

2021

Annual
Report



RestartME

Bridging livelihood recovery

Table of Contents

President's Message	p3
Executive Director's Message	p4
Who We Are and What We Do	p5
Vision – Mission – Values	p6
2021 Highlights	p7
• Project Revive	p8
• Typhoon Odette	p13
• Special Covid-19 Update : Kasagana Ka! Coop	p14
Financials	p15
The Team	p19



RestartME
Bridging livelihood recovery

President's Message



A Year in Crisis

This year we followed the story of three Nanays through Project Revive MFI-Ph. Nanay Virgilia, a Sari-sari store owner, made ends meet by adding more items in her inventory and including micro-lending as another service. Nanay Agnes, a Vegetable Seller, continued her operations amidst the quarantine restrictions. Nanay Gina, a Market Vendor, became the breadwinner of her household but had to stop for a month because she contracted the virus.

I personally thank our friends from Chemonics and USAID for providing us the C-19 fund that helped our Nanays as they continue to survive the pandemic.

Typhoon Odette also did not spare our country from a natural calamity. It displaced 513k families and almost 1.9 individuals. It destroyed tourist attractions, livelihood, and communities. But, like our Vision, Mission and Values in RestartME, we pick up the broken pieces, we rebuild, and we yearn for the sun to rise again.

Disaster management is a continuous commitment to help, learn, educate, and rebuild. Each year we continue to challenge ourselves and be prepared for any calamity. Each year is a call to be vigilant in restoring lives and livelihood.

That's why I am very thankful to our friends who continue to help out and expand their portfolio in the digital space. Friends like Joey Bermudez of Kasagana Ka Coop who built their online presence through ISKAPARATE.com. This platform continues to create a digital commercial space for our Nanays and their products and services.

Some would like to think that 2021 was a year in crisis – yes it may be true to a lot of us, but also, it's a year of remembrance and more importantly, growth.

Mr. Rafael C. Lopa

Executive Director's Message

Gratitude

We Pinoys are very big on gratitude.



We are generally very happy as a people because we give thanks even in the littlest of things. This year, we continue to be affected by the Covid-19 pandemic and the numerous natural and man-made disasters but even so, there are still so many things to be thankful for.

I thank our founding partners, ASA Philippines, CARD-MRI, Negros Women of Tomorrow Foundation, and Taytay ng Kasuwagan, Inc., for continuing our vision to build resilient communities where our Nanays and Tatays recover after every disaster. Their invaluable contributions to provide aid to MSMEs during this pandemic are not only remarkable but also sustainable.

Thank you also to USAID and Chemonics International for Project Revive. This partnership made us explore creative ways to help our partners in different ways we can imagine.

And lastly, to our dynamic and reliable team in RestartME. Our individual contributions bring kahulugan and katuturan in spaces that reach different communities and serve the underserved.

Richard Rohr, one of the most popular spirituality authors and speakers in the world, said that “We choose gratitude until we are grateful” and I am truly thankful to 2021 despite it all.

Jessica Marie G. Robredo

Who We Are and What We Do

Restart Micro-enterprise Inc. (RestartME) is non-profit microfinance institution formalized in 2016 as a spin-off of a post-Yolanda USAID-funded project called Micro-Enterprise Disaster Assistance Fund for Resiliency Program (MIDAS). Since its formalization, the organization has helped thousands of MSMEs jumpstart their livelihood as they recover from man-made and natural disasters through its Calamity Loans. Their projects include the Marawi Siege Rehabilitation (2018), Typhoon Tisoy (2019), Rice Farmers Development Program Assistance (2019), Taal Volcano Eruption (2020), and the most recent COVID19 Assistance Fund (2020 to present).

The organization is currently composed of its founding members and four of the biggest microfinance institutions (MFIs) operating in the country today – CARD-MRI, ASA Philippines Foundation, Taytay sa Kauswagan Inc, and Negros Women of Tomorrow Foundation. RestartME also works with non-members through other strategic partnerships and is open to accepting other MFIs to join the organization.

