

FOOD TERMINAL, INC. (FTI)
Validated 2022 Performance Scorecard

Component		Target		GOCC Submission		GCG Validation		Supporting Documents	Remarks	
										Objective/Measure
STAKEHOLDERS	SO 1	Operationalized RFTs at Strategic Location in the Philippines that will Support Local Farmers/Cooperatives								
	SM 1	Regional Food Terminals (RFTs) Established								
	a. RFT – Cebu	Milestone	7%	Turnover and Acceptance of the Structure and Refrigerated Vans	-	-	Turnover and Acceptance of Refrigerated Vans	3.50%	<ul style="list-style-type: none"> • Certificate of Turn Over and Acceptance dated 28 April 2022 • Certificate of Completion of RCVs dated 02 May 2022 • Report regarding the failure of Hexamindz Corporation to complete the infrastructure project and corresponding supporting documents 	<p>For the refrigerated container vans (RCVs), based on the Certificate of Turn Over and Acceptance from All Certified Equipment Trading Corp. (ACETC) to FTI dated 28 April 2022, and the Certificate of Completion from FTI dated 02 May 2022, ACETC satisfactorily completed the supply of four (4) units of Energy Efficient RCVs.</p> <p>For the structure, however, only 28.95% of the project was completed as of end of 2022.</p>

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	b. RFT – Davao	Milestone	7%	Turnover and Acceptance of the Structure and Refrigerated Vans	Structure and Refrigerated Vans Turned Over and Accepted	7%	Structure and Refrigerated Vans Turned Over and Accepted	7%	<ul style="list-style-type: none"> • Certificate of Operationalization dated 20 October 2022 • Certificate of Turn Over and Acceptance dated 14 June 2022 	<p>Based on the Certificate from the City Agriculturist's Office of the City Government of Davao, the Davao Food Terminal Complex (DFCT), located at Brgy. Daliao, Davao City, opened and started its operation on 18 October 2022.</p> <p>Further, based on the Certificate of Turn Over from ACETC to FTI dated 14 June 2022 and the Certificate of Turn Over and Acceptance from FTI to the City Agriculturist Office dated 14 June 2022, the supply and installation of four (4) units of 40-footer RCVs and accessories were satisfactorily completed.</p>
	c. RFT- Pangasinan	Milestone	6%	Commence Construction	Project was relocated to Lingayen, Pangasinan	2.15%	Project was relocated to Lingayen, Pangasinan	0%	<ul style="list-style-type: none"> • Corporate Secretary's Certificate for Board Resolution dated 21 July 2022 Declaring RFT-Sual as Failure and Approving Lingayen, Pangasinan as Alternative Site • Minutes of Special Session of Sangguniang Bayan of Lingayen, Pangasinan 	<p>The project was relocated to Lingayen, Pangasinan due to the ₱500 Million redevelopment of the Sual wharf and pier by the Philippine Fisheries Development Authority (PFDA). The FTI Board of Directors resolved to declare a 2nd failure of bidding for the project.</p> <p>Such a circumstance could have been reasonably foreseen had FTI conducted a feasibility study prior to the bidding of the project. As noted in its submitted timeline, FTI targeted to commence the construction of the project in October 2022, which is before the scheduled</p>

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STAKEHOLDERS									<ul style="list-style-type: none"> Memorandum of Understanding (MOU) signed by FTI and LGU-Lingayen, Pangasinan Tentative Bidding Schedule for RFT-Lingayen, Pangasinan Invitation to Bid Abstract of Bids 	conduct of the pre-feasibility study on November 2022. Thus, FTI failed to achieve its target.	
	d. RFT-Leyte/Samar	Milestone	5%	Commence Pre-Feasibility Study	Feasibility Study conducted by Baybay City LGU	5%	Feasibility Study conducted by Baybay City LGU	5%	<ul style="list-style-type: none"> Feasibility Study 	The City of Baybay, Leyte – Local Government Unit, in partnership with FTI, conducted a feasibility study for the establishment of a cold storage facility.	
	SO 2	Quality Services Provided, Continually Improved and Sustained									
	SM 2	Percentage of Satisfied Customers	Number of respondents who gave at least a <i>Satisfactory</i> rating / Total number of respondents	10%	90%	85.71%	9.52%	85.71%	9.52%	<ul style="list-style-type: none"> 2022 Customer Satisfaction Survey Raw data of the responses (personal information redacted) 	36 of 42 (85.71%) respondents were satisfied with FTI's services.
		Sub-total	35%			23.67%		25.02%			

