

SUMMARY OF DISCUSSIONS

SMED PLAN 2011-2016	APPROACHES / INITIATIVES / OBSERVATIONS	RECOMMENDATIONS
<ul style="list-style-type: none"> • Entrepreneurial Mindset 	<ul style="list-style-type: none"> • Thinking positively, being persistent, creative & innovative, recognizing & seizing opportunities, seeking solutions, industrious, hardworking and diligent, not dependent on other people and the government. • Developing an entrepreneurial mindset is about developing attitudes and providing opportunities for creative thinking. • Go Negosyo: develops entrepreneurial mindset through success stories, caravans, multimedia campaigns, seminars, forums, mentoring, and networking with big business, government agencies and nongovernment organizations. • UP ISSI pioneered in inculcating entrepreneurial mindset in the country by offering entrepreneurship development programs (EDP). • Being enterprising is not exclusive to entrepreneurs. Government agencies, organizations, and employees can also be enterprising without necessarily putting up a business. • Farmers can become small entrepreneurs. • Entrepreneurial mindset is also an integrated concept permeating business in an innovative manner. • Entrepreneurship is also about continual innovation and creativity. • Many universities today are creating themselves as an entrepreneurial university. 	<ul style="list-style-type: none"> • The local politicians should develop an entrepreneurial mindset. UP NCPAG and UP ISSI can work together on this. • Entrepreneurship training should come from inside and outside school. This must start at home during the childhood years and nurtured until adulthood. The home environment should be reinforced in school. • Teachers who are handling entrepreneurship courses should undergo continuous training and business exposure. • UP ISSI should help farmers in developing an entrepreneurial mindset
<ul style="list-style-type: none"> • Enterprise Development 	<ul style="list-style-type: none"> • BMBE Act of 2007 • Challenges facing MSMEs: <ul style="list-style-type: none"> ➢ High cost of doing business ➢ Lack of access to financial services ➢ Lack of access to technology and technology transfer ➢ Lack of access to business opportunities and evolving demand ➢ Absence of effective and efficient infrastructure services 	<ul style="list-style-type: none"> • Re the BMBE Law: <ul style="list-style-type: none"> ➢ Greater effort to disseminate information ➢ Draw a positive or negative list directory ➢ Harmonize government regulations ➢ Improve incentives • Strengthen the link among MNCs and large domestic manufacturers particularly those receiving government incentives through subcontracting.

SMED PLAN 2011-22016	APPROACHES / INITIATIVES / OBSERVATIONS	RECOMMENDATIONS
	<ul style="list-style-type: none"> • House amendments to the BMBE Law 	<ul style="list-style-type: none"> • Use part of their CSR for upgrading the technology of SMEs thus enabling them to seize the opportunities of globalization. • Help SMEs improve their productivity and efficiency through technology transfer and managerial skills training. • Provide managerial competencies to small entrepreneurs; this accounts for 90% of the successful implementation of a business plan. • Financial institutions should include other business development services.
<ul style="list-style-type: none"> • Business Environment 	<ul style="list-style-type: none"> • Topmost barriers to doing business: corruption, inefficient government bureaucracy, inadequate supply infrastructure, unstable policies, and excessive tax regulation • House amendments to the BMBE Law • National Competitiveness Council: Simplifying the business registration procedure the “Eliminate, Simplify, Standardize, Automate (ESSA)” way • It takes only an hour to register a business in San Fernando City Pampanga. It shows that creating a more conducive business environment depends on political will. 	<ul style="list-style-type: none"> • Explore possibilities for adjusting taxation to satisfy the creation of new enterprises without compromising the revenues of LGUs. • Provide an enabling environment at the executive level to support SME development. This can be a joint undertaking between the NCPAG and ISSI. • Involve local industry chambers and other business groups in implementing the BMBE Law. • LGUs can disseminate the information (about the BMBE Law) and enact local legislation and ordinances. • Force government to provide an environment conducive to business. • Settle corruption cases.
<ul style="list-style-type: none"> • Access to Market 	<ul style="list-style-type: none"> • DTI: One town-one product; value chain; industry clustering; Rural Micro Enterprise Promotion Program (RuMEPP). • Importance of collaboration with government agencies, LGUs, private sector to integrate and implement assistance programs in program implementation. • Proven convincing power of DTI over local politicians in identifying, developing, and promoting critical products and services that have a competitive advantage over their feudal interests. • Bureau of Export Trade Promotion: The Philippine Export Development Plan, 2011 – 2013 	<ul style="list-style-type: none"> • The President must champion Philippine exports in official international travels. • Amend the Export Development Act and accelerate the passage of the Customs Modernization and Tariff Bill • Institutionalize a funding source for export development and promotion. This should be given to the DTI. • Settle corruption cases.

