



Makati (Sports) Club, Inc.

ANNUAL REPORT

2018 - 2019



ARCHITECTURAL PERSPECTIVE OF THE FACADE OF THE NEW MAKATI SPORTS CLUB, INC.

COVER AND BACK PHOTOS

The perspectives of the facade of the new Makati Sports Club, Inc. as designed by Architect Rogelio Villarosa for the Redevelopment Project.

As a sports club, the Makati (Sports) Club advocates the promotion of physical well-being and ability, and thus provides 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, and of physically fit professionals who lead meaningful and productive lives in the service of the community and the country.

It also has a variety of dining and banquet facilities which provide the perfect venue for business and leisure.

Truly, the Makati Sports Club, Inc. is an oasis in the heart of the country's premier business district and a valuable lifestyle investment you can enjoy.

MSCI Past Presidents

Jaime Zobel De Ayala	1976-1977
Adolfo Duarte	1977-1978
Vicente R. Ayllon	1978-1979
Jovencio F. Cinco	1979-1980
Renato L. Paras	1980-1981
Antonio R. Santamaria	1981-1982
Agustin R. Bengzon	1982-1983
Luis P. Vera	1983-1984
Alfred X. Burgos, Jr.	1984-1985
Felino L. Ampil	1985-1986
Alex Y. Pardo	1986-1987
Lucito L. Sioson	1987-1988
Ricardo G. Librea	1988-1989
Victor T. Gomez, Jr.	1989-1990
Ignacio A. Macrohon, Jr.	1990-1991
Claudio B. Altura	1991-1992
Cecile H. Cheng	1992-1993
Rogelio G. Villarosa	1993-1994
Sixto S. Sandejas II	1994-1995
Rico V. Domingo	1995-1996
Salvador R. Fabregas	1996-1997
Ricardo G. Librea	1997-1999
Jovencio F. Cinco	1999-2000
Eliseo V. Villamor	2000-2001
Rogelio G. Villarosa	2001-2002
Alicia L. Cinco	2002-2003
Ismael M. Estella	2003-2004
Oscar J. Ledesma, Jr.	2004-2005
Alejandro Z. Barin	2005-2006
Alicia L. Cinco	2006-2007
Rogelio U. Marasigan	2007-2008
Ismael M. Estella	2008-2009
Claudio B. Altura	2009-2010
Alicia L. Cinco	2010-2011
Renato C. Valencia	2011-2012
Jose S. Sandejas	2012-2013
Robin A. King	2013-2014
Dexter Quintana	2014-2015
Manuel Bengson	2015-2016
Edward Gabaldon	2016-2017
Ismael Melendres	2017-2018

Board of Directors

2018 - 2019



Front Row (L-R): Mr. Eduardo Francisco, Mr. Robin King, Atty. Bernardo Virtucio, Sr., Mr. Dennis Loyola, Mrs. Alicia Cinco, Atty. Simplicio Virtudazo, Jr., Mr. Dexter Quintana, Mr. Angelito Villanueva, Atty. Godofredo De Guzman

Mrs. Alicia L. Cinco
President

Mr. Marlon Dennis L. Loyola
Vice-President / Sports & Games
Committee Chairman

Atty. Bernardo C. Virtucio, Sr.
Corporate Secretary / Human
Resource Committee Chairman

Mr. Eduardo V. Francisco
Treasurer / Finance Committee
Chairman

Mr. Robin A. King
Director / Membership
Committee Chairman

Atty. Simplicio M. Virtudazo, Jr.
Director / Socials
Committee Chairman

Mr. Dexter E. Quintana
Director / House
Committee Chairman

Mr. Angelito M. Villanueva
Director / Construction &
Maintenance Committee Chairman

Atty. Godofredo C. De Guzman
Director / Planning Committee Chairman

President's Report



To My Fellow Members:

Greetings!

I express my gratitude to all members for entrusting me again the presidency of our club for the year 2018-2019. Together with my co-board members, we hope that we have accomplished the goals we have set to reach.

In 2018, numerous improvements were added to our club's services and infrastructure. These include projects for a better working environment for our valued workers and management which in turn will lead to a better service for all.

These projects include:

1. Provision of upgraded health and medical insurance, not only for management but also for rank and file employees.
2. Renovation of new locker rooms for both male and female employees, including sleeping quarters for managers and supervisors on overnight shifts.
3. Provision of a new office for the Employees' Union.
4. Conversion of the old employees' locker room to a new receiving area for our perishable and non-perishable items.
5. Modernization of the cafeteria's cold storage for perishable stocks, kitchen fixtures, and cooking batteries.
6. Installation of automatic gate barriers.

