



Republic of the Philippines  
Province of Cavite  
City of Bacoor

## 5<sup>th</sup> SANGGUNIANG PANLUNGSOD

Committee on Labor, Trade Commerce and Industry

### COMMITTEE HEARING REPORT

NO. LCTI-010-S-2023

Subject: *A RESOLUTION AUTHORIZING THE CITY MAYOR, HON. STRIKE B. REVILLA, TO SIGN THE MEMORANDUM OF AGREEMENT WITH THE DEPARTMENT OF TRADE AND INDUSTRY (DTI) -CAVITE, AND THE CAVITE SMALL AND MEDIUM ENTERPRISE DEVELOPMENT COUNCIL RELATIVE TO THE NEGOSYO ACT: "NEGOSYO CENTERS FOR MICRO, SMALL AND MEDIUM ENTERPRISES (MSMEs)". (PCR No. 325-2023 dated June 15, 2023).*

This report addresses the establishment of Negosyo Centers that will facilitate development programs as well as provide support for business conceptualizations, management team building, marketing, human resources and many other aspects of maintaining businesses. The above-stated proposed resolution was referred to the Committee by the Sangguniang Panlungsod Presiding Officer, Hon. Rowena Bautista-Mendiola, on June 15, 2023.

#### FINDINGS:

The passage of Republic Act No. 10644, also known as the "Go Negosyo Act," is meant to encourage national development, promote inclusive growth, and reduce poverty by encouraging the establishment of micro, small, and medium enterprises (MSMEs) that facilitate local employment, production, and trade, as well as bring government services closer to small businesses through the establishment of "Negosyo Centers" in all provinces, cities, and municipalities.

In this regard, the goal of the Negosyo Center is to promote development and develop a desirable framework for business challenges. By providing a range of services and resources, the center helps businesses navigate the challenges of starting and growing an enterprise while promoting innovation and competitiveness in the marketplace.

#### RECOMMENDATION:

After a thorough review of all the matters brought before its attention, the Committee recommends that an ordinance entitled "*A RESOLUTION AUTHORIZING THE CITY MAYOR, HON. STRIKE B. REVILLA, TO SIGN THE MEMORANDUM OF AGREEMENT WITH THE DEPARTMENT OF TRADE AND INDUSTRY (DTI) -CAVITE, AND THE CAVITE SMALL AND MEDIUM ENTERPRISE DEVELOPMENT COUNCIL RELATIVE TO*



Republic of the Philippines  
Province of Cavite  
City of Bacoor

## 5<sup>th</sup> SANGGUNIANG PANLUNGSOD

THE NEGOSYO ACT: "NEGOSYO CENTERS FOR MICRO, SMALL AND MEDIUM ENTERPRISES (MSMEs)" be **APPROVED** by the Sangguniang Panlungsod.

**WE HEREBY CERTIFY** that the contents of the foregoing report are true and correct.

Signed this 26<sup>th</sup> day of June 2023 at the City of Bacoor, Cavite.

### Committee on Labor, Trade Commerce and Industry

  
\_\_\_\_\_  
**COUN. REYNALDO M. FABIAN**  
Chairman

*+ DECEASED*  
\_\_\_\_\_  
**COUN. VICTORIO L. GUERRERO JR.**  
Vice Chairman

  
\_\_\_\_\_  
**COUN. ROBERTO ADVINCULA**  
Member

  
\_\_\_\_\_  
**COUN. ALEJANDRO GUTIERREZ**  
Member





Republic of the Philippines  
Province of Cavite  
City of Bacoor

## 5<sup>th</sup> SANGGUNIANG PANLUNGSOD

Committee on Labor, Trade Commerce and Industry

### COMMITTEE HEARING MINUTES NO. LCTI-010-S-2023

Subject: : **A RESOLUTION AUTHORIZING THE CITY MAYOR, HON. STRIKE B. REVILLA, TO SIGN THE MEMORANDUM OF AGREEMENT WITH THE DEPARTMENT OF TRADE AND INDUSTRY (DTI) -CAVITE, AND THE CAVITE SMALL AND MEDIUM ENTERPRISE DEVELOPMENT COUNCIL RELATIVE TO THE NEGOSYO ACT: "NEGOSYO CENTERS FOR MICRO, SMALL AND MEDIUM ENTERPRISES (MSMEs)". (PCR No. 325-2023 dated June 15, 2023).**

A letter from the Office of the City Legal Service regarding the proposed Memorandum of Agreement re: Go Negosyo Act: Negosyo Centers for Micro, Small, and Medium Enterprise (MSMEs) was endorsed to the Mayor's Office and then forwarded to the Vice Mayor's Office via SP Secretary Atty. Khalid Atega Jr.

