

# HARVEST



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## MOVING ONWARD WITH RENEWED HOPE

#BankingOnTheFilipinoSpirit



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- Farmers in remote sitio in Occidental Mindoro progress in cooperativism

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# LANDBANK AGRI LOANS REACH P237.62B IN 2020; NUMBER OF ASSISTED SFFs SOARS TO 2.6M

LANDBANK has expanded its total loan portfolio to the agriculture sector from P236.31 billion in 2019 to P237.62 billion in 2020, as the Bank remained aggressive in providing crucial lending support to the sector despite the challenges of the COVID-19 pandemic.

Of the P237.62 billion total outstanding loans, P43.98 billion benefited small farmers and fishers, cooperatives and farmers' associations, rural financial institutions and other conduits. Small, medium, and large agribusiness enterprises were granted P142.75 billion, while P50.89 billion was channeled to support agri-aqua related projects of local government units (LGUs) and government-owned and controlled corporations (GOCCs).

LANDBANK has also assisted cumulatively 2.67 million farmers and fishers nationwide as of end-2020, which translates to a 133.5% accomplishment rate over the full-year target of 2 million.

"The year 2020 was undoubtedly a challenging one, but LANDBANK remained steadfast in its commitment of delivering intensified support to the country's agriculture sector. We will continue to address the specific requirements of more farmers, fishers, and other players in the local agribusiness value chain amid the pandemic and beyond," said LANDBANK President and CEO Cecilia C. Borromeo.

LANDBANK assisted farmers and fishers through its regular loan offerings and lending programs jointly implemented with the Department of Agriculture (DA) and the Department of Agrarian Reform (DAR).

As of December 31, 2020, LANDBANK has released a total of P8.36 billion under the programs it has been administering for DA, which include the Agricultural Competitiveness Enhancement Fund (ACEF), the Socialized Credit Program under the Sugarcane Industry Development Act (SCP-SIDA), the Expanded Rice Credit Assistance under the Rice Competitiveness Enhancement Fund (ERCA-RCEF), and the Survival and Recovery Assistance Program for Rice Farmers (SURE Aid).

Under DAR's Credit Assistance Program for Program Beneficiaries Development (CAP-PBD), the Bank's cumulative loan release reached P600 million as of end-December 2020.

LANDBANK is a government financial institution with the social mandate of promoting countryside development, servicing the financial needs of small farmers and fishers, micro, small and medium enterprises (MSMEs), countryside financial institutions (CFIs), LGUs, and government institutions.

## SMALL FARMERS FROM OCCIDENTAL MINDORO THRIVE WITH COOPERATIVE



San Miguel Multi-Purpose Cooperative (Sammuco) Board of Directors and Management Team led by General Manager Rev. Ariel M. Gonzales (3rd from right)

Farmers in the remote sitio of San Miguel in Barangay Claudio Salgado, located in Sablayan, Occidental Mindoro have learned to live without the conveniences found in larger towns and cities, including access to financial services. They were left with no other choice but to turn to informal lenders to fund their crop production.

This prompted Baptist Pastor Rev. Ariel M. Gonzales to form a group of 16 farmers from their church. Pooling P1,000 from each member as initial capital, the group started to offer loans to farmers with an affordable interest rate.

In December 1996, with financial support from the Gintong Ani Program of the Department of Agriculture (DA) and LANDBANK, Pastor Ariel established the San Miguel Multi-Purpose Cooperative (Sammuco), with him acting as its general manager.

A year later, with the co-op's membership base steadily growing, Pastor Ariel sought LANDBANK's assistance through a Short-Term Loan Line (STLL) to finance their relending services for palay and corn production, improve its facilities, and expand to other businesses. With LANDBANK's assistance, Sammuco is now also able to offer loans at a lower interest rate of 1% per month.

"We have a great relationship with LANDBANK for the last 20 years. We saw our partnership progress, and we thank them for providing us with financial assistance at a very low interest rate," said Pastor Ariel.

Today, Sammuco buys the produce of its members in bulk at prevailing prices, and sells these in nearby provinces such as Oriental Mindoro and Batangas, since accessibility and transportation remains to be a challenge for small farmers. The co-op has also diversified its business and now runs a gas station, water station, and a mini hardware store. It plans to open a one-stop shop.

"Gaining the community's trust proved to be a challenge at the beginning because most of the cooperatives in the area did not prosper, but we persisted. Everyone had their doubts but we overcame that by being transparent. We instilled a culture of trust among our members," Pastor Ariel said.

Currently, Sammuco has 280 farmer-members in their area and in neighboring barangays. The co-op also offers rental of post-harvest facilities such as harvesters, tractors, warehouse, and solar and mechanical dryers. Sammuco also prioritizes continuous education by offering technical skills training to its members.