It is worth noting the efforts of the Management Team which has achieved the following:

1. Increase in revenue most especially in the food and beverage department due to the increase of patronage of both members and banquet clients. The management was able to strategize pricing scheme in anticipation for the Train Law and increase in prices. Members' food prices remain unchanged while banquet clients were offered competitive prices in our local trade area. The resulting net income is Php 4,378,676 million after tax is reflected in the auditor's report.
2. Attainment of manpower efficiency and productivity by assigning the right person at the right time. The organizational plantilla is kept to a minimum despite wage increases and CBA adjustment.

3. Optimal Power Utilization (Electricity) through implementation of scheduled maintenance of mechanical, electrical equipment such as air conditioning units, and cold storage equipment, continuous replacement of LED lighting fixtures and conversion of air conditioning units to inverter.

4. Minimum water consumption despite increases in prices / cubic meter. Plumbing leaks were eradicated by replacing corroded pipe lines and water closet mechanism.

The redevelopment of Makati Sports Club is at hand!!! Ayala Land, Inc. has offered to purchase 7,000 sq. m. portion of our 1.3 hectare property for Php 4 Billion. This will give us enough funds to build our modern high rise club with all amenities on the remaining 6,000 sq. m. lot. This, of course, will require the endorsement of our members in a special stockholders' meeting on a two-thirds vote.

We look forward to meeting more challenges ahead, especially with the prospect of the redevelopment of the club as shown in the architectural perspectives on the cover and back pages. But with our steadfast faith in the Lord's guidance, our passion and your relentless support, we will certainly be able to hurdle all barriers and bring fruition to our dream.

My appreciation goes to all Board members for their diligence and dedication, especially to the outgoing directors: Mr. Dexter Quintana and Mr. Angelito Villanueva. Their remarkable performance is reflected in their respective reports in the succeeding pages.

I am also thankful to the Management Team and all employees for their loyalty and hard work, and above all, to you, fellow members for your continued support and patronage. We look to the future with renewed enthusiasm and confidence that the fiscal year will be as flourishing and rewarding as the past year.

Alicia L. Cinco
ALICIA L. CINCO

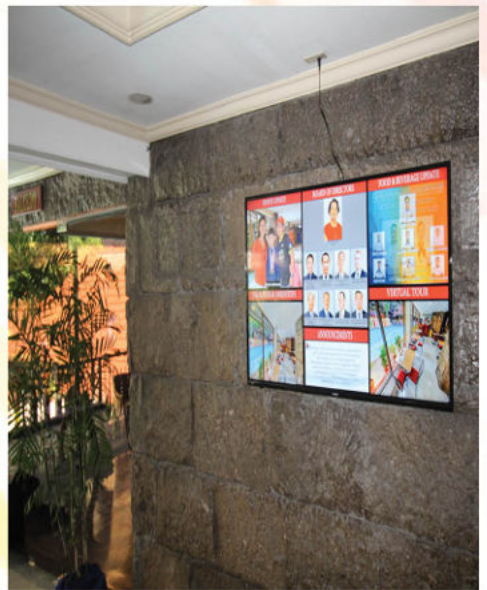
House Committee



Chairman : **Mr. Dexter E. Quintana**
Vice-Chairman : **Mr. Robin King**
Members : **Atty. Jovencio F. Cinco**
Mr. Rogelio Guadalquiver
Atty. Ian Ray P. Malilong

The Committee is pleased to report its accomplishments for the board year 2018-2019:

- Completion of the MSCI architectural scale model
- Purchase of Electronic Announcement Boards for Members
- Renewal of Meraki License for access points and wifi connection of the club.
- Approved the random drug testing for all managers, supervisors, and rank and file employees
- Approved the services of BPI MS as the Fire Insurance and Third Party Liability
- Approved the Software Development for the Human Resource Department, Purchase & Inventory, and Billing, Membership, and Reservations Offices
- Employed the security services of King Eleazer Security Agency
- Launched the Mongolian Buffet at the Log Cabin, Thematic Lunch Buffet at the Zobel Dining Room, and Oktoberfest Promo at the Bistro Lounge
- Installation of automatic lane barriers for gates 1 and 2.



