



Building Strength in the New Norm



**2022
ANNUAL REPORT**

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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; entrep 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."

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).

In 2022, ECLOF, in its third year of living through the pandemic's harsh experience, responded to the community's daily survival and continuous livelihood by putting a stop to COVID and beginning to live normally without the threat of it. More than the operational outcome, understanding the new ways and norms that emerged after the Pandemic enabled ECLOF Philippines to commit more resources to supporting the entire food security value chain.

MESSAGE FROM THE CHAIRMAN



The year 2022 marked a significant period of growth and resilience for the ECLOF Philippines Microfinance, Inc. (EPMI). Despite the economic uncertainties brought about by the global pandemic, EPMI remained steadfast in its commitment towards the empowerment of families and communities through viable, sustainable and environmentally sound livelihoods.

EP Agri-Center in Palawan continues its farm development, partnering with like-minded agencies, and empowering small farmers and their communities through capacity building.

ECLOF Finance Corporation, in its third year, keep on positioning to recover with the new management and potential investors.

The financial performance manifested improvement through growth and stability. While we have a minimal increase in client outreach, active clients increased. Despite the challenges in filling up staff positions especially those at the field level, the commitment and persistence of the staff remained untainted. Various capacity-building activities were initiated to respond to their continuing development.

However, as with any endeavour, EPMI also faced challenges along the way. The COVID-19 pandemic presented unprecedented obstacles, affecting the livelihoods of many of our clients and testing our resilience as an organization. Nevertheless, we have responded swiftly and proactively, adapting our operations, introducing digital solutions, and implementing support mechanisms to mitigate the impact on our clients and staff.

For the past three years, I have always reflected on how EPMI kept its ground in the face of the COVID pandemic. Standing firm to our commitment to poverty alleviation, we have witnessed countless stories of resilience, innovation, and adaptation – both for the management and staff as well as ECLOF’s clients. Business unfolded but new forms of business emerged. This reflects our strong risk management practices and the trust placed in us by our clients and investors.

Over the years, we have always celebrated stories of resilience in the context of the pandemic and what EPMI has contributed to the lives of our clients, enabling them to build sustainable livelihoods, create employment opportunities, and improve their overall well-being. The financial and operational performance elaborates on what we have achieved.

Our commitment to client education and capacity building has allowed us to empower our clients beyond financial services. We have equipped them with essential skills, knowledge, and resources through various training programs to enhance their entrepreneurial capabilities and financial literacy. By investing in their personal and professional growth, we are empowering them to become agents in their own lives and communities.

As we celebrate, we are also reminded of the challenges that lie ahead. Our reason for being is because of the context that persists in our society – poverty, economic inequality, limited access to financial services and social barriers – continue to hinder the progress of many communities. It is imperative that we remain steadfast in our mission, striving to expand our reach and impact, while constantly adapting to the evolving needs and aspirations of our clients. Our strategic direction for the next four years, a product of the collective inputs from the ground and enhanced by the Board, defines what more we want to do- that is contributing to food security.

As we look to the future, we recognize that our work is far from complete. We live in a world where economic disparities persist, where marginalized communities continue to face significant barriers, and where the impacts of crises and emergencies can undo years of progress. Yet in the face of these challenges, we remain steadfast in our mission, because we look forward to a society where human dignity is fully realized, and people are empowered and released from the bondage of poverty.

A handwritten signature in black ink, appearing to read 'Minnie Calub', written in a cursive style.

Ms. Minnie Ann M. Calub
Chairperson

BUILDING STRENGTH IN THE NEW NORM

ECLOF, in its third year of living through the harsh experience brought by the pandemic, responded to the community's daily survival and continuous livelihood, putting a stop to COVID by starting to live normally without the threat of it.

Micro-entrepreneurs started to continue, if not, renew their businesses, while the Agri-sector, just like the ordinary and regular years, continued on the farming. This has been measured in the performance of ECLOF during the year.

Performance for the year registered growth from last year. While we remained still with 15 branches, managed and operated with 232 staff - wherein 139 frontliners or Program Officers served a total of 24,691 clients registering a slight increase of 10% for the clients with loans from 20,636 last year to 22,622 this 2022. The loan disbursements grew from PhP595.2M to PhP694.4M or a 17% increase, while the loan portfolio has shown a 15% from PhP341.8M to PhP391.0M. Out of the Total Portfolio of PhP391.0M, 67% are farmers, 31% the Micro-entrepreneurs, and 2% remain with Churches and Institutions of earlier time. Portfolio at Risk (PAR) remains high at 22% brought by the duration of COVID-19's peak past dues and delinquent accounts. This Risk measure with Portfolio as fully provisioned during the last 3 years having the Risk coverage ratio monitored at 100%, contributed and resulted in the loan recovery program an increase to the Net Income of 62% from last year's PhP21.0M to PhP34.0M this year.

More than the operational result, understanding the new ways and norms after the Pandemic gave ECLOF Philippines the vantage point to commit more towards supporting the whole value chain for food security. Its commitment to building strength in the new norm: its people, system, process and strategy all connected to its core, will continue to take ECLOF Philippines to fulfill its Vision and Direction. God bless the works of His People.

