MASAGANANG SAKAHAN, INC. A LandBank Subsidiary

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Qua	Description	Formula	Weight	Rating/Score	Baseline Data (2014)	2015								
rt						1 st Quarter		2 nd Quarter		Full Year	3 rd Quarter		4 th Quarter	
						Target	Actual	Target	Actual	Target	Target	Actual	Target	Actual
	SO 1 : Strengthen the Market Access of LandBank Assisted Cooperatives													
STAKEHOLDERS	SM 1 Percent of Cooperatives with Marketing Capability													
	SM 2 Primary Market* Developed	(Total No. of Retailers/ End- Users Accounts)	10%	(Actual/Target) X Weight (but not to exceed the weight)	31	15	22	7	2* (Adjusted from 3)	35	9	1	4	
	SM 3 Volume of Rice Sold	Volume of Rice (bags)	10%	Weight – (((Actual- Target/Target) X Weight) (but not to exceed the weight)	6,578 bags	2,000	2,933	1,700	3,005* (Adjusted from 3,035)	7,500 bags	2,000	2,808	1,800	
	SO 2 : Strengthen the Competitiveness and Technical Knowledge of the LandBank Assisted Farmer-Cooperative													
	SM 4 Total No. of Cooperative with Improved Quality of Palay that Benefitted from the Payment In Kind (PIK) Program	No. of Cooperatives	10%	(Actual/Target) X Weight (but not to exceed the weight)	15	6	6	10	12	25	-	-	9	
	SO 3 : Promote customer satisfaction in the delivery of services													
	SM 5 Customer Satisfaction Survey	% of respondents giving a rating of 4 (Rating: 5= Excellent; 1= Poor)	15%	(Actual/Target) X Weight (but not to exceed the weight)	N/A	Preparation of Questionnai re/ Survey Form	Prepared Survey Form	Conduct of Survey	On- going survey	Average of 4	Conduct of Survey	On-Going Survey	Collation of Survey Forms and Processing of Results	

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FINANCIAL	SO 1 Strengthen Financial Viability													
	SM 6 Increase EBIDTA Margin		10%	(Actual/Target) X Weight (but not to exceed the weight)	5%	8%	10%	8%	8%	8%	8%	14%	8%	
	SO 1 Maintain Existing Toll Milling Process Comparable with the Grading Quality of the Industry													Ī
	SM 7 Average Milling Recovery Rate	Absolute Percentage	15%	(Actual/Target) X Weight (but not to exceed the weight)	63%	63%	63.93%	63%	62.21%	63%	63%	63%	63%	
CES	SO 2 Streamline Market Linkaging Process													
INTERNAL PROCESS	SM 8 On-Time Delivery (Lead Time)	Average No. of Days from End of Milling to End of Delivery	10%	(Actual/Target) X Weight (but not to exceed the weight)	Not more than 12 days	Not more than 12 days	2.5 Days* (Adjusted from 2 days)	Not more than 12 days	1.5 Days	Not more than 12 days	Not more than 12 days	3 Days	Not more than 12 days	
	SO 3 Strengthen Business and Development Support Mechanism													
	SM 9 Utilization Rate of Sta. Rosa Grain Center	Average cavans of palay	10%	(Actual/Target) X Weight (but not to exceed the weight)	109,000 cavans	22,890	19,859	16,350	48,739	109,000 cavans	33,790	33,790	35,970	
LEARNING AND GROWTH														
	SM 10 Average competency in the organization	Based on the training needs analysis and number of personnel	10%		N/A	Coordinatio n with LBP Subsidiaries	Inquiry was made regarding competency framework on their organization	Request LBP Assistance/ Support	In process of seeking LBP Assistance	Develop competency framework (together with LandBank)	Research, Data Gathering and Analysis	Conducted Research and Data Gathering and Analysis	Develop Competency Framework	
Total \	Veight		100%											

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