

WORKSHOP ON START AND IMPROVE YOUR BUSINESS (SIYB) TRAINING OF TRAINERS (TOT) PHASE II

I. BACKGROUND

The ILO Country Office for the Philippines (CO-Manila) has operated two economic and livelihood development projects in Mindanao on: (a) sustainable livelihoods for the internally displaced persons (IDPs) in Zamboanga City as part of the joint UN programme denominated “Increasing Public Confidence and Participation in Support of Implementation of the Bangsamoro Peace Agreement” funded by the Peacebuilding Fund (PBF); and (b) “Local Economic Development through Enlightened Governance and Grassroots Empowerment (PLEDGE)” financed by the multi-donor funded, World Bank-managed Mindanao Trust Fund (MTF) and being implemented through the Bangsamoro Development Agency (BDA).

The two-week SIYB TOT workshop was conducted from March 20 until April 2, 2016 and trained 23 trainees from the BDA, non-government organization (NGO) partners and ILO project field staff in Mindanao. These pool of trainers were developed to train, manage and implement enterprise development projects with the supervision of the SIYB trainers. Action plans to provide technical support to the community-based organizations in the two Mindanao projects through one-on-one field coaching and/or training of entrepreneurs are drafted after the TOT workshop. The engagement of the trainees as part of the SIYB TOT’s Phase II includes field coaching and training of entrepreneurs and tailored business management advisory services to the Zamboanga and PLEDGE projects. Enterprise groups were identified in the action plan. After the TOT workshop, joint field visits to selected sites by the SIYB trainer and Financial Consultant were being conducted and was concluded on 27 May 2016 to review the progress of the enterprise groups and meet with key stakeholders of the strategic sectors. Quick wins and immediate must-dos were also identified through the community enterprise development officers (CEDOs). Enterprises supported under the PLEDGE project that were visited were enterprises that have completed their transitional enterprise project development phases and already operating were grouped as Tier 1. Remaining enterprises that were yet to operate and to complete their transitional enterprise project phase were grouped as Tier 2.

The workshop presented and discussed analysis of financial and business progress of the selected enterprise groups and informed decisions taken in developing the business plans of enterprises under Tier 1. With the analysis, base and high profitability scenario were presented to the trainees as among the references for the next steps. During the workshop, action plans were developed for Tier 2, where coaching/training on bookkeeping, costing and pricing were the priority modules delivered to the enterprise groups and was tasked among the trainees.

II. OBJECTIVES

- a) Strengthen the capacity of ILO implementing partners under the two programmes in Mindanao by developing a pool of trainers and project officers who can train, manage and implement enterprise development projects.
- b) Develop an action plan for implementing partners to provide technical support to community-based organizations with the goal of increasing the viability of the local enterprises.

III. EXPECTED OUTPUTS

- a) Financial status of Tier 1 advanced business groups presented where strategies for baseline and high profitability scenarios were analysed and developed in their business plan.
- b) Updated status of quick wins and immediate must-DOs of the 42 business groups.
- c) Detailed action plan per implementing partner to provide technical support to the community-based organizations in two Mindanao projects through conduct of one-on-one field coaching and/or Training of Entrepreneurs (TOE) as appropriate.

IV. TARGET PARTICIPANTS

A maximum of 26 participants from the ILO implementing partner organizations in Mindanao participated.

a) BDA PLEDGE (Central Management Office)

- Julhaina Cadon, Project Coordinator
- Fairodz Pangunotan, Planning Officer
- Macmodin Ali, Marketing Specialist
- Rahima Hassan, M&E Officer

Community Enterprise Development Officers-CEDO

- Tunggal Benito, Central Mindanao
- Imran Lamla, Basilan
- Sahria Adapun, Ranaw
- Arvin Nait, South Mindanao
- Racquel Sanculan, Davao
- Moamil Ampuan, Zamboanga

b) NGO partners

- Jehan Usop, MWDECC
- Noraida Akad, MWDECC
- Mokedin Kido, KFPDAI
- Asna Mangelen, KFPDAI
- Monawara Abdulbadie, INFO
- Wafa Kindi Esmail, INFO
- Jenny Ragas, PBSP
- Rommel De Jesus, PBSP
- Juliet Banquerigo, ILMOH
- Mohammad Taha Sajili, ILMOH

c) ILO project field staff

- Aldin Beta-a, Project Coordinator
- Jean Liberato
- Orlando Pajartin
- Hideki Kagohashi

d) ILO SIYB Trainer and Finance Consultant

- Bronx Hebrona
- Robee Calica

V. PROGRAMME

Dates: 31 May to 01 June 2016

Venue: Marco Polo Hotel, Davao City

Date/Time	Topics	Person-in-charge
31 May 2016		
07:30-08:00	Registration / Prayer	Trainees
08:00-09:00	Overview of the workshop	Hideki Kagohashi
09:00-10:00	Presentation of financial status of enterprises visited	Robee Calica
09:30-10:00	Presentation of findings on the progress of enterprises visited	Bronx Hebrona
10:15-10:30	Break	
10:30-12:00	Presentation of progress of quick wins and immediate must-DOs in 42 enterprises	Trainees
12:00-13:30	Lunch break	
13:30-15:30	Workshop on recommended profitability scenario	Trainees
15:30-15:45	Break	
15:45-17:00	Continuation of the workshop	
01 June 2016		
07:30-08:00	Recap of previous day's highlights / Prayer	Trainees
08:00-10:00	Discussion on recommended scenarios per enterprise categories	Bronx Hebrona
10:15-10:30	Break	
10:30-12:00	Continue discussions	
12:00-13:30	Lunch break	
13:30-16:00	Finalize action plan for business advisory roll-out	Trainees
16:00-16:15	Break	
16:15-17:00	Continue finalizing action plan	
17:00-17:20	Summary of next steps	Bronx Hebrona