



Makati (Sports) Club, Inc.

ANNUAL REPORT

2016 -2017

MSCI Past Presidents

| | | | |
|--------------------------|-----------|-----------------------|-----------|
| Jaime Zobel De Ayala | 1976-1977 | Salvador R. Fabregas | 1996-1997 |
| Adolfo Duarte | 1977-1978 | Ricardo G. Librea | 1997-1999 |
| Vicente R. Ayllon | 1978-1979 | Jovencio F. Cinco | 1999-2000 |
| Jovencio F. Cinco | 1979-1980 | Eliseo V. Villamor | 2000-2001 |
| Renato L. Paras | 1980-1981 | Rogelio G. Villarosa | 2001-2002 |
| Antonio R. Santamaria | 1981-1982 | Alicia L. Cinco | 2002-2003 |
| Agustin R. Bengzon | 1982-1983 | Ismael M. Estella | 2003-2004 |
| Luis P. Vera | 1983-1984 | Oscar J. Ledesma, Jr. | 2004-2005 |
| Alfred X. Burgos, Jr. | 1984-1985 | Alejandro Z. Barin | 2005-2006 |
| Felino L. Ampil | 1985-1986 | Alicia L. Cinco | 2006-2007 |
| Alex Y. Pardo | 1986-1987 | Rogelio U. Marasigan | 2007-2008 |
| Lucito L. Sioson | 1987-1988 | Ismael M. Estella | 2008-2009 |
| Ricardo G. Librea | 1988-1989 | Claudio B. Altura | 2009-2010 |
| Victor T. Gomez, Jr. | 1989-1990 | Alicia L. Cinco | 2010-2011 |
| Ignacio A. Macrohon, Jr. | 1990-1991 | Renato C. Valencia | 2011-2012 |
| Claudio B. Altura | 1991-1992 | Jose S. Sandejas | 2012-2013 |
| Cecile H. Cheng | 1992-1993 | Robin A. King | 2013-2014 |
| Rogelio G. Villarosa | 1993-1994 | Dexter Quintana | 2014-2015 |
| Sixto S. Sandejas II | 1994-1995 | Manuel Bengson | 2015-2016 |
| Rico V. Domingo | 1995-1996 | | |

Board of Directors

2016 - 2017



Front Row (L-R): Mr. Ismael L. Melendres Jr. / Mrs. Alice L. Cinco / Mr. Edward T. Gabaldon
Second Row (L-R): Mr. Dexter E. Quintana / Mr. Leopoldo M. Lopez Jr. / Mr. Eduardo V. Francisco
Back Row (L-R): Mr. Angelito M. Villanueva / Mr. Rogelio M. Guadalquiver / Mr. Francisco S. Rondilla

Mr. Edward T. Gabaldon
President

Mrs. Alicia L. Cinco
Director / Membership
Committee Chairwoman

Mr. Ismael L. Melendres Jr.
Vice-President / House Committee
Chairman

Mr. Leopoldo M. Lopez Jr.
Director / Socials
Committee Chairman

Mr. Rogelio M. Guadalquiver
Corporate Secretary / Human
Resource Committee Chairman

Mr. Dexter E. Quintana
Director / Sports
Committee Chairman

Mr. Eduardo V. Francisco
Treasurer / Finance Committee
Chairman

Mr. Francisco S. Rondilla
Director / Construction &
Maintenance Committee Chairman

Mr. Angelito M. Villanueva
Director / Planning Committee Chairman

President's Report



To My Fellow Members:

I am pleased to report to you the outstanding achievements made by the club for the Board Year 2016-2017. We celebrated our 40th Club Anniversary in 2016 and ventured on various projects which improved the services of the club tremendously.

The major renovation of the Ayala Banquet Hall was completed last year and has brought more clients as it has made it at par with the best hotels and event venues in the country. In addition, it has also brought repeat business transactions which sustained the sales despite the fact that the hall was closed for two months because of the renovation.

The Food and Beverage Department also launched different products and services which attracted more members. The repositioning of the Club Deli and the launching of the new selections of breads, cakes, and pastries attracted more members who are craving for something new and novel.

