



The Chartered
Institute of Logistics
and Transport

CILT Philippines

**CILT Philippines
Business Plan**





Contents	Page
Executive Summary	3
1.1 Objectives	4
1.2 Our Vision Statement	4
1.3 Our Mission Statement	5
1.4 Our Organizations Structure	5
1.5 Our Market Goals	6
<i>1.5.1 In view of that, we are set out to achieve the following market goals:</i>	
<i>1.5.2 What we aim to achieve from our market efforts are as follows:</i>	
1.6 Our Market Budget	6
Market Analysis	7
2.1 SWOT Analysis	8 - 9
<i>2.1.1 Our Competitive Advantage</i>	9
2.2 Market Segmentation	9
<i>2.2.1 The People We Want To Reach / Our Target Market</i>	
2.3 CILT Philippines - Key Rationale for Establishing a Branch:	
2.4 Value Proposition Canvas	9
2.5 Marketing and Implementation Summary	10 - 12
<i>2.5.1 Sources of Income:</i>	
<i>2.5.2 Membership Fee Scheme</i>	
2.6 MSME's (Micro, Small, Medium Enterprise) Development Plan	13 - 15
<i>2.6.1 Table for MSME's profile</i>	
<i>2.6.2 Classification and Distribution of MSME's in the Philippines</i>	
2.7 Curriculum for Logistics	16
2.8 Creating Brand Identity for CILT Philippines	16
Financial	17
3.1 Important Assumptions	17
3.2 Financial Plan	18
<i>3.2.1 Year to Date Members breakdown:</i>	
Appendix	19 - 20
4.1 Fundraising Strategy	
4.2 Funding Forecast	
4.3 List of Organizations We Intend Working with:	
4.4 List of Target MSME's:	



Executive Summary

Why CILT in the Philippines?

Logistics is the integration of transport, materials handling, production, packaging, inventory, transportation, warehousing, and often security. It plays a significant role and contributes to a country's economy.

In the Philippines, transportation and logistics are considered the main catalysts of economic growth. The country's transport system is intermodal in character, which includes inter-island as well as intra-island mobility, and typically combines air, sea, and road transport systems. The basic modes of transport are a road, rail, water, and air. The Philippines as an archipelago requires both land and sea transport networks. Road networks are relied extensively on to transport passengers and handle freight movement. Ports, together with airport, railways, and roads, are vital to connecting the main islands of Luzon, Visayas, and Mindanao. Rail services in the Philippines are of two types: traditional commuter railway and passenger light rail, both are operational only in Luzon.

Due to the Philippines transport system or archipelagic nature and regulation, the Philippines currently has the highest logistics cost among the member-states of the Association of Southeast Asian Nations (ASEAN) (DTI 2016). The report indicated that the country's weak performance was attributed to its inadequate and relatively poor quality of infrastructure, inefficient customs, and poor competency of logistics providers, along with their limited ability to track and trace shipments. In the World Bank's Logistics Performance Index (LPI), the Philippines placed 65th out of 160 countries in 2007. In 2010, the rank improved to 44th place, only to go down to 52nd, in 2012. And in 2016, the Philippines' ranking has worsened to 71st place.

The Philippines is advantageously situated within major global routes and is a developing country. This status impacts on what happens particularly across government and is unlikely to change in the medium term. The Philippines has a high population growth and has averaged over 6% economic growth each year since 2014.

There is, however, plenty of room for improvement and "catch up" within the transport and logistics sector. Decades of underinvestment in infrastructure and an immature regulatory framework has led to serious congestion issues in major cities, particularly Metro Manila, where JICA has assessed the cost at Php 3.5 billion per day, and undeveloped inefficient freight networks.

With over 7000 islands and a population of over 100 million, the support of the ASEAN (of which the Philippines is a foundation Member state) in addition to the significant overseas development aid programmes, the Philippines is well positioned to take advantage of its human and natural resources. Albeit, the Philippines faces significant challenges with respect to climate change and a high number of natural disasters due to its location in the Ring of Fire.



1.1 Objectives

CILT Philippines as a professional body for transport, logistics and supply chain that wholly understand the core business of the ministry and its agencies. The Charter will create:

1. Education and Training development are providing Certificate and Diploma Courses to colleges and universities to support students in building their career all the way to becoming professionals in the field of Logistics and Transport.
2. Provide membership and certification (Training) in Logistics and Transport field for fellow professionals such as members working in every sector of the industry: Ports and factories, air and sea, transport planning and demand planning, freight and warehousing.
3. Create a Development Plan for Micro, Small, Medium Enterprise for Logistics and Transport.
4. Partnership with Government Agencies and other logistics and transport industries.

1.2 Our Vision Statement

Our Vision as an Organization is to create a nation where all Logistics professional, students and corporate will be actively involved in the economic development of the Philippines.

1.3 Our Mission Statement

To join hands with the government and other logistics professional and corporate in empowering the development of transport and Logistics here in the Philippines, this will create a lot of opportunities for all members of the Philippines.

1.4 Our Organization's Structure

In order to fulfill our mission and also maximize the resource within our disposal per time, we have been able to start our organization with few key full-time employees and volunteers.

In view of the above, we have decided to start CILT Philippines with the following key positions (both full – time and volunteers :

- President / Executive Director
- Secretary-General
- Board of Directors
- Head of Administration and Personnel
- SGV representatives



1.5 Our Market Goals

Our overall marketing goal is to join hands with the government and other Logistics professional or stakeholders in empowering all Logistics students, professionals and companies. In essence, we intend to create a nation where youths will be actively involved in the economic development of the country and governance and a country free from crime.

