

**Republic of the Philippines
Office of the President**

JHMC

JOHN HAY MANAGEMENT CORPORATION
a member of **The BCDA Group**

**BUSINESS DEVELOPMENT
COMMITTEE
REPORT**

CY 2016

I. JHMC Board Business Development Committee

The Business Development Committee has five members, to wit:

Chairperson: Catherine Mary R. Biazon

Members: Jamie Eloise M. Agbayani, M.D.
Emerito P. Manalo
Atty. Ceasar G. Oracion
Antonio H. Tengco

II. Committee Members' Responsibilities:

The Committee shall be responsible for the following:

1. Establish programs that can sustain its long term viability and strength, and to periodically evaluate and monitor the implementation of such policies and strategies of business plans. It shall also evaluate business proposals; and
2. Keep the corporation abreast with industry developments and business trends in order to promote the corporation's competitiveness.

III. Accomplishments for the year 2016:

1. Review and approval of the Contract on the Lease of Property for the Reconstruction Maintenance and Operation of the Camp John Hay (CJH) Mini-Hydro Power Plant as Reviewed by the Office of the Government Corporate Counsel (OGCC).
2. Review and approval of the proposed Performance Security for Posting by the River Flow for the Contract of Lease of Property Intended for the Reconstruction, Operation and Maintenance of the CJH Mini-Hydro Power Plant.
3. Review and approval of the Amendment to the Timeline of Activities for the Contract of Lease of Property Intended for the Reconstruction, Operation and Maintenance of the CJH Mini-Hydro Power Plant.
4. Review and approval of the Asset Disposition Manual of JHMC.
5. Review and approval of the Letter Agreement with Sundown Festival: Film Festival at the Amphitheater.
6. Review and approval of the Proposed Quasi-Reorganization of JHMC.
7. Review and approval of the JHMC Corporate Operating Budget for CY 2017.

8. Approval of the Draft Contract for the Consultancy Contract for the Special Economic Zone Administration Department (SEZAD) Information System Design and Development.
9. Approval of the Draft Contract for Janitorial Services for the Mile-Hi Cantinetta, Starbucks and Other Areas.
10. Review of the proposed Lease Agreement between JHMC and the Intercontinental Hotels Group.
11. Review of the Report on the Writing-Off of Accounts Receivable and on the Capital Structure of JHMC.
12. Review of the JHMC Policy on Responsibilities and Accountabilities on Withholding Taxes.
13. Review of the Proposed Honorarium for the Members of the JHMC Inspectorate Team.

IV. Meetings for the year 2016:

A total of eight meetings were conducted by the Business Development Committee in 2016.

No.	Date of Meetings
1.	January 11, 2016
2.	February 09, 2016 (joint meeting with Finance Committee)
3.	May 16, 2016
4.	June 13, 2016 (joint meeting with Finance Committee)
5.	July 18, 2016 (joint meeting with Finance Committee)
6.	October 14, 2016 (joint meeting with Finance Committee)
7.	October 24, 2016
8.	December 12, 2016 (joint meeting with Finance Committee; and Risk Management Committee)