

**PORO POINT MANAGEMENT CORPORATION (PPMC)
Performance Scorecard Evaluation**

Component		Rating Scale	Target	Submission		GCG Validation		Supporting Documents	GCG Remarks		
				Objective / Measure	Formula	Wt.	2017			Actual	Rating
SOCIAL IMPACT	SO 1	Increased Economic Activity Within the Poro Point Freeport Zone in Pursuit of Inclusive Growth									
	SM 1	Number of New Locators or Projects Signed Meeting Best Use Criteria	Actual number of locators signed meeting the best-use criteria / Total number of locators signed for the year	10.00%	Actual / Target x Weight	3 Locators	2 Locators (Adeline's House of Food & Beverage, and JS Union Oils & Trading, Inc.)	6.67%	2 Locators (Adeline's House of Food & Beverage, and JS Union Oils & Trading, Inc.)	6.67%	<ul style="list-style-type: none"> • Copy of PPMC and Adeline's House of Food & Beverage Contract of Lease • Copy of PPMC and JS Union Oils & Trading, Inc. Contract of Lease • Copy of the third-party appraisal report • Copy of Appraisal Report on PPFZ by Asian Appraisal

1-

Appeal for Reconsideration of the Validation Result of 2017 Performance Scorecard (Annex A)

Component			Rating Scale	Target 2017	Submission		GCG Validation		Supporting Documents	GCG Remarks
Objective / Measure	Formula	Wt.			Actual	Rating	Score	Rating		
SM 2	Actual Investment in the Freeport Zone	Actual cumulative investment of all locators inside the PPFZ as of December 31, 2017 / Total target investment x 100 x Weight	15.00%	Additional ₱300 Million (Total – ₱2.75 Billion)	Total – ₱3.42 Billion	15.00%	Additional ₱974 Million (Total – ₱3.42 Billion)	15.00%	<ul style="list-style-type: none"> Summary of Investment per Locator per Year (sgd. by VP for Regulatory Services) 	PPMC exceeded the target. 98.06% of the additional investment is attributable to Thunderbird Pilipinas Hotels and Resort, Inc.
SM 3	Percent of Locators Complied with Employment Commitment (Includes Existing)	Actual number of locators complied with the above 110% employment commitment / Total number of locators with employment commitment x 100 x Weight	5.00%	Actual / Target x Weight	100%	100%	100%	5.00%	<ul style="list-style-type: none"> List of Existing Locators with Employment Commitment (sgd. by VP for HR Admin) Certification from PPIC Reports on Employment from Thunderbird, PPMEC, and ZOOP 3s 	Acceptable.
Sub-total			30.00%			26.67%		26.67%		

A

Appeal for Reconsideration of the Validation Result of 2017 Performance Scorecard (Annex A)

	Component			Rating Scale	Target 2017	Submission		GCG Validation		Supporting Documents	GCG Remarks	
	Objective / Measure	Formula	Wt.			Actual	Rating	Score	Rating			
FINANCIAL	SO 2 Increased Operating Profitability											
	SM 4	Actual Zone Revenue	Actual Zone Revenue for the year / Target Zone Revenue x 100 x Weight	15.00%	If the actual zone revenue is: ≥ ₱87 Million: Actual / Target x Weight < ₱87 Million: 0.0%	₱97 Million	₱101.25 Million	15.00%	₱101.25 Million	15.00%	<ul style="list-style-type: none"> • 2017 COA Audit Report • Schedule of Actual Zone Revenues (sgd. by Finance Manager) 	PPMC exceeded the target. Revenue was verified using the 2017 COA Audit Report. The top contributor was the Thunderbird Philipinas Hotels and Resort, Inc., sharing at 52.88%.
	SM 5	Airport Revenue Collection Efficiency	Actual Collection / Total Airport Collection x 100 x Weight	20.00%	Actual / Target x Weight	85%	95.82%	20.00%	95.82%	20.00%	<ul style="list-style-type: none"> • Schedule of Airport Revenue Collection Efficiency (sgd. by Finance Manager) • Copies of Official Receipts 	PPMC exceeded the target.
	Sub-total			35.00%				35.00%		35.00%		
STAKEHOLDERS	SO 3 Achieved Stakeholders Satisfaction											
	SM 6	Percent of Stakeholders who Rated PPMC with Highly Satisfied and Very Highly Satisfied	Number of stakeholders who rated Highly Satisfied and Very Highly Satisfied /	10.00%	Actual / Target x Weight	90% of the respondents which gave a rating of Highly Satisfied and	83.87% of the respondents gave a rating of Highly Satisfied and	9.32%	83.87% of the respondents gave a rating of Highly Satisfied and Very Highly Satisfied	9.32%	<ul style="list-style-type: none"> • Stakeholder Satisfaction Survey report by Saint Louis college 	Acceptable.

