

PORO POINT MANAGEMENT CORPORATION (PPMC)

Component					Baseline Data		Target		
Objective/Measure		Formula	Weight	Rating System	2020	2021	2022	2023	
SOCIAL IMPACT	SO 1	Increase Economic Activity Within the Poro Point Freeport Zone							
	SM 1	Number of New Locators and Developmental Projects	Absolute Number	15%	(Actual / Target) x Weight	1. Approval of the PPMC Board Through Board Resolution No. 2020-11-136 the Commercialization of the Soiltech Private Pier; Classifying the Soiltech Private Pier from Non-Commercial Private Port to Commercial Private Port 2. Signed Contract of Lease with JS Union Oils and Trading Inc. (New Area and Renewal) as Approved by the Board Through Board Resolution No. 2020-12-146	Signed Contract/ Agreement for the Lease of the New Aviation Fuel Sheds: 1. Contract of Lease with Omni Aviation Corporation (1 Room) 2. Contract of Lease with Leading Edge International Aviation, Academy, Inc. (3 Rooms)	1. Two (2) Locators (1 Baywalk Locator and 1 Mixed-Use Area or Airport Locator) 2. Signed Contract/ Agreement for the Lease of the New Aviation Fuel Shed	Four (4) Locators
	SM 2	Actual Investment in the Poro Point Freeport Zone	Absolute Amount	10%	(Actual / Target) x Weight	₱364.95 Million	₱3.08 Million	₱77.687 Million	₱55 Million
		Sub-total		25%					

2023 Performance Scorecard (Annex B)

Component					Baseline Data		Target		
Objective/Measure		Formula	Weight	Rating System	2020	2021	2022	2023	
FINANCIAL	SO 2	Increase Operating Profitability							
	SM 3	Actual Zone Revenue	Absolute Number	10%	(Actual / Target) x Weight	₱89.58 Million	₱87.71 Million	₱102.13 Million	₱110.94 Million
	SM 4a	Airport Revenue Collection Effectiveness Index	(Beginning Receivables + Monthly Credit Sales – End Total Receivables) /	2.5%	(Actual / Target) x Weight	-	71.73%	90%	90%
	SM 4b	Seaport (Soiltech Pier) Revenue Collection Effectiveness Index	(Beginning Receivables + Monthly Credit Sales – End Current Receivables) x 100	2.5%	(Actual / Target) x Weight	-	-	80%	80%
	SM 5	Zone Revenue Collection Efficiency	Actual Collection / Projected Total Zone Revenue for the Year	5%	(Actual / Target) x Weight	77%	72.79%	100%	90%
	SM 6	Disbursement Budget Utilization Rate	Total Disbursements / BCDA-Approved Corporate Operating Budget (Both Net of PS Cost)	5%	(Actual / Target) x Weight	-	-	90%	90%
		Sub-total		25%					

Component					Baseline Data		Target	
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CUSTOMER/STAKEHOLDER	SO 3	Improve Business Environment						
	SM 7	Implementation of Infrastructure Projects	Actual Accomplishment	10%	All or Nothing Per Deliverable	<p>Completed 75% of the Implementation of the Contract for the Construction of Various CAPEX Infrastructure Projects Within the Poro Point Freeport Zone:</p> <ol style="list-style-type: none"> 1. Construction of Drainage at the Poro Point Baywalk Commercial Strip 2. Construction of San Fernando Airport Fuel Shed 3. Relocation and Construction of PNP AVSEF Office and Quarters 	<p>Completed 4 Out of 6 Deliverables:</p> <ol style="list-style-type: none"> 1. Board-Approved Infrastructure Roadmap for the Development of PPFZ 2. Completed 100% Implementation of the Construction of Additional Rooms for the Administration Building 3. Construction of San Fernando Airport Runway Slope 4. Construction of Additional Drainage at the San Fernando Airport 	<ol style="list-style-type: none"> 1. Completed 100% Implementation of the Following Projects: <ol style="list-style-type: none"> a. Construction of San Fernando Airport Runway Slope Protection b. Construction of Additional Drainage at the San Fernando Airport c. Construction of Poro Point Baywalk Structure d. Improvement of the Crash Fire Gate with Access Road e. Construction of Ferry Port Terminal (Joint Implementa-

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							tion with BCDA) 2. Completed Public Bidding and Award of the Following Projects: a. Construction of Covered Parking and Extension of Fire Station Roofing b. Poro Point Freeport Zone Water Connectivity (Interim) Project	Zone Water Connectivity Project (Water Receiving Station and Water Distribution System to Leased Areas)
SO 4	Achieve Stakeholders' Satisfaction							
SM 8	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 If Less Than 80% = 0%	PPMC Failed to Adhere to the Enhanced Standard Methodology and Use of Prescribed Questionnaire for 2020	90%	90%	90%
	Sub-total		20%					

2023 Performance Scorecard (Annex B)

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INTERNAL PROCESSES	SO 5	Streamline Services Provided							
	SM 9	Percentage of Requests Processed Within Applicable Processing Time	Total Number of Requests Processed Within Applicable Processing Time / Total Number of Requests Processed for the Year	10%	(Actual / Target) x Weight	89.65% 1,368 out of 1,526 Applications Received were Processed Within the Applicable Processing Time	98.68% 1,872 out of 1,897 Applications Received were Processed Within the Applicable Processing Time	100%	100%
	Sub-total			10%					
ORGANIZATION/LEARNING AND GROWTH	SO 6	Institutionalize a Quality Management System and Environmental Management System							
	SM 10	Attain ISO Certification	Actual Accomplishment	5%	All or Nothing	ISO 9001:2015 Retained	ISO 9001:2015 Recertification	ISO 9001:2015 Recertification Retained	Maintenance of ISO 9001:2015 Certification
			Actual Accomplishment	5%	All or Nothing	PPMC Board Approved the Terms of Reference (TOR) for Consulting Services for Environmental Management System (EMS) Training	Kick-Off Meeting with Third-Party Provider as of 24 November 2021	Complete EMS Documentation and Readiness Certificate	Attainment of ISO 14001:2015 Certification

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SO 7	Develop a Competent and Motivated Workforce							
SM 11	Percentage of Employees Meeting Required Competencies	Competency Baseline ¹ 2023 – Competency Baseline 2022	5%	All or Nothing	No Reported Accomplishment	Competency Baseline Was Not Established	Improve the Competency Baseline of the Organization	Improve the Competency Baseline of the Organization
SO 8	Automate Key Processes							
SM 12	Implementation of IT-Based System for Key Processes	Actual Accomplishment	5%	All or Nothing	No Reported Accomplishment	Billing and Collection System Implemented	Permit and Licensing System Submission of PPMC Information System Strategic Plan (ISSP) for 2023-2027 to Department of Information and Communications Technology (DICT) (With Acknowledgment Receipt from DICT)	100% Attainment of the 2023 ISSP Deliverables
	Sub-total		20%					
	TOTAL		100%					

¹ The competency baseline of the organization shall pertain to the average percentage of required competencies met which can be computed using the following formula:

$$\frac{\sum_{b=1}^B \left[\frac{\sum_{a=1}^A (\text{Actual Competency Level})}{A} \right]}{B}$$

where: a = Competency required, A = Total number of competencies required of position, b = Personnel profiled, B = Total number of personnel profiled