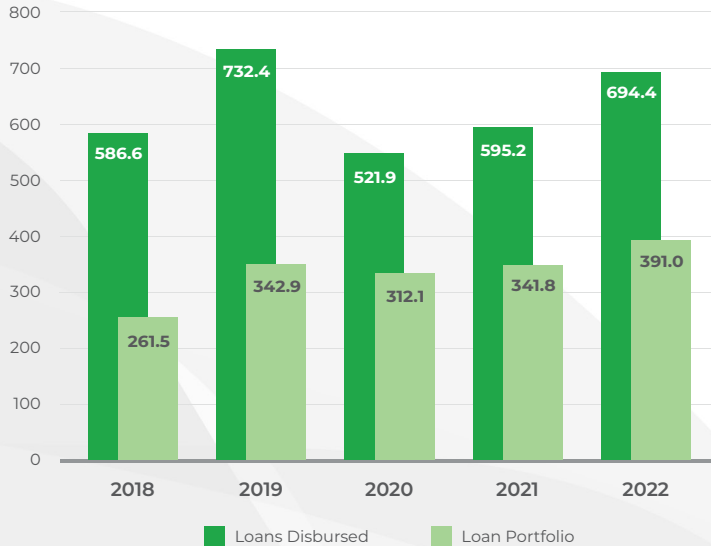
*You will keep in perfect peace those whose minds are steadfast, because they trust in You. **Isaiah 26:3***



Rosemarie C. Castro
Executive Director

OPERATION HIGHLIGHTS

Loan Portfolio

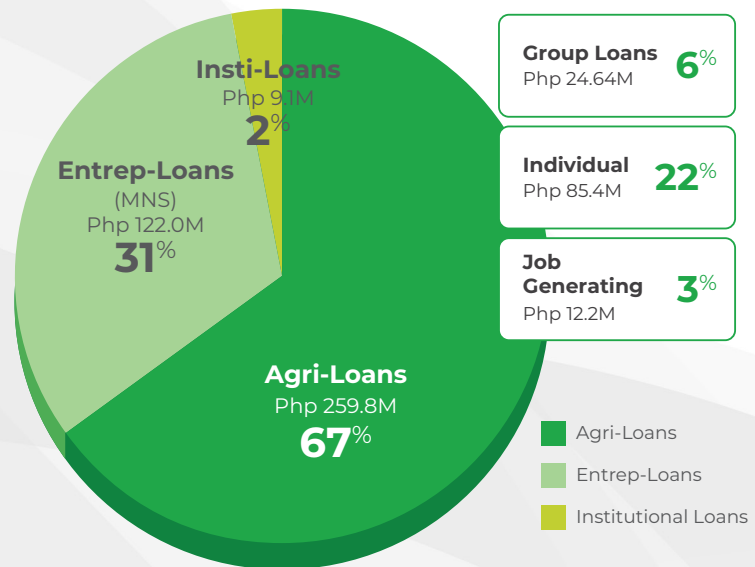


From Php595.2M to Php694.4M loan disbursements, a 17% increase from last year.

A Portfolio increase of 15% from last year's Php341.8M to Php391.0M.

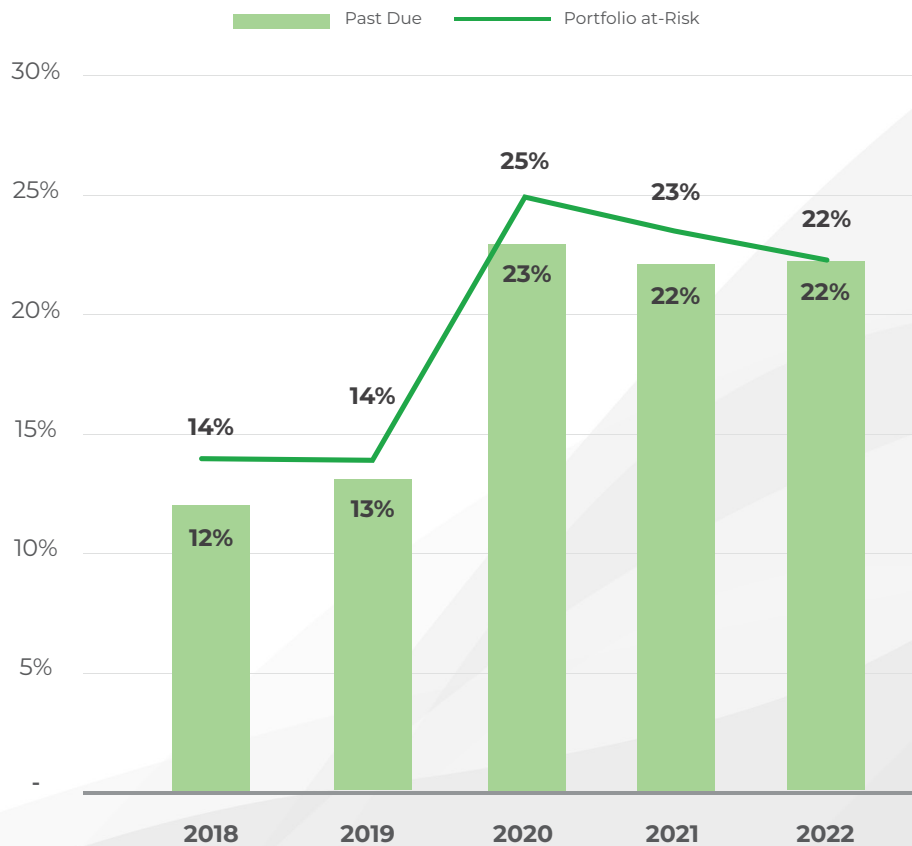
Out of the Total Portfolio of Php391.0M, 67% maintained with the farmers, 31% with the Micro-entrepreneurs and 2% with the Churches / Institutions.

Most of the Micro-entrepreneurs Loans goes to Individual Loans which is 22% or Php85.4M, followed by Group Loans with a 6% share or Php24.64M, and lastly, 3% Loan share is from Job Generating Entrepreneurs.