Moreover, the Bistro Lounge also launched the new selections of single malt whiskies and offered a personalized space for wines and spirits for members. We also engaged the services of two singers every Wednesday and Friday to entice more members and guests to unwind at the Bistro Lounge as the quiet and calming ambience is perfect for meeting friends and business associates.

The Board of Directors and the management embarked on new and exciting sports tournaments and social events which coaxed the younger generation to watch and participate.

To date, we have inducted 81 new members and our share price has increased.

In closing, it has been a productive and fruitful Board Year for the club. We would like to take this opportunity to express our gratitude to all our members and guests who have been supporting the club's endeavors, and the Board of Directors who continuously guide and lead us to attain our goals and objectives. We can certainly assure you that we are doing our best to give excellent products and services to our members.


EDWARD T. GABALDON



Committee Reports

House Committee



Chairman : Mr. Ismael L. Melendres Jr.
Vice-Chairman : Mrs. Alicia L. Cinco
Members : Atty. Jovencio F. Cinco
Mr. Robin A. King

The Committee is pleased to report its accomplishment for the board year 2016-2017:

Purchases:

- Toyota Corolla Altis for the manager's service car and Toyota Hi-Lux as the club service vehicle
- Astoria Coffee Maker Machine
- Antamedia Hotspot / Bandwidth Controller
- Wireless / Lapel Microphone
- 2 -Way Radios

Approved the following:

- Price adjustment of A la Carte Menu for F&B Outlets and Banquet, Banquet Packages, Minimum Guaranteed Consumable per Function Room, and Special Packages for Rotary Clubs, CBCP, Victory Fellowship
- Creation of a special committee to handle the Club's social media account.
- Increase of ballboy's fee from Php4.00 to Php10.00 for the Ballboys' and Trainers' Uniforms and incentives for the morning shift
- MSCI proposed Investment Policies and Guidelines
- MSCI CAPEX 2016 (Employees' Female Locker Renovation and Canteen Relocation and Construction)
- Charging of bottle keep cabinet for an annual rental fee of Php 2,000.00 and corkage fee of Php500.00/bottle for wine & spirit not bought from the Club.
- Sold scrap materials for a total of Php 21,000.00

Approved the following:

- Hired the services of Converge ICT as the Club's sole internet provider.
- Installation of Vending Machines
- Digital Marketing
- Automation of Electronic Statement of Account Sender
- Construction of additional function room, canteen, and female locker room
- Hiring of Singers for the Live Entertainment at the Bistro Lounge
- Launching of new products at the Club Deli and Bistro Lounge
- New Operating hours for Bowling, Barber Shop and Beauty Parlor:
 - Barber Shop - 8:30 A.M. - 7:00 P.M. Monday - Saturday; Closed - Sunday
 - Beauty Parlor - 8:30 A.M. - 7:00 P.M. Monday - Saturday; 8:30 A.M. - 4:00 P.M., Sunday
 - Bowling Area - 2:00 P.M. - 10:00 P.M. Monday - Saturday; 12:00 P.M. - 8:00 P.M. Sunday

FOOD AND BEVERAGE PROMOTIONS

- Thematic Lunch Buffet at the Zobel Dining Room
- Launching of new selection of bread and pastries at the Club Deli
- Launching of new selection of wines, single malt whiskies, delectable pastries and a personalized space for wines and spirits
- Chinese New Year (Zobel Dining Room)
- Easter Sunday Celebration (Ayala Banquet Hall)
- Mother's Day (Zobel Dining Room)
- Father's Day (Zobel Dining Room)
- Oktoberfest Live Entertainment (Bistro Lounge)
- Halloween Party (Zobel Dining Room)
- American Thanksgiving Lunch (Zobel Dining Room)

Finance Committee



Mr. Eduardo V. Francisco
Chairman

Mr. Angelito M. Villanueva
Vice-Chairman

Atty. Jovencio F. Cinco
Atty. Bernardo C. Virtucio Sr.
Members

The Finance Committee is pleased to present the 2016 audited financial statements of Makati Sports Club:

- Exercised prudent management of the Club's funds including the placement of available cash in higher yielding securities and diversification of investments.
- Reviewed the budget and capital expenditures as well as special projects.
- Reviewed and updated our accounting and cost control procedures.
- Reviewed the monthly financial report.
- Maintained and managed the cash position of the club.
- Reviewed and approved the audited financial statements for the year ended December 31, 2016 as audited/reported by our independent auditors, KPMG R.G. Manabat & Co.
- Continuous review and collection of delinquent accounts.
- Approved and released all funding requirements for capital expenditures and major purchases for Club projects.
- Funded all financial obligations under the CBA.
- Prompt payment of Municipal and Realty Tax.
- Maintained trade suppliers' credit at a 30-day level.

