

# aboitiz eyes

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**POWERING UP  
CUSTOMER SERVICE**



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# Powering up customer service

By Jade Hazel Gamas, Rebecca Eufan, Raymund Tamayo & Donjie Vertuoso

Distribution utilities of AboitizPower continue to live up to their passion for better ways, constantly introducing innovations that allow them to enhance the quality of service they provide to their customers.

Through its “One Number to Remember” project, Davao Light & Power Company makes it easier for customers to call them for their concerns.

Starting this year, customers in Panabo City and in the municipalities of Carmen, Dujali and Sto. Tomas may call the Davao Light call center and emergency services using just one number—(084) 822-3572 (DLPC).

For easy recall, customers only need to remember the prefix “822” and “DLPC” which represents “3572” in a landline telephone’s numeric keypad.

Just like placing a regular call, Davao Light customers in its franchise area in Davao del Norte may call the designated number for free.

## E1R2

The new telecommunication set-up called the E1R2 trunkline is like a dedicated highway exclusive for Davao Light and its customers, thus ensuring a smooth flow of voice calls and data transfer.

The trunkline can actually receive 10 simultaneous incoming calls, thereby increasing the number of calls that can be accommodated. Before, there were three designated numbers that could only accommodate three calls at any given time.

The new system utilizes a Voice-Over Internet Protocol (VOIP) which will allow Davao Light customers in Davao del Norte to experience services that will be made available in the future via Internet telephony.

Plans are also underway for Subic EnerZone (SEZ) to implement its Adopt-a-Customer Program, which aims to provide a more personalized service to its top customers.

Under the program, SEZ team leaders and team members will serve as key account representatives of their adopted customers. That way, the company

can save on cost and manpower, while at the same time strengthen their relationship with customers.

The program will initially start with the adoption of SEZ’s top 25 customers.

## Text messaging

Another innovation adopted by Davao Light and Visayan Electric Co (VECO), is the use of text messaging for billing and power service interruption concerns.

Last March 30, Davao Light launched “ASKDLPC BILL,” a new service that allows customers to inquire



**REPORT BROWNOUTS THROUGH TEXT!**  
Reporting to VECO has been made easier!  
Just text any of the information below:  
**ASKVECO OUTAGE (ACCOUNT ID)**  
OR  
**ASKVECO OUTAGE (POLE NO.)**  
OR  
**ASKVECO OUTAGE (COMPLETE ADDRESS)**  
Send to:  
**391 VECO 8326** Smart/ Talk n' Text/ Red Mobile  
**0922-999 VECO 8326** Sun Cellular/ Other Networks  
Regular text messaging rates apply.

**ASKVECO OUTAGE 1234567890**  
VECO  
VISAYAN ELECTRIC COMPANY

www.vecocom.ph  
VECO\_Cebu  
@visayanelectriccompany

\*Account ID on the cellphone screen is just a sample.



the balance of their monthly electric bills through text messaging.

By launching this service, Davao Light hopes to help its customers save time and money from calling or visiting their offices just to inquire how much their bill is.

Cotabato Light & Power Company, meanwhile, will roll out its TxtBroadcast project in the third quarter of this year.

VECO, for its part, is using text messaging to allow its customers to report emergency power outages. They no longer have to look for a landline and receive a busy signal when too many calls are made simultaneously.

Within a minute from sending the text message, VECO will reply with information on the cause of the outage and expected restoration time. Upon receiving the ASKVECO OUTAGE text, VECO will dispatch its e-crew to the customer's site to check on the cause and attend to it immediately.

ASKVECO OUTAGE is the second in VECO's TxtBroadcast series designed to make VECO more accessible to customers. ASKVECO BILL was first launched in July 2011.

#### MTS

Another innovation introduced by VECO is the mobile tracking system (MTS) to accelerate its response time in attending to emergency calls.

Installed in emergency vehicles, MTS is a digital device which has a global positioning system locator

and data logging system that keep track of the location of the vehicles and e-crews.

"With this, an e-crew does not need to manually log the caller details relayed through a two-way radio by the dispatcher, but gets the instruction from the MTS monitor system, which beeps on every emergency call," said Armil Logarta, manager of the Distribution Services department. "The dispatcher can easily send out an available crew nearest to an emergency caller."

Meanwhile, in its pursuit to offer more convenience to its customers, VECO has also adopted the One Bill auto-charge policy of Citibank. Once a Citibank cardholder enrolls his VECO account at [www.citibank.com.ph](http://www.citibank.com.ph), his monthly bill will be automatically paid by the bank.

A VECO customer will remember only one due date and settle only one bill every month—the Citibank One bill. The paid electric bill will be reflected on the credit billing statement.

"VECO does not want to stop pursuing different channels. Enrolling their VECO accounts in Citibank One Bill is a modified way of paying their VECO bills through the credit card," said Ma. Chona Tiu, VECO VP/Chief Finance Officer.

Ricky Lacson, VECO VP-Admin & Customer Services Group, added: "VECO searches for ways to give customers the convenience to avoid disconnection of its service due to unpaid bills. With our partnership with Citibank, VECO bills will be paid on time."





# VECO substations undergo facelift

By Rebecca Eufan

To improve public safety, the Visayan Electric Company (VECO) is beautifying its power substations, renovating their façade to blend with Cebu city's progressive panorama. The facilities now look safer in their modern design.

"The highly elevated concrete fences eliminate the notion that high voltage is dangerous and that the substations could explode anytime," said Sunday Palabrica, VECO Substation and Electrical Equipment Department manager.

With improved security, incidence of theft has also been eliminated.

"Once you're inside, you'll have a hard time getting out," Palabrica added. "Aside from security personnel, the facilities are now fully equipped with

The concrete and high fences of VECO's Camputhaw substation will make residents in the area feel totally safe living near the facility. A passerby looking at the modern facade may never know that a power substation exists inside.



online cameras. Nobody can get inside without the knowledge and approval of VECO's control center." The aesthetics contribute to efficiency. With the

installation of high and durable concrete fences, the power utility is getting rid of unwanted power interruptions due to external sabotage and foreign objects that may hit substation equipment during typhoons.

Residents living near substations used to fear them. The chicken wire fences gave the substations a scary look with view of large bare coils of electricity, towers of electric circuits and high-voltage wires.

"It was the idea of Sir Jimmy (VECO EVP & COO Jaime Jose Aboitiz) that our substations should be secure and safer to look at," Palabrica added.

"We are now on that track and we hope that all improvements will be completed in two to three years' time."

## Davao Light reconstructs Bunawan substation

By Ross Luga & Jade Hazel Gamas

Davao Light & Power Company has redesigned its substations for enhanced reliability as part of its efforts to improve its service to its customers.

Last April 16, Davao Light inaugurated its 10MVA 69/13.8kV Bunawan substation, the second unit with the reconstructed design. The first one was the 69/13.8kV Victoria substation, which was completed last August 2011.

