PALAWAN



### Top Program Officers:

- Top 1** Leonardo Q. Dubao (Aborlan Unit)
- Top 2** Ryan Montaña (Quezon Unit)
- Top 3** Christian Omodto (Brooke's Point Unit)
- Top 4** Bryan Usop (Brooke's Point Unit)
- Top 5** Thodz Alicos (Rizal Unit)

## 2021 TOP PERFORMERS

Behind one of the best performing units of the year is an enthusiastic and strong-willed leader – Michael Parreño, better known as “Mike” by his colleagues.

Coming from Narra, Palawan, Mike started working as a Program Officer at the Brooke’s Point office in 2012 as a newly-wed starting to build his own family. Originally offered a higher position due to his past working experience, he decided that it is best to start from the ground. Learning his way around operations first-hand for 9 years became his foundation as he became the Unit’s leader in 2021.

Brooke’s Point unit office has a very light and sibling-like harmony embedded in them so when he was promoted to Program Supervisor, people management mainly became the first challenge he faced. Fortunately, he was guided by both the Branch and Area managers and has a good support system. One notable incident was when the whole unit underwent a 14-day quarantine in a facility due to COVID exposure in mid-September. The ordeal didn’t stop Mike from delivering his best in supporting colleagues from the Bataraza unit office who assisted them in the field. Communication with clients and other leaders was done through phone calls and text messages.

Since then, he was able to improve the unit’s performance exceptionally in terms of loan disbursement and net income within just a year. And as much as he received consistent encouragement from his leaders, he gives back twice as much to his subordinates. Mike wants to become a leader who values putting a value on everyone’s contribution and improvement.

### TOP PROGRAM SUPERVISOR



**MICHAEL F. PARREÑO**  
BROOKE’S POINT UNIT OFFICE

### TOP BRANCH MANAGER



**LYNARD P. JORILLO**  
BROOKE’S-BATARAZA BRANCH

From being awarded as 2020’s Top Program Supervisor, Lynard Jorillo became the Branch Manager of Brooke’s-Bataraza in February 2021. It was yet another step to take to prove and improve his leadership. Five months of adjustment may be both long and short, depending on how one sees it, but one thing is for sure, the encouragement and guidance he received from ECLOF’s leaders led him to the improvement the branch is currently receiving.

Albeit naturally friendly and a people person, he admitted that his “Achilles’ heel” is verbal reporting. He welcomes help from his colleagues and borrows their confidence to conquer this. Lynard was able to juggle the time managing two unit offices far from each other, and with both having different situations, with his precise management skills. He makes sure to reassure his team while also being strict in monitoring the reports and performances of Program Officers (POs) to guide them and maintain a harmonious relationship. All of these are certainly the reason behind the development of Brooke’s Point unit office’s current Program Supervisor.

Lynard didn’t only help his staff to flourish but also was able to bring Brooke’s-Bataraza to bag the “Top Branch of the Year” home. All the blessings and recognitions he is receiving are caused by organic cultivation of good leadership – and we hope for this to be continued for a long time.



# ORGANIZATIONAL HIGHLIGHTS

## CLIENT SERVICES AND NETWORKS

### I. CLIENT AND COMMUNITY SERVICES

In the second year of COVID-19 crisis, routines were disrupted and livelihoods were still threatened. But while isolationism and insecurity seemed to be hallmarks of this time, ECLOF Ph easily adapted to the new normal. To continually support our clients and the communities, the following were the organization's initiatives:

- A. Disposable Face masks and Face Shields Distribution.** As a way of appreciating and thanking our clients for being loyal to the organization, ECLOF Ph distributed disposable face masks and face shields to South Palawan clients.
- B. Relief Operation to Typhoon Stricken Staff and Clients.** Super typhoon Rai (locally known as Odette) was a powerful and catastrophic tropical cyclone that struck the Philippines in December 2021. The category-5 super typhoon left extensive destruction and damage in ECLOF's area of operation, especially in Palawan.
- C. Distribution of 2022 Calendars.** 3,500 calendars were distributed to the clients, staff and partners of ECLOF Ph.