1.5.1 Initial market goals:

- To train and empower a minimum of 1,000 Professionals, 50 Corporations annually and 5 universities/colleges
- To generate a minimum of 2.5 million revenue from individual and 750 thousand for corporations and schools (depends on the membership fee scheme) Pesos annually from the membership fees.
- To generate a minimum of 2.5 million revenue from individual and 250 thousand for corporations and schools (depends on the membership fee scheme) Pesos annually from the membership fees.

1.5.2 Market efforts are as follows:

- Build an Education and Training Development for all schools in all major cities/island in the Philippines.
- Build a Micro, Small and Medium Enterprise Development for realizing their potentials and surviving and growing in a highly competitive environment.
- Become an official partner with the Philippine Government Accredited training agencies for Logistics and Transports.

1.6 Our Market Budget

For our first year of operations, we will ensure that we make use of 50 percent to 60 percent of our annual income (fund generated) as our market budget coming from SGV and Membership fees.



MARKET ANALYSIS

Industry Overview

DTI stated that the country's logistical costs account for 24% to 53% of wholesale prices, while shipping and port handling costs cover 8% to 30%, depending on the goods' route, and roughly 5% of the retail price of goods. Moreover, the Philippines ranked 71st out of 160 countries in the Logistics Performance Index of the World Bank. The international scorecard ranks countries based on a set of criteria including efficiency of the clearance by border control agencies, including customs; quality of trade and transport-related infrastructure; ease of arranging competitively priced shipments; competence and quality of logistics services; ability to track and trace consignments; and timeliness of shipments in reaching destination within the scheduled or expected delivery time.

The report indicated that the country's weak performance was attributed to its inadequate and relatively poor quality of infrastructure, inefficient customs, and poor competency of logistics providers, along with their limited ability to track and trace shipments.

"One factor behind the poor performance and low international competitiveness of the Philippine logistics sector is its restrictive and incoherent regulatory framework, as can be seen in the case of the Philippine ports," the PIDS report stated.

"The efficiency of the ports matters because their costs account for a large part of maritime transport costs, which providers and shippers usually shoulder by way of increased shipping charges. Delays due to port inefficiency can also lead to higher inventory costs and even loss of business opportunities." Improved market access for logistic services can lead to greater efficiency and lower costs of logistics in the country.

Aside from the people we intend reaching out to, we will also source for funds to run the Organization. In essence, part of our target market is those who we can generate funds from, and they are;

- Government Agencies
- Corporate/Companies Sponsorship
- Seminar/Convention
- MSME's Industries

2.1 SWOT Analysis

A. Strength

- 1) No International Logistics or Transport Presence
- 2) Significant total overseas development assistance portfolio is amounting to USD14.77 billion.
- 3) Government keen to develop a relationship with CILT International.
- 4) SGV will drive forward and contribute to the first year of set up by way of venue and location.
- 5) Potential membership growth - high numbers.
- 6) Potential alignment with CILT Australia – Experienced Professionals.
- 7) Enthusiasm and Eagerness of potential Branch Committee.



B. Weaknesses

- 1) Governmental Elections in early 2019.
- 2) Government is debating on moving to Federalism.
- 3) There is a Prospect of a new, and different Constitution
- 4) Current Constitution (1987) applies and influences everyday life in the Philippines.
- 5) Implementation and Operating Budget/amount able to charge
- 6) Majority of Potential Branch Committee non-CILT members
- 7) Lack of strategic Logistics and Transport knowledge and experience within the potential Branch Committee.
- 8) No Market Presence.
- 9) Rail and strategic thinking

C. Opportunities

- 1) Increasing Professionalism and Level of Competence in The Philippines.
- 2) Actively transform Logistics and Transport Governance.
- 3) There is no existing training program offered for entry-level positions
- 4) Growing numbers of 20-30-year-olds
- 5) Collaboration with TESDA
- 6) Health and Safety.
- 7) Developing and Raising the Economy especially the SME sector
- 8) Enterprise-based training
- 9) Link positively to the National Logistics Master plan 2017-2022 and how this fits

D. Threats

- 1) TESDA – (Competitor and/or Partner)
- 2) There are many training providers and myriads of certificates available to the Philippines
- 3) Commission on Higher Education.
- 4) Government Elections in early 2019.
- 5) Competition from other Professional Organisations already established in the Philippines.



2.1.1 Our Competitive Advantage

Of course, there are competitions amongst Non-Profits Organizations especially when that is pursuing same or similar goals. It means that they will approach the same organization for grants and financial supports et al.

We are quite aware of this challenge, and that is why we were very careful in choosing our board of directors.

As such; we ensured that we chose people of great influence and experience, who can easily give us the needed support to achieve our aims and objectives. To a larger extent, leveraging on the experience and influence of these people gives us a competitive advantage.

2.2 Market Segmentation

CILT Philippines has a number of market focuses that are key to the program's success.