The Go Negosyo Act, with the cooperation of LGUs and other government agencies, will boost assistance to micro, small, and medium enterprises (MSMEs) to help them develop and thrive, as well as enhance the country's promotion of entrepreneurship.

Under this Act, the Negosyo Center will be created. The objective of the Negosyo Center is to contribute to the growth of MSMEs and to develop a desirable structure for dealing with problems associated with business processes.

Furthermore, through the establishment of Negosyo Centers, government services will be closer to small businesses in all provinces, cities, and municipalities in the country. The Negosyo Center will collaborate with program partners. These program partners can provide an efficient base of technical know-how to accelerate program execution and have technical and professional expertise in the following areas:

1. Business Registration
2. Business and Marketing Consultancy
3. Business Development Services and Business Information

The program aims to achieve the following objectives:

1. to provide technical expertise and services to accelerate development of MSMEs;
2. to build competencies of the MSMEs;
3. to access technical advice through coaching session;



Republic of the Philippines  
Province of Cavite  
City of Bacoor

### 5<sup>th</sup> SANGGUNIANG PANLUNGSOD

4. to improve managerial skills and enhance entrepreneurial behavior, and;
5. to develop a more dynamic, competitive and sustainable MSME.

The objectives of the aforementioned proposed resolution were acknowledged by the committee through the approval of its chairman, Hon. Reynaldo M. Fabian.

The 47<sup>th</sup> Regular Session adjourned at 11:30 am.

Prepared By:

**ARMILEEN LEGASPI-RED**  
Local Legislative Staff Assistant I

Attested By:

**COUN. REYNALDO M. FABIAN**  
Chairman





**F.1.1 For First Reading: PCR 325-2023** – A RESOLUTION AUTHORIZING THE CITY MAYOR, HON. STRIKE B. REVILLA, TO SIGN THE MEMORANDUM OF AGREEMENT WITH THE DEPARTMENT OF TRADE AND INDUSTRY (DTI) – CAVITE, AND THE CAVITE SMALL AND MEDIUM ENTERPRISE DEVELOPMENT COUNCIL RELATIVE TO THE GO NEGOSYO ACT: “NEGOSYO CENTERS FOR MICRO, SMALL AND MEDIUM ENTERPRISES (MSMEs)”.



Republic of the Philippines  
Province of Cavite  
**CITY OF BACOOR**

*Office of the Mayor*

June 1, 2023

**HON. ROWENA BAUTISTA-MENDIOLA**  
Vice Mayor, City of Bacoor  
Bacoor Government Center  
Bacoor City, Cavite



**THRU: Atty. Khalid Atega, Jr.**  
Sangguniang Panglungsod Secretary

**SUBJECT: Request for Authority to Enter into and Sign the Memorandum of Agreement with DTI – Cavite and Cavite Small and Medium Enterprise Development Council Re: Go Negosyo Act: Negosyo Centers for Micro, Small and Medium Enterprises (MSMEs)**

Dear Hon. Bautista-Mendiola:

Per Endorsement No. 326, Series of 2023, issued by the Office of the City Legal Service, requesting the undersigned for endorsement and request for the proper authority to enter into and sign the Memorandum of Agreement with the Department of Trade and Industry – Cavite and the Cavite Small and Medium Enterprise Development Council relative to the Go Negosyo Act: Negosyo Centers for Micro, Small and Medium Enterprises (MSMEs). I respectfully request the esteemed members of the Sangguniang Panglungsod to perform the appropriate action that will grant me the authority to enter into and sign the abovementioned Memorandum of Agreement. The establishment of Negosyo Centers will facilitate development programs as well as provide support for business conceptualizations, management, team building, marketing, human resources and many other aspects of maintaining businesses.

Attached herewith is the aforementioned endorsement, together with its attachments, for your immediate reference.