A

Appeal for Reconsideration of the Validation Result of 2017 Performance Scorecard (Annex A)

Component		Rating Scale	Target	Submission		GCG Validation		Supporting Documents	GCG Remarks		
Objective / Measure	Formula			Wt.	2017	Actual	Rating			Score	Rating
		Total number of stakeholders surveyed		Very Highly Satisfied ¹	Very Highly Satisfied (52 out of 62 respondents)		(52 out of 62 respondents)		<ul style="list-style-type: none"> • Directory of Respondents • Copy of MOA between St. Louis and PPMC on conduct of survey 		
Sub-total		10.00%				9.32%		9.32%			
INTERNAL PROCESS	SO 4 Streamline Frontline Services										
	SM 7	Percentage of Requests Processed within the Applicable Time	Request processed within the applicable time / Total number of requests	10.00%	Actual / Target x Weight	100% of requests processed within the applicable time: <i>Start-up Business: 0 days;</i> <i>Renewal of Registration Certificate: 2.5 days;</i> <i>Renewal of Permit to Operate: 4 hours;</i> <i>Issuance of Building Permit: 11 days;</i>	100% of requests processed within the applicable time: <i>Start-up Business: 0 applications;</i> <i>Renewal of Registration Certificate: 6/6 applications;</i> <i>Renewal of Permit to Operate: 41/41 applications;</i> <i>Issuance of Building Permit: 5/5 applications;</i>	10.00%	94.23% of requests processed within the applicable time	9.42%	<ul style="list-style-type: none"> • Summary of Permits Processed for 2017 • Internal Form on Complete Requirements • Certificate of Registration • Certificate of Accreditation • Permits to Operate • Copy of logbook signed by the locator on the receipt of issued permit or license

¹ Equivalent to the upper two-boxes (4 and 5 rating) in a 5-point rating scale.

1-

Appeal for Reconsideration of the Validation Result of 2017 Performance Scorecard (Annex A)

Component		Rating Scale	Target 2017	Submission		GCG Validation		Supporting Documents	GCG Remarks			
				Objective / Measure	Formula	Wt.	Actual			Rating	Score	Rating
									payment of fee by the applicant in the processing of Building Permit. Note that the measure pertains to processing time and not manhours or hours spent by personnel working on a given application. In line with this, the reported actual performance of PPMC is revised to 94.23% of requests processed within applicable processing time.			
Sub-total				10.00%			10.00%		9.42%			
LEARNING AND GROWTH	SO 5	Institutionalize a Quality Management System										
	SM 8	ISO Certification from a Certifying Body	Upgrading of Quality Management System to ISO 9001:2015	5.00%	All or Nothing	Readiness for ISO 9001:2015 Certification	Passes Gap Assessment for ISO 9001:2015 Certification	5.00%	Readiness for ISO 9001:2015 Certification	5.00%	<ul style="list-style-type: none"> •Confirmation Letter from TUV Rheinland on the conduct of Gap Assessment •Gap Assessment Report from TUV Rheinland 	Target met. The Gap Assessment Report concluded that PPMC is generally conformant to the requirements of ISO 9001:2015.
	SO 6	Develop a Professional, Competent and Motivated Workforce										
	SM 9	Implementation of the Competency-Based Framework	Based on the result of assessment	5.00%	All or Nothing	Establish Organizational Competency Baseline	Established Organizational Baseline (4.06)	5.00%	Established Organizational Baseline of 4.06 out of 5.00	5.00%	<ul style="list-style-type: none"> •Job and Competency Analysis 2017 report •Accomplished assessment forms per employee 	Acceptable.

1-

Appeal for Reconsideration of the Validation Result of 2017 Performance Scorecard (Annex A)

Component			Wt.	Rating Scale	Target 2017	Submission		GCG Validation		Supporting Documents	GCG Remarks
Objective / Measure	Formula	Actual				Rating	Score	Rating			
SO 7	Automate Key Processes										
SM 10	Creation of IT-Based System for Key Processes	The automated system is established and in place	5.00%	All or Nothing	Automation of Import and Export Permit System	Award of Contract was approved by PPMC Board	0.00%	None	0.00%	•None	Target not met.
	Sub-total		15.00%				10.00%		10.00%		
	TOTAL		100.00%				90.99%		90.41%		

1