We thank the Board of Directors and different committee heads and members for their continued support to the Finance Committee.

Membership Committee



Chairman : Mrs. Alicia L. Cinco
Vice-Chairman : Mr. Ismael L. Melendres, Jr.
Members : Mrs. Jennifer C. Guerrero
Atty. Ian Ray P. Malilong
Atty. Rogelio U. Marasigan

The Committee is pleased to report its accomplishments for the board year 2016-2017:

- Collected Php 4,330,000.00 transfer fees for the year.
- Processed 92 applications for membership.
- Inducted 81 new regular members.
- Sold one (1) Class A treasury share at Php 400,000.00 to Belmondo Italia Corporation and one (1) Class B share at Php 450,000.00 to Calabria Company Limited, Manila.
- Registered 13 over-aged dependents.
- Approved the application for the associate membership of Ms. Jennifer Lo

The Committee extends its gratitude to all members for their continued support and cooperation.

INDUCTION OF NEW MEMBERS



List of New Members Inducted During Board Year 2016-2017

June 17, 2016

1. Marciana V. Abary
2. Richard S. Abendan
3. Margarita A. Alva
4. Makito Amashiro
5. Ronald W. Anderson
6. Ana Marie M. Burgos
7. Mary Mylene A. Caparas
8. Noemy Castro
9. Shiu Bun Cheung
10. Elaine L. Dalusung
11. Maria Teresa Elena A. Dimayuga
12. Maria Dolores O. Elegado
13. Elvira N. Estuita
14. Mary Faye R. Garcia
15. Ritchelle H. Garrigos
16. Rheena Liza D. De Guzman
17. Barbara E. Kunkle
18. Christopher P. Lacson
19. Richard Charles Ogden
20. Anna Liza A. Peralta
21. Emmanuel A. Silvestre
22. Masashi Tanabe
23. Jerry Tao

September 23, 2016

1. Maria Ellen C. Acebo
2. Ryan Q. Bonilla
3. Maria Lucia J. Carlos
4. Natalie J. Collado
5. Ramon David Martinez Collado
6. Antonio Manuel E. Cruz, Jr.
7. Pamela V. De Veyra
8. Michael Andrew L. Escaler
9. Paul Alexis T. Golez
10. Joseph V. Guison
11. Lourdes T. Gutierrez
12. Fumihiko Harada
13. Jennifer J. Jalandoni
14. Shiela E. Lastico Hong
15. Earl P. Lim
16. John Jesus O. Lim
17. Jian Hua Ma
18. Rosanna Leonora H. Ortiz
19. Lourdes D. Payumo
20. Ma. Shiela S. Perillo
21. Regina Marie Poblete
22. Ferdinand Theodore P. Reyes
23. Michael Roberto P. Reyes
24. Andronica T. Roma
25. Rosene A. Salazar
26. Nelia Sarcol
27. Ma. Elena S. Sarmiento
28. Emiliano R. Tanchico
29. Rosanna Marie T. Tiosic
30. Katherine Isabel C. Torres
31. Wai Mun Tong
32. Michael Wood
33. Nevio Zagaria

January 20, 2017

1. Gil A. Buenaventura
2. Andrea D. Cailao
3. Nathan Francis C. Chincuanco
4. Josephine M. Cruz
5. Ricardo G. Cuartero
6. Clifford M. Davies
7. Michael Angelo A. Dela Cruz
8. Gerald Lionel Patrick Egasse
9. Christian Ellermann
10. Anthony Rolando T. Golez Jr.
11. Gladys G. Gordove
12. Lolita P. Hernaez
13. Li Huang
14. Vernon Agnelli T. Huibonhua
15. Danilo M. Ignacio Jr.
16. Susana Beatriz S. Latay
17. Michael John F. Misa
18. Maria Carmela D. Pacis
19. Erica Carmela Marie C. Reyes
20. David Elias Y. San Pedro
21. Lawrence A. Sandejas
22. Joseph Ryan R. Sycip
23. Liza Tazewell
24. Minerva C. Villarosa
25. Junxi Zheng