Engr. Ronald Chan, AVP for Engineering, said the advanced features of the rehabilitated substation are designed to make the facility

more accessible for repair and maintenance work with consideration on the safety concerns for the maintenance crew. It has also instituted a more eco-friendly system, ensuring oils are trapped in case of spillage from the equipment in effect protecting the soil.

In order to protect sensitive equipment from wear and tear due to harsh weather conditions, these are now housed in a separate enclosed building. This set up reduces the incidence of outages due to mechanical failure of the said equipment, Chan said.

Project Engineer Ryan Varona said the reconstructed substation now provides a space for a mobile substation necessary to carry the loads of the power substation if a major problem occurs specifically affecting the substation's power transformer. This is designed to avert a prolonged power interruption which happens when a power transformer has to be repaired before restoration can be implemented.



(From left) Engrs. Galen Alovera and Mark Acosta conduct final calibration of the control equipment. These sensitive equipment are now housed in a separate enclosed building to protect it from wear and tear due to harsh weather conditions.

## Cotabato Light reinforces safety to contractors

By Pepito Lubguban

Cotabato Light & Power Company has initiated an orientation seminar for the safety and efficiency of contractors, citing the need to inform and train all technical men, including contractors, about the proper procedures to climb a pole and use a grip-all clamp stick or "shotgun."

The training-orientation was conducted by Safety Officer Pepito Lubguban and T&D Supervisor Bernabe Parcasio last May 22. It was attended by eight team members of JMJ Services, which was contracted to do the meter connections, reconnections, and installations of street lights. Actual applications of theories were done in Barangay Badak, Datu Odin Sinsuat, Maguidanao.

Aside from the grip-all stick operation, participants were also taught about the basic lineman training, a must-have knowledge for every lineman.



Transmission & Distribution Operation Supervisor Bernabe Parcasio demonstrates to contractors how to use the grip-all clamp sticks (shotgun). Inset, Safety Officer Pepito Lubguban talks about basic lineman training and safety.

## SEZ makes significant system upgrades in Q1

By Jerry Mark Famanila

Subic EnerZone Corporation (SEZ) made significant upgrades in their work systems in the first quarter of 2012.

The company recently implemented the Online Contractor's Billing System and the Online Standard Work Management System. The schemes were successfully deployed in SEZ with the help of VECO's Engineering Information Department (EID) Systems Developer Aldwin Carcallas. These two systems enable transaction processing over the Internet.

The Online Contractors Billing System has the capability to interface its transactions to Oracle Financials (ERP), enabling less human intervention and providing a more simplified process.

Along with the implementation of the web-based systems of EID is the Virtuoso System, a mapping system developed by Paul Visaya of VECO-Geographical Information System (GIS) Department.

Virtuoso offers many features that make it superior to other existing in-house-developed GIS systems to date. It can provide real-time information about customers and assets, which can become a source of reliable data for Performance Based Regulation (PBR).

The system's functions empower distribution engineers by providing a more dynamic construction design environment, capable of storing important information for both data and map images.

## Maintenance of substations in Cubi, Maritan completed

By Kyle Credo

Subic EnerZone Corporation (SEZ) completed the annual preventive maintenance service (PMS) of its Cubi and Maritan substations last Jan. 22 and 29.

Spearheading the activity was the company's Substation and Electrical Equipment Department (SEED), headed by its supervisor Justin Jay Navarro, together with engineers Richard Bulaon, Philip Ricablanca, and Alfred Cerezo.

SEZ accredited contractor Transpower System Corporation conducted the comprehensive testing of the 27.5-MVA power transformers of both substations.

Standard electrical tests were performed on all electrical equipment during the PMS, including cables, circuit breakers, switchgear assemblies, along with associated equipment comprised of control wiring, protective devices and relays, supervisory equipment, and indicating and metering instruments.

The activity aimed to detect and correct potential hazards that can cause failure of existing equipment and facilities. Properly maintained electrical equipment reduces downtime by minimizing catastrophic failures.



SEZ's SEED team conducts maintenance works on the 27.5-MVA power transformer of the Maritan substation.

## Subic team undergoes training with NGCP

By Ronald Del Rosario

Subic EnerZone Corporation's (SEZ) engineering and operations team recently underwent training on 69kV sub-transmission line maintenance for electric cooperatives and distribution utilities. The activity was facilitated by the National Grid Corporation of the Philippines (NGCP).

The two-day seminar-training aimed to familiarize participants in transmission lines safety, standard operating procedures in switching, and maintenance of the 69kV sub-transmission lines.

SEZ's engineering and operations team is composed of three departments namely: Transmission & Distribution Department (T&D), Substation & Electrical Engineering Department (SEED), and Planning & Design Department (PDD). The teams were headed by supervisors Ryan Griva (T&D) and Jay Navarro (SEED), and PDD & Admin Manager Edgar Caluza.

Resource speakers for the seminar were NGCP's Viterbo Napoleon, Division Head III, District 5-NL; Alvin Estanislao, Chief Engineer, Transmission Section; Domingo Morga, Principal Engineer, Substation Section; Teotico Tanuecoz Jr., Section Head, OPCS-NL; Domingo Cancino Jr., Specialist II, Transmission Section; Felicidad Francisco, Principal Specialist, Corporate Affairs; and Elias Morales, Line Foreman, Transmission Section.



SEZ T&D linemen observe a trainor from the National Grid Corporation of the Philippines as he demonstrates standard procedures on 69kV transmission line maintenance.



# Solar energy to light up off-grid communities

The Aboitiz Foundation and AboitizPower companies have entered into a partnership with the Alliance for Mindanao Off-Grid Renewable Energy (AMORE) Program to provide solar power to remote rural villages in Davao.

As part of its mandate to empower communities in Mindanao, the Foundation has signed a partnership with the AMORE3-Winrock International to energize 400 households in Davao through the use of portable solar power units.

In a signing ceremony last March 21, Aboitiz Foundation through President Jon Ramon Aboitiz and Winrock International through Environment Group VP Bill Howley committed to bring the convenience of electricity to far-flung communities in Toril district, Davao City and Sta. Cruz, Davao del Sur that are not yet reached by power lines.

Rural electrification with AMORE is not new for the Aboitiz Group. In 2004, AMORE and Davao Light established a solar charging station and installed streetlights in Marilog District in Davao City.

The new set of projects will be implemented by AMORE through Davao Light and Therma South, Inc. (TSI).

TSI Chief Operating Officer Benjie Cariaso said that while the company aims to provide reliable, efficient and responsible power to customers in the Mindanao grid, isolated off-grid communities especially in Davao City and Davao del Sur, must also be supported.

"AboitizPower and Therma South see the success of our project not only in terms of the business we generate but the changes we inspire in our host and surrounding communities," he said.