Sincerely yours,

**STRIKE B. REVILLA**  
City Mayor

Office of the Mayor  
Strike B. Revilla

Address: Bacoor Government Center, Bacoor Blvd., Brgy. Bisanan, City of Bacoor, Cavite  
Telephone: 454-1111 Website: www.bacoor.gov.ph

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[BACK](#)



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CITY OF BACOOR

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**OFFICE OF THE CITY LEGAL SERVICE**

**ENDORSEMENT NO. 326 SERIES 2023**

TO : **Hon. STRIKE B. REVILLA**  
City Mayor  
Office of the City Mayor

Thru : **Atty. PAUL MICHAEL G. SANGALANG**  
Office of the City Mayor

Received by:   
NADA P. MACUIS  
Mayor's Office  
3:31pm  
5/24/23

RE: **REQUEST FOR APPROVAL AND SUBSEQUENT ENDORSEMENT TO THE SANGGUNIANG PANLUNGSOD**  
Memorandum of Agreement with the DEPARTMENT OF TRADE AND INDUSTRY - CAVITE and the CAVITE SMALL AND MEDIUM ENTERPRISE DEVELOPMENT COUNCIL  
Re: **GO NEGOSYO ACT: NEGOSYO CENTERS FOR MICRO, SMALL AND MEDIUM ENTERPRISES (MSMEs)**

DATE: 29 May 2023

Respectfully endorsing to your good office the proposed **MEMORANDUM OF AGREEMENT** draft among the City Government of Bacoor, the **DEPARTMENT OF TRADE AND INDUSTRY - CAVITE** and the **CAVITE SMALL AND MEDIUM ENTERPRISE DEVELOPMENT COUNCIL** re: **GO NEGOSYO ACT: NEGOSYO CENTERS FOR MICRO, SMALL AND MEDIUM ENTERPRISE (MSMEs)**, as attached.

The passage of Republic Act No. 10644 or the "Go Negosyo Act" aims to foster national development, promote inclusive growth, reduce poverty by encouraging the establishment of micro, small and medium enterprises (MSMEs) that facilitate local job creation, production and trade, and bring government services closer to small business through the establishment of 'Negosyo Centers' in all the provinces, cities and municipalities in the Philippines.

Also, the Negosyo Centers vision is to nurture the growth of MSMEs and create an attractive framework to MSME's in dealing with the difficulties in the process of doing business and alleviate the disadvantages that MSMEs encounter by providing numerous technical services that are useful in fostering innovation and entrepreneurship.

All things having been found to be in order, we hereby endorse to your good office the above-mentioned agreement for your approval and subsequent endorsement to the Sangguniang Panlungsod for issuance of an authority to enter into this Agreement. Thank you for your usual support and Godspeed!

RESPECTFULLY,

**ATTY. REY MARCO B. MENDOZA**  
Office of the City Legal Services



[BACK](#)



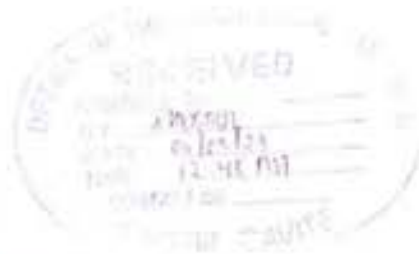


Republic of the Philippines  
Province of Cavite  
**CITY OF BACOOR**

*Office of the Mayor*

June 1, 2023

**HON. ROWENA BAUTISTA-MENDIOLA**  
Vice Mayor, City of Bacoor  
Bacoor Government Center  
Bacoor City, Cavite



**THRU:** Atty. Khalid Atega, Jr.  
Sangguniang Panlungsod Secretary


**SUBJECT:** Request for Authority to Enter into and Sign the Memorandum of Agreement with DTI – Cavite and Cavite Small and Medium Enterprise Development Council  
Re: Go Negosyo Act: Negosyo Centers for Micro, Small and Medium Enterprises (MSMEs)

Dear Hon. Bautista-Mendiola:

Per Endorsement No. 326, Series of 2023, issued by the Office of the City Legal Service, requesting the undersigned for endorsement and request for the proper authority to enter into and sign the Memorandum of Agreement with the Department of Trade and Industry – Cavite and the Cavite Small and Medium Enterprise Development Council relative to the Go Negosyo Act: Negosyo Centers for Micro, Small and Medium Enterprises (MSMEs). I respectfully request the esteemed members of the Sangguniang Panlungsod to perform the appropriate action that will grant me the authority to enter into and sign the abovementioned Memorandum of Agreement. The establishment of Negosyo Centers will facilitate development programs as well as provide support for business conceptualizations, management, team building, marketing, human resources and many other aspects of maintaining businesses.

