

FOOD TERMINAL INCORPORATED

Component					Baseline			Target	
	Objective/ Measure	Formula	Wt.	Rating System	2016	2017	2018	2019	
STAKEHOLDERS	SO 1	Operationalized RFTs at Strategic Locations in the Philippines that will Support Local Farmers/Cooperatives							
	SM 1	Number of Regional Food Terminals Operationalized	Actual Accomplishment (Milestone)	15%	Actual over Target	N/A	N/A	N/A	1. Business Model and Business Plans 2. Pre-Feasibility Study 3. Benchmarking 4. Pilot of RFT Business Model
	SO 2	Quality Services Provided, Continually Improved, and Sustained							
	SM 2	Percentage of Satisfied Customers	Number of respondents which gave at least a Satisfactory rating / Total number of respondents	10%	Actual over Target 0% = If less than 80%	75%	80%	85%	90%
		<i>Sub-total</i>	25%						
FINANCE	SO 3	Financial Resources Ensured and Organizational Financial Viability Sustained							
	SM 3	Return on Assets (ROA)	Net Income/ Total Assets Employed	12%	Actual over Target	₱1.74M/ ₱7.41B 2.35%	₱1.93 B/ ₱8.74B 22.08%	₱130.8 M/ ₱7,820M 1.67%	₱101.827 M / ₱7,919.298 M 1.28%

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	SM 4	Amount of dividends remitted to the National Government	Amount of dividends remitted	13%	Actual over Target	₱62.029 M	₱87.270	₱963.798 M	₱50.913 M
	<i>Sub-total</i>			25%					
INTERNAL PROCESS	SO 4	Organizational Assets Utilized and Managed Optimally							
	SM 5	Occupancy Rate	Total Leased Area over Total Leasable Area	20%	Actual over Target	82%	82%	75%	81%
	SM 6	Percentage of Modular Cold Chain Equipment Operational	Milestone	15%	All or Nothing	-	-	-	Complete Installation
	SO 5	Establish Optimal Impact on Provincial Economy of Potential RFTs							
		<i>Sub-total</i>			35%				

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LEARNING AND GROWTH	SO 6	Business Operations are Standards-Compliant							
	SM 7	ISO 9001:2015 Certification	Milestone	10%	All or Nothing	-	-	-	ISO Certified (Contract Management)
	SO 7	Organizational Capacity, Capability & Competency Improved							
	SM 8	Percentage of employees with required competencies met	Milestone	5%	All or Nothing	-	-	-	Development of Competency Framework and Model for Existing Positions
			15%						
		TOTAL	100%						