### II. ADVOCACY AND ECLOF NATURE AND ORGANIC FARM (ENOF)

In line with our mission to build communities which are economically viable, socially desirable, and environmentally sound, EPMI stands as a staunch supporter and advocate of sustainable organic agriculture practices that prioritizes environmental protection, health, and sustainability. In 2021 we conducted five training events with a **total of 155 participants trained**. The 2-day Training on Basic Organic Farming for EPMI's clients and community members were facilitated by our Farm Officer Primo "Imo" Suza and is designed to develop PEAKS

(Perspective, Experience, Attitude, Knowledge and Skills) on agribusiness and entrepreneurship, including the formulation of different organic fertilizers, pesticides and insecticides.

Below are the details of the training events conducted:

- **April 8, 2021** - 28 farmers attended in ENOF, Narra, Palawan;
- **April 15, 2021** - attended by 32 farmers in ENOF, Narra, Palawan;
- **September 22-23, 2021** - 38 farmers attended in Roxas, Palawan;
- **October 26-28, 2021** - 35 farmers attended in ENOF, Narra, Palawan;
- **December 13-15, 2021** - 22 DA-Regional Staff attended in Puerto Princesa City, Palawan





## ENOF OCCP RENEWAL

ENOF received its third consecutive Organic Certification from OCCP in December 2021. This means ENOF will continue to produce and promote organic high value crop vegetables in the market.



## III. PARTNERSHIP AND NETWORKING

- A. Partnership with SheMeansBusiness, Facebook and Bayan Academy.

ECLOF Ph supported the capacity building program called “ABC to Financial Inclusion” of SheMeansBusiness, Facebook and Bayan Academy. This program is designed to increase financial literacy and financial capability of MSMEs.

**ABC TO FINANCIAL INCLUSION**  
Amplifying Financial Education.  
Bridging Entrepreneurs.  
Creating Opportunities.

December 7, 2021  
Tuesday | 9:00AM - 11:30AM

IN PARTNERSHIP WITH  
SheMeansBusiness, Facebook, Bayan Academy, Small Business Corporation, Eclof, and Bayan Edge.

REGISTER TODAY!  
<https://bit.ly/ABCtoFI>

**ABC TO FINANCIAL INCLUSION**  
December 7, 2021

Logos: Bayan Academy, SheMeansBusiness, Facebook, Small Business Corporation, Eclof, BAYAN EDGE, CCT, and others.



# FEATURED CLIENTS



## HUMBLE BEGINNINGS: FROM SERVICE TO FARM

**Client Name: Jeanie Denzon**  
**Address: Brgy. Isumbo, Sofronio Española, Palawan**  
**Business: Agri-Business**  
**Loan Cycle: 21th cycle**

Mrs. Jeanie Denzon, 48 years old, had been with ECLOF Philippines for 9 years since her first loan back in 2013. She was then a Barangay Health Worker. After ECLOF Philippines conducted the orientation, she applied for a loan and was granted Php 35,000 on her first try.

After she got the fund from ECLOF Philippines, Jeanie decided to help his husband in managing their 1.7 hectare of rice field. In the same year, she was able to buy a generator, and a hand tractor, to help ease their work in the field. They focused on farming as their main source of income for 3 more years until in 2016, Jeanie was able to acquire another 1.5 hectare of upland wherein they planted rubber trees, fruits, and vegetables. She has now a total of 3.2-hectare farmland. As the business flourished, she added another venture and set-up a small rice milling after a year. She purchased a rice milling machine and 150 ducks that lay eggs daily which they sell in the market along with their other products.

