

PORO POINT MANAGEMENT CORPORATION

	Component				Target	Actual		
	Strategic Objective (SO)/ Strategic Measure(SM)	Formula	Weight	Rating System	Annual	1 st Quarter	1st Quarter	
Perspective 1	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	Actual Number	10%	Actual/Target x weight	4 locators/projects signed	-	2 locators/projects signed 1. Lemon Hub by Sunsai-Contract of Lease signed on March 16, 2018 2. Five M Food Park-Application approved on March 16, 2018
	SM 2	Actual Investment in the Poro Point Freeport Zone	Absolute amount	15%	Actual / Target x Weight	Additional PhP 450 Million	-	PhP 3,468,369,934.46
	SM 3	Actual Number of Jobs Generated within the PPFZ	Absolute Number	5%	Actual/Target x weight	853	-	Generated Eight Hundred Thirty Eight (838) jobs within the Poro Point Freeport Zone
	Sub-total			30%				
	SO 2 Increase Operating Profitability							
SM 4	Actual Zone Revenue	Absolute Number	20%	Actual/Target x weight 0%= if less than Php 87 million	PhP 111.88 Million	Php 24 Million	PhP 22,494,353.88	

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SM 5	Airport Fees Collection Effectiveness Index (CEI)	(Beg. Receivables + Monthly Credit Sales ¹ - End Total Receivables)/ (Beg Receivables + Monthly Credit Sales- End Current Receivables) x 100	15%	Actual/Target x weight	80%	80%	63%	
Sub-total			35%					
SO 3 Achieve Stakeholders Satisfaction								
Perspective 2	SM 6	Percentage of Satisfied Customers	Total number of respondents who gave a rating of at least Satisfactory/Tot al number of respondents	10%	Actual/Target x weight 0% = if less than 80%	90%	Review of TOR	Commenced with the preparation of Terms of Reference
	Sub-total			10%				

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Perspective 3	SO 4 Streamline Frontline Services							
	SM 7	Percentage of request processed within the applicable 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% of requests processed within the applicable time: Start-up Business Registration: 1 day 2 hours and 20 minutes Renewal of Registration Certificate: 6 hours and 15 minutes Renewal of Permit to Operate: 45 minutes Issuance of Building Permit: 10 calendar days 2 hours and 10 minutes	Start-up Business Registration= Zero (0) for the period 2 out of 2 applications=Certificate of Registration and Tax Exemption 15 out of 15 applications = permit to operate Renewal of Registration Certificate: 3 hours and 30 minutes Renewal of Permit to Operate: 20 minutes Issuance of Building Permit: 1- 2 calendar days 1-6 calendar days
	<i>Sub-total</i>			10%				

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Perspective 4	SO 5 Institutionalize a Quality Management System (ISO 9001:2008)							
	SM 8	Attain ISO Certification	Actual Accomplishment	5%	All or Nothing	Certification under ISO 9001:2015 Standards	Preparation and approval of TOR	Completed the Initial Terms of Reference for the Market Study
Perspective 5	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	Improve Competency Baseline	Implementation of HRD Program	Implemented five (5) Human Resource Development Interventions
	SO 7 Automate Key Processes							
	SM 10	Implementation of IT-Based system for key processes	Actual Accomplishment	5%	All or Nothing	Automation of Issuance of Permit to Bring In and Bring Out	Implementation of Automation of Tax Incentives Management and Transparency Act (TIMTA) Reporting	Contract of service awarded to Inter Commerce Network Services, Inc.
	<i>Sub-total</i>		15%					
	<i>TOTAL</i>		100%					