Construction & Planning Committees



Mr. Francisco S. Rondilla
Chairman
Construction Committee

Mr. Edward V. Francisco
Vice-Chairman

Mrs. Alicia L. Cinco
Arch. Rogelio G. Villarosa
Members



Mr. Angelito M. Villanueva
Chairman
Planning and Development
Committee

Mr. Rogelio M. Guadalquiver
Vice-Chairman

The Construction and Planning Committee is pleased to report its accomplishments for the board year 2016-2017:

Major Projects Completed:

- Renovation of Ayala Banquet Hall and function rooms: Legaspi, Urdaneta and San Miguel.
- Installation of the new air-conditioning system at the Ayala Banquet hall.
- Construction of the F&B stock room for tables and chairs.
- Refurbishment of the male and female comfort rooms (Ayala Banquet Hall).
- Renovation of the Board room and meeting room.
- Renovation / Improvement of Club Deli
- Expansion of the bake shop in the main kitchen.
- Installation of computerized advertisement board in the main entrance.
- Replacement of the air-conditioning unit in the Patisserie with 3TR capacity.
- Replacement of the compressor of the cold storage
- Replacement of the gym floor matting
- Replacement of the lamp posts at the Veranda and Lanai Hallway
- Repainting of Le Patisserie and Gallerie
- Construction of basketball court.

Repairs and Maintenance

- Repainting of the hallway from bowling to dance studio
- Repair of Indoor Tennis Courts #2 and #3
- Repainting of the stairway to the administration office.
- Repair of the air-conditioning unit at the GM's office
- General cleaning of all air-conditioning units

Housekeeping

- Annual cleaning of water reservoir (Cistern).
- Pressure washing of indoor and open tennis courts.
- Application of wax on the veranda floor.
- Pressure washing of poolside lanai roof.

Ayala Banquet Hall



Board Room



Meeting Room



Club Deli



Male and Female Comfort Rooms



Human Resource Development Committee



Mr. Rogelio M. Guadalquiver
Chairman

Mr. Francisco S. Rondilla
Vice-Chairman

Atty. Jovencio F. Cinco
Member

The Human Resource Development (HRD) Committee is pleased to report its accomplishments for the board year 2016-2017:

- The employees' sportsfest was held last July 2016 which improved the camaraderie and sportsmanship among employees.
- The employees' election was held last August 2016.
- The employees' Christmas Party which was held on December 29, 2016, was highlighted by dance presentations, gift raffles, loyalty awards and commendations to the employees' sportsfest winners.
- The management team held a Business Planning Session in Tagaytay on January 5-7, 2017.
- The management hired a Chief Baker to develop new products for the Food and Beverage Department.
- The Club renewed the contract with I-Care Health services for the Managers and Supervisors for the year 2016-2017.



Business Planning Session

LOYALTY AWARDS

25 YEARS IN SERVICE

FRENCILLO, Renato G.
SIMORA, Melanie L.

November 16, 1991 to November 15, 2016
June 01, 1991 to May 31, 2016

20 YEARS IN SERVICE

BALASBAS, Gilberto F.
LUZON, Marilou T.
MANZARATE, Catherine S.
UBALDE, Evangeline C.
VALLE, Richelle V.

September 06, 1996 to September 05, 2016
August 26, 1996 to August 25, 2016
September 11, 1996 to September 10, 2016
May 17, 1996 to May 16, 2016
October 11, 1996 to October 10, 2016

15 YEARS IN SERVICE

AZARIAS, Julieta C.
TOLOSA, Lolita T.

May 26, 2001 to May 25, 2016
January 22, 2001 to January 21, 2016

10 YEARS IN SERVICE

LAYUG, Jucarau Z.
MONCES, Bernard C.
TEODOSIO, Preciosa B.

June 11, 2006 to June 10, 2016
August 26, 2006 to August 25, 2016
June 26, 2006 to June 25, 2016

5 YEARS IN SERVICE

AGUINID, Vilma M.
UMAYAM, Joselito T.