To complement the Calamity Loan Program, RestartME also has Network and Capacity Building Initiatives. This is in the form of research, technical assistance, and stakeholder convening and management to help identify market potential, opportunities, and linkages. The organization partnered with different institutions to look into the ecosystem of disaster management and do a more sustainable approach.

Today, RestartME is creating better ways to manage disaster and funding through more strategic partnerships and eventually opening up its portfolio to more micro-finance institutions. Exciting and important times ahead.

Guided by the Filipino values of pakikipagkapwa (humanity), pagiging matatag (resilience), and pag-asa (hope), RestartME aims to help our Tatays and Nanays and give them a fighting chance for a better tomorrow.

For more info, visit <http://restartme.ph>



Vision – Mission – Values

Through the years, we continue to serve our vision and mission to create a more resilient Philippines.

Now more than ever, we take pride in our Vision, Mission and Values as it guides us through the unfolding story of our country.

Vision – To build a resilient community where MSMEs recover after every disaster.

Mission – Providing easily accessible funds to partner microfinance institutions (MFIs) that will ensure the recovery of the livelihood of its members.

Values – Since calamities in the Philippines are no longer seasonal, RestartME takes every day as a chance to help out and provide sustainable aid to affected communities.

Pakikipagkapwa (humanity) touches the very foundation of the human spirit. Pagiging matatag (resilience) teaches the value of survival and growth amidst despair. Pag-asa (hope) when used in its purest form, is a valuable gift no money can buy, and no disaster can destroy.

2021 Highlights

2018	16.6M Loans Distributed 2,423 MSMEs assisted
2019	30.9M loans distributed 7,509 MSMEs assisted
2020	111.65M loans distributed 28,670 MSMEs assisted
2021	105M loans distributed 6,965 MSMEs assisted

A Year in Crisis

With the onslaught of the Covid19 pandemic still affecting our MSMEs, the country faced stories of hope, survival, despair, and triumph.

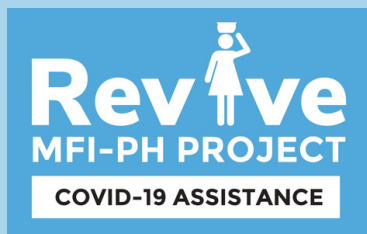
In 2021, the Department of National Defense ended the 30 year old deal with the University of the Philippines, the SC junked the electoral protest of Ferdinand Marcos Jr against Leni Robredo, the country rolled out its vaccination against Covid19, former President Benigno Aquino III died, and Hidilyn Diaz gave our country our first Olympic gold medal.

In the same year, Category 5 Super Typhoon Odette slammed Visayas and Mindanao affecting almost 1.8 million Filipinos and displacing 600,000 individuals. This led RestartME to do more and study the disaster landscape of our country. The organization partnered with Chemonics and USAID to provide relief management to affected communities.

With the hopes of being in solidarity with the affected MSMEs, the group continued its mission to provide sustainable aid to its affected communities.

Project REVIVE MFI-Ph is the highlight of our 2021.

Project Revive



40M Loans Distributed
3,354 MSMEs assisted
3,205 Women Entrepreneurs

Industries include:
Sari-Sari Store (67%)
Enterprise and Trading (17%)
Coffee Shop (8%)
Agriculture and Fisheries (8%)

Launched on 21 October 2020, Revive MFI-Ph Project aimed to finance and facilitate the business recovery of large MFIs in the Philippines that were heavily impacted by the COVID-19 pandemic (C-19). This USAID funded project, under the Chemonics International DELIVER project made MSMEs access the C-19 fund through accredited MFI branches. The loan was meant to restart their business, restore their regular income and repayment of other loans.

In 2021, the organization worked with its four MFI partners to distribute a total of 10 million pesos each to several households to provide additional capital to help them cope with these challenges. These MSMEs explored creative ways to sustain their operations and pushed to digitalize their operations and marketing – a true mark of the resilience of the Filipino entrepreneur.