Cariaso added that the portability and convenience of solar power makes it an ideal source of energy for isolated rural and off-grid communities.

"We are one of the country's biggest producers of renewable energy. AboitizPower will always pursue renewable energy as long as they are available and feasible. In this case, the relatively smaller capacity of solar energy is ideal in providing the basic electricity needs for small and rural communities," he said.

The distribution of some 170 stand-alone PV solar home systems and 256 solar lanterns will be channeled through the Barangay Rural Energy and Community Development Association (BRECD), while AMORE3-Winrock will work on preparing the community in operating and taking care of the project.

Davao Light Chief Operating Officer Art Milan said solar electricity will power communities to keep them safer at night. Students can likewise study at night while their parents create livelihood capacity through micro-entrepreneurship. It will also pave the way for BRECD to generate income.

Solar electrification is part of the Aboitiz Group's



Stakeholders give a thumbs up to mark the start of the electrification of off-grid communities in Davao. Present during the signing were (from left) Simo Santavirta, general manager of Quezon Power Philippines, Aboitiz Foundation EVP & Managing Trustee Sonny Carpio; Energy Undersecretary Jose Layug Jr.; Aboitiz Foundation President Jon Ramon Aboitiz; Winrock International Environment Group VP Bill Howley; and Amore3 chief of party Laurie Navarro.



sustainability advocacy to promote the use of renewable energy. Solar technology will light up communities and improve their general wellbeing,

ultimately achieving a balance of people, profit and planet.

## APRI inks deal with Hapinoy for pilot project

AboitizPower, through AP Renewables, Inc. (APRI) and in partnership with the Aboitiz Foundation, has partnered with the Hapinoy Community Store Program to energize households in off-grid communities in Laguna by installing innovative solar lamp lease-to-own models.

Under the memorandum of agreement (MOA) signed on May 18, AboitizPower and Aboitiz Foundation will provide the seed fund for the implementation of the rural electrification pilot program for six months upon signing of the agreement. The research project will be used to develop a sustainable business model that can be scalable to other underserved areas.

Hapinoy, as the recipient of the seed fund, will act as project lead and coordinator between AboitizPower, the Foundation and their partner in the implementation, the Center for Agriculture and Rural Development.

Aboitiz Foundation President Jon Ramon Aboitiz said the partnership's objective is to conduct research, develop and pilot a sustainable model for

bringing energy solutions to marginalized areas with limited or no access to formal grid power.

"This agreement reflects the Aboitiz Group's continuing commitment to empower communities that we serve," Aboitiz said.

He signed the MOA together with APRI SVP-Corporate Services Juan Felipe Alfonso; Mark Ruiz, president of Hapinoy managing company Micro Ventures Inc.; and Micro Ventures Foundation President Bam Aquino IV.

"This project will help us develop an innovative and sustainable model in bringing solar energy solutions that we wish to replicate across the Hapinoy Store network," said Ruiz.

The Hapinoy Store will be equipped with a solar charging panel where all solar lamps can be charged and rented out on a daily basis to neighboring households.

"We are extremely excited about Hapinoy's partnership with AboitizPower and Aboitiz Foundation that will bring essential light to poor communities in the countryside," said Aquino.



(From left) Micro Ventures Foundation President Bam Aquino IV, MVI President Mark Ruiz, Aboitiz Foundation President Jon Ramon Aboitiz and APRI SVP-Corporate Services Juan Felipe Alfonso sign the agreement that will light up households in off-grid communities in Laguna.



**TOP BIZ TAXPAYER.** Davao Light & Power Company was recognized as one of the Top 10 Business Taxpayers for 2011 during the Mayor and Vice Mayor's Recognition Night held last March 17, 2012, as part of the celebration for the 75th Araw ng Dabaw. Accepting the award together with Mayor Sara Duterte were (from left) AVP for Finance Gedeon Gavan, EVP & COO Arturo Milan, and AVP for Corporate Communications Ross Luga. —*Ruann May Pogado*

## SN Aboitiz Power receives Smile awards from DOLE

SN Aboitiz Power (SNAP) has been given the Safety Milestone Recognition (Smile) Awards by the Department of Labor and Employment's Bureau of Working Conditions (DOLE-BWC) for achieving record man-hours without a lost-time incident.

In December 2011, the Magat Plant received an award from the DOLE for its 2010 record of no lost time incident of 303,680 man-hours. Since SNAP took over in 2007, Magat has accumulated 1,524,039 man-hours LTI-free as of Dec. 31, 2011.

The Ambuklao and Binga Plants received the same award for its 2010 record of 372,305 and 503,095.50 LTI-free man-hours, respectively. Ambuklao has achieved 1,385,531 safe man-hours as of Dec. 31, 2011 while Binga posted 1,539,920 man-hours LTI-free in the same period for a combined total of 2,925,451 man-hours LTI-free.

The awards were handed out by DOLE Undersecretary Lourdes Trasmonte, DOLE-BWC Director Brenda Villafuerte, and DOLE Region II Director Grace Ursua. SNAP was represented by Nomer Reynaldo, AVP for Safety, Health, Environment, Security and Quality (SHESQ).

The DOLE also awarded Safety Recognitions to individuals for the attainment of safety milestones in their respective companies. The SNAP awardees were Reynaldo; Cesar Vicente, Jessie Palma, and Clifford Dailay, Sr. SHES Specialists for Magat, Binga, and Ambuklao, respectively; and Efren Legaspi, Health, Safety and Environment Inspector for Binga.

"These awards speak of SNAP's commitment to the highest standards of workplace safety," SNAP President & CEO Emmanuel Rubio said in a statement. "But more importantly, this reflects the dedication of our teams in Magat, Ambuklao, and Binga, who work to ensure the safety of each and every employee and contractor in our plants."



**SNAP BAGS ANVIL AWARDS.** The SN Aboitiz Power (SNAP) Group has bagged four Anvil Awards during the recently concluded 47th Anvil Awards at Edsa Shangri-la, Mandaluyong City. SNAP Group, and its principal SN Power of Norway, won an Excellence Award for i-Travel SAFE, their transportation safety campaign for their employees. SNAP-Benguet also won an Excellence Award for its Ambuklao Hydroelectric Power Plant inaugural coffee table book "Renewable Energy for a Renewed Nation" under the PR Tool Special Publication category. SNAP-Magat won a Merit Award for its efficient water use campaign DALOY Magat while SNAP-Benguet also earned a Merit award for its Ambuklao inauguration campaign The Power to Renew. The winning team was led by SNAP chief corporate services officer Michael Hosillos (extreme left) and SN Power country representative and business development manager for Southeast Asia Rodolfo Azanza (8th from left).