February 11, 2011 to February 10, 2016
March 11, 2011 to March 10, 2016



MANAGEMENT TEAM SUMMER OUTING
(PANGASINAN)



EMPLOYEES' SUMMER OUTING
(SARIAYA, QUEZON)

Sports & Games Committee



Mr. Dexter E. Quintana
Chairman

Mr. Leopoldo M. Lopez Jr.
Vice-Chairman

Mr. Marlon Dennis L. Loyola
Member

The Sports & Games Committee held the following tournaments in the club:

- 6TH MSCI Annual National Tennis Open
- Bruman's Cup Tennis Tournament
- MSCI President's Cup Tennis Tournament
- MSCI Pro-Am Badminton Doubles Tournament



6TH MSCI Annual National Tennis Open

Socials Committee



Mr. Leopoldo M. Lopez Jr.
Chairman

Mr. Dexter E. Quintana
Vice Chairman

Member: **Mr. Marlon Dennis L. Loyola**

The socials committee held the following affairs in the club:

- Club anniversary, July 17, 2016
- Oktoberfest Grand Concert featuring Jon Santos and Mulatto Band, October 21, 2016
- Oktoberfest Live Entertainment at the Bistro Lounge
- Pacquiao-Bradley Fight 3, April 10, 2016
- Members' Thanksgiving Cocktails, January 27, 2017
- Valentine's Dinner Concert featuring Joey G and Pulp Band, February 17, 2017



Members' Thanksgiving Cocktails



Valentine's Dinner Concert



Oktoberfest Live Entertainment

MANAGEMENT TEAM



EXECUTIVE OFFICE

George J. Salvador
General Manager /
F&B Manager

Christina Alena B. Galasi
Public Relations Officer

FOOD & BEVERAGE / RESERVATIONS

Lolita T. Tolosa
Assistant Manager
Head of Reservations

Erlinda S. Tiotuyco
F&B Service Supervisor

Nicanor B. Cayanan Jr.
Banquet Supervisor

Nelson B. Briones
Main Kitchen Supervisor

Almiro O. Eraño
Pastry Chef

Catherine S. Manzarate
Lanai Kitchen Supervisor

Bernadette C. Aguilar
Reservations Supervisor

ADMINISTRATION & FINANCE

Ronaldo C. Limbo
Comptroller / HR Manager / Sports
Manager

Jocelyn C. Tagulao
Head Cashier

Jean L. Belleza
Billing Supervisor

Egy D. Lumbo
MIS Supervisor

Irenea S. Paler
Purchasing Supervisor

Ellen Q. Gozar
Cost Control Supervisor

Vilma M. Aguinid
Accounts Payable Supervisor

Alberto M. Lerma
Consultant
Repairs and Maintenance

HUMAN RESOURCE DEVELOPMENT

Marilou T. Luzon
Human Resource Supervisor

SPORTS & RECREATION

Gilbert F. Balasbas
Sports & Recreation/
Housekeeping Supervisor

Norman B. Montes
Sports & Recreation/
Housekeeping Supervisor

MEMBERSHIP

Marian N. Punzalan
Assistant Manager
Head of Membership

COVER STORY

As a sports club, the Makati (Sports) Club, Inc. advocates the promotion of physical well-being and ability, providing means for its members to engage in fitness activities and wholesome relaxation.

It believes in the important role that exercise, sports, and healthy living play in personal development, in the formation and functioning of active minds and bodies, physically fit professionals leading meaningful and productive lives in the service of the community and the country.

It also has a variety of dining and banquet facilities and exceptional service that provide the perfect venue for business and leisure. Truly an oasis in the heart of the country's premier business district and a valuable lifestyle investment you can enjoy.



MAKATI (SPORTS) CLUB, INC.

L.P. Leviste corner Gallardo Streets, Salcedo Village, Makati City, 1227 Philippines

The Makati (Sports) Club, Inc. is a proprietary stock, non-profit, sports, and social private club in the Philippines.

This report is a yearly publication prepared by the various committee chairmen who are in the board of directors, assisted by the management and staff of the club, and financial statements from independent auditors RG Manabat & Co.