As a mother, Jeanie was able to send two of their three children to Israel for their On-The-Job training. Both were able to graduate in 2014 and 2015, with a degree related to agriculture. As everything seems to be in order and they're continuously thriving, Jeanie started to renovate their home in 2019 - from the typical Nipa Hut "bahay-kubo" to a two-storey concrete home. Though it is still an ongoing project, she's pleased that they were able to push through the hard times and came this far.

Aside from being a mother and a businesswoman, she's also a busy figure in their community. She's the President of the Rubber Farmer's Association and Kalambingan Irrigators Association, Business Manager of Sofronio Española Farmer's Organization, Treasurer of Calabanog Farmer's Association, and an active member of Isumbo Women's Association - 5 organizations in total! Her secret to managing her time in all of these endeavors? Presence of mind and big heart to serve.

Their ventures flourished as they adapted quickly when the COVID-19 struck the country. They turned it into an opportunity rather than looking at it the other way. Though at present they continue to prosper, Jeanie still looks forward to the day she'd be able to expand her rice mill business and to the completion of their own home.





## HOW A VISION OF “GROWTH IN ROWS” IS REALIZED

**Client Name:** Victor Adviento  
**Address:** Brgy. Pulot Center, Sofronio Española, Palawan  
**Business:** Agri-Business  
**Loan Cycle:** 16th cycle

Professionally a Mechanical Engineer, Victor Adviento, dedicated his life to agriculture when his father passed away and started to live a humble life since then. He shunned farming during his childhood but realized how much he actually loves it years later. Now at 38, he is a proud farmer.

Victor was introduced to ECLOF Philippines in 2014 by a member he knows. Fresh from his old job, he set his fear of borrowing money aside and applied for a loan. He was granted Php 13,000 – just the right amount he needs to start.

He started with the 1.7 hectares of land that was first plowed by his parents, mainly by his father. With the assistance from ECLOF Philippines, along with the trainings and events conducted by the organization, he was able to expand it to 7 hectares in 7 years. With an outstanding performance, he was acknowledged by ECLOF Philippines Brooke’s Point unit office and had been chosen to be a part of an exhibit in Manila during

2017. Victor was able to represent his hometown and introduce his works. Adding to his success, he was also able to purchase a total of 15-hectare land in three separate areas, which he all plan to cultivate for farm production and training areas.

From a whole and dedicated rice field, Victor developed it to house livestock and areas strategically designated for fruits and vegetables. It became a rice production and training center for other farmers, beginners, and students as well. Just in 2018, his farm became TESDA-accredited, otherwise known as the technical education and skills development and a body who assesses accreditation for skilled workers. While in April of 2022 it was awarded as a learning site - he had it all envisioned to contribute in capacity building for the farmers in his community.

To support the discouraged farmers, he now aims to continuously help in making the agricultural industry be seen in a new light. That’s why aside from managing the farm and training people, he has also been working hard as the Chairman of the Karasonan Farmer’s Organization since 2013. They focus on production and pricing of their members’ products which are rice, vegetables and livestock.

Admittedly, his heart now belongs to farming and that his motto, which is “may pera sa pagsasaka”, will soon be realized step-by-step.

# OUR PEOPLE

Head Office



ECLOF Finance Corporation (EFC)



ECLOF Nature and Organic Farm (ENOF)