Electronic Announcement Boards for Members

MONGOLIAN BUFFET
 CREATE YOUR OWN DISH TO YOUR LIKING
eat-all-you-an

NO SHARING
 NO TAKE-OUT
 NO LEFT-OVERS

Promo Period : May 7 - July 7, 2018
 11:00AM - 2:00PM

P325 - Adult
 P150 - Kid
 (4ft and below)

Mongolian Buffet

Zobel Dining
 Launches
Thematic Lunch Buffet

MONDAY
 Asian - Cuisine

TUESDAY
 Italian - Spanish Cuisine

WEDNESDAY
 Japanese Cuisine

THURSDAY
 International Cuisine

FRIDAY
 Filipino Cuisine

The ZOBEL DINING ROOM is a Fine-Dining Restaurant. May we ask Our Members / Guests to dress Smart Casual or Business Attire (No shorts, slippers, rubber shoes). We have the right to refuse anyone who is dressed inappropriately.

Thematic Lunch Buffet

Food and Beverage Promotions



Automatic Lane Barrier



Chinese New Year Celebration (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)



American Thanksgiving Lunch (Zobel Dining Room)

Finance Committee



Chairman : **Mr. Eduardo V. Francisco**
Vice-Chairman : **Mr. Angelito M. Villanueva**
Members : **Atty. Jovencio F. Cinco**
Mr. Ismael Melendres
Mr. Rogelio M. Guadalquiver

The Finance Committee presents the following achievements:

- Exercised prudent management of the Club's funds including the placement of available cash in high 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, 2018 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.

The Financial Statements, Statement of Management's Responsibility and the report of Independent Auditors are shown in the succeeding pages of this Annual Report.

Membership Committee



Chairman : **Mr. Robin A. King**
Vice-Chairman : **Mr. Dexter Quintana**
Members : **Mrs. Jennifer Guerrero**
Atty. Rogelio Marasigan
Mr. Ismael Melendres
Atty. Ian Ray Maililong

The Committee is pleased to report its accomplishments for the board year 2018-2019:

- Collected Php 4,535,000.00 transfer fees for the year.
- Processed 77 applications for membership.
- Inducted 37 new regular members and 2 lifetime members.
- Conducted public auction sale, 1 Class A share of stock was sold at Php 500,000.00 (March 9, 2018).
- Processed 10 over-aged dependents.

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

INDUCTION OF NEW MEMBERS



INDUCTION CEREMONIES



August 17, 2018



February 15, 2019

List of New Members Inducted During Board Year 2018-2019

August 17, 2018

1. Tamara Acena
2. Agustin B. Balce
3. Jacinto Fernando V. Balce
4. Maria Consuelo Banes
5. Troels Christensen
6. George S. Chua
7. Rosemarie C. Gan
8. Geng Fujun
9. Manolo M. De Guzman
10. James P. Iletto
11. Jan Nikolai M. Lim
12. Ma. Romina C. Meresen
13. Emmanuel D. Paras
14. Rey C. Peñaranda
15. Chuchi C. Del Prado
16. Maria Isabel T. San Agustin
17. Alexander M. Soriano
18. Luis A. Vistan

Lifetime Member:

1. Johnny L. Tuason
2. Felipe L. Gozon

February 15, 2019

1. Kristine A. Avenida
2. Maria Luisa C. Bernardo
3. Miriam P. Bichara
4. Max Albert T. Bildner
5. Luis Gregorio D. Casas
6. Johnny T. Chua
7. Timothy J. Denyer
8. Carla J. Domingo
9. Daniel William Furnival
10. Jaime M. General
11. Felipe M. Gozon, Jr.
12. Gloria M. Kaw
13. Rafael J. Ladao
14. Robert T. Li
15. Melvin M. Mangada
16. Morgan Mcgilvray
17. Cecilia A. Melendres
18. Hans R. Montenegro
19. Alain X. Morel
20. Manuel T. Nera, Jr.
21. Gonzalo D. Ordoñez
22. Estrella S. Querubin
23. Joselito R. Saddul
24. Arvin Jonathan G. Sanchez
25. Jose Paulino L. Santamarina
26. Shih Chi Wen
27. Welison Evenston G. Ty
28. Alan Wafer

Construction & Planning Committees



Mr. Angelito M. Villanueva
Chairman
Construction Committee

Mr. Eduardo Francisco
Vice-Chairman

Arch. Rogelio G. Villarosa
Mr. Edward Gabaldon
Mr. Francisco Rondilla
Members



Atty. Godofredo C. De Guzman
Chairman
Planning and Development
Committee

Atty. Bernardo Virtucio, Sr.
Vice-Chairman

The Construction and Planning Committees are pleased to report these accomplishments for the board year 2018-2019:

Major Projects and Acquisition of Equipments:

- Refurbishment of employees' locker room (Male & Female).
- Transfer of receiving office and creation of employees' union office.
- Rehabilitation of electrical wiring of open tennis court.
- Construction of Managers' and Supervisors' Quarter & Employees' Union Office.
- Purchase of new submersible sump pump motor.
- Purchase of display chiller for Main kitchen and Club Delicatessen (Bakeshop)
- Purchase of new air-conditioning unit for Beauty parlor.

