

ANNUAL REPORT 2017 - 2018



Makati (Sports) Club, Inc.

MSCI Past Presidents

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.

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

Board of Directors

2017 - 2018



Front Row (L-R): Mr. Francisco Rondilla / Mr. Robin King / Atty. Bernardo Virtucio, Sr. / Mrs. Alice Cinco / Mr. Ismael Melendres / Mr. Angelito Villanueva / Mr. Dexter Quintana

Back Row (L-R): Mr. Marlon Dennis Loyola / Mr. Leopoldo Lopez, Jr.

Mr. Ismael L. Melendres
President

Mr. Robin A. King
Director / House
Committee Chairman

Mrs. Alicia L. Cinco
Vice-President / Membership Committee
Chairwoman

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

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

Mr. Marlon Dennis L. Loyola
Director / Sports
Committee Chairman

Mr. Dexter E. Quintana
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 remarkable performance of our club for the Fiscal Year 2017-2018. Significant changes greatly improved the club's services and facilities and helped maintain its status as the premier club in Metro Manila.

Major projects undertaken during the said period include:

1. The construction of the San Antonio Function Room
2. The building of Employees' cafeteria
3. The improvement of the Employees' locker area
4. The rehabilitation of bowling equipment
5. The installation of new PABX system

Furthermore, the creation of the MSCI website, virtual tour, and fiber optic internet connection have given members and guests hassle-free internet access for their business and personal correspondence.

It is also important to note that the club ended fiscal year 2017 on a positive note with Php 2.4 million net income or 153% growth over last year. Worth mentioning also, is the quantum leap of 146% growth in food and beverage sales.

The increase in the Food and Beverage Department is attributed to many factors. Firstly, members' patronage increased by 10% in the various food outlets. The growth of sales in the various food outlets Club Delicatessen, Le Patisserie, and the Bistro Lounge contributed the most. Secondly, banquet sales increased by 22%. Finally, the F&B food delivered quality service while keeping the food cost at efficient levels. Skills training on customer service played a significant role on this.

To date, we also inducted 76 new members and processed 65 new applications for membership. As a commitment to promote a healthy and active lifestyle, the Sports Department launched different and invigorating sports activities such as the Indoor Triathlon, Swim Masters Challenge, Endurance 42K Run, Biggest Loser Competition, Ping-Pong and Bowling Tournaments, and the 7:00 AM Fitness and Wellness Challenge.

In closing, the club's notable performance is a concerted effort and cooperation made by all members and the management. The Board of Directors would like to express our gratitude and appreciation to all those who supported the club and helped realize its advocacies.


ISMAEL L. MELENDRES



Committee Reports

House Committee



Chairman : Mr. Robin A. King
Vice-Chairman : Mrs. Alicia L. Cinco
Members : Atty. Jovencio F. Cinco
Mr. Eduardo V. Francisco
Atty. Ian Ray P. Malilong

The Committee is pleased to report its accomplishments for the board year 2017-2018:

Approved the following:

- Purchase of Automatic hand dryer for the use in the comfort rooms to replace the paper towels.
- Introduced gift certificates for the Zobel Dining Room worth Php600.00 with a promotion of buy 10 get 1 free.
- Installation of wifi connection.
- Development of website handled by VAST Result, Inc. for Php 50,000.00.
- Increase of guest fee from Php100.00 to Php150.00.
- Construction of new function room, employees' canteen and locker room.
- Increase rates of barber shop and beauty parlor.
- Lifeline's service coverage of the Club's qualified officers and employees amounting to Php 75,000.00 covering the period 01 Sept. 2017 – 31 August 2018.
- Renewal of Club's HMO insurance coverage for officers in the total amount of Php 850,070.00 covering the period of 01 Sept. 2017 – 31 August 2018.
- Increase fee of ballboys from Php 70.00 to Php 100.00.
- Increase fee of trainers by Php 60.00
- Lunch buffet at the Log Cabin at the price of Php 350.00/head and Php 200.00/head for kids below 3 ft.
- Oktoberfest promo at the Bistro Lounge with a price of Php 350.00/head.
- Increased the allowable limit on unpaid dues from Php 100,000.00 to Php 200,000.00.
- Limit the number of playing guests to four (4) per member.