North Luzon Area



Abatan Unit Office



Nueva Vizcaya Unit Office



La Union Unit Office



Baguio-Atok Branch



# OUR PEOPLE

## South Luzon Area



Cainta-Tanay Branch



Quezon City Branch

## South Luzon Area



Infanta-Polillo Branch



Marikina Branch



Laguna Branch



Calapan Branch

# OUR PEOPLE

## North Palawan Area



Puerto Princesa Branch



Narra-Aborlan Branch



Taytay-El Nido Branch

## South Palawan Area



Quezon-Rizal Branch



Brooke's-Bataraza Branch



# MANAGEMENT TEAM



**ROSEMARIE C. CASTRO**  
Executive Director



**EUREKA D. PESIGAN**  
Finance and Admin Manager



**LIZA D. ECO**  
Human Resource Manager



**JHOANA MARIE I. MENESES**  
Corporate Planning and  
Communications Manager



**SHIRLEY T. TAMAYO**  
Executive Assistant



**JANZEN PATRICK P. JAVIER**  
IT Officer



**RONALD B. GUIANG**  
North & South Luzon Area Manager



**ANDREW FARNNER C. AGUILA**  
North Palawan Area Manager



**JOHNEL L. CINCO**  
South Palawan Area Manager



**ELISTER P. GUILANDA**  
Area Finance and Admin Officer  
North Luzon and North Palawan



**ALLEJA E. VASQUEZ**  
Area Finance and Admin Officer  
South Luzon and South Palawan

# BOARD OF TRUSTEES



**MS. MINNIE ANN M. CALUB**  
Chairperson



**MR. SATURNINO C. GARVIDA**  
Vice-Chairperson



**MR. ROGELIO G. DECAL**  
Treasurer



**MR. LAURO C. MILLAN**  
Member



**MS. EMMA L. SANDRINO**  
Member



**REV. CROMWELL C. RABAYA**  
Member



**MS. EVA S. FRANCISCO**  
Member

# MEMBERS' LIST

## A. CHURCH AND CHURCH RELATED ORGANIZATIONS



National Council of Churches in the Philippines (NCCCP)



Episcopal Church in the Philippines (ECP)



United Church of Christ in the Philippines (UCCP)



Iglesia Filipina Independiente (IFI)



The Salvation Army (TSA)



Union Theological Seminary (UTS)



Iglesia Unida Ekyumenikal (IUE)



Iglesia Evangelica Metodista En Las Islas Filipinas (IEMELIF)



Convention of Philippine Baptist Churches (CPBC)



Manila Episcopal Area  
United Methodist Church – Manila (UMC-Manila)

## B. NON-GOVERNMENT ORGANIZATIONS



ECLOF International (EI)



Consortium of Christian Organizations and Rurban Development (CONCORD)

## C. COOPERATIVES



OIKOCREDIT



Federation of Peoples' Sustainable Development Cooperative (FPSDC)



Llano Multi-purpose Cooperative (LLAMPCO)

# PRODUCTS AND SERVICES



## I. Microfinance

**Agri-Loans** - financing facility to those engaged in agriculture to provide food and create livelihood for every family and their immediate community. The amount lent is used for agricultural production, livestock and aqua products, and asset acquisition to support the agricultural activity.

Agri-microfinance products are as follows:

1. Agricultural Production: This credit product aims to provide financing program for farmers producing:
    - a) Grains – such as rice, corn, and others
    - b) Fruits – fruit trees including their by-products (such as coconut, cashew, mango, banana, citrus and others) and shrub fruits (such as strawberry, pineapple, watermelon, melon and others)
    - c) Vegetable – such as chopsuey, pinakbet vegetables and others
    - d) Flowers & Herbs
  2. Livestock & Aqua Products: This credit product covers production and processing of by-products of:
    - a) Poultry – Chicken, ducks and others
    - b) Livestock – hogs, goats and others
    - c) Cattle - Carabao or Cow
    - d) Aqua products – fish, shrimp, crab cages, seaweeds, shells and others
3. Asset Acquisition: This credit product covers:
- a) Land acquisition and/or improvement for farming purposes (such as direct acquisition, titling, greenhouse, solar dryer construction and others)
  - b) Farm Machinery and/or equipment such as thresher, water pump, hand tractor, harvester and others
  - c) Vehicle for farm produce transportation

## Entrepreneurial Loans/Micro Negosyo at Serbisyo (MNS) Loans - have three categories, as follows:

- Group Loan: Aims to generate micro livelihood businesses and economic productivity to clients who want to start their own businesses.
- Individual Loan: To provide additional working capital to strengthen existing businesses or enterprises.
- Job Generating Loan: Provide additional capital to individuals engaged in businesses that generate jobs, if not undergo strengthening and primarily needs to increase their working capital or buy fixed assets for the business.

