

**PORO POINT MANAGEMENT CORPORATION (PPMC)  
Validation Result of 2018 Performance Scorecard**

Component		Rating Scale	Target 2018	Submission		GCG Validation		Supporting Documents	GCG Remarks			
Objective / Measure	Formula			Weight	Actual	Rating <sup>1</sup>	Score			Rating		
<b>SO 1 Increased Economic Activity Within the Poro Point Freeport Zone</b>												
SOCIAL IMPACT	SM 1	Number of New Locators Meeting Best Use Criteria or New Developmental Projects Signed	Absolute number	10%	(Actual / Target) x Weight	4 Locators	4 locators: 1. Lemon Hub By Sunsai; 2. Inazuma Corporation 3. AAG International Center for Aviation Training Corporation 4. Leading Edge International Aviation Academy, Inc.	-	All of the 4 new locators met the "best use criteria"	10%	• Copies of Contract of Lease for all locators	Acceptable. Target met.
	SM 2	Actual Investment in the PPFZ	Absolute amount	15%	(Actual / Target) x Weight <i>0% = if less than P249.9 Million</i>	Additional P450 Million	P423 Million	-	<i>Insufficient Supporting Document</i>	0%	• Investments monitoring report	The internally generated report was insufficient as supporting document. PPMC should submit copy of financial statements from the locators. The rating given is without prejudice to the subsequent submission of PPMC of the required documents

<sup>1</sup> No self-rating indicated in the submitted 4<sup>th</sup> Quarter Monitoring Report.

Validation Result of 2018 Performance Scorecard (Annex A)

Component			Rating Scale	Target 2018	Submission		GCG Validation		Supporting Documents	GCG Remarks		
Objective / Measure	Formula	Weight			Actual	Rating <sup>1</sup>	Score	Rating				
SM 3	Actual Number of Jobs Generated within the PPFZ	Absolute number	5%	(Actual / Target) x Weight	853	1,521	-	1,521	5%	<ul style="list-style-type: none"> <li>List of Existing Locators with Employment Commitment (sgd. by VP for HR Admin)</li> <li>Reports on Employment</li> </ul>	Acceptable. Target exceeded.	
<b>Sub-total</b>			<b>30%</b>				-		<b>15%</b>			
<b>SO 2 Increased Operating Profitability</b>												
FINANCIAL	SM 4	Actual Zone Revenue	Absolute number	20%	(Actual / Target) x Weight <i>0% = If less than P87 Million</i>	P111.88 Million	P94.96 Million	-	P94.96 Million	16.97%	<ul style="list-style-type: none"> <li>Schedule of Actual Zone Revenues (sgd. by Finance Manager)</li> <li>Notes to 2018 Unaudited Financial Statements</li> </ul>	Reported accomplishment is acceptable. However, PPMC failed to meet the target.
	SM 5	Airport Fees Collection Effectiveness Index (CEI)	(Beg. Receivables + Monthly Credit Sales <sup>2</sup> - End Total Receivables) / (Beg. Receivables + Monthly Credit Sales - End Current	15%	(Actual / Target) x Weight	80%	85.59%	-	20.99%	3.94%	<ul style="list-style-type: none"> <li>Financial Report</li> <li>Schedule of Airport Fees Receivable</li> </ul>	The GCG-validated accomplishment was computed using the formula stated in the GCG-transmitted 2018 Performance Scorecard. Upon review of PPMC's computation, it was noted that the reported credit sales was on an annual basis and not on a monthly

<sup>2</sup> Monthly credit sales = Total Credit Sales / no. of months

1-

Validation Result of 2018 Performance Scorecard (Annex A)

Component			Rating Scale	Target	Submission		GCG Validation		Supporting Documents	GCG Remarks		
Objective / Measure	Formula	Weight		2018	Actual	Rating <sup>1</sup>	Score	Rating				
	Receivables) x 100									average basis. Thus, using the reported figures of PPMC, the actual CEI should be 20.99%.		
<b>Sub-total</b>		<b>35%</b>				-		<b>20.91%</b>				
<b>STAKEHOLDERS</b>	<b>SO 3 Achieve Stakeholders Satisfaction</b>											
	SM 6	Percentage of Satisfied Customers	Total number of respondents who gave a rating of at least Satisfactory / Total number of respondents	10%	Actual / Target x Weight  <i>0% = If less than 80%</i>	90%	91.18% of the respondents gave a rating of Highly Satisfied and Very Highly Satisfied	-	91.18% of the respondents gave a rating of Highly Satisfied and Very Highly Satisfied (31 out of 34)	10%	<ul style="list-style-type: none"> <li>•Customer Satisfaction Survey by the Saint Louis College dated January 2019</li> <li>•MOA between PPMC and Saint Louis College on the conduct of Survey for 2018 dated 10 Dec 2018</li> <li>•Certificate on the completion of survey issued by PPMC to Saint Louis College</li> <li>•Copy of accomplished Questionnaires</li> </ul>	Acceptable. Target met.
	<b>Sub-total</b>		<b>10%</b>							<b>10%</b>		