FOOD AND BEVERAGE PROMOTIONS



International Buffet at the Zobel Dining Room



Oktoberfest Promotions at the Bistro Lounge



Lunch Buffet at the Log Cabin



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. Dexter E. Quintana
Chairman

Mr. Angelito M. Villanueva
Vice-Chairman

Atty. Jovencio F. Cinco
Mr. Eduardo V. Francisco
Mr. Rogelio M. Guadalquiver
Mr. Protacio T. Tacandong
Members

The Finance Committee presents the following achievements:

- Exercised prudent management of the Club's funds including the placement of available cash in higher yielding securities and diversification of investments.
- Reviewed and updated our accounting and cost control procedures.
- Reviewed and approved 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, 2017 as audited/reported by our independent auditors, KPMG R.G. Manabat & Co.
- Maintained a good credit standing with various suppliers of the Club.
- Reviewed and collected delinquent accounts.
- Approved and released all funding requirements for capital expenditures and major purchases for Club projects.
- Funded all financial obligations under the CBA.
- Promptly paid Municipal and Realty Tax.

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 : Mrs. Alicia L. Cinco
Vice-Chairman : Mr. Robin A. King
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 2017-2018:

- Collected Php 3,520,000.00 transfer/assignment fees for the year 2017.
- Processed 65 applications for membership.
- Inducted 76 new regular members including two life members.
- Collected Php 460,000.00 assignees' security deposit.
- Issued one (1) treasury share at Php 400,000.00 to Architect Minerva Villarosa.
- Processed 8 over-aged dependents.
- Processed 29 guest card applications
- Approved the application for associate membership of Mr. Reynold Gan.
- Increased over-aged registration fee from Php 5,000.00 to Php 10,000.00
- Generated a revenue of Php 394,600.00 from 2017 car stickers.

INDUCTION OF NEW MEMBERS

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



INDUCTION CEREMONIES



June 16, 2017



October 27, 2017



February 23, 2018

List of New Members Inducted During Board Year 2017-2018

June 16, 2017

1. Rabboni Francis B. Arjonillo
2. Geneveve M. Castillo
3. Hanna Teresa S. Contreras
4. Tiffany Y. Cu
5. Godofredo V. Cruz
6. Celine Therese Y. De Los Santos
7. Melani Grace G. Doromal
8. Mario Gerardo Z. Evaristo
9. Reynold A. Gan
10. Rafael Rene P. Garchitorea
11. Edgardo Augusto R. Grau Jr.
12. Lennart B. Jansson
13. Jasmin T. Medina
14. Catherine L. Muynila
15. Michael P. Ocampo
16. Ramon Arnel B. Quipones
17. Rageshwaran Reddy
18. Luis Enrico E. Salvador
19. Richie B. Sy
20. Joann Fatima L. Tolentino
21. Simon Tristan E. Valero
22. Ileana G. Villavicencio
23. Nathan Wang

October 27, 2017

1. Jeremy Jacob Y. Abano
2. Francis Edward M. Abraham
3. Judith Z. Berenguer-Testa
4. Rafaello Angelo R. Caballero
5. Dennis Casey
6. Ma. Melissa Ramonita J. Crucillo
7. Maria Teresita R. Dean
8. Fabian K. Delos Santos
9. George L. Go
10. Richard R. Grau
11. Gerald L. Holloway
12. Jose Ramon E. Katipunan
13. George Edwin T. Lee
14. Regina Francesca P. Lejano
15. Odelia Levy
16. Wilbert G. Lim
17. Lingyan Liu
18. Mario Francisco Y. Lozano
19. Gina Marina P. Ordonez
20. Jae Wook Park
21. Milgaros T. Quimbo
22. Consuelo T. Quimson
23. Colin J. Robertson
24. Shakar Prasad Sinha
25. Toru Takahashi
26. Teresa R. Tam-Yap
27. Juan Lorenzo Tanada

Lifetime Member:

1. Ramon Rolando C. Caballero

February 23, 2018

1. Rolando Martin D. Abello
2. Maria Leticia Allado
3. David Vincent J. Antonio
4. Vicente Luis R. Atilano
5. Eleonor O. Castro
6. Fabio Cavelti
7. Franciosa Vanessa L. Chua
8. Ramon L. Jocson
9. Camille G. Lavirotte
10. Ken Nakamura
11. Norberto F. Olayres
12. Maria Christina O. Ong
13. Raymond Kee Hiok See
14. Constancio B. Tan
15. Yoshinari Tanimura
16. Manuel S. Vergel De Dios
17. Wen Chen Yen

Lifetime Member:

1. Maria Rosa N. Carrion

Construction & Planning Committees



Mr. Francisco S. Rondilla
Chairman
Construction Committee

Atty. Bernardo C. Virtucio, Sr.
Vice-Chairman

Arch. Rogelio G. Villarosa
Mr. Yuen Po Seng
Members



Mr. Angelito M. Villanueva
Chairman
Planning and Development
Committee

Mr. Dexter E. Quintana
Vice-Chairman

Mr. Rogelio M. Guadalquiver
Member

The Construction and Planning Committees are pleased to report its accomplishments for the board year 2017-2018:

Major Projects and Acquisition of Equipments:

- Construction of a new function room and employees' canteen.
- Installation of new PABX telephone system.
- Purchase of new convection oven for bake shop.
- Purchase of new kitchen equipment for employees' canteen.
- Rehabilitation of Bowling Equipments

Repair and Maintenance:

- Repair of cyclone wire in the tennis court.
- Removal of debris and declogging of the main drainage in the covered tennis court
- Preventive maintenance and general cleaning of aircon in the Ayala Banquet Hall.
- Repainting of concrete wall in the open tennis court.
- Repainting of Barber shop.



Construction of San Antonio Function Room



Employees' Cafeteria



Maintenance Room



Beautification of Perimeter



Repair of Indoor and Outdoor Court Fences



Repair of Log Cabin Gutter



Newly installed PABX System



Installation of Convex Mirror

Human Resource Development Committee



Atty. Bernardo C. Virtucio, Sr.
Chairman

Mr. Francisco S. Rondilla
Vice-Chairman

Atty. Jovencio F. Cinco
Atty. Sergio Y. Acaban
Mr. Edward T. Gabaldon
Members

The Human Resource Development (HRD) Committee is pleased to report its accomplishments for the board year 2017-2018:

- The employees' sportsfest was held last July 2017 which improved the camaraderie and sportsmanship among employees.
- The employees' Christmas Party which was held on December 29, 2017, was highlighted by dance presentations, gift raffles, loyalty awards and commendations to the employees' sportsfest winners.
- The management team held a Lifeline Basic Life Support and First Aid Training and Service Personnel Training for the Food and Beverage Department.
- The management renewed Lifeline's service coverage for the club.
- The Club renewed the contract with I-Care Health services for the Managers and Supervisors for the year 2017-2018.



Lifeline Basic Life Support and First Aid Training



Employee's Sports Fest held last July 2017



MSCI Employees' Summer Outing held last April 2017



Service Personnel Training for the Food and Beverage Department

Sports & Games Committee



Mr. Marlon Dennis L. Loyola
Chairman

Mr. Leopoldo M. Lopez Jr.
Vice-Chairman

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

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



7TH MSCJ Annual National Tennis Open

Acts, Deeds, And Contracts

ACTS, DEEDS AND CONTRACTS FOR 2017-2018

17 April 2017 Organizational Meeting

- Elected Mr. Ismael L. Melendres, Jr. President, Mrs. Alicia L. Cinco, Vice President, Atty. Bernardo C. Virtucio, Sr., Corporate Secretary, and Mr. Dexter E. Quintana, Treasurer for fiscal year 2017-2018
- Authorized Mr. Ismael L. Melendres, Jr., Mrs. Alicia L. Cinco, Atty. Bernardo C. Virtucio, Sr. and Mr. Dexter E. Quintana, as signatories of the club with respect to its deposits with Metrobank, Union Bank, Bank of the Philippine Island, Philippine National Bank (PNB), and BDO Unibank, Inc.
- Authorized the General Manager to sign transactions of the Club amounting to Php 10,000.00 and below.
- Approved the retention of Solis, Medina and Partners as legal counsel.