## Davao Light holds safety, anti-pilferage drive

By Jade Hazel Gamas

With customers' safety as its paramount concern, Davao Light & Power Company goes the extra mile to inform its customers on the hazards of electricity so they can avoid accidents.

Dubbed as Intensified Safety or I-Safety Campaign, the activity, now on its second run, benefitted around 70 constituents of Barangay Katualan last May 4. The campaign is in support of the observance of the National Electrical Safety Month, and was held in coordination with the Institute of Integrated Electrical Engineers of the

Philippines, Inc. Northern Davao Chapter and the Panabo City Government.

Aside from giving information on the risks related to electricity, the campaign also included an anti-pilferage presentation aimed at educating and protecting the customers from unscrupulous acts related to electricity theft. There were also presentations on energy saving tips and how to read an electric meter to help them manage their electricity.

The activity was spearheaded by the company's

LMC-Safety & Security Subcommittee under chairman Nelson Gumba, together with Dado Gonzales of the Safety Department, Leo Apalisoc of the Revenue Protection Department, and Panabo Branch representative Ricky Morales.

The company, through its Safety Department, plans to conduct similar activities in three barangays in Panabo City and Municipalities of Carmen, Dujali and Sto. Tomas, three universities and colleges and two barangays in Davao City within the year.



## SNAP-Benguet hydro unit gets ERC compliance certificate

SN Aboitiz Power-Benguet, Inc. (SNAP-Benguet) received last March 26 its Certificate of Compliance for its Binga Hydroelectric Power Plant (HEPP) Unit 4 turbine which was refurbished and upgraded from 25 megawatts (MW) to 31.45 MW.

The Energy Regulatory Commission (ERC) issued the certificate, valid for five years, for the repowering of the unit under an already existing certificate for SNAP-Benguet. This signifies compliance with the requirements of energy laws, orders and regulations.

Coming on the heels of the inauguration of its 105-megawatt Ambuklao Hydroelectric Power Plant (HEPP) in 2011, the hydroelectric power company said the upgrading of the Binga HEPP is on track as it also began to refurbish Unit 1 in January 2012.

SNAP President & CEO Emmanuel Rubio said SNAP-Benguet is doing the refurbishment one unit

at a time to keep the plant operating. "By 2013, we will have a practically brand new Binga hydroelectric power plant providing up to 130 MW of renewable energy to Luzon," he added.

The refurbishment of Unit 4 began in April 2011 and was completed in December of the same year. This leaves three turbine units of Binga HEPP in Itogon, Benguet for refurbishment, with the completion of Unit 1 expected by third quarter 2012 to be followed by Unit 3 by first quarter 2013 and Unit 2 by third quarter 2013.

The Binga project began in 2010, requiring the construction of a new intake at higher elevation, new headrace, replacement and modernization of plant control system and replacement of electro-mechanical components. The construction of the headrace tunnel and intake was completed in September 2011.

## Oracle R12 takes effect under wings of AboitizPower Generation Group

In pursuit of new and effective technology to be able to live the AboitizPower brand, its Generation group recently announced the completion of the Oracle R12.

A landmark project for AboitizPower, Oracle R12 is an Enterprise Resource Planning System project that was spearheaded by AP Renewables Inc., Therma Luzon Inc.,

Cebu Private Power Corp., SN Aboitiz Power Group, Hedcor Inc., and East Asia Utilities Corp. The implementation of version R12 also included both Supply Chain and Financials modules into the project.

The AP Gen project was set in motion last 2010. All of the AP Gen business units involved also assembled for this venture at the AIM Conference Center for the process Standardizations.



## Therma Luzon, Meralco sign PSA for Pagbilao

Therma Luzon, Inc. (TLI) signed last Feb. 29 a Power Supply Agreement (PSA) with the Manila Electric Company (Meralco) for the 350-MW capacity of the Pagbilao power plant.

TLI is the independent power producer (IPP) administrator of the Pagbilao power plant under

## Hedcor's hydro projects get IPs approval

By John Eugene Matias & Karen Padawag

Hedcor Inc.'s hydropower projects in Sabangan and Tudaya have been granted a Certificate of Compliance to the Free and Prior Informed Consent (FPIC) by the National Commission for Indigenous People (NCIP).

NCIP Chairperson Zenaida Pawid issued the certifications following a unanimous decision by NCIP commissioners, who saw that Hedcor has completed the FPIC process, which includes holding a series of public consultations.

The NCIP also cited the memorandum of agreement that has been signed between Hedcor and the indigenous tribe of Sabangan.

The certifications were for Hedcor's 13.2-megawatt (MW) run-of-river hydropower project in Sabangan in Mt. Province and 13.7-MW run-of-river hydropower project in Tudaya, Sta. Cruz, Davao del Sur.

The Tudaya 2 plant (downstream) with a capacity of 7 megawatts will supply to DASURECO once operational by 2014.

The Sabangan project, on the other hand, is scheduled for construction in the third quarter of 2012. It will be Hedcor's first project in Mt. Province. It will utilize run-of-river technology to harness the power of the Chico River and will generate 50 million kWhs of clean and renewable energy annually.

The FPIC process was pursued by Hedcor in February last year where under the Indigenous Peoples Rights Act of 1997, the Certification Precondition may be given after due consultations are held towards the signing of a memorandum of agreement with the IPs.

the IPP Administration Agreement with the Power Sector Assets and Liabilities Management Corporation.

As previously disclosed, the PSA will be implemented after the Energy Regulatory Commission evaluates and approves the same.



Radisson Blu Hotel  
Cebu City  
May 21, 2012

## STOCKHOLDERS' MEETING



## STOCKHOLDERS' BRIEFING

InterContinental Manila  
Makati City  
May 24, 2012





# Get to know your *Board*

## *Cocktails and Dining*

May 21, 2012, 6:30 pm  
Oakridge Pavilion  
Oakridge Business Park  
Mandaue City, Cebu





# BANKERS' APPRECIATION *night*

Manila Polo Club  
March 8, 2012

**"Aboitiz Academy Awards 2012"**







## 1<sup>ST</sup> ABOITIZ ERM FORUM

# Preparing for the Road Ahead

By Annacel Natividad

Continuing the momentum from the Enterprise Risk Management (ERM) Program it launched in 2010, Aboitiz Equity Ventures (AEV), through its ERM Group, organized the gathering of over 100 risk management leaders and professionals across all Aboitiz businesses for the first-ever Aboitiz Group ERM Forum last Feb. 20, 2012 at Cebu City Marriott Hotel.

### 4 in 2013

The forum sessions revolved around the theme of “4 in 2013: Preparing for the Road Ahead.” The number 4 represents the Group’s risk maturity goal to have risk management practices operational by the end of 2013.