2.2.1 The People We Want To Reach / Our Target Market

Basically, the people we intend reaching out:

- University/College Students
- Logistics and Transport professionals
- Youths professionals interested in shifting in transport and logistics
- Aspiring Logistics Entrepreneurs
- Transport/Logistics Agencies/Corp./Companies



2.3 CILT Philippines - Key Rationale for Establishing a Branch:

- Improve the accessibility of all Philippines (inter-island and intra island) to safe and affordable public transport and provide efficient networks – the connectivity agenda
- Work with Government Departments and the private sector to Improve Logistics and Transport and urban planning via Training and development.
- Develop a forum for intelligent influencers to discuss how capability translates to benefits for the Philippines

2.4 Value Proposition

Together with our members, the CILT Philippines lives by:

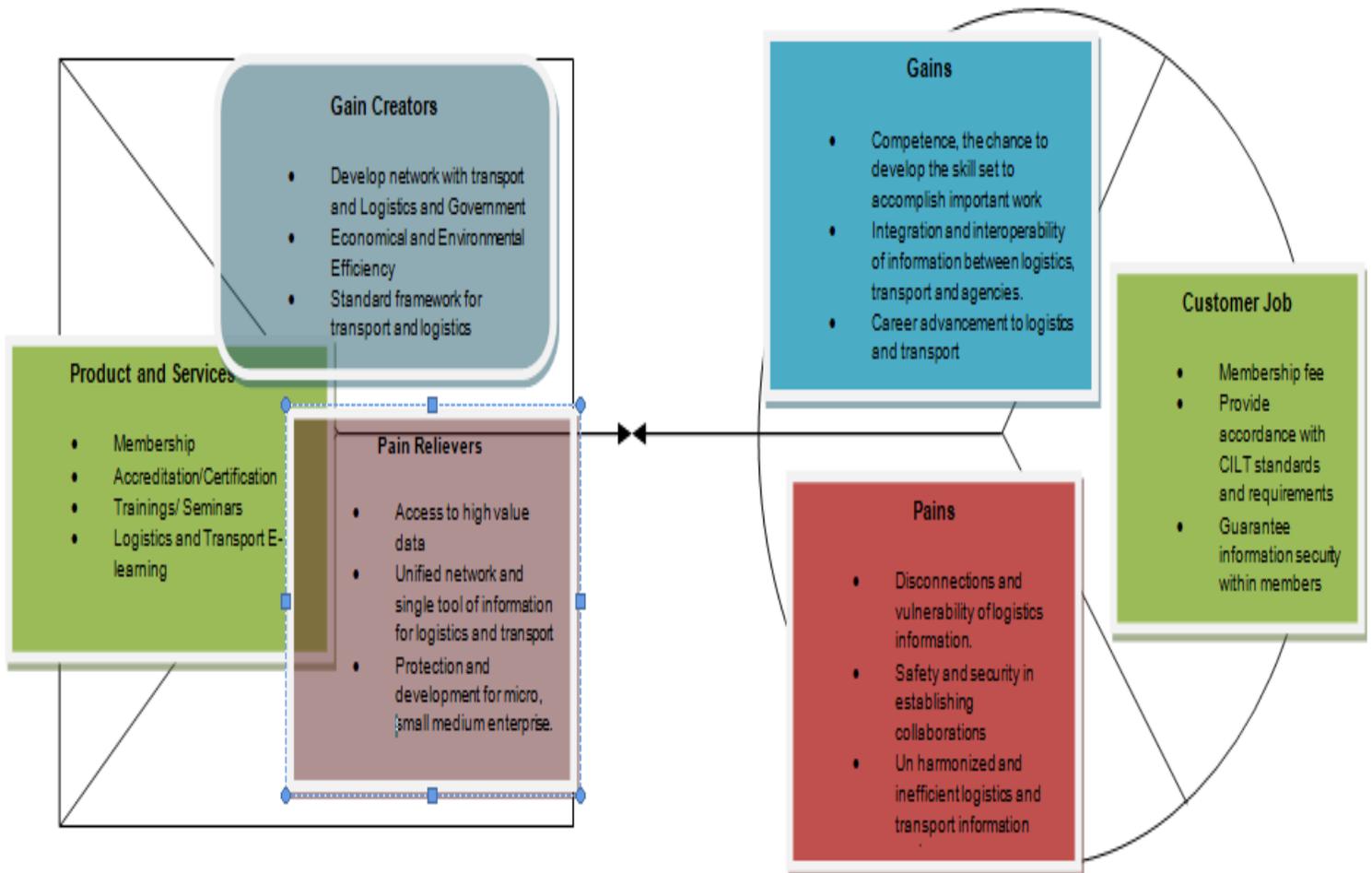
- Helping you move forward: We help you take steps ahead from the innovation of logistics and transport.
- Helping you get well: We're in your corner to guide you through every step of your career and development.
- Finding cures: We find groundbreaking research and development plan for emerging markets
- Fighting back: We will work with lawmakers/government to pass laws that improve/set standards in the logistics and transport
- We as a family: As a member and as a leader in our industry. We will act as nation's family of logistics and transport.