SMED PLAN 2011-22016	APPROACHES / INITIATIVES / OBSERVATIONS	RECOMMENDATIONS
<ul style="list-style-type: none"> • Access to Finance 	<ul style="list-style-type: none"> • SB Corp: SME Unified Lending Opportunities for National Growth (SULONG) Program • DTI: RuMEPP • Bangko Sentral ng Pilipinas: Credit Surety Fund (BSP-CSF) • House Bill No. 4688: Microfinance Development Bill 	<ul style="list-style-type: none"> • The SULONG Program must be reviewed and the commitment of the present heads of GFIs be secured. • There should be a successor program that will include capacity building on SME lending for GFI loan officers. • The academe, GFIs, BSP should address the financial literacy inadequacies of MSME-borrowers. • There should be greater effort to disseminate information about the SME financing programs. • Strengthen the reward structure of banks; this should not be based solely on the amount of the loan given. • The private banking sector should help government in the implementation of government financing programs.
<ul style="list-style-type: none"> • Productivity and efficiency 	<ul style="list-style-type: none"> • DOST: Small Enterprise Technology Upgrading Program (SET UP) = 1,239 projects assisted nationwide • Technology Application and Promotion Institute: Manufacturing Productivity Extension Program (TAPI: MPEX)=1,988 SMEs assisted nationwide • NCC-DTI-DILG: Simplify getting business permits by January 2012. Pilot implementation yielded a 17 – 18% increase in revenue of participating LGUs. • DTI: RuMEPP 	<p><u>To SMEs:</u></p> <ul style="list-style-type: none"> • Network with government institutions and avail their assistance packages. Get information that will help scale up operations. <p><u>To Government:</u></p> <ul style="list-style-type: none"> • Strengthen collaboration and cooperation with: government agencies, LGUs, NGOs, industry (experts, facilities), state universities and colleges (technical assistance), foreign companies (experts, funding, experiential learning). • Focus on skills training and capability building, particularly on financial management, formulation of business proposals, research and development, marketing, production and operations, systems, etc. • Promote programs that nurture local technology-based enterprises, and empower technical assistance/support services. • DOST to improve efficiency in releasing funds and processing business proposals. • Formulate an effective information dissemination campaign on the importance of infusion of appropriate technology/innovations to business, to improve operations (this may include reaching out to barangays/far-flung areas, and involving media partners). • Ensure constant and continuous support to technology-based start-ups. • MSMED Council, IGLF, BSP-CSF, DOST, TESDA, PTTC, CITC to accelerate subsidized training programs for SMEs

SMED PLAN 2011-22016	APPROACHES / INITIATIVES / OBSERVATIONS	RECOMMENDATIONS
	<ul style="list-style-type: none"> • Training providers come from government and private sectors. • NWPC: ISTIV Program. Implemented productivity improvement programs (PIPs) to 2,399 SMEs nationwide; benefiting 52,056 workers. 	<ul style="list-style-type: none"> • DAP, LGUs, UP ISSI, PTTC, PCE, and DOST to conduct follow-through programs and in-service training • DepEd and TESDA to inculcate entrepreneurship concepts and values in Grades 11 and 12 (in the new K12 curriculum) • CHed, Higher education institutions, UP ISSI, Entrepreneurship Educators Association (ENEDA) to enhance entrepreneurship education and provide continuing entrepreneurship education to faculty and students • Create a best practices network – UP ISSI, PTTC, DOST. • Involve top management and the workers and get their commitment to continuous improvement. • Prepare the enterprise to implement the PIPs • Set up a recognition and rewards system.