

SECRETARY'S CERTIFICATE

REPUBLIC OF THE PHILIPPINES) Sc.
BAGUIO CITY)

I, **TEDDY ESTEBAN F. RIGOROSO**, of legal age, married, with office address in Rigoroso Galindez Rabino Laron & Maristela Law Offices; 901 Fil Garcia Tower, 140 Kalayaan Avenue, Diliman, Quezon City, Metro Manila, Philippines, being the Corporate Secretary of the John Hay Management Corporation (JHMC), after having been duly sworn in accordance with law, hereby CERTIFY, that during the 285th Special Meeting of the JHMC Board of Directors held on 23 October 2023 in the Board Room, JHMC Office Building, Camp John Hay, Baguio City, where a quorum was present, upon motion made and duly seconded, the Board passed and approved the following resolution:

*John Hay Management Corporation
Board Resolution No. 2023-1023-189*

Resolve, as it is hereby **resolved**, that the **John Hay Management Corporation ("JHMC") Board of Directors** hereby **approves** the JHMC Performance Scorecard Monitoring Report for the Third Quarter of CY 2023; and

Resolved, finally, that this Resolution shall take effect immediately on 23 October 2023 and shall supersede all prior JHMC resolutions, instructions, memoranda, circulars, or instruments inconsistent herewith.

This certification is being issued subject to the final approval of the Minutes of the 23 October 2023 JHMC Board meeting.

OCT 24 2023
IN WITNESS WHEREOF, I have set my hand this ___ day of _____ 2023 in BAGUIO CITY

ATTY. TEDDY ESTEBAN F. RIGOROSO
Corporate Secretary

OCT 24 2023
SUBSCRIBED AND SWORN TO before me this ___ day of _____ 2023 in BAGUIO CITY
affiant exhibiting to me his IBP Identification Card No. 42240.

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Series of 2023

GRAY S. TAMBLAC
Notary Public for Baguio City
Notarial Commission No. **167-NC-22-R**
My Commission Expires on December 31, 2024
Roll No. 63487; 05-08-14; Manila
MCLE COMPLIANCE No. VII-0010149; 2-15-22
PTR No. 5953776; 01-03-2023; Baguio City
IBP P.R. No. 007200; 10-11-22; Baguio-Banguet Chapter

JOHN HAY MANAGEMENT CORPORATION
CY 2023 Performance Scorecard

Component						Target (2023)	January 01, 2023 to September 30, 2023 (as of 3rd Quarter)	
	Objective/ Measure		Formula	Weight	Rating System		Actual Accomplishment	Weight (%)
CUSTOMERS/STAKEHOLDERS & SOCIAL IMPACT	SO1	John Hay as a Premier Tourist and Investment Destination						
	SM 1	Number of New Locators or Development Projects Signed	Absolute Number	10%	(Actual/Target) x Weight	10	24	10
	SM 2	Number of Jobs Generated in JHSEZ	Total Number of Jobs Generated by Locators for the Year/ 12 months	10%	(Actual/Target) x Weight	5% increase from the 2022 GCG Validated Actual	6,053	9.70
						6,238		
	SM 3	Gross Sales of Business Enterprises Within the JHSEZ	Actual Amount	10%	(Actual/Target) x Weight	7.5% increase from the 2022 GCG Validated Actual	₱619,361,735.48	6.96
						₱889,250,750.00		
	Sub-total			30%				

Component						Target (2023)	January 01, 2023 to September 30, 2023 (as of 3rd Quarter)	
	Objective/ Measure		Formula	Weight	Rating System		Actual Accomplishment	Weight (%)
CUSTOMERS/STAKEHOLDERS & SOCIAL IMPACT	SO 2	Ensure Sustainable Multiple Use of Forest Watershed						
	SM4	Compliance to National Ambient Air Quality Standards on Particulate Matter 10 (PM10) Within the JHSEZ	Number of Tests Which Resulted in Good Air Quality (0-54µg/ncm)/Total Number of Tests Conducted	7.5%	All or Nothing	100% of Tests Resulted in Good Air Quality	100% tests resulted in Good Quality Seventy-seven (77) Ambient Air Monitoring conducted resulted to Good Air Quality.	7.50
	Sub-total			7.5%				
	SO 3	Enforce Efficient and Effective Regulation in the JHSEZ and JHRA						
	SM 5	Percentage of Satisfied Customers	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%	90%	The JHMC Board of Directors (BODs) approves the "Consulting Services Contract" for a Third Party to Conduct the JHMC Client Satisfaction Measurement 2023 in the total amount of Four Hundred Twenty-Five Thousand Pesos (PhP425,000.00).	0
	Sub-total			10%				