Portfolio Performance

Portfolio at Risk and Past due Rates Trend



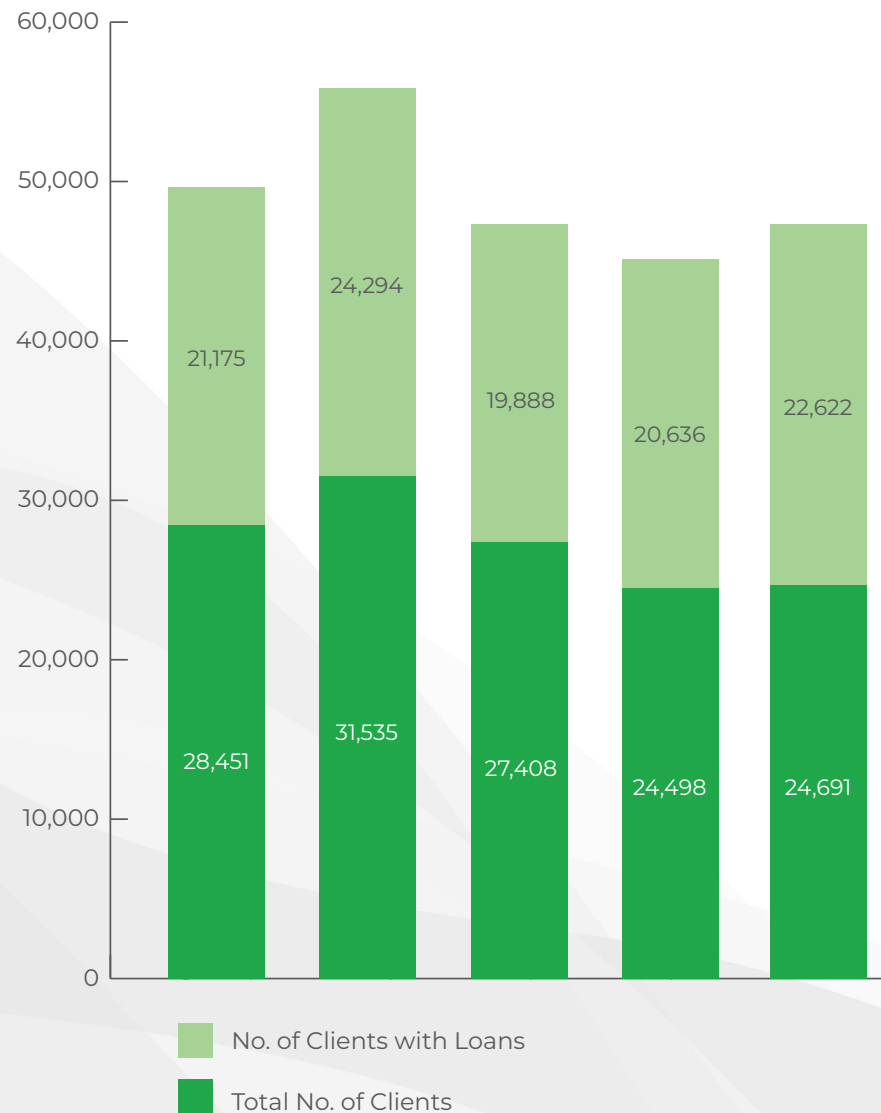
Three years since the onset of the pandemic, a consistent drop in the portfolio at-risk rate was observed – from 25% during the height of it to 22% at the closing of year 2022.

Past due rate was maintained during the two years at 22%, which is almost the same rate as the Portfolio At-Risk (PAR) representing the impact of the pandemic to those accounts from more than 1 to 3 years.

OPERATION HIGHLIGHTS

Client Outreach

A minimal increase of 193 in total clients from 24,498 last year to 24,691 this 2022. While Active Clients or the clients with loans increased by 10% from 20,636 last year to this year's 22,622.

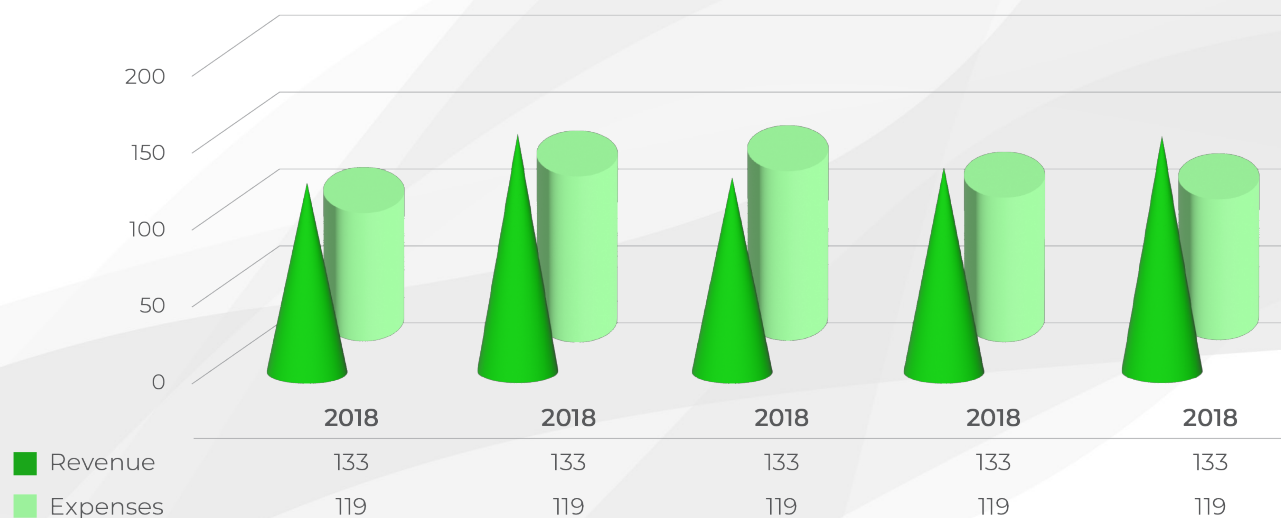


FINANCE HIGHLIGHTS

Total Revenue & Expenses

Summary of Revenue & Expenses (in Millions PHP)	2018	2019	2020	2021	2022
Revenue	133	158	138	147	157
Expenses	119	142	148	126	123
Net Income/(Loss)	13	16	(10)	21	34
OCR	34%	35%	35%	30%	33%
OSS	107%	110%	93%	113%	125%
FSS	98%	101%	86%	110%	102%

Year 2022 financial performance steadily outperformed the Pandemic effect with an increase in income of almost 62% from the prior year while revenue increased by 7%. Though there is only a percentage of a decrease in expenses, the account of Loan Loss Provision was a big chunk in the decrease of expenses. Past due accounts were collected including those affected by the pandemic. In the same year, the opening of 3 Unit Offices happened – Famy, Roxas and Española. Major expenses of these newly opened Unit offices need to be covered in order to have a seamless operation.