A client of CARD-MRI. Photo courtesy of CARD.



A client of CARD-MRI. Photo courtesy of CARD.

Project Revive



A client of CARD-MRI. Photo courtesy of CARD.



A client of CARD-MRI. Photo courtesy of CARD.

The project utilized a mix-method approach using three methodologies, both quantitative and qualitative, and were applied to answer the project learning questions:

1. A quantitative survey was employed for process evaluation of overall project implementation
2. A second quantitative survey was utilized to collect household income data from a representative sample of each partner MFI
3. Three women micro-entrepreneurs were tracked monthly to understand the qualitative nuances of their daily business challenges and successes.

Through the life of the 24-month project, Revive MFI-Ph was able to present a midline report with the following conclusions:

·The overall MFI Portfolio at Risk (PAR), which includes C-19 fund and non-C19 fund sub-borrowers, 3 out of 4 MFIs had an increase of PAR rate as compared to the baseline data. TSKI had the highest increase from 4.15% to 38.5% in September 2021 due to a series of nationwide and localized lockdowns that resulted in business failures. ASA foundation was the only MFI that had a huge dip in PAR with 3.2% in September 2021.

One More Day with Project Revive

Virgilia Fuellas is a Sari-sari store owner and a client of ASA. She started with a 10k loan which she used to add soft drinks, ice pop, and a mini-lending service in her store. Adding more items and services increased the foot traffic of her store and this was apparent during the first month of observation.

She mentioned, “Nagdagdag po ako ng Coke at Icepop at lumago rin po ang pautang ko. Kalahati po ng kita ko ay galing sa pautang. (Business is doing good. I was able to add Coke and Icepop in my inventory and my lending services improved. Half of my income comes from my lending business.)”



A client of CARD-MRI. Photo courtesy of CARD.



A client of CARD-MRI. Photo courtesy of CARD.

In September 2021, Metro Manila was placed again under ECQ and MECQ. This affected her capacity to pay her loans because of restrictions in mobility and payment. Her business, however, was not affected because her store was located in a highly populated area.

In October 2021 her sari-sari store picked up in sales, but her loan business suffered for a bit. This was remedied in the following months (Nov-Dec) when restrictions were finally removed and businesses were 'back to normal.'

“Mas maayos ang Negosyo ngayon. Parang back to normal na lahat kasi wala ng quarantine. Sana mag-tuloy tuloy na para masaya ang pasko.” (My business is getting better. Things are back to normal already because there's no more quarantine. I hope this stays so we can all celebrate a good Christmas.)

One More Day with Project Revive



A client of CARD-MRI. Photo courtesy of CARD.

Agnes Aguayon is a vegetable seller, does a little bit of tiangge (bazaar) and is a client of NWTF. Unlike Virgilia, she experienced challenges (low foot traffic and unpaid loans) due to quarantine restrictions in her area. Her income of 500 / day is enough for her day-to-day needs (food, electricity, etc) and is expecting a slump due to the implementation of ECQ and MECQ in the coming months.

She said, “Mahirap ang buhay. Talagang pagkakasyahin mo yung natitira mo kasi wala kang choice. Gustuhin mo mang kumayod ng kumayod, wala ring gaanong tao sa lugar.” (It’s really hard! You have to make ends meet with what you earn. You want to work hard but the foot traffic is very limited as well.)



A client of CARD-MRI. Photo courtesy of CARD.

In October 2021, her business suffered even more. Her daily income was cut in half because people were afraid to go outside thus affecting consumption and revenue. “Takot ang mga tao lumabas dahil sa Delta Variant kaya pati kami apektado.”, she said. (People were afraid to go outside because of the Delta variant that’s why everyone is affected)

Agnes also had to stop operations because she was hospitalized for a month. She had to rely on her husband’s savings to make it day by day. This greatly affected her payment and operations.

She focused on her recovery in November and planned to open again in the next month. However, the news of the Omicron variant broke out thus making her operations limited and stagnant.