Attached herewith is the aforementioned endorsement, together with its attachments, for your immediate reference.

Sincerely yours,

  
**STRIKE B. REVILLA**  
City Mayor



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[BACK](#)



## MEMORANDUM OF AGREEMENT

KNOW ALL MEN BY THESE PRESENTS

This Memorandum of Agreement (the "Agreement") is made and entered into this \_\_\_ day of \_\_\_\_\_ 20\_\_ (the "Effective Date") in the City of Bacoor, Province of Cavite, by and among:

The **DEPARTMENT OF TRADE AND INDUSTRY – CAVITE** with office address located at 2<sup>nd</sup> floor, Government Center Building, Capitol Compound, Brgy. Luciano, Trece Martres City, Cavite, herein represented by its **Provincial Director, Hon. REVELYN A. CORTEZ**, and hereinafter referred to as "**DTI-CAVITE**"

and

The **CITY GOVERNMENT OF BACOR**, a local government unit duly organized and existing under Philippine laws, with principal office address at Bacoor Government Center, Bacoor Boulevard, Brgy. Bayanan, Bacoor City, Province of Cavite, represented herein by its **City Mayor, Hon. STRIKE B. REVILLA** pursuant to his authority conferred and embodied in City Resolution No. \_\_\_\_\_ Series of \_\_\_\_\_ approved by the City Council of Bacoor dated \_\_\_\_\_ and hereinafter referred to as "**LGU BACOR**"

and

The **CAVITE SMALL AND MEDIUM ENTERPRISE DEVELOPMENT COUNCIL**, a non-government institution duly organized and existing under the laws of the Republic of the Philippines with principal office at Capitol Compound, Brgy. Luciano, Trece Martres City, Cavite, represented herein by its **Chairperson, Ms. TERESITA LEABRES**, and hereinafter referred to as the "**PROGRAM PARTNER**"

The term "Party" shall mean DTI-CAVITE, LGU BACOR or PROGRAM PARTNER, if applicable, while the term "Parties" shall mean DTI-CAVITE, LGU BACOR or PROGRAM PARTNER, collectively.

WITNESSETH That

**WHEREAS** the approval of Republic Act 10644 or "An Act Promoting Job Generation and Inclusive Growth through the Development of Micro, Small and Medium Enterprises", otherwise known as the "**Go Negosyo Act**" aims to foster

*Memorandum of Agreement with the  
City Government of Bacoor, the Department of Trade and Industry – Cavite and  
the Cavite Small and Medium Enterprise Development Council*

[BACK](#)





national development, promote inclusive growth, reduce poverty by encouraging the establishment of micro, small and medium enterprises (MSMEs) that facilitate local job creation, production and trade, and bring government services closer to small businesses through the establishment of Negosyo Centers in all the provinces, cities, and municipalities in the country;

**WHEREAS**, with the *'Go Negosyo Act'*, the Department of Trade and Industry (DTI) with the support of LGUs and other government agencies expects to further boost its assistance to micro, small and medium enterprises (MSMEs) to grow and flourish and intensify the promotion of entrepreneurship in the country;

**WHEREAS**, the *'Go Negosyo Act'* mandates the creation of Negosyo Centers which would be directly supervised by the DTI in every province, city and municipality nationwide. These centers would ease the process of starting up and registering small businesses;

**WHEREAS**, the Negosyo Centers would facilitate development programs as well as provide support for business conceptualizations, management, team building, marketing, human resources and many other aspects of maintaining businesses (the 'Program');

**WHEREAS**, the **PROGRAM PARTNER** can be a source of competent technical expertise to accelerate the implementation of the Program;

**WHEREAS**, the **PROGRAM PARTNER** is willing to tie up with the Negosyo Center to provide technical and expert advice to the MSMEs;