Validation Result of 2018 Performance Scorecard (Annex A)

Component		Rating Scale	Target	Submission		GCG Validation		Supporting Documents	GCG Remarks		
Objective / Measure	Formula		Weight	2018	Actual	Rating <sup>1</sup>	Score			Rating	
INTERNAL PROCESS	SO 4	Streamline Frontline Services									
	SM 7	Percentage of Requests Processed within Applicable Processing Time <sup>3</sup>	Number of requests processed within applicable processing time / Total number of requests processed in the year	10%	Actual / Target x Weight <i>0% = if less than 90%</i>	100%	95.56% of requests processed within the applicable time <sup>4</sup> :	-	88.64%	0%	<ul style="list-style-type: none"> <li>•Summary of Permits Processed for 2018</li> <li>•Logbook</li> <li>•Internal Form on Complete Requirements</li> <li>•Certificate of Registration</li> <li>•Certificate of Accreditation</li> <li>•Permits to Operate</li> </ul> <p>The GCG-validated accomplishment was based on the GCG's finding that only 39 out of the 44 total applications were processed on time. It was noted during the time of the evaluation by the PCEO, or his/her alternate, in the processing of Certificate of Registration (CoR) for the renewal of Registration Certificate, was excluded by PPMC in the computation of turnaround time. Thus, the same was included by the GCG in the computation.</p> <p>With the validated actual performance of 88.64% which is below the acceptable threshold of 90%, no rating was given for this measure.</p>
	<b>Sub-total</b>		<b>10%</b>					-		<b>0%</b>	

<sup>3</sup> Applicable processing time are as follows: Start-up Business Registration – 17 working days (w.d.); Renewal of Registration Certificate – 2.5 w.d.; Renewal of Permit to Operate – 4 hours; and, Issuance of Building Permit – 11 w.d.

<sup>4</sup> Start-up Business: 0/2 applications; Renewal of Registration Certificate: 5/5 applications; Renewal of Permit to Operate: 33/33 applications; Issuance of Building Permit: 5/5 applications;

Validation Result of 2018 Performance Scorecard (Annex A)

Component		Rating Scale	Target 2018	Submission		GCG Validation		Supporting Documents	GCG Remarks		
Objective / Measure	Formula			Weight	Actual	Rating <sup>1</sup>	Score			Rating	
<b>SO 5 Institutionalize a Quality Management System</b>											
SM 8	Attain ISO Certification	Actual accomplishment	5%	All or Nothing	Certification under ISO 9001:2015 Standards	ISO 9001:2015 Certification	-	ISO 9001:2015 Certification	5%	•ISO Certificate	Acceptable. Target met.
<b>SO 6 Develop a Professional, Competent and Motivated Workforce</b>											
SM 9	Percentage of Employees Meeting Required Competencies	Number of employees meeting required competencies / Total number of employees	5%	All or Nothing	Improve Competency Baseline	Improve competency baseline to 4.10 out of 5.00	-	Percentage of employees declined from 98% in 2017 to 96% in 2018.	0%	<ul style="list-style-type: none"> <li>•Job and Competency Analysis report for 2018 and 2017</li> <li>•Accomplished assessment forms per employee</li> <li>•Summary of Trainings conducted</li> </ul>	<p>Validated actual pertains to the number of employees meeting the required competencies out of the total number of employees.</p> <p>Based on the 2017 and 2018 Job and Competency Analysis Reports submitted by PPMC, it was determined that 54 out of 55 employees or 98% and 53 out of 55 employees or 96% met the required competencies in 2017 and 2018, respectively.</p>
<b>SO 7 Automate Key Processes</b>											
SM 10	Implementation of IT-based System for Key Processes	Actual accomplishment	5%	All or Nothing	Automation of Issuance of Permit to Bring in and Bring out	Automated Trade System composed of five (5) permit	-	Automated Trade System composed of five (5) permit	5%	•Memorandum to Concerned PPFZ Registered Enterprises (locators) dated	Acceptable. Aside from accomplishing its target, PPMC also launched additional 3 automated processes, namely: Electronic Transit

LEARNING AND DEVELOPMENT

Validation Result of 2018 Performance Scorecard (Annex A)

Component			Rating Scale	Target	Submission		GCG Validation		Supporting Documents	GCG Remarks
Objective / Measure	Formula	Weight		2018	Actual	Rating <sup>1</sup>	Score	Rating		
					processes: Import, Export, Bring-In, Bring-Out, and Gate Pass		processes: Import, Export, Bring-In, Bring-Out, and Gate Pass		17 Dec 2018 re PPMC Automated Trade System Implementation <ul style="list-style-type: none"> <li>• Samples of system-generated reports</li> <li>• Customer-Acceptance Form dated 03 December 2018</li> </ul>	Admission Permits System (ETAPS), Automated Export Declaration System (AEDS), and Gate Pass Automated Trade System
<b>Sub-total</b>		<b>15%</b>				-		<b>10%</b>		
<b>TOTAL</b>		<b>100%</b>				-		<b>55.91%</b>		

1-