# 4

OPERATIONAL

There is a clear understanding of the organization’s key risks and also a consistent execution of activities to address these risks; some functional areas may employ more sophisticated techniques:

- A set of loss and tolerance guidelines are predetermined or developing
- Explicit consideration of risk and risk management information is taken in key decisions
- Analysis is consistently applied, incorporating both qualitative and quantitative techniques

In his opening speech, AEV President & CEO Erramon Aboitiz emphasized the importance of ERM. “We are embarking on our ERM journey not because it’s the latest trend nor because we are required by regulators to do so. We are doing it because we believe in the value of ERM and the benefits it brings in making us more and more competitive. This is consistent with our Passion for Better Ways.”

He challenged all Aboitiz strategic business units (SBUs) and business units (BUs) to elevate the Group’s risk management maturity and achieve a level 4 in 2013.

The forum also featured risk management experts from Aon, SGV, Lockton, Citibank, Standard Chartered Bank and ING. Their presentations focused on the new approaches and developments in the fields of ERM, insurance, financial and commodity risks, as well as the outlook in these areas.

AEV Chief Reputation Officer Susan Valdez discussed the importance of reputation and its interrelationship with risk management. She capped her presentation with an informational video and strategies to address the emerging risk of social media.

Halfway through the sessions, Endika Aboitiz (EMA) provided an interesting recap of the various presentations made. He highlighted important areas, reiterated key points and encapsulated key takeaways from the sessions.

Chief Risk Management Officer Rolly Cabrera described the current state of risk management in the Group and the high-level strategy moving towards achieving the level 4 goal. He also discussed the road beyond 2013, his vision for the future including the evolution of all these programs into making AEV enterprise resilient.

In closing, EMA discussed the importance of risk management and reputation and how both capabilities are necessary given the complexities of the Aboitiz businesses and the dynamics of the various risks these businesses face. He ended his speech with his trademark quote: “Praise all gods, drink wine, and let the world be the world.”

He then invited everyone to join the cocktails by the poolside, which was a great way to wind down after a very intense and serious daylong forum. Setting the mood for merry conversations, with some singing and dancing were good music, free-flowing beer below zero, and great wine.



## 5 ATMC members receive Educational Awards



Five members of the Aboitiz Toastmasters International Club (ATMC) have completed the requirements for the Educational Award by participating in Toastmasters International's rigorous leadership program for 2011-2012.

The Competent Communicator Educational Awards were conferred on Riza Balgos, Marie Joan Cumigad, and Christian Najibrihani Riconalla.

Iris Louise Dorado and Carminia Borja were recipients of the Competent Leader Educational Awards.

Borja, also ATMC's VP for Education, was also declared champion in the District 75 Humorous Speech Competition held at Camp Holiday Resort in Davao.

Initially winning the Area 25 championship in the same competition last February, Borja went on to become champion in the division level competition, representing Division C in the national or district level. The last time ATMC received the championship trophy in this category was nine years ago, when the late Fred Alba was the club's representative.

## SCEGA gets new home

By Zeny Novabos

SCEGA Cooperative recently inaugurated its newly acquired office building on M. L. Quezon St., Casuntingan, Mandaue City.

AEV Chief Human Resource Officer Txabi Aboitiz, Mandaue City Councilor Beethoven Andaya, Mandaue City Councilor, Cooperative Development Authority's Cipriana Mumar, Supercat Fast Ferries Corp. HR/Business Process Officer Leilah King, VICTO National chief executive officer Mercedes Castillo, and Philippine Cooperative Central Fund Federation chief executive officer Betta Socorro Salera, cut the ribbon.

Prior to the blessing and inauguration, Castillo and Salera, both federation chief executive officers, inducted the recently elected and holdover officers of SCEGA led by Zeny Novabos, chairperson of the board.

"SCEGA draws its strength and inspiration from the members, the cooperative's reason for being, and partners with members to attain quality life," said Novabos.

The management staff is led by manager Judith Salcedo.

SCEGA, a 30-year cooperative composed of 2,700 members from about 30 companies, continues to tie-up with companies for cooperative membership. About 60% of the members come from the Aboitiz group of companies.

For more details, you may send an email to [scega@gmail.com](mailto:scega@gmail.com).

## AEV Legal, DOLE conduct on seminar on issuance on subcontracting

The Legal and Corporate Services Group of Aboitiz Equity Ventures, Inc. (AEV) recently conducted a seminar on Department of Labor and Employment (DOLE) Department Order 18-A or the Rules Implementing Articles 106-109 of the Labor Code, As Amended.

The seminar, held last Jan. 31 at the AIM Conference Center in Makati City, aims to educate the attendees on the requirements for legitimate contracting, to ensure the business units' full compliance with the DOLE issuance. It was attended by 44 representatives from AEV, Aboitiz Power Corporation, Aboitiz Jebsen Company, Inc., AP Renewables, Inc., Davao Light & Power Company, HEDCOR, Inc., Pilmico Animal Nutrition Corporation, Pilmico Foods Corporation, Subic Enerzone Corporation, SN Aboitiz Power, Therma Luzon, Inc., Therma South, Inc. and Visayan Electric Company.

An echo seminar on the matter was held last March 28 during the HR Conference, and last April 28 before HR representatives of AboitizLand.

DOLE Undersecretary for Labor Relations Rebecca Chato, the

speaker, discussed practical applications and problematic areas of the said issuance, and the contracting and subcontracting arrangements practiced at present.

Among the salient features discussed were the following: a.) minimum capitalization requirement of P3 million; b.) proof of ownership or lease agreement (with photograph) on tools, equipment, machineries and work premises actually and directly used for the subcontracted work or services; c.) inclusion of service cooperative in the coverage; d.) mandatory registration with DOLE in the regional

office where it principally operates for a period of three years; e.) proof of financial capacity to pay the wages and benefits of the workers using the DOLE Net Financial Contracting Capacity ("NFCC") formula to determine the financial capacity of the contractor to carry out the job, work or services sought to be undertaken under the service agreement; f.) control over the performance of the work of the employees deployed or assigned to render the contracted work or services; g.) compliance with DOLE Standard Computation for Skilled and Unskilled

Workers with breakdown on daily salary rate, reimbursable costs payable directly to servicemen and government; h.) compliance with DOLE Standard Service Agreement; i.) compliance with the required Employment Contract between Subcontractor and its employees; j.) observance of the right of the workers; and k.) semi-annual reporting of subcontractor to DOLE regional office for compliance purposes.

The Legal Group intends to conduct similar seminars in the future. —**Russell Fernandez**



DOLE Undersecretary for Labor Relations Rebecca Chato speaks before HR representatives of the Aboitiz Group about the requirements for legitimate contracting.



# UnionBank holds annual stockholders' meeting

By Leah dela Cruz

Union Bank of the Philippines (UnionBank) held its Annual Stockholders' Meeting on May 25 at the Edsa Shangri-La Hotel, with executives highlighting the bank's remarkable performance after posting a net profit of P6.6 billion.