2.4.1 Value Proposition Canvas

Product

Customer





2.5 Marketing and Implementation Summary

Strategies	Programs	Initiatives
<p>Strategy 1 - Driving forward the creation and expansion of a Transport and Logistics Organisation in The Philippines</p>	<p>1.1 Develop and Implement Corporate Governance Policy and Procedures 1.2 Confirm Organisational Structure and Accountabilities 1.3 Establish CILT Philippines as a Centre of Excellence</p>	<p>1.1.1 Develop and implement a Strategic Business Plan incorporating CILT Philippines' Core Values and Goals. 1.1.2 Communicate Core Values to all Staff and Members. 1.1.3 Ensure all staff understand and follow Core Values 1.2.1 Develop an Organisational Structure incorporating key roles to drive forward CILT Philippines' Goals and Objectives. 1.2.2 Allocate the right person to the right role in the Organisational Structure ensuring a good balance of experience and enthusiasm. 1.2.3 Seek approval from CILT Board of Trustees. 1.2.4 If approved, Implement Organisational Structure and commence work. 1.3.1 Formally Launch CILT Philippines as a Branch with Government and Industry participation. 1.3.2 Establish an Office facility with the necessary administrative support.</p>
<p>Strategy 2 - Create and Implement a Comprehensive Education Strategy and commence delivery of Training Programmes</p>	<p>2.1 Contribute to the publication of a Logistics and Transport Competency Framework 2.2 Develop a Comprehensive Education Strategy to meet the requirements of the Competency Framework 2.3 Commence Training Delivery</p>	<p>2.1.1 Work with TESDA and Industry Partners to conduct a Skills Gap Workshop. 2.1.2 From the results of the Workshop develop a Competency Framework that is approved by TESDA and relevant Government Departments. 2.1.3 Along with TESDA and industry Partners publish the Competency Framework. 2.2.1 In partnership with TESDA and Industry, agree the Education Strategy for delivering Training to meet the requirements of the Competency Framework. 2.2.2 Gain Government approval for the Strategy and publish to all concerned parties. 2.3.1 Identify suitable high quality and professional Training Institute and College. 2.3.2 Conduct CILT International Accreditation Assessment. 2.3.3 Accredite Training Institute and College. 2.3.4 Commence Training Delivery.</p>
<p>Strategy 3 – Industry and Government Engagement</p>	<p>3.1 Formally Launch CILT Philippines with Logistics and Transport Seminar 3.2 Develop Website 3.3 Publish weekly narratives 3.4 Publish Monthly Newsletter 3.5 Conduct six monthly seminars</p>	<p>3.1.1 With SVG sponsorship organise a 1 day seminar with key note speakers and discussion panels. 3.1.2 Invite Government, Industry and CILT International to contribute. 3.1.3 Formal Launch of CILT Philippines by relevant Government Minister. 3.2.1 Design a website that will appeal to all ages and professionalisms. 3.2.2 Launch Website. 3.2.3 Continuously Update Website with new articles. 3.3.1 Keep members and key Government and Industry partners updated via Instagram, Facebook and Linked-In. 3.4.1 Agree format of a one-page monthly Newsletter to distribute electronically. 3.4.2 Agree content six months in advance and gather contribution from Government, Industry and Education partners. 3.4.3 Publish monthly week before start of following month. 3.5.1 Identify industry Sponsor for each event. 3.5.2 Identify Key Note Speaker 3.5.3 Conduct seminar – 3-4 hour duration.</p>



2.5.1 Sources of Income:

- Donations from Board Members
- Revenues from membership Fees
- Revenues from Sales of Tickets Seminar/Workshops/Events
- Revenues from Sponsorship Deals
- Fund Raising Events

2.5.2 Membership Fee Scheme

	ANNUAL FEE
INDIVIDUAL	
Logistics and Transport Professionals	₱ 2,500.00
INSTITUTIONAL	
Small Scale (below 100 employees)	₱ 10,000.00
Medium Scale (101-500 employees)	₱ 15,000.00
Large Scale (above 500)	₱ 25,000.00
School/College/University	₱ 10,000.00



2.6 MSME's (Micro, Small, Medium Enterprise)

The CILT Philippines plans to focus on MSME's of the Philippines aims to promote, support, strengthen, and encourage the growth and development of MSMEs in all logistics and transport sectors of the economy. It seeks to raise the sector's contribution to gross value added (GVA) and employment generation in line with the government's mission of lifting the nation out of poverty

It intends to improve the business environment for MSMEs, increase their access to logistics and transport field, allow them to penetrate new markets and maintain and expand existing ones, and raise their level of productivity and efficiency using a results-based management approach.

This will be developed in consultation with national, regional, and provincial Stakeholders/ government agencies. A participatory approach was adopted involving a series of stakeholder consultation, validation, and recalibration workshops participated in by representatives from the private sector, LGUs, national government agencies, the academe, and civil society of logistics and transport fields

It outlines a framework that is meant to guide the subsequent development of provincial MSME development plans for a harmonized approach to MSME development in the Philippines. It is meant to be implemented through a convergence of stakeholder efforts and regularly monitored, validated, and updated by stakeholders under the stewardship of the CILT MSME Development Council. It is crafted to empower enablers further to implement the provisions of the plan in the most effective and efficient manner.

Below are the Table figure for MSME's:

2.6.1 Table for MSME's profile

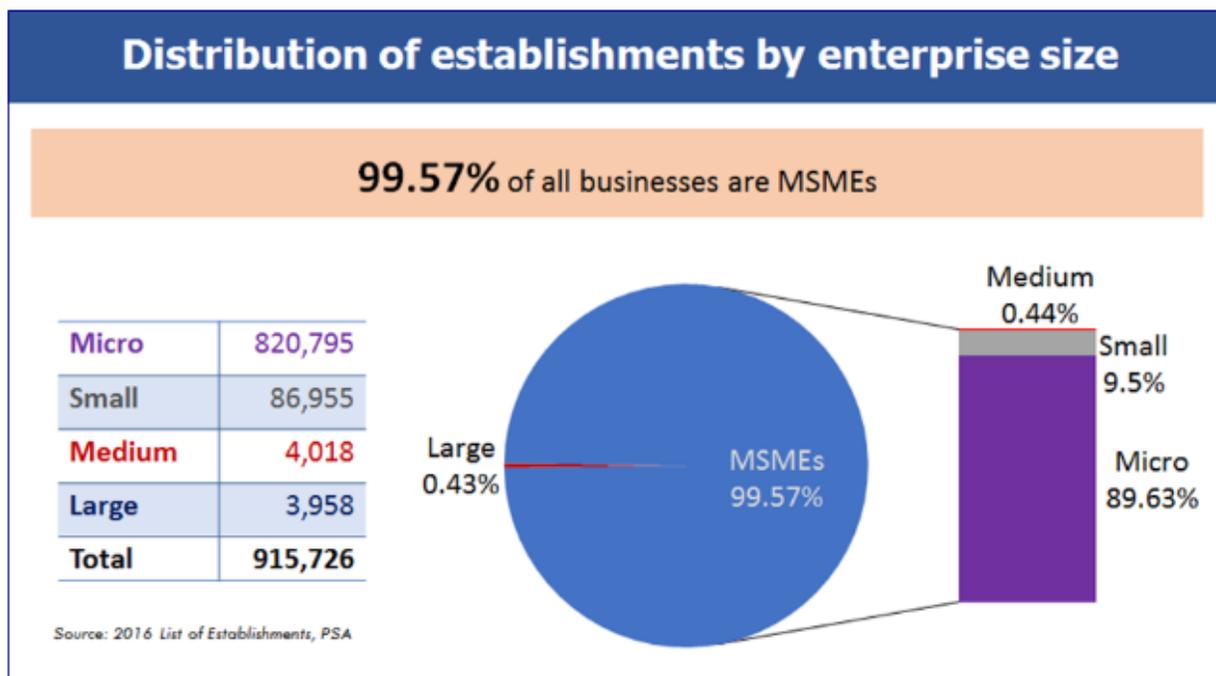
The performance of MSMEs has remained constrained by various factors that prevent them from realizing their potentials and surviving and growing in a highly competitive environment. The key challenges that MSMEs often face are the high cost of doing business, lack of access to finance and market information, and low productivity and competitiveness.



2.6.2 Classification and Distribution of MSME's in the Philippines

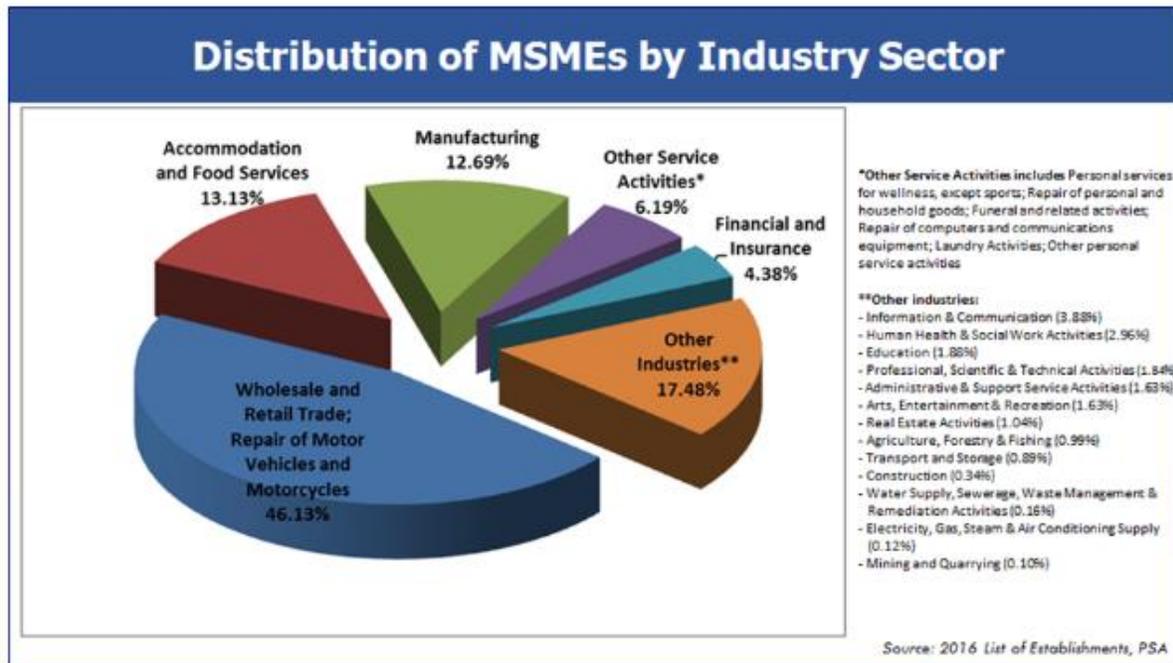
NUMBER OF ESTABLISHMENTS

The 2016 List of Establishments of the Philippine Statistics Authority (PSA) recorded a total of 915,726 business enterprises operating in the Philippines. This was 1.64% more than the 900,914 business establishments reported in 2015. Micro, small and medium enterprises (MSMEs) account for 99.57% (911,768) of the total establishments, of which 89.63% (820,795) were microenterprises, 9.50% (86,955) were small enterprises, and 0.44% (4,018) were medium enterprises. Large enterprises made up the remaining 0.43% (3,958).