FINANCE HIGHLIGHTS

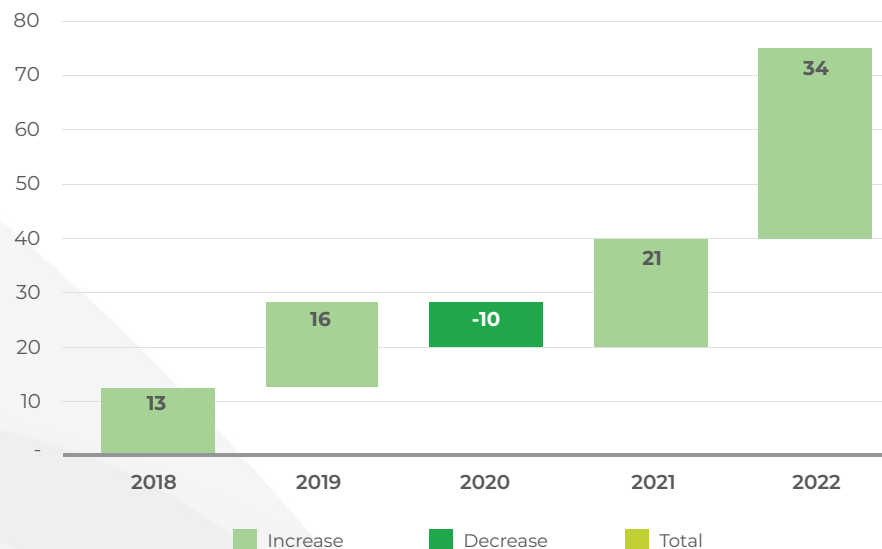
Net Income / (Loss) OSS, FSS and OCR

This year, EPMI broke its all-time income record with ₱ 34 million. Continuous collection of past due accounts during the height of the pandemic contributed to the increase in income.

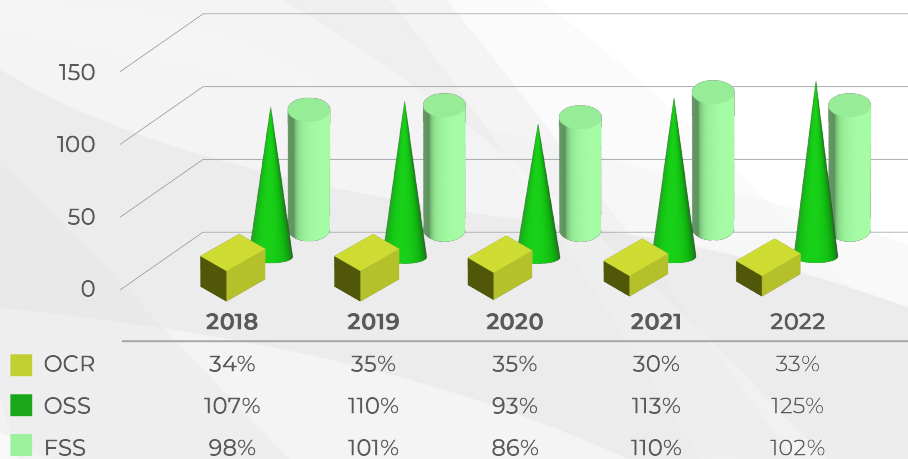
Three newly opened unit offices that began operating in the middle of 2022 also had an impact on the operating cost ratio, which had the same effect on financial self-sufficiency. In addition, the high inflation rate affected the financial status of EPMI.

Increased Operational Self-Sufficiency presented a good performance for the year 2022 as it was able to cover its operational expenses including expenses incurred by the newly opened unit offices.

NET INCOME



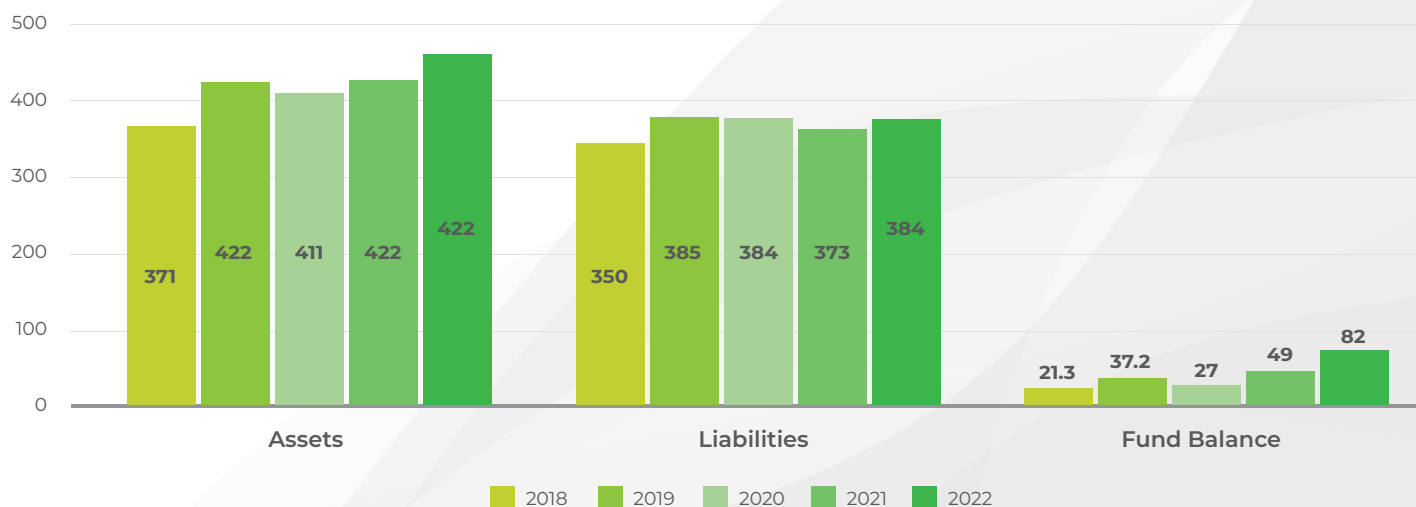
FSS - OSS - OCR



Assets, Liabilities, and Fund Balance

Financial Position (in millions PHP)	2018	2019	2020	2021	2022
ASSETS	371	422	411	422	466
LIABILITIES	350	385	384	373	384
FUND BALANCE	21.3	37.2	27	49	82

Financial Position



An increase in Assets resulted from the higher loan availment for the year 2022 of existing and additional clients who became patrons of the EPMI program.