“Yung pagsubok parang tuloy-tuloy. Hindi ka pa nakakabawi doon sa isa, may paparating na naman na panibago. Pero eventually masasanay ka na lang.... Pero ayaw mo namang sabihing kailangan masanay ka lang parati. Dapat mas magandang mangyari. Yun na lang ang iniisip ko. Matatapos din lahat ng ito.”, she mentioned. (The challenges come non-stop. You haven’t completely recovered from the previous one, here comes another one (challenge). Eventually you’ll get used to it. However, you really don’t want to stay in that space. You just constantly wish that something good happens. That’s where I channel my perspective. Eventually this will all go away.)

One More Day with Project Revive



A client of CARD-MRI. Photo courtesy of CARD.

Gina Elmaguin is a Market vendor (fruits and vegetables) and is a member of TSKI. Her daily gross income decreased to 200 – 300 pesos from 1000-1200 pesos due to the heightened restrictions and high cases in her area. She expected a further slump in the succeeding months due to the ECQ restriction.

“Hindi mo mawari yung presyo ng bilihin minsan. Katulad nito, yung saging, from 30 pesos a kilo nagiging 50 o minsan 70. Mahirap din para sa amin kasi nabibigla ka na lang araw-araw, minsan wala pang bumibili kasi natatakot lumabas o kaya naman talagang hirap din sa buhay.” she mentioned. (Prices of goods are fluctuating. Like here, the price of bananas change from 30 pesos a kilo to 50, sometimes 70 (pesos). It’s hard for us because we are unaware – everyday. Also, customers are not seen because they’re afraid to go out and times are really hard.)

In the succeeding months, there was little change in her income. She also took two days off from selling in the market because of low foot traffic. It’s also notable to see that she was the designated breadwinner. “Siyam kami sa bahay pero ako lang ang may trabaho ngayong pandemic.” (We are a total of 9 in our household and I’m the only one working right now during the pandemic).

She got Covid in 2021 which resulted to more challenges in her household. Her income was used to buy medicines and the essentials. “Nahirapan talaga ako nung nagka Covid ako. Pero ang ginawa ko na lang nilaban ko. Kung kinakailangan magtiis, magtitiis. Buti na lang may napapahiram ang TSKI sa amin. Ginagamit ko talaga sa tama ito.” (Life became harder when I had Covid. But I had no choice I had to fight. It’s a good thing TSKI was able to provide a loan to help in our expenses and other necessities.)

Project Revive MFI-Ph was able to help 3,205 Women Entrepreneurs. True to its mission of creating impactful and meaningful change in disaster management the organization was able to uplift the lives of different Nanays as they balance the joy of building a home, a career, a business, and a better future for their loved ones.

Typhoon Odette



Photo care of NWTf

30M Loans Distributed
1,667 MSMEs assisted

Industries include:
Manufacturing, Agriculture
Productoin, Retail, and Fishing

On December 16, 2021, Typhoon Odette (International name Rai) brought torrential rains, violent winds, landslide, and storm surges in the provinces of Surigao del Norte and Dinagat Islands in Mindanao, in five provinces of Visayas, and in the island of Palawan in Luzon.

It affected 513,000 families and approximately 1,947,000 individuals. The Typhoon destroyed agriculture, livestock, businesses and tourist attractions.

“Nakakatakot sa totoo lang. Ang lakas lakas ng hangin tapos hindi naming alam paano kami lilikas kasi baha na sa labas. Buti na lang kasama ko ang asawa ko at mga anak ko. Buong gabi kami nagdasal hanggang sa humina yung ulan kinabukasan. Panibagong kalbaryo naman yung pag-alis namin sa bahay naming at paghahanap ng evacuation center. [It was very frightening. The winds were so strong and we didn’t know what to do. It’s a good thing I was with my husband and children. We prayed the entire night until the rains stopped the next day. The next challenge was going out of the house and looking for the evacuation center.]