## OTHER PRODUCTS

Client Service Loan (CSL) - is an extended financial service facility intended to benefit loyal clients with excellent credit history to address their emergency and basic needs such as education, hospitalization of any family member, calamity, house repair/renovation, appliance purchase, and burial assistance.





## II. INSTI / SME LOANS – ECLOF FINANCE CORPORATION

**Vehicle Loans** - covers the financing or refinancing of new/second hand cars and brand new/reconditioned trucks. The facility shall be available to qualified individuals and businesses (single proprietorship, partnership, corporation) who wish to acquire vehicles from dealers/individuals and individuals or businesses who would like to obtain a loan for additional working capital using their vehicle/s as security for the payment of the loan.

**Real Estate Loans** - covers the financing/refinancing or direct loan of real estate properties. The facility shall be available to qualified individuals who wish to finance the following:

- a. Acquisition of house and lot
- b. Acquisition of lot only
- c. Acquisition of townhouse/condominium unit
- d. Expansion or improvement/renovation of an existing residential unit
- e. Refinancing of an existing real estate loan from another bank/financial institution provided the loan is classified as current in status

- f. To finance business expansion/bridge cash flow gap or for personal needs where the offered collateral is a real estate

**SME Business Loans** - The Small and Medium Enterprise loan shall be available to individuals with an existing business with a capital of ₱3,000,001 to ₱15,000,000 for Small Enterprises and ₱15,000,001 up to ₱100,000,00 for Medium Enterprises. Purpose of the loan is additional working capital, for expansion or for acquisition of equipment for the business.

**Maintenance Fund for VISA Application (Show Money)** - covers individual clients who have a pending application for a tourist visa, student visa or immigrant visa with a foreign country and who needs a Bank Certification of availability of funds.

**Teachers Loan** - covers loans for teachers employed with the Department of Education. The facility shall be covered by a Memorandum of Agreement between EFC Corporation and the DepEd Officer in charge of payroll. Automatic deduction from the salaries of the teachers shall be done every payday and remitted to EFC.

**UV Express Loan / PUJ Financing** - covers UV Express operators and PUJ Operators who would like to change their unit to EURO IV compliant vehicles in compliance with the directive of the LTFRB. This facility is open only to operators who are members of duly constituted drivers and operators cooperative/association.

**Harvester Loan** - The harvester loan is granted to those who are into palay production and who have at least 5 hectares of tillage area.

**Dealer's Loan** - This facility shall cover dealers of Auto/Trucks with their floor stock as security for the repayment of the loan.

**Receivables Financing** - covers clients who need immediate cash in lieu of scheduled collection within a short period for a maximum of ninety (90) days. This financing facility can be provided to industries such as Distributors and Wholesalers, Manufacturers, Construction Contractors, Cable and Telecommunications, and Medical Providers contributing to the supply chain of essentials and commodities of high demands.

# AREAS OF OPERATIONS

**Head Office:** Ground Floor, United Church of Christ in the Philippines Building, 877 EDSA, Quezon City, Philippines  
**Telefax:** (02) 8459-9712  
**Website:** www.eclof.com.ph