UnionBank Chairman & CEO Justo Ortiz and President & COO Victor Valdepeñas addressed the attendees with their respective reports.

The Bank's profitability ratios mirrored the Bank's strong earnings performance. Return on shareholders' equity (ROE) at 16.7% and return on assets (ROA) at 2.5% were above industry's 12.6% and 1.5%, respectively. Cost/income ratio at 49.5% was more than a quarter better than industry's 62.8%. Further, notwithstanding the exercise of the call option on P1.3 billion of unsecured subordinated debt in September 2011, total capital adequacy ratio remained very healthy and supportive of growth at 18.2% from 17.0%, exceeding the 10.0% regulatory minimum by a wide margin. In terms of market position among private domestic universal banks,



UnionBank executives Vicente Ayllon, vice chairman; Justo Ortiz, chairman & CEO; Atty. Fe Macalino, corporate secretary; and Victor Valdepeñas, president & COO take questions during the Annual Stockholders' Meeting.

UnionBank ranked the sixth largest in assets, fifth in net profit, and second in ROE, ROA and cost-to-income ratio.

Valdepeñas further emphasized the sustained growth momentum of the company by posting record earnings of P2.8 billion during the first

three months of 2012 which is four times more than what was earned a year ago. Amid continued uncertainties in the operating environment, UnionBank was able to record robust growth anchored on the competencies the Bank had built over the years.

## UnionBanker shares Bank's digital initiatives at Mobile Show Asia

UnionBank Consumer Finance Business Development & Marketing Head Franchette Chingcuanco-Cardona was invited as speaker for the M-Content World Asia, and was also appointed as chairperson for the 2nd day of the Mobile Advertising World Seminar at the Mobile Show Asia 2012.

Considered the premiere show for mobile technology, applications and solutions, Mobile Show Asia 2012 was attended by more than 4,000 delegates.

The event, which was held last April in Singapore, featured 5 high-level conferences, namely, Planet of the Apps Asia 2012; M-Commerce Asia 2012; M-Content Asia 2012; M2M World Asia 2012; and MAD World Asia 2012.

Cardona shared her insights on how to connect the bank and customer through the following digital strategies:

- Using digital marketing and mobile platforms for customer acquisition and customer retention
- Generating brand and product awareness across the mobile and digital channel
- Winning customers through the digital channel

By being updated with the latest trends in marketing, social media and digital advertising, UnionBank consistently arms itself with innovative solutions and ideas to market and communicate its products and services to customers.

## Bank sponsors ADB Annual Meeting of Board of Governors

UnionBank Chairman & CEO Justo Ortiz, President & COO Victor Valdepeñas, SEVP Edwin Bautista, SEVP Eugene Acevedo and SEVP Jesus Roberto Reyes were the Bank's delegates to the Manila 2012 Annual Meeting of the Asian Development Bank (ADB) Board of Governors held at the PICC and SMX last May 2-5. UnionBank was a bronze sponsor of the event.

Some 5,000 delegates attended the meeting, including finance and economic ministers from 67 ADB member-countries, government officials, business leaders, multilateral organizations, civil society, academe, and media

The Philippines' hosting of the event brought out the best in the country; it was a "coming out party" that showed that truly, it's more fun in the Philippines. The feedback was overwhelmingly positive from delegates and heads of delegations.



BIR Commissioner Kim Jacinto-Henares, SEVP Edwin R. Bautista and Department of Tourism Secretary Ramon Jimenez, Jr.



## CitySavings' 31st branch opens in La Union

City Savings Bank (CitySavings) continues to tap opportunities to be able serve public school teachers, opening more branches in key areas in the country.

CitySavings opened its 31st branch last March 14 at Kenny Plaza in San Fernando City, La Union. It will cater to an estimated 30,000 clients in the areas of La Union, Pangasinan, Ilocos Norte and Ilocos Sur.

The branch offers complete deposit

products (time, savings, ATM and checking) and loans for teachers of the Department of Education (DepEd).

Present during the opening ceremonies were San Fernando City Mayor Pablo Ortega and CitySavings officials led by VP for Operations William Paradies, AVP for Marketing Harry Abellana, and Loans & Collections Group Head Adrian Ruiz. Also present were representatives from DepEd's Payroll Services Unit and some teachers who

wanted to avail themselves of a loan.

Paradies said they are confident that opening a branch in San Fernando will help CitySavings achieve its goal of bringing simple and straightforward banking to more customers in Luzon.

Aside from its San Fernando branch, CitySavings will also open an extension office in Dagupan and in central and southern Luzon within the year.

## Antique names CitySavings among top 20 biz taxpayers

By Ron Ron L. De Los Reyes

City Savings Bank's Antique Extension Office was named one of the top 20 business taxpayers for 2011 in the municipality of San Jose De Buenavista in Antique province.

The local government gave out the award to business and real property taxpayers to recognize the assistance of the private sector through proper and honest filing of business taxes.

The awardees were honored during the culmination of the town's Tiringbanay Festival. Mayor Rony Molina personally handed the awards to the awardees. He was assisted by Vice Mayor Elmer Untaran, municipal councilors and actor Philip Salvador.

In his message, Molina said that through the taxes being paid, the municipality is able to deliver basic services and help improve the living conditions of its constituents. He also thanked the awardees for being the instrument of this initiative.



CitySavings-Antique OLC Ron Ron De Los Reyes accepts the citation from San Jose de Buenavista Mayor Rony Molina for being one of the town's top 20 business taxpayers. With them in the photo are Vincent Cabrera, Loans and Collections supervisor, and actor Philip Salvador.



# CIPDI bags award at 17th PEZA Night

By Arianne Manzo

AboitizLand's industrial development Cebu Industrial Park Developers Inc. (CIPDI) bagged The Outstanding Community Projects Award at the 17th Philippine Economic Zone Association (PEZA) Anniversary and Investors' Recognition Night at the World Trade Center in Pasay City last April 26.

President Benigno Aquino III and PEZA Director General Lilia de Lima handed the award to AboitizLand President & CEO Andoni Aboitiz, Industrial Business Unit AVP Eduardo PeBenito and CIPDI General Manager Joseph Michael Santos.

The Outstanding Community Projects Award is given to a locator or developer that has "strengthened its relationship with the community through programs, services, or projects which helped the community through various initiatives with substantial effects."

"We are very honored to have been recognized for this award, considering that we had to compete with 258 other economic zones all over the country. The celebration for this award



President Benigno Aquino III and PEZA General Manager Lilia de Lima present to Andoni Aboitiz, AboitizLand president & CEO, the Outstanding Community Project Awards for Cebu Industrial Park Developers Inc. for its commendable pro-community initiatives in Balamban.

also becomes more fitting and relevant especially that this is CIPDI's 20th year of existence. Indeed for CIPDI, pursuit of world-class competence is equally paramount in protecting the environment and addressing the social needs of Balamban," said Santos.