"*Malayo kami sa bayan, more than 50 kilometers, pero napaabot pa rin sa amin ng LANDBANK ang kanilang serbisyo.* And we are happy that we are able to contribute to our community, generate jobs, and help enrich the lives of our farmer-members. Their children were able to finish college. LANDBANK has been providing us with moral and financial support to achieve all of this. They never fail to guide us in managing our cooperative. Their support is what keeps us going," Pastor Ariel added.

# JASAAN LGU TO UPGRADE WATER AND SANITARY FACILITIES

The Municipal Government of Jasaan, Misamis Oriental entered into two loan agreements with LANDBANK for the expansion of its water system and the construction of a sanitary landfill and slaughterhouse facilities.

The local government unit (LGU) was granted a P150-million term loan to upgrade its water system facilities and address its dwindling water supplies. The loan will finance the construction of a Level-3 water system to connect secondary pipelines to Level-3 household connections. This will complete the series of upgrades implemented by the Jasaan LGU under its Potable Water Supply System Project.

Around 7,723 households from six barangays were targeted to receive efficient and uninterrupted potable water supply through this expansion program.

LANDBANK also granted the LGU with another P150-million term loan for the construction of a Category-1 Sanitary Landfill, which will ensure the proper disposal of residual and hazardous wastes from the community. The project involves the excavation of two hectares of land, including the construction of drainage, gas ventilation, leachate, septic, hazardous waste and electrical systems, an administration building and a perimeter fence. The LGU is also looking to expand the landfill by 10 more hectares. In addition, a portion of the loan will be used to purchase several equipment for daily landfill operations.

The loan will also finance the construction of a class "AA" slaughterhouse that will upgrade Jasaan's existing 100-square meter facility from accommodating up to 20 heads to 100 heads of hogs and cattle per day. Soon, farmers and raisers in the municipality will no longer travel far to accredited slaughterhouses in Cagayan de Oro City and Manolo Fortich for their needs.

"Even in the past, LANDBANK has been very accommodating and has supported our vision for Jasaan. With their assistance, we were able to establish our new municipal hall



Jasaan Mayor Redentor S. Jardin (center) and Acting Municipal Treasurer Florilinda H. Caparas (right), sign two loan agreements with LANDBANK Capistrano Branch Head Assistant Vice President Josephine B. Mercadal (left) and LANDBANK Cagayan de Oro Lending Center Account Officer Ramil C. Lumayag (standing, left).

building and SIDARC water supply projects that continue to serve the citizens of Jasaan. Now, with the approval of our new loans, we are looking forward to bringing uninterrupted water services to the people and providing basic services for our constituents," said Mayor Jardin.

LANDBANK has been a trusted partner of Jasaan LGU since 1993. In 2007, LANDBANK provided the LGU a P22.7-million term loan for the construction of the municipal hall building and a P29.71-million term loan for the establishment of its SIDARC water system.

"Working together is not something new to LANDBANK and LGUs. We recognize that LGUs are catalysts for positive change by bringing sustainable development in their respective localities," said LANDBANK President and CEO Cecilia C. Borromeo.

LANDBANK continues to support LGUs in delivering local programs and projects geared towards accelerating inclusive and sustainable countryside development.

## MORE BORROWERS ARE NOW ELIGIBLE! I-RESCUE Lending Program Enhanced

The LANDBANK Interim REhabilitation Support to Cushion Unfavorably-Affected Enterprises by COVID-19 (I-RESCUE) Lending Program expanded its eligible borrowers to COVID-19 affected Micro Enterprises and Large Enterprises and aligned its terms and conditions with the provisions of Bayanihan 2.

### Expanded Eligible borrowers:

1. Micro, Small, and Medium Enterprises (MSMEs)
2. Cooperatives (Co-ops)
3. Microfinance Institutions (MFIs)
4. Large Enterprises

**Interest:** 5% p.a. fixed for three years, subject to repricing thereafter

**Loan Tenor:** extended up to 10 years

**Program's Availability:** until December 31, 2022

### Loan Purpose:

1. For MSMEs, Co-ops and Large Enterprises
  - a. Emergency fund for working capital
  - b. Permanent Working Capital
  - c. Capital Expenditure (CapEx) – for borrowers needing CapEx to start business or the CapEx is badly needed to survive and/or mitigate the impacts of COVID-19
2. For Cooperative Conduits and MFIs
  - a. Wholesale Lending Livelihood Financing – to augment credit fund for on-lending to Small Farmer and Fishers (SFFs)/MSMEs
  - b. Rediscounting of loans of SFFs/MSMEs for working capital at 85% of the loan amounts