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FINANCE	SO 3	Financial Resources Ensured and Organizational Financial Viability Sustained																																	
	SM 3	Net Income	Absolute amount	15%	₱125.114M	₱166.613M	15%	₱166.613M	15%	<ul style="list-style-type: none"> 2022 FTI Commission on Audit (COA) Annual Audit Report 2022 Income Statement as submitted to COA 																									
<p>The breakdown of the net income as of 2022 amounting to ₱166,613,461 is as follows (in thousand pesos):</p> <table border="1"> <thead> <tr> <th>Particulars</th> <th>Amount</th> </tr> </thead> <tbody> <tr> <td>Business Income</td> <td>304.106</td> </tr> <tr> <td>Service Income</td> <td>20.190</td> </tr> <tr> <td>Other Non-operating Income</td> <td>39.380</td> </tr> <tr> <td>Total Income</td> <td>363.676</td> </tr> <tr> <td>PS</td> <td>46.995</td> </tr> <tr> <td>MOOE</td> <td>78.373</td> </tr> <tr> <td>Financial Expenses</td> <td>0.576</td> </tr> <tr> <td>Non-cash Expenses</td> <td>24.074</td> </tr> <tr> <td>Total Expenses</td> <td>150.018</td> </tr> <tr> <td>Net Income before Tax</td> <td>213.658</td> </tr> <tr> <td>Income Tax</td> <td>47.045</td> </tr> <tr> <td>Net Income after Tax</td> <td>166.613</td> </tr> </tbody> </table>										Particulars	Amount	Business Income	304.106	Service Income	20.190	Other Non-operating Income	39.380	Total Income	363.676	PS	46.995	MOOE	78.373	Financial Expenses	0.576	Non-cash Expenses	24.074	Total Expenses	150.018	Net Income before Tax	213.658	Income Tax	47.045	Net Income after Tax	166.613
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FINANCE	SM 4	Collection Efficiency																					
	a. Current	Total Collection / Total Receivable	7.5%	92%	94.34%	7.50%	95.04%	7.50%	<ul style="list-style-type: none"> Collection Efficiency Schedule for 2022 signed by responsible officer <table border="1"> <tr> <td>Receivable</td> <td>385,467,737.47</td> </tr> <tr> <td>Collection</td> <td>366,349,641.23</td> </tr> </table>	Receivable	385,467,737.47	Collection	366,349,641.23										
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b. Arrears	Total Collection / Total Receivable	7.5%	51%	2.13%	0.19%	37.80%	5.56%	<ul style="list-style-type: none"> Collection Efficiency Schedule for 2022 signed by responsible officer <table border="1"> <tr> <td>Receivable</td> <td>35,519,139.47</td> </tr> <tr> <td>Collection</td> <td>13,425,005.47</td> </tr> </table>	Receivable	35,519,139.47	Collection	13,425,005.47											
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SM 5	Budget Utilization Rate: Disbursement of Internally-Generated Funds	Total disbursement from IGF over Total COB from IGF [both net of PS cost]	10%	90%	51.97%	5.77%	39.95%	4.44%	<ul style="list-style-type: none"> 2022 COA Annual Audit Report FTI 2022 COB <table border="1"> <tr> <th>Particulars</th> <th>Amount</th> </tr> <tr> <td>MOOE</td> <td>78,372,646</td> </tr> <tr> <td>Financial Expenses</td> <td>575,817</td> </tr> <tr> <td>CAPEX</td> <td>77,529,239</td> </tr> <tr> <td>Total Disbursement</td> <td>156,477,702</td> </tr> <tr> <td>COB</td> <td>391,670,000</td> </tr> <tr> <td>BUR</td> <td>39.95%</td> </tr> </table>	Particulars	Amount	MOOE	78,372,646	Financial Expenses	575,817	CAPEX	77,529,239	Total Disbursement	156,477,702	COB	391,670,000	BUR	39.95%
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Subtotal		40%			28.46%		32.50%																