Repair and Maintenance:

- Pressure washed poolside cabin roof.
- Repainting of function rooms - FGHI and Club Cafe.
- Repainting of concrete gutter and parking lines.
- Maintenance cleaning of all air-conditioning units
- Quarterly maintenance cleaning of kitchen exhaust



Employees' Locker Rooms



Receiving Area



Union Office



Display Chiller



Managers' & Supervisors' Lounge



Pressure Washed Poolside Cabin Roof



Repainting of Function Rooms

Sports & Games Committee



Chairman : Mr. Marlon Dennis L. Loyola
Vice-Chairman : Atty. Simplicio Virtudazo, Jr.

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

- 8TH MSCI Annual National Tennis Open
- Indoor Triathlon
- Bruman's Cup Tennis Tournament
- MSCI President's Cup Tennis Tournament
- MSCI Pro-Am Badminton Doubles Tournament
- Inter Color Squash Tournament
- CAL Swimming Competition
- All-year round sports activities:
 - Table Tennis (Ping Pong) Tournament
 - Swim Masters Challenge
 - Biggest Loser Competition
 - Endurance 42K Run
 - Bowling Tournament
 - 7 o'clock Fitness and Wellness Habit





Swimming Competition



Badminton



Indoor Triathlon

Socials Committee



Chairman : Atty. Simplicio M. Virtudazo, Jr.
Vice-Chairman : Mr. Marlon Dennis L. Loyola

The socials committee held the following affairs in the club:

- Club anniversary, June 12, 2018
- Oktoberfest Grand Concert featuring Spirit of '67 and Ms. Cris Pastor, October 26, 2018
- Oktoberfest Live Entertainment at the Bistro Lounge
- Members' Thanksgiving Cocktails, January 31, 2019
- Valentine's Dinner Concert featuring Hajji Alejandro and Marco Sison, February 14, 2019



Members' Thanksgiving Cocktails



Oktoberfest Grand Concert



Valentine's Dinner Concert

Human Resource Development Committee



Chairman : Atty. Bernardo C. Virtucio, Sr.
Vice-Chairman : Atty. Godofredo De Guzman
Members : Atty. Jovencio F. Cinco
: Atty. Sergio Y. Acaban
Mr. Edward T. Gabaldon

The Human Resource Development (HRD) Committee is pleased to report its accomplishments for the board year 2018-2019:

- The employees' sportsfest was held last July 2018 which improved the camaraderie and sportsmanship among employees.
- The employees' Christmas Party which was held on December 27, 2018, was highlighted by dance presentations, gift raffles, loyalty awards and commendations to the employees' sportsfest winners.
- The management team held a Re-orientation of MSCI Employees regarding the club's rules and regulations
- The management team conducted a Food and Beverage Orientation for all regular Food and Beverage Employees.
- The management renewed Lifeline's service coverage for the club.
- A Financial & Wellness Seminar was conducted for all employees by an Insular Health Care Representative
- The Club approved the services of Maxicare Healthcare Corporation as the new HMO of both Rank and File Employees and Managers and Supervisors.



Re-Orientation of all Regular Employees



Employees' Sports Fest held last July 2018



MSCI Employees' Summer Outing held last April 2018



Financial & Wellness Seminar



MSCI Christmas Party

THE MANAGEMENT TEAM



EXECUTIVE OFFICE

George J. Salvador
General Manager /
F&B Manager

Christina Alena B. Galasi
Public Relations Officer

HUMAN RESOURCE DEPARTMENT

Marilou T. Luzon
Human Resource Supervisor

SPORTS & RECREATION

Gilbert F. Balasbas
Sports & Recreation Supervisor

MEMBERSHIP

Marian N. Punzalan
Assistant Manager
Head of Membership

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 /
Housekeeping

FOOD & BEVERAGE / RESERVATIONS

Lolita T. Tolosa
Assistant Manager
Head of Reservations

Erlinda S. Tiotuyco
F&B Service Supervisor

Christopher P. Pangilinan
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



MAKATI (SPORTS) CLUB, INC.

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



ARCHITECTURAL PERSPECTIVE OF THE FACADE OF THE NEW MAKATI SPORTS CLUB, INC.

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.