Pagkatapos ng lahat, nakabalik din kami sa bahay naming pero kinailangan naming ng tulong pinansyal. Buti na lang at may malalapitan kami sa oras ng pangangailangan.”
[When everything was back to normal, we had a change to return home, but we needed financial help to start again. Good thing we were able to borrow from someone.]
Affected Nanay and Store Owner, TSKI member, Surigao del Norte

RestartME through its Typhoon Odette Calamity fund released 30M to 1,667 MSMEs. The partner MFI primarily included TSKI and was cascaded to its members and beneficiaries.

Special Covid-19 Update : Kasagana Ka! Coop



15M Loans Distributed
833 MSMEs assisted

Projects include: Iskaparate,
Karinderya, and SingKong
Sabaw



In 2021, RestartME partnered with Kabuhayan sa Ganap na Kasarinlan Credit and Savings Cooperative (KASAGANA-KA COOP / K- COOP) to help out with the group's Covid-19 projects. This partnership strengthened the group's aim to improve the quality of life of its members in urban and peri-urban communities through authentic economic and social empowerment. Through the use of microfinancing as a strategy, its members gain access to collateral-free credit for self-help activities.



One major initiative is ISKAPARATE NI NANAY ISKA. Founded by Joey Bermudez, the group aims to bring the different offerings of their members in the Digital Marketplace. Mr. Bermudez set up a buy and sell website for their MSMEs all over the Philippines.



"I want to provide a platform for entrepreneurs to sell Filipino products online. We are committed to helping them grow their businesses and reach their full potential. We want to teach our target market to BUY PINOY PRODUCTS today because it's a win-win situation for everyone!", Mr. Joey Bermudez, Iskaparate Founder.



Through the loan provided by RestartME, KASAGANA-KA COOP was able to launch 72,539 livelihood assistance through its Livelihood and Enterprise Development Program, 5,475 educational assistance through its Education, Training and Formation Program, and 4,218 health assistance through its Health and Wellness Program.

To know more about the group, visit <http://kcoop.org.ph>

Photos courtesy of Kasagana Ka!

Financials

RESTART MICRO-ENTERPRISE INC.

(A Non-stock, Non-profit Organization)

STATEMENTS OF ASSETS, LIABILITIES AND FUND BALANCE

	Note	December 31	
		2021	2020
ASSETS			
Current Assets			
Cash	4	₱95,963,723	₱102,773,241
Receivables	5	55,687,528	45,537,599
Investment in mutual funds and equity securities	6	19,445,939	4,948,800
Short-term investment in debt securities	7	10,157,908	—
Total Current Assets		181,255,098	153,259,640
Noncurrent Asset			
Receivables – net of current portion	5	40,000,000	—
Long-term investment in debt securities	7	20,304,790	42,632,034
Total Non-current Assets		60,304,790	42,632,034
		₱241,559,888	₱195,891,674
LIABILITIES AND FUND BALANCE			
Current Liabilities			
Payables	8	₱255,580	₱177,252
Income tax payable		179,654	335,582
Total Current Liabilities		435,234	512,834
Noncurrent Liability			
Deferred tax liabilities	14	57,499	68,999
FUND BALANCE			
Trustees' contribution		1,007,000	1,007,000
Cumulative excess of revenues over expenses		240,060,155	194,302,841
		241,067,155	195,309,841
		₱241,559,888	₱195,891,674

See accompanying Notes to Financial Statements.

Financials

RESTART MICRO-ENTERPRISE INC.
(A Non-stock, Non-profit Organization)
STATEMENTS OF REVENUES AND EXPENSES