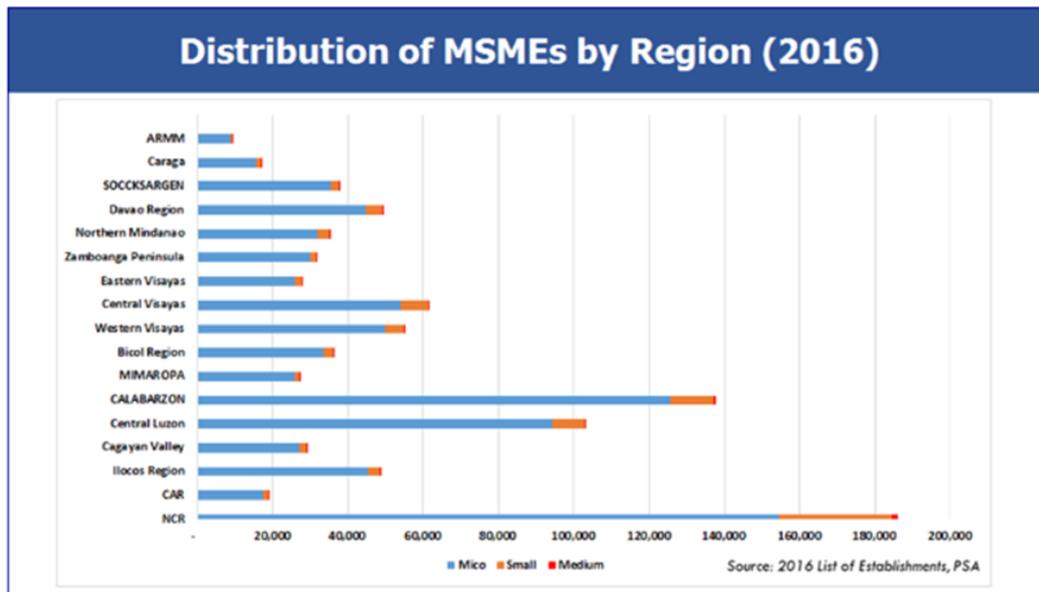
SECTORAL DISTRIBUTION

The top five (5) industries in terms of the number of MSMEs in 2016 were: (1) Wholesale and Retail Trade; Repair of Motor Vehicles and Motorcycles with 420,638 establishments; (2) Accommodation and Food Service Activities with 119,718; (3) Manufacturing with 115,748 establishments; (4) Other Service Activities with 56,466 establishments; and (5) Financial and Insurance Activities with 39,925 establishments. These industries accounted for about 82.5% of the total number of MSME establishments.



GEOGRAPHICAL SPREAD OF MSMEs

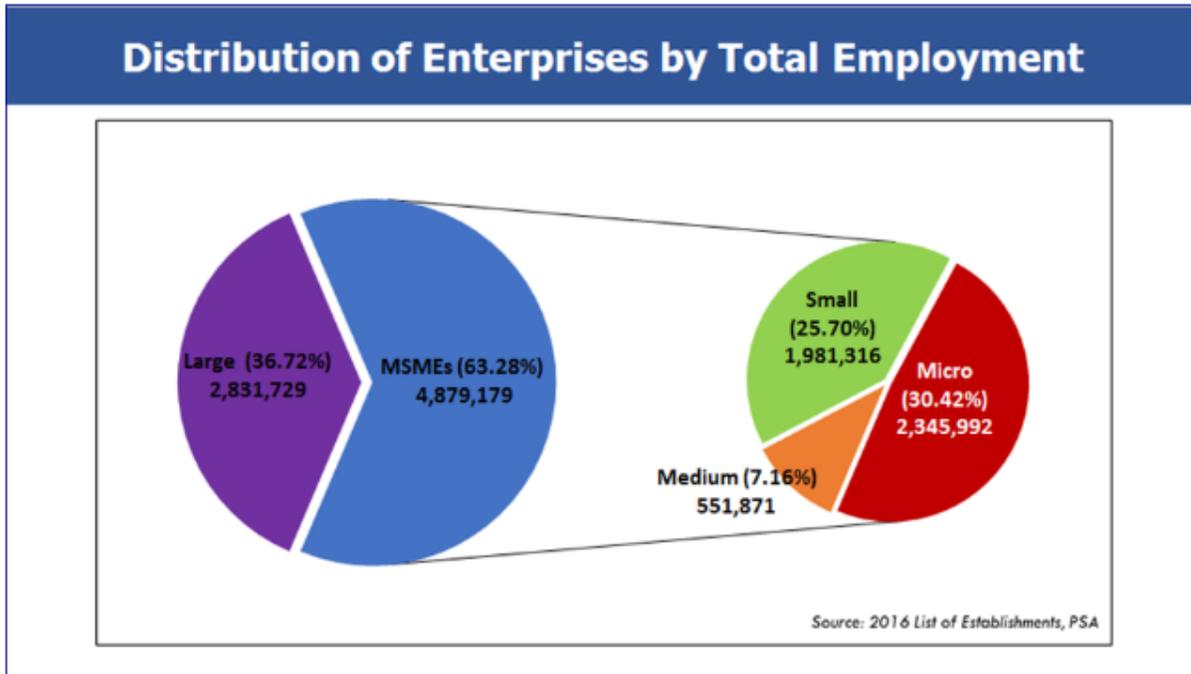
Majority of the MSMEs in operation in 2015 can be found in the National Capital Region (NCR), with 190,166 business establishments; Region 4-A (CALABARZON), 131,011; Region 3 (Central Luzon) with 100,880; Region 7 (Central Visayas) with 53,218; and Region 1 (Ilocos), 47,996. These top five (5) locations accounted for about 58.4% of the total number of MSME establishments in the country.





EMPLOYMENT

MSMEs generated a total of 4,879,179 jobs in 2016 versus 2,831,729 for the large enterprises. This indicates that MSMEs contributed almost 63.3% of the total jobs generated by all types of business establishments that year. Of these, 30.4% or 2,345,992 jobs were generated by micro-enterprises; 25.7% or 1,981,316 by small enterprises; and 7.2% or 551,871 by medium enterprises.