**WHEREAS**, the **PROGRAM PARTNER** has the technical and professional expertise in the following areas:

1. Business Registration;
2. Business and Marketing Consultancy;
3. Business Development Services; and
4. Business Information;

**WHEREAS**, the abovementioned services are also identified as MSME needs particularly categorized into:

1. Business Advisory;
2. Business Registration Assistance; and
3. Business Information and Advocacy;

2  
*Memorandum of Agreement with the  
City Government of Bacoor, the Department of Trade and Industry - Cavite and  
the Cavite Small and Medium Enterprise Development Council*

[BACK](#)



**NOW, THEREFORE**, for and in consideration of the foregoing premises and of the mutual covenants herein below set forth, the Parties bind themselves and agree as follows:

**ARTICLE I**  
**THE PROGRAM**

The Negosyo Center's vision is to nurture the growth of MSMEs and create an attractive framework to MSME's in dealing with the difficulties in the process of doing business and to alleviate the disadvantages that MSMEs encounter by providing numerous technical services that are useful in fostering innovation and entrepreneurship.

**ARTICLE II**  
**OBJECTIVES OF THE PROGRAM**

The Program aims to achieve the following objectives:

1. to provide technical expertise and services to accelerate development of MSME's;
2. to build competencies of the MSME's;
3. to access technical advice through coaching session;
4. to improve managerial skills and enhance entrepreneurial behavior; and
5. to develop a more dynamic, competitive and sustainable MSMEs.

**ARTICLE III**  
**ROLES AND RESPONSIBILITIES**

A. The **DTI-CAVITE** shall

1. Public-Private Partnership.
  - a. Manage and coordinate linkages with existing and prospective PROJECT PARTNER;
  - b. Identify Business Development Service (BDS) providers which will augment the delivery of the four outcome portfolios of MSME Development, that is, Access to Market (A2M), Access to Finance (A2F), Productivity and Efficiency (P&E), and Business Investment Enabling Environment (BIEE).

*Memorandum of Agreement with the  
City Government of Bacoor, the Department of Trade and Industry – Cavite and  
the Cavite Small and Medium Enterprise Development Council*

[BACK](#)





2. Staff Complement. Assign one (1) contractual staff (up to June 30, 2025) to help man the center and provide business consultancy services to MSME-clients.
  3. Daily Operations.
    - a. Prepare and approve a Manual of Operations which shall include, among others, the organizational/functional/ structure of the center, procedure for accessing the services of the Center, business plan, communications plan to promote the use of the facility, and reportorial procedures.
    - b. Establish a databank which shall be a source of information necessary for market linkages, facilitation, project monitoring, research and policy studies and information campaigns.
    - c. Propose and organize calendar of events for the center;
    - d. Provide, when necessary, additional technical support for capacitating the "PROJECT PARTNER", including prospective partners, to sustainably manage and operate the Center in accordance with the objectives of the "Negosyo Center".
    - e. Monitor and evaluate the operations of the center, particularly in terms of number of MSMEs assisted.
- B. The LGU BACOOR shall:
1. Business Registration. Accept and facilitate application for business permits, i.e., for new registrants and renewal of business.
  2. Staff Complement.
    - a. Assign and subsidize at least one (1) to two (2) staff(s) to locate in the Negosyo Center who will facilitate the delivery of the services and coordinate related activities with DTI-CAVITE.
    - b. Assist MSMEs, through its City Livelihood Development Office (CLDO), to access fiscal and non-fiscal incentives and provide business/trade facilitation.
  3. Daily Operations.
    - a. Assist in the generation of business information and industry data relevant to the needs of MSMEs.

4

*Memorandum of Agreement with the  
City Government of Bacoor, the Department of Trade and Industry – Cavite and  
the Cavite Small and Medium Enterprise Development Council*

[BACK](#)



- b. Provide **DTI-CAVITE** with report/feedback on each engagement to document impact and effectiveness of the services as well as identify areas for improvement in the provision of assistance;
  - c. Exercise utmost discretion and confidentiality in their business dealings with MSMEs.
4. Promotions. Promote the services of the center.
- C. The **PROGRAM PARTNER** shall:
1. Advocacy. Recommend sound business-friendly policies to concerned government agencies.
  2. Public-Private Partnership. Promote partnership between public and private sectors that would further the cause of MSME growth and development.