Contributing factors that led to an increase in Liabilities are Collateral Build Up (CBU) and Unearned Interest of clients who availed of the loan program of EPMI. With regard to the funding liability, EPMI still enjoys the lowest rate from its funders.

An improved operation performance for the year 2022 resulted in an increase in fund balance by 67%.

HR HIGHLIGHTS

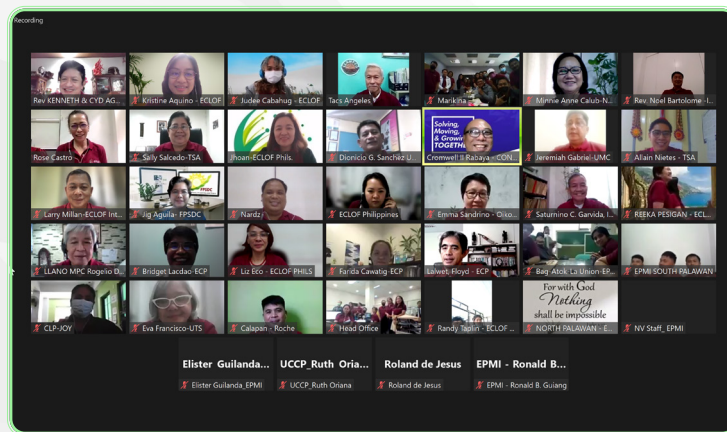
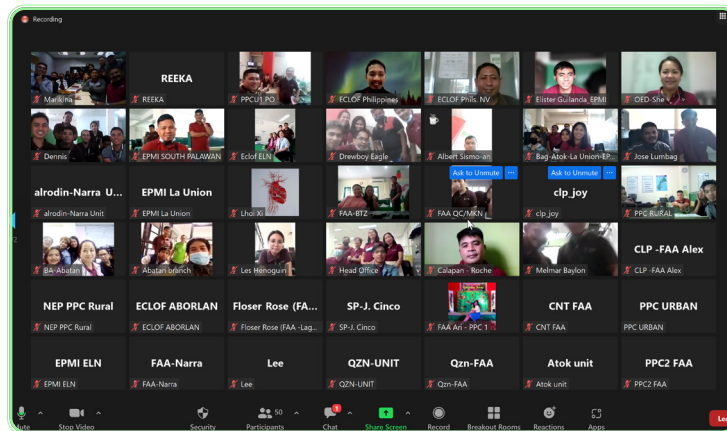
General Assembly 2022

Reverend Homar Distajo graced EPMI's 27th General Assembly as he shared timely reminders for all of us, taken from 2 Corinthians 4:8-10 that says, "We are hard pressed on every side, but not crushed; perplexed, but not in despair;⁹ persecuted, but not abandoned; struck down, but not destroyed.¹⁰ We always carry around in our body the death of Jesus, so that the life of Jesus may also be revealed in our body."

He shared that in this life, we may be facing difficulties, challenges, and pains. We may be in doubt or hurt, and there are moments we may be confused and don't know what to do.

He encouraged us not to give up, but to continue to be a community that seeks faith and understanding. He reminded us that God does not leave us, and though we may be injured along the way, we are not destroyed. He also mentioned that sometimes, we have to die a little, so that we will rise up again and a new birth will take place. As there will always be something good that we can learn out of our hurtful confusing experiences in life because God is able to bring out the good out of every situation.

Finally, he mentioned that when we experience death, we can have a new life and hope through Jesus.



EPMI Planning 2022

EPMI Board and Management gathered last Oct 26-29, 2022, for its strategic review and planning. The planning was held at Las Casas de Acuzar, Bataan. Facilitated by Ms. Abbey Goyena, an invited consultant, EPMI Board and Management had done SWOT analysis, review of strategic direction, accomplishments and plans for the next three years.

Dr. Cielito Habito also gave his keynote speech, discussing the Philippine economic situation, trends and relevant insights.

At the end of the 3-day planning, Board and Management were able to identify strategic challenges which the organization needs to focus on:



2022 Training and Development Report

1. Negotiation Skills Training

Date: January 20, 2022
 Facilitator: Harold Dick Ledda
 Objectives:

1. To understand the basics of negotiation
2. To learn basic skills in negotiation
3. To know and apply the process of negotiation in my own work
4. To apply negotiation skills in the case study scenarios

This 2-day learning session was attended by Branch Managers, Program Supervisors, and Head Office officers and staff to learn and understand essential negotiation skills, which can be applied at work. Dr. Ledda shared the 5 P's of Winning Mindset such as:

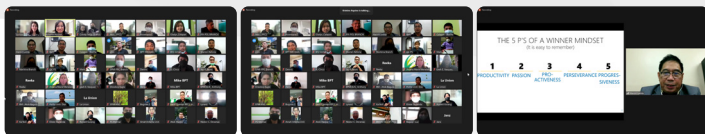
1. Productivity
2. Passion
3. Proactiveness
4. Perseverance
5. Progressiveness

He also shared the N.E.C.K.T.I.E. principles for successful negotiation, and the E.C.L.I.P.S.E. process for remedial negotiation:

The N.E.C.K.T.I.E Principles

<p>Negotiate from a Position of Strength</p> <p>Establish & Write Your Goals and Objectives for Negotiations</p> <p>Communicate Firmly & Strongly but Not Arrogantly</p> <p>Know your "Targets" S.W.O.T.</p> <p>Tenacity is Key</p> <p>Integrity is a Must</p> <p>End the Negotiation with an Action Timeline</p>	<ul style="list-style-type: none"> • Establish in Advance your Alternative Plans of Acceptable Results • Control Your Tempers • Listen Sympathetically • Initiate Closure of the problems by focusing on the solutions • Patiently Explain Your Points • Suspend Session when it becomes heated • Ensure You Have Any of your "Alternative Plans" Achieved
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2. Orientation on Separation and Retirement Policy

January 21, 2022

HRD Manager led the orientation on EPMI's Separation and Retirement Policy as approved by the Board.