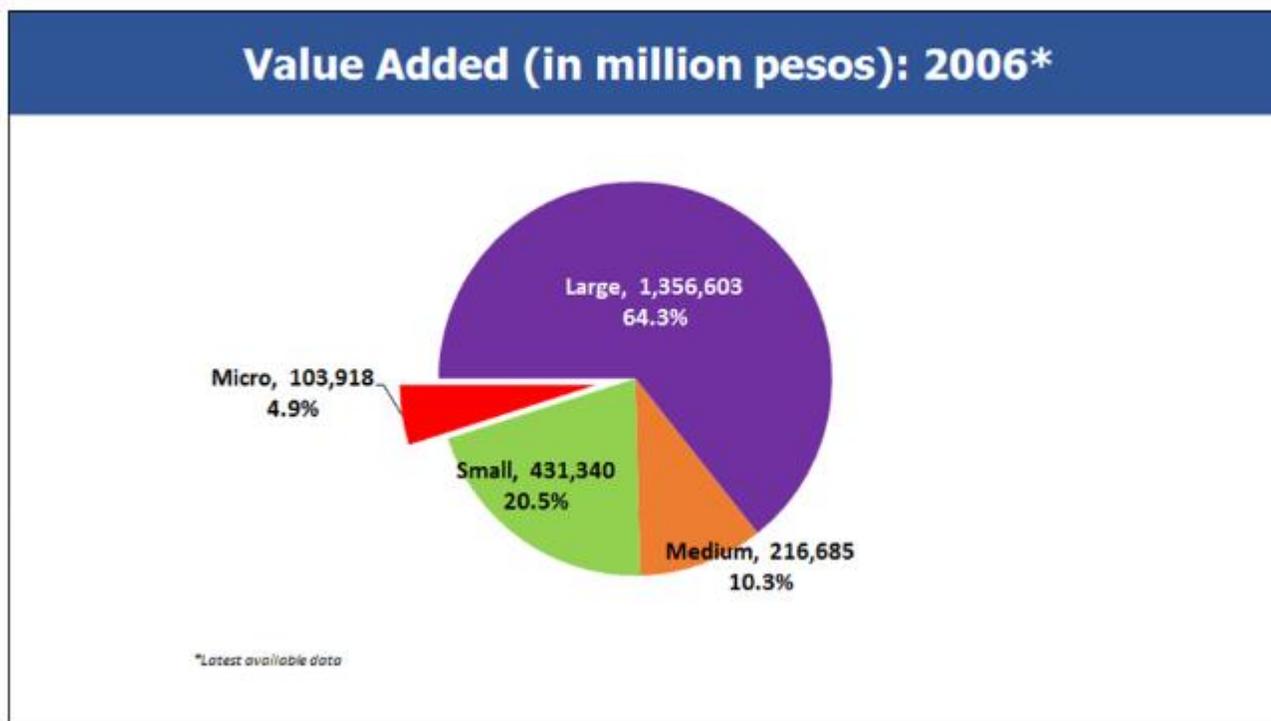


SALES AND CENSUS VALUE-ADDED

In terms of value-added, the MSME sector contributed 35.7%¹ of the total with manufacturing contributing the largest share of 6.87%. Wholesale and retail trade and repair contributed 6.58% followed by financial intermediation with a share of 6%.

Within the sector, small enterprises accounted for the largest share of 20.5%. Medium enterprises followed with a share of 10.3% while micro enterprises registered a share of 4.9%. Among small enterprises, wholesale and retail trade and repair contributed with the most with a share of 4.07% followed by manufacturing with a share of 3.82% while financial intermediation was next with a share of 3.35%.

For medium enterprises, manufacturing accounted for the biggest share of 2.77% followed by electricity, gas, and water with a share of 1.92% and financial intermediation with 1.87%. For micro-enterprises, wholesale and retail trade and repair represented the largest contribution of 1.73%





2.7 Curriculum for Logistics

In the national government (TESDA) at the moment is offering only Warehousing Services Program for National Certification Level II. Just In Time for CILT Philippines Strategy 2 – to work hand-in-hand with TESDA and the industry to prepare other training regulations for Logistics and Supply Chain Management (SCM) programs for certification/accreditation.

In the Academia – there is no Degree yet in Logistics. The Supply Chain Management subject is one of the subjects under the Degree in Business Administration. In some universities, they offer a Diploma Program in SCM composed of 6 modules (for 4 days only).

2.8 Creating Brand Identity for CILT Philippines

The fact that we are the first Chartered Institute for Logistics and Transport here in the Philippines does not in any way stop us from going all out to create a compelling brand identity for our Organization. We know that if our brand is well communicated to the general public, it will make it easier for our brand to be accepted. And the truth is that, if our brand is well accepted, it will make pretty easier to get the confidence of corporate/companies, government agencies and Logisticians et.al. and that will, in turn, make it easier for us to raise funds from them.

In view of that, here are the ways we intend creating a brand identity of our organization.

- Place adverts on both print (newspapers and magazines) and electronic (radio and TV) media platforms
- Sponsor relevant community logistics and transport based programs
- Leverage on the internet and social media platforms like; Instagram, Flickr, Fotolog, Pinterest, Shutterfly, Tumblr, WordPress, Facebook, Twitter, YouTube, Google+, Snapchat et al. to promote our brand
- Regularly organize youth based empowerment programs and sporting events
- Promote CILT Philippines on our own official websites
- Law/Regulations mandated by the government



Financial

CILT Philippines will build funding support from membership fees, businesses and corporate sponsorships in the community at an aggressive rate of growth. The primary expenditures for the program are for the training and managing of mentors and the program activities for educations and MSME's. Therefore it is essential that due diligence is applied to fund allocation for these critical program responsibilities.