#### **ARTICLE IV** **PROGRAM EFFECTIVITY AND TERMINATION**

This Agreement shall take effect immediately upon signing hereof by the authorized representatives of the Parties and shall automatically expire on June 30, 2025, and may only be renewed upon mutual agreement of both Parties in writing.

#### **ARTICLE V** **SEPARABILITY CLAUSE AND AMENDMENTS**

This Agreement shall be governed by and construed in accordance with the laws of the Republic of the Philippines.

In case any one or more of the provisions contained herein shall, for any reason, be held to be invalid, illegal or unenforceable in any respect, such invalidity, illegality, or unenforceability shall not affect any of the provisions of this Agreement. In such event, the Parties shall consult each other as to the manner, by which their original intention can be fulfilled as closely as possible and they will amend this Agreement accordingly.

This Agreement may not be modified except in writing signed by the duly authorized representatives of the Parties after reasonable negotiations and discussions.

#### **ARTICLE VI** **OTHER PROVISIONS**

The Parties shall exert due diligence and good faith to achieve the objectives of the Program. Any problem, conflict or concerns that may arise from implementing the Program shall be resolved through consultations.

5  
*Memorandum of Agreement with the  
City Government of Bacor, the Department of Trade and Industry – Cavite and  
the Cavite Small and Medium Enterprise Development Council.*

[BACK](#)





Each Party represents and warrants on its own behalf that the individual signing this Agreement on its behalf is fully authorized to sign on behalf of and bind it, and that it has the power and authority to enter into it.

This Agreement constitutes the entire agreement between the Parties with respect to the subject matter of this Agreement and supersedes all prior agreements, discussions, proposals, representations or warranties, whether written or oral on this subject matter.

**IN WITNESS WHEREOF**, the Parties have signed this Agreement on this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_, at the City of Bacoor, Province of Cavite, Philippines.

**DEPARTMENT OF TRADE AND INDUSTRY-CAVITE**

**Hon. REVELYN A. CORTEZ**  
*Provincial Director*

**CITY GOVERNMENT OF BACOOR**

**Hon. STRIKE B. REVILLA**  
*City Mayor*  
City Resolution No. \_\_\_\_\_ Series of 20\_\_\_\_

**CAVITE SMALL AND MEDIUM ENTERPRISE DEVELOPMENT COUNCIL**

**Ms. TERESITA M. LEABRES**  
*Chairperson*

**SIGNED IN THE PRESENCE OF**

**REBECCA S. TARASONA**  
*Division Chief*  
Business Development  
Division, DTI-Cavite

**CARMELITA F. GAWARAN**  
*Training Administrator/*  
*Nejasyo Center Manager*  
City Government of Bacoor

*Memorandum of Agreement with the*  
*City Government of Bacoor, the Department of Trade and Industry - Cavite and*  
*the Cavite Small and Medium Enterprise Development Council*

[BACK](#)



**ACKNOWLEDGMENT**

REPUBLIC OF THE PHILIPPINES)  
CITY OF \_\_\_\_\_ ) S.S.  
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**BEFORE ME**, a Notary Public for and in \_\_\_\_\_ personally  
appeared the following:

**NAME OF PARTY    COMPETENT EVIDENCE OF IDENTITY**

REVELYN A. CORTEZ  
STRIKE B. REVILLA  
TERESITA M. LEABRES

known to me and to me known to be the same persons who executed the foregoing Memorandum of Agreement, said instrument consisting of seven (7) pages, including the page this acknowledgement is written, signed on the left-hand-margin of each and every page thereof by the Parties and their witnesses and acknowledged to me that the same is their free and voluntary act and deed and that of the Parties they are representing.

**WITNESS MY HAND AND SEAL** this \_\_\_ day of \_\_\_\_\_, 20\_\_\_ at  
\_\_\_\_\_, Philippines

Doc. No. \_\_\_\_\_  
Page No. \_\_\_\_\_  
Book No. \_\_\_\_\_  
Series of \_\_\_\_\_

*Memorandum of Agreement with the  
City Government of Bacoor, the Department of Trade and Industry - Cavite and  
the Cavite Small and Medium Enterprise Development Council*

[BACK](#)