19 May 2017 Regular Board Meeting

- Retained Caritas Health Shield as the HMO provider for the Rank and File employees.
- Resolved to assess every tennis player Php 10.00 per hr. for the tournament fund.
- Reiterated its position that banned individuals shall not be allowed to enter the Club premises even if accompanied by a Club member.
- Approved the increase of allowable limit on unpaid dues from Php 100,000.00 to Php 200,000.00.

28 July 2017 Regular Board Meeting

- Approved the policy to allow every member to bring four (4) playing guests.
- Approved the increase of guest's fee by Php 150.00
- Approved the construction of employees' canteen and locker room.
- Approved the increase the rates of Barber Shop and Beauty Parlor services.
- Approved the Php 30,000.00 financial assistance to Ms. Nitz Saripe, beauty parlor employee who is seriously sick.

18 August 2017 Regular Board Meeting

- Approved the purchase of automatic hand dryers for comfort rooms.
- Approved the use of paper towels in the gym.
- Approved the purchase of new PABX system subject to a thorough deliberation by the Construction Committee.
- Resolved to maintain the "Fine Dining Status" of the Zobel Dining Room.
- Resolved to utilize the tennis fund exclusively for entry fees and tennis balls.

Acts, Deeds, And Contracts

15 September 2017 Regular Board Meeting

- Approved the renewal of service coverage with Lifeline amounting to Php 70,000.00.
- Approved the renewal of HMO insurance coverage with Insular Life Care (I-Care) for Club's officers amounting to Php 850,070.00.
- Approved the PhP 60.00 increase of the Club trainer's fee and ballboy's fee from PhP 70.00 to PhP 100.00. Thus, the new trainer's and ballboy's hourly rates shall be as follows:

Class A Trainer PhP200.00	Class B Trainer PhP190.00	Class C Trainer PhP180.00	Ballboy PhP100.00
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- Approved the lunch buffet at the Log Cabin at a price of Php 350.00 and Php 200 for kids below 3 ft.
- Approved the Oktoberfest promo at the Bistro Lounge at Php 350.00 per head.

20 October 2017 Regular Board Meeting

- Approved to review the application of the tennis fund.
- Approved to study the proposal to create a barbershop package service

15 December 2017 Regular Board Meeting

- Approved the appointment of members of the NOMELEC Committee for the forthcoming election on 16 April 2018, namely: Atty. Romulo C. Bernardez, Mr. Oscar J. Ledesma, Jr., Mr. Ricardo G. Librea, Mr. Edward T. Gabaldon and Atty. Sergio Y. Acaban.
- Approved the price of Class A treasury shares at Php 500,000.00/share and Class B treasury at Php 550,000.00/share.

26 January 2018 Regular Board Meeting

- Approved the 15% increase banquet price effective 1 Feb. 2018.
- Approved the purchase of kitchen equipments for the canteen which costs Php 1.5M and dining furniture for the new function room at Php 300,000.00.
- Approved the name "San Antonio" for the new function room.

23 February 2018 Regular Board Meeting

- Approved the budget of Php 538,325.50 for the rehabilitation of the bowling machine by AMF Puyat Sport as contractor.
- Approved to conduct a public auction of shares of delinquent stockholders on 09 March 2018 with a minimum bid price of Php 500,000.00 for Class A share and Php 550,000.00 for Class B share.

13 March 2018 Regular Board Meeting

- Approved the financial statement for the year 2017 as audited by the external auditor, RG Manabat & Co.
- Approved the proposal of Maxicare to replace the existing HMO of rank and file employees, provided that pre-existing illnesses are covered.
- Approved the construction contract template for future construction projects of the Club.
- Approved the hiring of 2 massage therapists with basic salaries.

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/
Housekeeping Supervisor

Norman B. Montes
Sports & Recreation/
Housekeeping 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

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

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.