3. Global Leadership Summit

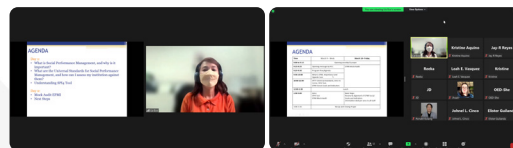
February 24-25, 2022
 Via Online

Attended by EPMI leaders including Branch Managers, Head Office Officers and Staff, this session provided leadership insights from various speakers.

4. SPM Refresher & SPI4

March 9-11, 2022 – via ZOOM

This session was attended by EPMI key officers from different departments so as to be refreshed with Social Performance and be familiarized with the SPI4 tool. This was headed by SPM Champion, and HRD Manager Liza D. Eco, who attended the training on SPI Auditor.



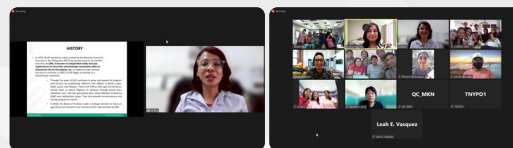
5. Refresher on HR Policies for NCR branches and Infanta-Polillo Branch Staff

June 3, 2022 – via ZOOM NCR

August 12, 2022 – Infanta and Polillo staff

This tackles EPMI's HR Policies including, but not limited to, benefits and detailed discussion on the Code of Discipline and Ethical Standards. This was attended by QC, Marikina, Cainta-Tanay branch staff for NCR branches and Infanta Polillo branch staff.

This is the time when EPMI staff can clarify concerns and issues, and enhance their understanding of the organization.



2022 Training and Development Report

6. Refresher on Microinsurance Program for North Palawan

June 9, 2022 – via ZOOM

In order to represent and be made aware of EPMI's microinsurance program, all North Palawan staff from Puerto Princesa 1&2, Narra-Aborlan and Taytay-El Nido branch offices attended this session, led by Ms. Judee Mae Cabahug.



7. Data Privacy Act, SPM & Client Protection Standards

June 10, 2022 – via ZOOM

Speaker: NIÑA LORRIANE T. LUBANG, Compliance and Monitoring Division - NPC

EPMI had invited a resource person from the National Privacy Commission (NPC) to discuss the Data Privacy Act of 2012 – Republic Act 10713.

Republic Act No. 10173, also known as the Data Privacy Act of 2012 (DPA), aims to protect personal data in information and communications systems both in the government and the private sector. It ensures that entities or organizations processing personal data establish policies and implement measures and procedures that guarantee the safety and security of personal data under their control or custody, thereby upholding an individual's data privacy rights.

A refresher on Client Protection Standards followed after the session on the Data Privacy Act to remind our branch leaders of client protection principles.

8. North Luzon Area Teambuilding – July 22, 2022

South Luzon Area Teambuilding – July 26, 2022

EPMI regularly conducts quarterly meetings with all of its branch managers. The 2nd day was dedicated to simple teambuilding activities, facilitated by HRD Manager and Head Office officers, to continually improve team centeredness and enhance the value of teamwork.

9. Critical Incident Stress Debriefing for North Luzon Area (Branch Staff)

August 1-3, 2022 – via ZOOM

HRD Team composed of Liza D. Eco and Kristine Joy Aquino led the session to debrief North Luzon branch staff

in Baguio, Atok, Abatan and La Union branch offices after the strong earthquake experienced On July 27, 2022, at 8:43:24 a.m., The earthquake had a magnitude of 7.0.

The session allowed the staff to discuss their experience, process their thoughts and emotions and identify some steps to heal from trauma brought about by the earthquake.

10. Finance Policy Training

September 13-14, 2022, via ZOOM

In order to fully understand EPMI's finance policies, specifically on Post Dated Check (PDC) and Continuing Interest, Finance and Admin Manager led this session for all Branch Leaders.

11. SP Audit Orientation

September 23, 2022 – via ZOOM

As part of EPMI's goal to institutionalize SPM in the organization, an SP Audit orientation was conducted to discuss the SP Audit program flow. This session was attended by key managers and leaders at the Head Office.

12. Basic Supervision and Management Training

November 3-4, 2022

Via ZOOM

This was attended by newly promoted Program Supervisors for them to be supported and be equipped with the different roles and hats they need to wear as a Supervisor.

The sessions were handled by HRD Team and FAD Manager, Ms. Eureka Pesigan who handled the finance topics.

13. Developing Mental Toughness

November 24, 2022, Via ZOOM

Resource Person: CHERRIE L. RAGUNTON, MP, RPM
INTERSPECT TRAINING SERVICES

Objectives:

- Understand the concept of Mental Toughness or Resilience.
- Understand the process of change and its Impact.
- Learn ways to overcome the negative impact of stress and anxiety.

This session was attended by all Branch Accountants as part of their year-end meeting. EPMI recognizes that mental health is one of the important issues in the workplace and with this session, attendees were reminded of understanding mental toughness, processing and handling change, and learning ways how to overcome negative impact of stress and anxiety.

HR HIGHLIGHTS

Top Performing Branch & Unit

Top Unit



Brooke's Point Unit Office

Top Branch



Brooke's-Bataraza-Española Branch

Top Area



South Palawan Area (Brooke's-Bataraza-Española & Quezon-Rizal)



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)



Best Program Supervisor

Dexter Botron, nicknamed “Dex” by his co-workers, was born and raised in Bordeos, Quezon, on the island of Polillo. As the middle child of two hardworking parents, he grew up with four other siblings. With only a year or two between them in age, the Botron family found it difficult to meet the family’s needs. As a result, Dex decided to put his studies on hold and help out. He was able to return to school and complete his studies thanks to the money he saved by working, and a scholarship from his previous employer.