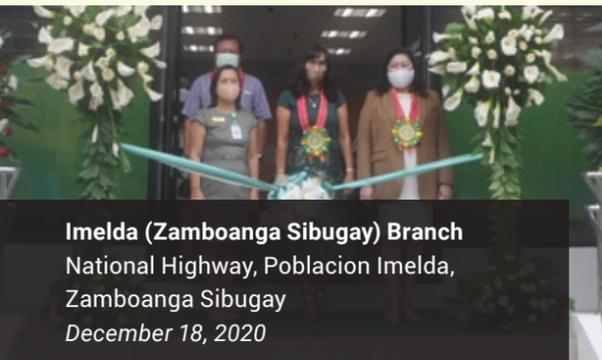


For more information, contact LANDBANK Program Management Department II at 8-405-7198 or [LBP-PMD2@mail.landbank.com](mailto:LBP-PMD2@mail.landbank.com).

# REACHING MORE UNBANKED AND UNDERSERVED COMMUNITIES

As LANDBANK continues to extend its reach to more unbanked and underserved areas in the country, it recently opened field units:

LANDBANK Agri-Hubs serves as branch-lites with lending and agrarian services. They cater to the farmers from top rice producing provinces of the country and extend financial and technical services.



**Imelda (Zamboanga Sibugay) Branch**  
National Highway, Poblacion Imelda,  
Zamboanga Sibugay  
December 18, 2020



**Calabanga (Camarines Sur) Agri-hub**  
Del Carmen Street, Calabanga,  
Camarines Sur  
December 21, 2020



**Balingasag (Misamis Oriental) Branch**  
National Highway, Barangay Waterfall,  
Balingasag, Misamis Oriental  
December 28, 2020



**Barotac Viejo (Iloilo) Agri-hub**  
Barotac Viejo Trade Center, Zulueta Drive,  
Poblacion, Barotac Viejo, Iloilo  
December 28, 2020



**Echague (Isabela) Agri-hub**  
Echague Poblacion Road, San Fabian,  
Echague, Isabela  
December 29, 2020



**Sual (Pangasinan) Agri-hub**  
Municipal Compound, National Road,  
Poblacion, Sual, Pangasinan  
December 29, 2020

For more information, please visit <https://www.landbank.com/find-us> to know the LANDBANK branch nearest you.

These new field units bring the LANDBANK physical network to a total of 411 branches, 65 branch-lite units, and 2,320 ATMs as of December 31, 2020.

## APPLY FOR A LANDBANK MASTERCARD PREPAID CARD NOW!

Philippine Identification System or PhilSys National ID Registrants with no LANDBANK account may now avail of FREE LANDBANK Mastercard Prepaid Cards through LANDBANK branch representatives, Agent Banking Partners, and partner Local Government Units\* upon presentation of the PhilSys Transaction Slip and one valid identification (ID) card.

\*Co-locating with the Philippine Statistics Authority (PSA) in registration centers for the second step of PhilSys

### Can be used for:

- Cash-in
- Cash-out
- Bills Payment
- Fund Transfers

### Features:

- No maintaining balance
- 5 years validity
- Php 50,000 maximum balance at any given time
- Php 100,000 monthly cumulative credit limit
- Php 30,000 daily withdrawal limit
- e-money - not a deposit account

### Just bring the following requirements:

- Transaction Reference Number found on the transaction slip
- 1 Valid ID (Postal ID, Passport, Driver's License, Voter's ID, etc.)

Subscribe to the official LANDBANK channels to stay updated on the next rollout!



## EXTENDED! LANDBANK WAIVES INTERBANK FUND TRANSFER FEES



Waived until March 31, 2021

## DA, ACPC, LANDBANK PARTNER ANEW TO IMPLEMENT SURE AID COVID-19

LANDBANK affirmed its partnership with the Department of Agriculture (DA), through the Agricultural Credit Policy Council (ACPC) for the implementation of the expanded SURE Aid and Recovery Project (SURE Aid COVID-19). This aims to extend an immediate one-time, zero-interest, no collateral loan assistance of P25,000, payable in 10 years, to eligible small farmers and fishers nationwide.

Agriculture Secretary William D. Dar and LANDBANK President and CEO Cecilia C. Borromeo led the virtual Memorandum of Agreement (MOA) signing to formalize the partnership. ACPC Executive Director Jocelyn Alma R. Badiola and LANDBANK Senior Vice President Ma. Celeste A. Burgos, who was then the Officer-in-Charge of the Agricultural and Development Lending Sector, served as witnesses. They were joined by LANDBANK Lending Program Management Group (LPMG) First Vice President Emellie V. Tamayo and other LANDBANK, DA, and ACPC officials.