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Component						Target (2023)	January 01, 2023 to September 30, 2023 (as of 3rd Quarter)	
	Objective/ Measure	Formula	Weight	Rating System	Actual Accomplishment		Weight (%)	
FINANCIAL	SO 4	Increase JHMC Revenues to Attain Financial Viability						
	SM 6	Increase Internally Generated Revenue of JHMC	Actual Amount of Revenues Collections	10%	(Actual / Target) x Weight	₱ 16.5 M	₱15,616,604.78	9.46
	SM 7	Zone Revenue Collection Efficiency	Actual Collection / Total Zone Revenue Due for Collection (Excluding Advance Payments and Penalties Collected)	10%	(Actual / Target) x Weight	100%	71%	7.07
						₱68,796,499.37	₱48,616,997.35	
	SM 8	Disbursement Budget Utilization Rate	Total Disbursements/ BCDA - Approved Corporate Operating (COB) (Both Net of PS Cost)	5%	(Actual / Target) x Weight	90%	31.45%	1.75
	Sub-total			25%				

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Component						January 01, 2023 to September 30, 2023 3rd Quarter	
	Objective/ Measure	Formula	Weight	Rating System	Target (2023)	Actual Accomplishment	Weight (%)
INTERNAL PROCESS	SO 5	Improve Efficiency and Effectiveness of Process					
	SM 9	Percentage of Regulatory Permits for Business Enterprises Issued Within Applicable Processing Time	Number of Requests Processed Within Applicable Processing Time/ Total Number of Requests Received	7.5%	(Actual/Target) x Weight	100%	96.00%
						4,657 out of 4,851 Regulatory Permits for Business Enterprises were issued within applicable processing	7.20
	Sub-total			7.5%			
	SO 6	Establish and Maintain the Quality and Environmental Management System					
	SM 10	Maintenance of ISO 9001:2015 Certification	Actual Accomplishment	5%	All or Nothing	Pass the 2nd Year Surveillance Audit	Conducted the following: 1. Internal Quality Audit (IQA) and, 2. Management Review.
							0
	SM 11	Maintenance of ISO 14001:2015 Certification	Actual accomplishment	5%	All or Nothing	Pass the 2nd Year Surveillance Audit	Conducted the Internal Environmental Audit (IEA)
							0
	Sub-total			10%			
	SO 7	Improve Technology and Infrastructure Support					
	SM 12	Implementation of the Information System Strategic Plan (ISSP)	Actual Accomplishments	5%	All or Nothing	100% Accomplishment of the 2023 ISSP Deliverables	Start of the Bidding Process until approval of BAC Resolution Recommending Award was completed.
							0
	Sub-total			5%			

Component						Target (2023)	January 01, 2023 to September 30, 2023 (as of 3rd Quarter)	
	Objective/ Measure		Formula	Weight	Rating System		Actual Accomplishment	Weight (%)
LEARNING AND GROWTH	SO 8	Improve Knowledge and Skills, Professionalism and Career Development						
	SM 13	Percentage of Employees Meeting Required Competencies	Competency Baseline 2023 - Competency Baseline 2022	5%	All or Nothing	Improve Competency Baseline of the Organization	86 employees were provided trainings/development programs based on the approved CY 2023 Human Resource Development Program (HRDP). Thus, the said HRDP is continuously implemented.	0
	Sub-total			5%				
	TOTAL			100%				59.64

Prepared by:



LEA C. QUISOBEN-MAGUILAO

Corporate Planning Manager

Reviewed by:


JANE THERESA G. TABALINGCOS
Vice-President and Chief Operations Officer

Approved by:


PMGEN. RUENO G. IBAY, JR. (Ret.)
Acting Chairperson, Board of Directors


BEVERLEE O. GUNADEN

Corporate Planning Clerk


RONALD E. ZAMBRANO
Finance Manager


ALLAN R. GARCIA
President and Chief Executive Officer