Dex used to work at a banking institution before getting into ECLOF. With his natural social skills, he met an ECLOF staff who happened to introduce the organization to him. Thinking of exploring more, he decided to give it a go and started a new career as a

Program Officer in February 2018 at the Infanta unit office.

The adjustment was nothing short of a challenge. Not much can be done with the environment as people normally come and go, but the nature of work was kind of new and laborious compared to his past jobs. Dex had resorted to asking God for guidance continuously as he faced Infanta’s strenuous times. Luckily enough, the experiences in Infanta shaped him to be the ideal person to lead the Polillo unit office when it opened back in May 2019.

People management as a Program Supervisor is a whole new level for Dex. Now, he has to take care of his subordinates aside from his clients. Being able to touch the hearts of his staff and lead them according to the goal of the organization turned him into the PS that he is right now. He enjoys being able to relate to the younger ones, though, and learning to keep his mindset fresh. He leads by example, encouraging his staff to be better and focus on what they have to do individually so that expectations can be met.



Best Branch Manager

Born and raised in Taytay, Palawan, Perry Jay Magon started his career right away after finishing his degree in Environmental Science at Palawan State University. He’s had his fair share of experience working with private and government organizations within his degree. While having a break from working, a friend approached him and offered a business opportunity – Lapu Lapu fishing trade. However, with the ordinances implemented by the local office, they had to cease operations after just a year.

It was July 2017 when an acquaintance referred ECLOF Philippines to him. He had no idea what business the organizations does but one look at the logo is enough for his curiosity to take over, so then he applied but failed to receive a call back not until three months later. Perry started out as a Program Officer October of the same year, in the midst of an upheaval at the Taytay unit office. It was a very challenging time – being a complete rookie in the microfinance industry while being compelled to tag along with other POs for fieldwork within his first week. He even had to come to work on weekends to finish loose ends. The thought of giving up never crossed Perry’s mind despite being a newbie. He took everything as a lesson as he goes, and with everyone’s cooperation and perseverance, the team was able to breathe after two months.

TOP PS, BM & SUPPORT STAFF

Despite his easy-go-lucky image, he is undeniably a reliable person, that's why just after two years of joining, he was promoted to Program Supervisor of the same unit office. And on 2021, just another two years later, he became the Branch Manager of Taytay, El Nido, and Roxas unit offices. Perry's dedication and being trustworthy became his sword as he rose the ladder. Giving his all not just at work but maintaining good relationships with both colleagues and clients is his core.

He may look hard at work, but he also knows how to play. He would usually spend his free time at home with his family or would have an overnight stay at a farm, sometimes he visits his parents or friends – he is sociable like that! Perry would like to give a huge shout-out to his team and extends his heartfelt gratitude to everyone who believed in him and his leadership. Cheers to the good synergy you've created, Perry!

Best Support

Born with six siblings and raised by a single mother, it is no doubt that Mary Jayne Lagan, more known as "Jayjay", grew up very social and adept at personal communication. And as she matures, so is her personality and became a strong principled woman who holds her ground and is a problem solver. As soon as she received her degree, she embarked on a journey right away as a bank teller. She worked tirelessly for eight years but decided to call it quits when she got married. Not used to being unemployed, she realized that she wanted to work again after six months of rest.

Her husband, who was a former employee of EPMI, informed her of an opening at the Narra unit office in 2012. However, she was assigned to the PPC unit office as an Admin Assistant. After a year, she was finally appointed at Narra unit office as the Finance & Admin Associate. Six years later, she became a Branch Accountant, responsible for the finance transactions of Narra and Aborlan unit offices.

Being with ECLOF Philippines for 11 years now, Jayjay grew and learned a lot. She became more righteous and stricter at work while keeping her gentility and bubbly personality at the same time. The Monday devotions helped her entirely. She may still need a little bit of encouragement when public speaking from time to time, but that doesn't faze her to keep on doing a good job. Jayjay has a strong sense of integrity and it's what she lives by and hopes to share towards her people.

Having an outgoing personality like Jayjay, she spends her time visiting beaches or waterfalls together with her husband. They also go on road trips from time to time to destress. She perfectly balances her work and personal life which we admire. We're grateful for your positive aura, Jayjay!



I. Client and Community Services

As we transition to the new norm, ECLOF Ph continually support our clients and the communities, the following were the organization's initiatives:

- A. A Day in the Farm.** ECLOF Cainta-Tanay Branch staff gathered last June 11, 2022 at Sitio Matakbak, Barangay Bagumbayan, Pililla, Rizal for a day in the farm. The activity aimed to build and promote good relationship between the staff and clients in the area. The general task of the day was to help clients clean and plant corn in the three-hectare farm which includes clearing and pulling of weeds, cultivating and planting of corn.



- B. Tree Planting.** In August 13, 2022, ECLOF Infanta-Polillo Branch in coordination with Infanta Bureau of Fisheries and Aquatic Resources (BFAR) organized a Mangrove planting at Barangay Binulasan, Infanta, Quezon. This activity aimed to help protect the community against coastal erosion and coastal flooding.



- C. Coastal Clean-Up.** ECLOF Narra-Aborlan Branch participated in the coastal clean-up organized by the Local Government of Narra, Palawan in September 17, 2022. The main objective of this activity is to raise awareness on the extent of the marine debris problem.



- D. Relief Operation to Typhoon Stricken Staff and Clients.** Typhoon Noru, known in the Philippines as Super Typhoon Karding was an intense and destructive tropical cyclone that affected over Polillo Islands last September 26, 2022.



- E. Distribution of 2023 Calendars.** 3,500 calendars were distributed to the clients, staff and partners of ECLOF Ph.