Under the agreement, LANDBANK will administer the SURE Aid COVID-19 loan to as many as 40,000 farmers and

fishers, to be released in lump sum through the borrower's LANDBANK deposit account or cash card. For its part, DA, through its Regional Offices and the Bureau of Fisheries and Aquatic Resources (BFAR) Regional Offices will provide the validated list of eligible beneficiaries for the loan assistance.

"We will continue what we have started because it is our moral obligation to provide food for all Filipinos, and we start by helping our frontliners and countryside heroes – the farmers and fisherfolk. We want to make sure that we have enough food during the pandemic, and we would like to believe that we can survive and reboot again Philippine agriculture," said Secretary Dar.

Republic Act No. 11494, otherwise known as the "Bayanihan to Recover as One Act", provided the P1-billion Program Fund, which aims to finance the emergency and production capital requirements of small farmers and fishers whose livelihood and income are affected by the pandemic. This will help the beneficiaries to continue their agricultural activities and contribute to sustained food production.



(Clockwise from upper left) Department of Agriculture Secretary William D. Dar and LANDBANK President and CEO Cecilia C. Borromeo led the virtual MOA signing to implement the expanded SURE Aid COVID-19. The event was witnessed by Agricultural Credit Policy Council Executive Director Jocelyn Alma R. Badiola, and LANDBANK Senior Vice President Ma. Celeste A. Burgos, who was then the Officer-in-Charge of the Agricultural and Development Lending Sector.

"We thank the Department of Agriculture under the leadership of Secretary Dar for choosing LANDBANK yet again as a partner in the delivery of timely, responsive, and non-interest-bearing financing for small farmers and fishers. Rest assured that we will remain your ally in synergizing and intensifying efforts toward the shared vision of a more productive, sustainable, and resilient agriculture sector," said LANDBANK President Borromeo.

## CHAMPIONING INITIATIVES FOR A GREENER FUTURE LANDBANK bags DENR's first "Gawad Kamagong"



Department of Environment and Natural Resources Undersecretary Benny D. Antiporda (left) handed over the "Gawad Kamagong" to LANDBANK Corporate Affairs Specialist Arnold Aldaba, who received the award on behalf of the Bank (right). Mr. Aldaba also received "Gawad Masigasig" from the DENR.

On December 15, 2020, the Department of Environment and Natural Resources (DENR) awarded LANDBANK its first "Gawad Kamagong" award during the celebration of the National Volunteer Month for its unwavering support to the agency and its environmental advocacies through long term commitment in volunteerism.

The award was named after kamagong (*Diospyros blancoi*), a tree species endemic to the Philippines that displays features which best defines the awardees as "resilient, adaptable, relevant and important." Gawad Kamagong is equivalent to DENR's Hall of Fame and considered as the highest recognition for volunteer partners.

"LANDBANK has been a longstanding advocate for environmental preservation and sustainable development. We will continue to support inclusive countryside development by joining government partners in promoting environmental awareness, protection, and conservation," said LANDBANK President and CEO Cecilia C. Borromeo.

Through LANDBANK's Corporate Social Responsibility (CSR) programs for the environment, the Bank received the award for its implementation of the "Gawad Sibol" Program (formerly Adopt-A-Watershed Program) which supports the protection and rehabilitation of watersheds through the planting of evergreen and fruit-bearing trees while uplifting the livelihood of its partner community organizations and the Manila Bay SUNSET Program Partnership, Inc. (formerly "Linis sa Manila" Bay Program) which helps in implementing a sustainable approach to cleaning and protecting the coastal resources of Manila Bay.

Both programs promote the spirit of volunteerism for Landbankers and were implemented in partnership with the DENR and various partner organizations since 2001.

LANDBANK was among 49 organizations from government and private institutions, local government units, non-government organizations, academic institutions, cooperatives, and community and civic groups who were recognized for making outstanding contributions in support of the DENR's programs, projects, and activities.

DENR Undersecretary for Solid Waste Management and Local Government Units Concerns and Strategic Communication and Initiatives Service Supervising Undersecretary Benny D. Antiporda said that the agency is "fortunate to enjoy widespread support for many of its programs, projects, and activities."

LANDBANK Corporate Affairs Specialist Arnold O. Aldaba, who received the award as the Bank's representative, was also awarded as the first recipient of the "Gawad Masigasig" for his exceptional work in connecting LANDBANK's environmental programs with the DENR.

Every December, the National Volunteer Month is celebrated in pursuant to Proclamation No. 55 series of 1998 to promote volunteerism as a tool for development in the government and private sectors.