An effective communication system will be established to report to the Board of Directors so the adjustment can be made quickly to assure the health of the program.

3.1 Important Assumptions

The financial plan depends on important assumptions, most of which are shown in the following table. The key underlying assumptions are:

- We assume a slow-growth economy, without a major recession.
- We assume that there are no unforeseen changes in corporate grant funding availability.
- We assume a continued need for services by at-risk logistics and Transport field.
- We assume broad community support.



3.2 Financial Plan

No.	Details	2019	2020	2021
	Income	Individual: 1000 Corporate:50 Schools/Colleges: 5	Individual: 3000 Corporate:100 Schools/Colleges: 10	Individual: 5000 Corporate:200 Schools/Colleges: 20
1.1	Annual Fees from Membership	₱ 2,500,000.00	₱ 7,500,000.00	₱ 12,500,000.00
1.2	Education Registration and Accreditation	₱ 100,000.00	₱ 200,000.00	₱ 400,000.00
1.3	Revenue from Seminars/Conventions/Events	₱ 1,500,000.00	₱ 1,500,000.00	₱ 1,500,000.00
1.4	Corporates Membership (MSME's)	₱ 750,000.00	₱ 1,500,000.00	₱ 3,000,000.00
1.5	Corporates Sponsorship (SGV and others)	₱ 2,500,000.00	₱ 2,500,000.00	₱ 2,500,000.00
	Total Income	₱ 7,350,000.00	₱ 13,200,000.00	₱ 19,900,000.00
	Expenditure			
2.1	Audit and Legal	₱ 100,000.00	₱ 100,000.00	₱ 100,000.00
2.2	Business Development	₱ 250,000.00	₱ 250,000.00	₱ 250,000.00
2.3	Website/Communications	₱ 60,000.00	₱ 60,000.00	₱ 60,000.00
2.4	Annual Convention	₱ 50,000.00	₱ 50,000.00	₱ 50,000.00
2.5	Secretariat and Education Director Travel	₱ 100,000.00	₱ 100,000.00	₱ 100,000.00
2.6	Education Development	₱ 250,000.00	₱ 250,000.00	₱ 250,000.00
2.7	Educational Marketing	₱ 100,000.00	₱ 100,000.00	₱ 100,000.00
2.8	Secretary-General Fees	₱ 1,400,000.00	₱ 1,400,000.00	₱ 1,400,000.00
2.9	Implementation and Project Director Fees	₱ 1,400,000.00	₱ 1,400,000.00	₱ 1,400,000.00
2.10	Education Director Fees	₱ 1,400,000.00	₱ 1,400,000.00	₱ 1,400,000.00
2.11	Admin and Personnel Head Fees	₱ 720,000.00	₱ 720,000.00	₱ 720,000.00
	Total Expenditure	₱ 5,830,000.00	₱ 5,830,000.00	₱ 5,830,000.00

3.2.1 Year to Date Members breakdown forecast:

INDIVIDUAL	2019	2020	2021	ANNUAL FEE
Logistics and Transport Professionals	1000	3000	5000	₱ 2,500.00
INSTITUTIONAL				
Small Scale (below 100 employees)	30	60	120	₱ 10,000.00
Medium Scale (101-500 employees)	10	20	40	₱ 15,000.00
Large Scale (above 500)	10	20	40	₱ 25,000.00
School/College/University	5	10	20	₱ 10,000.00



Appendix

4.1 Fundraising Strategy

CILT Philippines funding sources include private donations, Membership fees from individuals, schools, corporate and business sponsorship. The program's fundraising Coordinator has established a number of contribution options that a supporter can select from.

- **Membership Fee:** From 2500 pesos individual membership to 10000 – 15000 pesos corporate/universities/colleges membership fees to fund the Organization course and events that all members take part in.
- **Gift of Appreciated Stock:** a gift of appreciated stocks, bonds, or mutual funds can both support the program and provide tax saving to the donor.
- **Corporate Giving and Sponsorship:** Businesses can provide cash or grants. Businesses are also encouraged to participate in the CILT Philippines fundraising events that take place throughout the year. These events include Seminars/Workshop/Logistics Events

4.2 Funding Forecast



4.3 List of Organizations We Intend Working with:

With what we are set out to achieve; We have been able to identify some organizations that we know will be interested in working with us to achieve our ultimate goal. They are:

Training Centers:

1. Philippine Ports Authority Training Institute (PPATI)
2. Winfield Institute for Career Advancement, Inc. (WICDI)
3. Ascendens Asia Philippines (AAPH)
4. Paca Training and Management Systems, Inc. (PTMSI)

Universities:

1. Dela Salle College of Saint Benilde-School of Professional and
 - a. Continuing Education (DLSU-CSB SPACE)
2. Lyceum of the Philippines University
3. Pamantasan ng Lungsod ng Maynila
4. Mapua Institute of Technology
5. Technological University of the Philippines
6. Polytechnic University of the Philippines

4.5 List of MSME's target field:

1. Air Freight
2. Cargo Insurance
3. Containerization Services
4. Freight Consolidator
5. Freight Forwarder
6. Hazardous Transport
7. Inspection Services
8. Logistics Consulting
9. Ocean Freight
10. Parcel Shipping
11. Road Freight
12. Shipping Schedules
13. Supply Chain Services
14. Third Party Logistics
15. Trade Security
16. Warehousing