He also expressed appreciation for the effective synergy between CIPDI and the different sectors of the Balamban community. He added that "more than

the recognition of the unfaltering CIPDI initiatives, what is most rewarding is the strong partnership and ties with Balamban that was built because of various initiatives.

For 20 years, CIPDI has been consistently nurturing the Balamban community through the annual Brigada Eskwela, community and school donations, sports outreach and emergency rescue team competitions. It has also sustained environment-oriented initiatives such as the annual coastal cleanup, tree growing, and mangrove planting activities. They also maintain CIPDI's Mangrove

Sanctuary and the CIPDI Tree Nursery Greenin' Philippines Program.

Aside from The Outstanding Community Projects Award, the PEZA handed awards to Outstanding Exporters, Outstanding Employers, and Outstanding Environmental Performers. The Hall of Fame, Billionaire's, and the PEZA Golden Achievement Awards were also handed over to exemplary partners.

## Metaphil builds 4th wharf in Davao

By Zeny Novabos

Aboitiz Construction Group, Inc. (Metaphil) has built its fourth wharf in Davao.

Also known as Tadeco, the Davao International Container Terminal in Panabo City is foreseen to be the most modern container terminal in Mindanao. The wharf is owned by San Vicente Terminal & Brokerage Services, Inc., a member of ANFLOCOR Group of Companies. The owner recently awarded the design and construction of its third berth to Metaphil. Valued at P740 million, the terminal will be a state-of-the-art Container Yard which will operate a brand-new and modern container handling equipment.

"This project will catalyze the economic development of the region by enhancing global trade through the container port facility," said ANFLOCOR president & CEO Alexander Valoria. He also said that the project is seen to create faster turnaround time of vessels, orderly ingress and egress resulting to faster turnaround of delivery trucks, reliable plug-in facilities for reefer

cargo, and the capacity to accommodate larger vessels due to its deep draft. Valoria added that the ANFLOCOR Group of Companies saw the opportunity to invest in container terminal primarily because of the continued conversion in the handling of banana and pineapple shipment from break bulk to container.

Wanting only the best, San Vicente awarded the design and construction project to Metaphil. Metaphil President & CEO Napoleon Pe, Jr. said the company will "deliver on its promise of reliability, integrity, safety and quality."

Metaphil Project Manager Leo Tampus will lead an expected 200 *kaubans*. Challenges faced by Metaphil are the completion of the wharf in 300 days and the partial completion in November for the installation of the Portainer Crane.

The Davao International Container Terminal is expected to start its operation by first quarter of 2013.

## Metaphil forges Keitech tie-up

Aboitiz Construction Group, Inc., also known as Metaphil, has signed a memorandum of agreement with Kananga EDC Institute of Technology (Keitech) to provide on-the-job training to the school's welding trainees.

Signing the agreement were Metaphil VP & Chief Information Officer Zeny Novabos and Keitech Educational Foundation, Inc. (KEFI) president Dr. Paul Aquino, also former president and chief executive officer of Energy Development Corporation.

"Aboitiz shares the dream of shaping Filipinos as we join hands with the academe in fighting poverty with the right training and values," said Novabos.

Relevance of Keitech's welding training program was acknowledged as 83% of the trainee-turned-applicants were hired by Metaphil as welders and fitters. Keitech is managed by KEFI, in partnership with the municipality of Kananga, Leyte.

Metaphil saw a peak in its workforce at close to 7,000 in 2011. The company runs Cebu's TESDA welding training center and has existing tie-ups with other training centers, such as Bogolites, Sister of Mary's Boys Town (Cebu), universities like USC, USJR, UC and CIT and even technical-vocational high schools like Subangdaku High School. As Metaphil grows, the company continues to link with more schools and training centers. This academy-industry framework, aimed at addressing the country's unemployment problem, is the company's way of giving back to the nation. **-Zeny Novabos**

# Pilmico breaks ground for Grow-Fin farm

By Rhea Embalzado

Pilmico Animal Nutrition held a ceremonial groundbreaking last March 16 for the new Growing-Finishing (Grow-Fin) Farm in Sitio Mapano, Barangay Cutcut 2, Capas, Tarlac to mark the start of the renovations and additions to Pilmico Farms. It is expected to be operational by July 4.

The project represents Pilmico's continuous innovation and a culmination of two years of planning to create a facility to drive focus on farm disease prevention and control. While minor renovations had already begun at the nursery farm, the bulk of the farm construction will commence right after the renovations.

Recognizing the need to address the significant health challenges experienced by hog raisers, Pilmico Farms worked to bring about continued and new efforts to create a positive atmosphere. As these efforts progressed, it became evident that inadequate facilities existed as new hog diseases arise and the challenges in controlling them. New hog raising systems will be adapted when the renovations and constructions will be completed.

The updated facilities will include the adaptation of the new three-site production system.

In Pilmico's relentless efforts of becoming Partners for Growth, the creativity and innovative endeavor will potentially increase the sow level from 6,500 to 8,300 thereby increasing production volume by 28.5%.



Pilmico executives in full force during the March 16 groundbreaking for the Grow-Fin farm. Present were (from left) Dennis Racelis, AVP Swine Sales and Production; Engr. Riel Griengo, VP Operations; Pilmico President & CEO Sabin M. Aboitiz; Maribeth Marasigan, VP & Chief Resource Officer; Ma. Lope Mabatid, Chief Finance Officer; Santanina "Apol" Castro, AVP Business Development; Hendel Cabral, VP Sales and Marketing; and Joel Punsalan, swine manager.



**SUPPORT.** Salto took the opportunity to introduce its newest feed brands Salto Powermix and Gallimax 21 to its suppliers and breeders during the 2nd World Gamefowl Expo 2012 held last Jan.12-15 at the World Trade Center in Pasay City. Booths were set up, with over a thousand gamefowl enthusiasts benefiting from free consultations and a raffle of popular and much-bought bloodlines.



**KIDDIE MASTER BAKERS.** Kate's Bakery and Baker Bob, in coordination with Pilmico Foods Corporation, brought Bob & Kate's Kiddie Baking Workshop last April 24 at Rustan's Supermarket in Ayala Center Cebu. Kiddie participants were acquainted with the ingredients and their basic functions in creating healthy and tasty breads. The children were able to see, smell, touch and taste each ingredient to become familiarize with them. To culminate their activity, the kids successfully made their very own spanish and ham & cheese breads.