UNIT	ADDRESS	CONTACT NUMBER
<b>NORTH LUZON AREA</b>		
<b>ABATAN BRANCH</b>		
<b>Buguias 1</b>	3rd Floor Mariano Cobcobo Bldg., Abatan, Buguias, Benguet	0909-113-6335
<b>Buguias 2</b>		
<b>BAGUIO-ATOK BRANCH</b>		
Atok	Sumakey Bldg., Paoay, Sayangan, Atok, Benguet	0946-414-5543
Baguio	Suite 209 Lyman Ogilby Centrum, 358 Magsaysay Ave., Baguio City	(074) 442-1080
<b>NUEVA VIZCAYA BRANCH</b>		
Nueva 1 & 2	2/F Cuaresma Bldg. National Highway, Banggot, Bambang, Nueva Vizcaya	0935-492-2497
<b>LA UNION BRANCH</b>		
La Union 1 & 2	Sevilla, San Fernando City, La Union	(072) 687-1290
<b>SOUTH LUZON AREA</b>		
<b>NCR</b>		
Marikina	WRCC Bldg. 1, #147 Gil Fernando Ave., Midtown Subdivision, Brgy. San Roque, Marikina City	(02) 646-0798
Quezon City	WRCC Bldg. 1, #147 Gil Fernando Ave., Midtown Subdivision, Brgy. San Roque, Marikina City	
Cainta 1 & 2	4/F MORE Business Center, No. 2225, KM. 23, Ortigas Ave. Extension, Brgy. San Isidro, Taytay, Rizal	(02) 571-1867
<b>NCR</b>		
Tanay	2/F B&C KC Complex Bldg., Sitio Calbon, Plaza Aldea, Tanay, Rizal	(02) 8636-6790
Laguna	Sitio Matahimik Brgy. Duhat, Sta. Cruz, Laguna	(049) 539-5086 0929-219-4030
Infanta, Quezon	2/F Door B & C, AQC Bldg., Mabini St., Poblacion 38, Infanta, Quezon	0909-777-6446
Polillo, Quezon	Purok 1, Tanglaw St., Brgy. Sibulan, Polillo, Quezon	0930-405-2613

<b>MINDORO</b>		
Calapan 1 & 2	2nd & 3rd Flr., Arago Bldg., Macario Adriatico, B4 L2 Ph. 1, A. Bonifacio St. Brgy. Ilaya, Calapan City, Oriental Mindoro	0917-382-8112
<b>PALAWAN AREA</b>		
<b>NORTH PALAWAN</b>		
Puerto Princesa City 1 Urban	Unit 206 3/F Goland Bldg., Malvar St. cor. National Highway, Brgy., San Miguel, Puerto Princesa City, Palawan	(048) 434-8045
Puerto Princesa City 2 Rural	Unit 10, GF DCRM Plaza Bldg., North Nat'l. Highway, Brgy. San Manuel, Puerto Princesa City, Palawan	
Narra	Malvar Ave., Poblacion, Narra, Palawan	0907-321-0284
Aborlan	2F JLA Bldg., Mabini, Aborlan, Palawan	0908-394-1506 / 0955-528-7947
Taytay	2/F Mercado Bldg., National Highway, Brgy. Monte Vista, Taytay, Palawan	0950-124-6427
El Nido	Brgy. Villa Libertad, El Nido, Palawan	0912-289-7909
<b>SOUTH PALAWAN</b>		
Brooke's Point	Modelo 11 Bldg., Narrazid St., District 11, Poblacion, Brooke's Point, Palawan	0946-983-4430 / 0905-670-7988
Bataraza	YFCP Building, Marangas, Bataraza, Palawan	0930-143-5790 / 0975-150-5266
Quezon	Alfonso XIII., Poblacion, Quezon, Palawan	0912-763-5763 / 0955-218-1771
Rizal	Lubaton Bldg., Punta-Baja, J.P. Rizal, Palawan	0909-949-3013 / 0912-060-7098
<b>ECLOF FINANCE CORPORATION (EFC)</b>		
Quezon City	GF UCP Bldg., 877 EDSA, West Triangle, Quezon City	(0917) 705-3873



**ECLOF** | Philippines

# *“Service is our Lifestyle”*

## **Vision**

Realizing human dignity

## **Mission**

ECLOF Philippines is committed to build communities and livelihood, which are sustainable - economically viable, sociable desirable and environmentally sound.

## **Core Values**

Service with

T - Teamwork

I - Integrity

E - Excellence

S - Stewardship