NON-FINANCIAL SERVICES

II. Advocacy and ECLOF Philippines Agri-Center Updates

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 2022, we conducted nine training events with a total of 422 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:

Date	Venue/location	Number of Participants	Collaboration with
March 9-11	ENOF Narra, Palawan	32 participants	USAIAD
March 16-18	Narra Palawan	48 participants	USAIAD
March 23-25	Narra Palawan	59 participants	USAIAD
July 15	Calapan City, Oriental Mindoro	ECLOF Staff	
July 25-28	Cuyo Palawan	38 participants	DA-MAO
August 2-5	Dumaran Palawan	68 participants	DA-MAO
September 13-15	El Nido Palawan	68 participants	DA-MAO
October 18	ENOF Narra, Palawan	37 participants	DA-MAO
November 8-10	Roxas, Palawan	36 participants	USAID
November 15-17	Roxas, Palawan	36 participants	USAID



III. Partnership and Networking

A. Partnership with USAID-Funded Safe Water Project.

ECLOF Ph and Safe Water entered into partnership to support the watershed communities in the province of Palawan. Last March 29, 2022, the parties signed a Memorandum of Understanding (MOU) to work together to develop and jointly implement activities that would strengthen water sector governance, and support livelihood and enterprise development services.



B. Partnership with SheMeansBusiness, Meta, and Bayan Academy

ECLOF Ph supported the capacity building program called “ABC to Financial Inclusion” of SheMeansBusiness, Meta, and Bayan Academy. Hence, last November 18, 2022, the organization participated and presented its products and services in the webinar event organized by Bayan Academy on “Amplifying Financial Education. Bridging Entrepreneurs. Creating Opportunities”.

NON-FINANCIAL SERVICES

Client Story

No Hats Too Many for Superwoman Lalaine

Lalaine Cario is a woman with many hats. She is a farmer, a nurse at the Barangay Health Center, a wife, and a mother of six. Starting her own family at an early age, Lalaine was accustomed to working hard to provide for the family.

One day, Lalaine attended one of ECLOF Philippines's orientation workshops for small agricultural entrepreneurs held at the Barangay Center in Quezon, Palawan.

ECLOF's product and service offerings enticed her. She decided to invest in her family's then-7000-square-meter rice field. With successive loans from ECLOF, she purchased an electric water pump, a tricycle and a solar dryer to improve production. By renting the machinery to other farmers, she even earned additional income. Over time, she expanded her rice field to 1.2 hectares. Additionally, she invested in livestock: pigs, carabaos, and cows.

Lalaine even found time for community engagement: as a member of the local Women's Association and as Vice President of the National Irrigation Association (NIA). Her family's life improved vastly as a result of her diligence and hard work: they converted their nipa house (made from plant materials like bamboo) into a comfortable cemented house with a corrugated roof. Three of the four children have finished their studies.

Lalaine's dedication to the people around her is truly inspiring. She proved that a woman could have a formal job, be an outstanding farmer, and still manage to be a full-time mother. Thanks to her husband's support, she became their family's steadfast superwoman.

And in the future, she hopes to grow more in various ways, with ECLOF still assisting her



OUR PEOPLE

Branches



Atok



Baguio



Brooke's-Bataraza-Española



Buguias



Cainta



Calapan



Famy



Infanta-Polillo

OUR PEOPLE

Branches



La Union



Laguna



Marikina-QC



Narra-Aborlan



Nueva Vizcaya



Quezon-Rizal



Tanay



Taytay-El Nido-Roxas

Management



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



JANZEN PATRICK P. JAVIER
IT Officer



RONALD B. GUIANG
North & South Luzon Area
Manager



ANDREW FARNIER 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

OUR PEOPLE

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A. Church and Church Related Organizations



National Council of Churches in the Philippines (NCCP)



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 & 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 – ECLIF 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 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 COVERAGE

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 No.
North Luzon Area		
Abatan Branch		
Buguias	Steiner P. Camsol Bldg., 3rd Floor, Abatan, Buguias, Benguet	0909-113-6335
Tinoc Collection & Disbursement Point	Tupa-an, Poblacion Tinoc, Ifugao	
Baguio-Atok Branch		
Atok	Sumakey Bldg., Paoay, Sayangan, Atok, Benguet	0946-414-5543
Baguio	Suite 209 Lyman Ogilby Centrum, 358 Magsaysay Ave., Baguio City	(074) 442-1080
Nueva Vizcaya Branch		
Bambang	2nd Floor Cuaresma Bldg. National Highway, Banggot, Bambang, Nueva Vizcaya	0935-492-2497
Solano Collection & Disbursement Point	Gaddang St. D3, Brgy. Roxas, Solano, Nueva Vizcaya	
La Union Branch		
Naguilian	Aglipay St., Brgy. Natividad (Pob.) Naguilian, La Union	
South Luzon Area		
NCR		
Marikina	23 Picador St. Midtown Subd., Brgy. San Roque, Marikina City	(02) 8646-0798
Quezon City	23 Picador St. Midtown Subd., Brgy. San Roque, Marikina City	(02) 8646-0798
Cainta	4th Floor MORE Business Center, No. 2225, KM. 23, Ortigas Ave. Extension, Brgy. San Isidro, Taytay, Rizal	(02) 571-1867
CALABARZON		
Tanay, Rizal	2/F B&C KC Complex Bldg., Sitio Calbon, Plaza Aldea, Tanay, Rizal	(02) 8636-6790

Famy, Laguna	2nd Floor Romy's Space Rental, Brgy. Batuhan, Famy, Laguna	
Sta. Cruz, Laguna	Sitio Matahimik Brgy. Duhat, Sta. Cruz, Laguna	(049) 539-5086 0929-219-4030
Infanta, Quezon	2nd Floor 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
CALABARZON		
Calapan	2nd & 3rd Flr., Arago Bldg., Macario Adriatico, B4 L2 Ph. 1, A. Bonifacio St. Bgy. Ilaya, Calapan City, Oriental Mindoro	0917-382-8112
Palawan Area		
North Palawan		
Puerto Princesa City 1 Urban	Upper Ground Unit C, 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
South Palawan		
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	2F TGT Bldg., 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
ECLOF FINANCE CORPORATION (EFC)		
Quezon City	GF UCP Bldg., 877 EDSA, West Triangle, Quezon City	(0917) 705-3873

“Service is our Lifestyle”