	Note	Years Ended December 31	
		2021	2020
REVENUES			
Grants	9	P 52,793,008	P12,959,512
Interest income	4	2,219,403	1,966,144
Gain on disposal of investment in debt securities	7	1,460,542	—
Gain on disposal of investment in mutual funds and equity securities	6	—	849,861
Fair value gain on investment in mutual funds and equity securities	6	—	100,800
		56,472,953	15,876,317
EXPENSES			
Project costs	10	9,079,801	5,580,440
General and administrative expenses	11	1,435,476	1,221,137
Fair value loss on investment in mutual funds and equity securities	6	2,861	—
		10,518,138	6,801,577
EXCESS OF REVENUES OVER EXPENSES BEFORE INCOME TAX		45,954,815	9,074,740
PROVISION FOR (BENEFIT FROM) INCOME TAX			
Current	14	209,001	335,582
Deferred		(11,500)	52,645
		197,501	388,227
EXCESS OF REVENUES OVER EXPENSES		P45,757,314	P8,686,513

See accompanying Notes to Financial Statements.

Financials

RESTART MICRO-ENTERPRISE INC.
 (A Non-stock, Non-profit Organization)

STATEMENTS OF CHANGES IN FUND BALANCE

	Years Ended December 31	
	2021	2020
TRUSTEES' CONTRIBUTION		
Balance at beginning and end of year	₱1,007,000	₱1,007,000
CUMULATIVE EXCESS OF REVENUES OVER EXPENSES		
Balance at beginning of year	194,302,841	185,616,328
Excess of revenues over expenses	45,757,314	8,686,513
Balance at end of year	240,060,155	194,302,841
	₱241,067,155	₱195,309,841

See accompanying Notes to Financial Statements.

Financials

RESTART MICRO-ENTERPRISE INC.
(A Non-stock, Non-profit Organization)

STATEMENTS OF CASH FLOWS

	Note	Years Ended December 31	
		2021	2020
CASH FLOWS FROM OPERATING ACTIVITIES			
Excess of revenues over expenses before income tax		₱45,559,813	₱9,074,740
Adjustments for:			
Interest income	4	(262,216)	—
Gain on disposal of investment in debt securities	7	(1,460,542)	—
Fair value gain (loss) on investment in mutual funds and equity securities	6	2,861	(100,800)
Gain on disposal of investment mutual funds and equity securities	6	—	(849,861)
Operating cash flows before working capital changes		43,839,916	8,124,079
Increase in receivables		(50,149,929)	(15,512,324)
Increase (decrease) in payables	8	78,328	(1,653,314)
Cash used in operations		(6,231,685)	(9,041,559)
Income taxes paid		30,073	—
Net cash used in operating activities		(6,201,612)	(9,041,559)
CASH FLOWS FROM INVESTING ACTIVITIES			
Additions to:			
Investment in mutual funds and equity securities	6	(14,500,000)	—
Investment in debt securities	7	—	(37,602,520)
Proceeds from:			
Disposal of investment in debt securities		13,892,094	—
Disposal of investment in mutual funds and equity securities		—	20,963,892
Net cash used in investing activities		(607,906)	(16,638,628)
NET DECREASE IN CASH		(6,809,518)	(25,680,187)
CASH AT BEGINNING OF YEAR		102,773,241	128,453,428
CASH AT END OF YEAR	4	₱95,963,723	₱102,773,241

See accompanying Notes to Financial Statements.

The Team

RestartME Management:

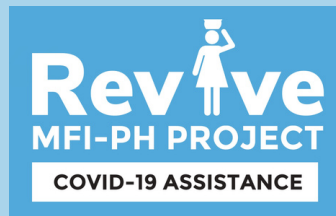
Rafael Lopa
President

Benjamin Encarnacion
CFO

Jessica Robredo
Executive Director

Project Consultants:

Arkel Mendoza
Communications Consultant



Katrien Belen
Project Coordinator

Kim Manuel
Office Manager

Riza Teresita Halili
Sr. M&E Specialist

Janadale Leene Coralde
Research Associate / Jr. M&E Specialist

Rey Mark Saloma
Loans Management Specialist

Jamaica Mendoza
Research Associate / Jr. Loans Management
Specialist



Photo courtesy of NWTf

Thank you

RestartME would like express its gratitude to Donors, Private Organizations, and Individuals who continue to share their vision of creating a better Philippines where communities recover after every disaster.