

2018 PERFORMANCE SCORECARD (ANNEX B)

PORO POINT MANAGEMENT CORPORATION

Component					Baseline Data		Target		
	Objective/Measure	Formula	Weight	Rating System	2015	2016	2017	2018	
SOCIAL IMPACT	SO 1	Increase Economic Activity within the Poro Point Freeport Zone							
	SM 1	Number of New Locators Meeting Best Use Criteria or New Developmental Projects Signed	Absolute number	10%	(Actual/Target) x Weight	3	0	3	4
	SM 2	Actual Investment in the PPFZ	Absolute amount	15%	(Actual/Target) x Weight 0% = If less than ₱249.9 Million	Additional ₱130 Million	Additional ₱450 Million	Additional ₱300 Million	Additional ₱450 Million
	SM 3	Actual Number of Jobs Generated within the PPFZ	Absolute number	5%	(Actual/Target) x Weight	-	-	-	853
		Sub-total		30%					
FINANCIAL	SO 2	Increase Operating Profitability							
	SM 4	Actual Zone Revenue	Absolute number	20%	(Actual/Target) x Weight 0% = If less than ₱87 Million	₱83 Million	₱87 Million	₱97 Million	₱111.88 Million
	SM 5	Airport Fees Collection Effectiveness Index (CEI)	(Beg. Receivables + Monthly Credit Sales ¹ - End Total Receivables) / (Beg Receivables + Monthly Credit Sales)	15%	(Actual/Target) x Weight	-	-	-	80%

¹ Monthly credit sales = Total Credit Sales / no. of months

Component					Baseline Data		Target		
	Objective/Measure	Formula	Weight	Rating System	2015	2016	2017	2018	
		- End Current Receivables) x 100							
	Sub-total		35%						
STAKEHOLDERS	SO 3	Achieve Stakeholders Satisfaction							
	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 0% = If less than 80%	-	77%	90%)	90%
		Sub-total		10%					
INTERNAL PROCESS	SO 4	Streamline Frontline Services							
	SM 7	Percentage of Requests Processed within Applicable Processing Time ²	Number of requests processed within applicable processing time / Total number of requests processed in the year	10%	(Actual/Target) x Weight 0% = If less than 90%	-	-	100%	100%
		Sub-total		10%					

² 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.

A-

	Component				Baseline Data		Target		
	Objective/Measure	Formula	Weight	Rating System	2015	2016	2017	2018	
LEARNING AND GROWTH	SO 5	Institutionalize a Quality Management System							
	SM 8	Attain ISO Certification	Actual accomplishment	5 %	All or nothing	-	Passed Surveillance Audit	Readiness for ISO 9001:2015 Certification	Certification under ISO 9001:2015 Standards
	SO 6	Develop a Professional, Competent, and Motivated Workforce							
	SM 9	Percentage of Employees Meeting Required Competencies	Number of employees meeting required competencies / Total number of employees	5%	All or nothing	-	+0.50 Improvement from the Baseline (3.90 from 3.40)	Establish Organizational Competency Baseline	Improve Competency Baseline
	SO 7	Automate Key Processes							
	SM 10	Implementation of IT-based System for Key Processes	Actual accomplishment	5%	All or nothing	Automation of Document Tracking System	Automation of Disbursement System	Automation of Import and Export Permit System	Automation of Issuance of Permit to Bring in and Bring out
			Sub-total		15%				
		TOTAL		100%					

1