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INTERNAL PROCESS																																						
SO 4	Organizational Assets Utilized and Managed Optimally																																					
SM 6	Utilization Rate of Modular Cold Chain Equipment	Average Monthly Utilization of Installed MCCE	10%	100%	8 out 8 (100%)	10%	65.63%	6.56%	<ul style="list-style-type: none"> Utilization Report of MCCEs Sample statement of accounts 	<p>The summary of the utilization rate of MCCE per month is provided below:</p> <table border="1"> <thead> <tr> <th>Month</th> <th>Utilization</th> </tr> </thead> <tbody> <tr><td>January</td><td>4 out of 8</td></tr> <tr><td>February</td><td>4 out of 8</td></tr> <tr><td>March</td><td>4 out of 8</td></tr> <tr><td>April</td><td>8 out of 8</td></tr> <tr><td>May</td><td>8 out of 8</td></tr> <tr><td>June</td><td>4 out of 8</td></tr> <tr><td>July</td><td>3 out of 8</td></tr> <tr><td>August</td><td>2 out of 8</td></tr> <tr><td>September</td><td>5 out of 8</td></tr> <tr><td>October</td><td>5 out of 8</td></tr> <tr><td>November</td><td>8 out of 8</td></tr> <tr><td>December</td><td>8 out of 8</td></tr> <tr><td>TOTAL</td><td>63/96 = 65.63%</td></tr> </tbody> </table> <p>The eight (8) MCCEs measured for the utilization rate are those available for leasing. Three (3) RCVs belonging to DA and three (3) backups were excluded. Backups are only considered during the months they were operated as a replacement from the main MCCEs.</p>	Month	Utilization	January	4 out of 8	February	4 out of 8	March	4 out of 8	April	8 out of 8	May	8 out of 8	June	4 out of 8	July	3 out of 8	August	2 out of 8	September	5 out of 8	October	5 out of 8	November	8 out of 8	December	8 out of 8	TOTAL	63/96 = 65.63%
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SO 5	Establishment Optimal Impact on Provincial Economy of Potential RFTs																																					
	<i>Sub-total</i>		10%			10%		6.56%																														

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LEARNING AND GROWTH	SO 6	Business Operations are Standards-Compliant									
	SM 7	ISO 9001:2015 Certification	Milestone	7.5%	ISO Certified (Provision of Leased Properties)	Ongoing Updating of Processes	1%	No ISO Certification	0%	<ul style="list-style-type: none"> FTI Certification Endorsement as of 13 March 2023 	For 2022, FTI failed to obtain an ISO Certification on the Provision of Leased Properties.
	Subtotal			7.5%			1%		0%		
	SO 6	Organizational Capacity, Capability, and Competency Improved									
	SM 8	Percentage of Personnel with Required Competencies Met	Number of incumbents meeting required competencies over Number of Plantilla	7.5%	Establish baseline	Competency modeling and profiling; and List of training and seminars as of 2022	1.88%	Failed to establish baseline	0%	<ul style="list-style-type: none"> Presentation of competency modeling and profiling List of 2022 training and seminars 	For 2022, FTI failed to establish the baseline of its employees.
	Subtotal			7.5%			1.88%		0%		
	TOTAL			100%			65.01%		64.08%		