

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

JHMC

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

**BUSINESS DEVELOPMENT
COMMITTEE**

REPORT

CY 2024

I. JHMC Board Business Development Committee

The Business Development Committee has seven (7) members, to wit:

Chairperson: Allan R. Garcia

Members: PBGen. Ronaldo F. De Jesus (Ret.)
Catherine A. De la Rosa
Alejandro F. Fernandez, M.D.
Atty. Oscar T. Fiel
Atty. Rudolph Steve E. Jularbal
Atty. Marlo Ignacio V. Quadra

Atty. Quadra was appointed as a Member of the Business Development Committee on 24 October 2023.

Dr. Fernandez' membership in the Business Development Committee ended on 01 October 2023.

II. Committee Members' Responsibilities

The Committee shall be responsible for the following:

1. Establishing programs that can sustain the Corporation's long-term viability and strength and periodically evaluating and monitoring the implementation of such policies and strategies of business plans.
2. Evaluating business proposals.
3. Keeping the Corporation abreast with industry developments and business trends in order to promote the Corporation's competitiveness.

III. Accomplishments

1. Reviewed and approved the Business Development Committee Annual Report for CY 2022.
2. Reviewed the Pending Matters before the Business Development Committee for CY 2022.
3. Reviewed the Business Development Department Activities and Programs for CY 2023.
4. Reviewed the budget realignment for the Business Development Department and endorsed it to the Board for approval.
5. Reviewed the proposed CJH Tourism Program Development Framework.

6. Reviewed the conduct of JHMC Branding Workshop and endorsed it to the Board for approval.
7. Reviewed the proposal for the design and construction of BCDA-JHMC Panagbenga Float for 2024 and endorsed it to the Board for approval.
8. Reviewed the proposal for the lease of a lot of to the Department of Information and Communications Technology (DICT) for the Establishment of the North Luzon Data Center and endorsed it to the Board for approval.
9. Reviewed the proposal for the lease of VOA Log Homes, Cottages, and other BCDA properties and endorsed them to the Board for approval.

IV. Meetings

A total of ten (10) meetings were conducted by the Business Development Committee in 2023.

No.	Date of Meetings
1.	16 January 2023
2.	15 February 2023
3.	24 April 2023 (joint meeting with the Risk Management Committee)
4.	22 May 2023
5.	19 June 2023
6.	07 July 2023
7.	09 October 2023
8.	06 November 2023
9.	20 November 2023
10.	04 December 2023

V. Attendance Record of the Members

The Attendance Record of the Members of the Business Development Committee for CY 2023 is as follows:

Members	Date of Meetings				
	16-Jan	15-Feb	24-Apr	22-May	19-Jun
Allan R. Garcia	P	P	P	P	P
Ronaldo F. De Jesus	P	P	P	P	P
Catherine A. De la Rosa	P	P	P	P	P
Alejandro F. Fernandez	P	P	P	P	P
Oscar T. Fiel	P	P	P	P	P
Roudolph Steve E. Jularbal	P	P	P	P	P
Marlo Ignacio V. Quadra	NA	NA	NA	NA	NA

Members	Date of Meetings				
	7-Jul	9-Oct	6-Nov	20-Nov	4-Dec
Allan R. Garcia	P	P	P	P	P
Ronaldo F. De Jesus	P	P	P	P	P
Catherine A. De la Rosa	P	P	P	P	P
Alejandro F. Fernandez	P	NA	NA	NA	NA
Oscar T. Fiel	P	P	P	P	P
Roudolph Steve E. Jularbal	P	P	P	P	P
Marlo Ignacio V. Quadra	NA	NA	P	P	P

Legend:

P - present

A - absent

NA - not applicable (the Director is no longer or not yet a Member of the Committee)