**GOLDEN HARVESTERS.** A regional team and three territory business managers (TBM) of Pilmico Flour were proclaimed winners in the Golden Harvest contest. The winners were chosen based on their sales growth, sales quota and daily sales outstanding. The Luzon Team, headed by Arnel Mayo and has Jan Carlo Ragay, Tito Carlo Rabano and Don Pandes as members, was named the Region of the Year. The TBM of the Year award, meanwhile, went to Pandes, who handles the entire South Luzon area. He won the same award in 2007 and 2009. Runners-up in the TBM category were Renal Bulseco (2nd) and Jefferson Abian (1st). Flanking the winners are Pilmico COO Michael Tan (leftmost) and VP for Sales and Marketing Let Lubag (rightmost).

## Pilmico achieves ISO 9001-2008/HACCP/GMP re-certification

By Rhea Embalzado

Pilmico Foods Corporation has been given its formal re-certification and continuously recognized as an ISO 9001:2008 / Hazard Analysis & Critical Control Points (HACCP) / Good Manufacturing Practice (GMP)-certified company.

The re-certification, given last March 31, validated Pilmico's commitment to quality and affirmed that the company had thoroughly documented its quality processes while meeting the stringent qualifications for the global standards. Pilmico's Quality Management System (QMS) was assessed by SGS, one of the world's leading inspection, verification, testing and certification company, performed independent evaluations based on the requirements of national and international standards for quality.

This process certification identified Pilmico as a manufacturer working within the International Organization for Standardization's requirements for the production of flour. These standards were not specific to product or services, but apply to the processes that create them.

The ISO 9001:2008/HACCP/GMP re-certification audit required Pilmico to review, improve and manage the processes necessary for the continual improvement of its quality management system. It is also designed to provide the company with a set of principles that ensures a systematic approach in achieving customer satisfaction.



# Are **meetings** useful?



In a recent informal survey I undertook, 64% of respondents said they spend between 40% and 80% of their working time spent in meetings.

It seems like we are always either going to or coming from a meeting. Let's face it, meetings are where we get to dialogue with colleagues, customers and other stakeholders.

Gone are the days of craftsmen who flogged away at their work in solitude from start to finish. In today's highly specialized and focused workplaces, frequent interaction is becoming more and more the norm in order to get work done.

In a recent informal survey I undertook, 64% of respondents said they spend between 40% and 80% of their working time spent in meetings. Since we spend so much of our paid work time in meetings, how should these be structured in order to maximize the time spent in them?

When asked about general meeting planning, 83% said those they attend are planned 40–80% of the time. When asked with more detail,

67% said that the purpose and objectives of the meeting are clear at the onset 60% to 100% of the time. The reason for meetings is therefore clear to most people most of the time.

However, when asked if, in their opinion, the meetings made productive use of their time, the answers started to show more deviation. Some 27% said they are useful 40%–60% of the time, while 18% each in the other brackets—20%–40%, 60%–80% and 80%–100%—found meetings to be helpful. We can see there is disagreement as to the general usefulness of meetings, with some saying they are beneficial while others think these have less value.

Some seem to think that actual planning which entails, among others, an agenda, set times, pre-work (if any) and objective/s, is the purview of formal board meetings and committees. I would like to make the case that every single meeting should be prepared with the same rigor as the more formal gathering.

For those who cannot do this, there are other means to engage our colleagues in discussion, such as: informal chats, phone conversations, online chats, and email. But when these fora cannot suffice and people must get together in a room to discuss issues, we should demand that certain minimums be met by the person calling the meeting: pre-work assignments, set times, purpose/objectives, agenda and roles.

Pre-work is really important because most meetings nowadays are spent slumped on a chair, BlackBerry in hand, while an endless PowerPoint presentation streams on the screen. At effective meetings, materials including PowerPoint presentations are circulated in advance, preferably

with an executive summary, and the actual meeting is spent discussing issues and formulating action plans. Nothing kills productivity more than wasted time.

Set times for starting are always known but are hardly ever respected. Some meetings don't even indicate an ending time. We should be flexible in this, given the varying degrees of engagement at meetings, but it is reasonable to ask that at least meetings start on time.

If the purpose of a discussion and expected results are not established, meetings can go off onto unbelievable tangents. Woody Allen once quipped: "The nice thing about not knowing where you are going is that you are never lost." Before starting, it is good to agree on what these objectives are. And if these can be circulated in advance, it would even be better.

An agenda with established times take effort to create. But without it, it gets difficult to establish a reasonable trend of discussion. Agendas work best when they indicate if an item is for discussion or simply reporting. When reporting, interjections should be kept to a minimum, reserved for discussion time.

When shown a list of things that are wrong with meetings, here's how our respondents ranked them:

- |                |  |
|----------------|--|
| <b>1st</b>     | <b>Lack of participation</b>                         |
| <b>2nd/3rd</b> | <b>Side tracking and lack of prior agenda (tied)</b> |
| <b>4th</b>     | <b>Too many attendees</b>                            |
| <b>5th</b>     | <b>Disrespect for time</b>                           |

We spend a lot of time in meetings and they are not cheap so we should therefore improve their overall conduct.



At effective meetings, materials including PowerPoint presentations are circulated in advance, preferably with an executive summary, and the actual meeting is spent discussing issues and formulating action plans. Nothing kills productivity more than wasted time.

# Aboitiz partners with WWF for Earth Hour 2012

The Aboitiz Group took its efforts to reduce carbon footprint a step higher by partnering with the World Wildlife Fund (WWF) and the Cebu City Government in celebrating Earth Hour 2012 last March 31. The WWF had chosen Aboitiz to be the corporate partner for the Cebu leg of their nationwide Earth Hour celebration.

In line with this year's theme "Uniting Filipinos to Protect the Planet," the WWF presented a live streaming broadcast of other Earth Hour activities taking place in Manila and Dayao. Video messages of President Benigno Aquino III, international leaders of WWF and Earth Hour co-founder Andy Ridley, were also shown.

Other Earth Hour-related activities held in Cebu included essay-writing and poster-making contests, an eco-bazaar and a walkathon. Hundreds of team members from Cebu-based Aboitiz companies joined the celebration held at the Plaza Independencia.

AboitizPower President & CEO Erramon Aboitiz led Group executives in the switch-off ceremony, joining the rest of the country and the world in shutting off lights for an hour, from 8:30 p.m. to 9:30 p.m., to conserve energy and lessen carbon dioxide emissions.

Also present during the ceremony were Cebu City Mayor Michael Rama, Miss Earth 2008 Karla Henry,

Miss Cebu 2012 Pierre Anther Infante and her court, and WWF representatives.

Other Aboitiz business units in Luzon and Mindanao also had their own Earth Hour activities.

- Subic EnerZone participated in a beach cleanup. The company also heightened its information campaign to call on more individuals to participate in Earth Hour and sponsored the making of eco-bag giveaways.
- Davao Light and Cotabato Light installed tarpaulins with Earth Hour messages in conspicuous locations in public schools and other establishments in their respective areas. Posters were also displayed on company vehicles and offices. The two distribution utilities also turned to social and traditional

media in urging the public to join the event.

- Pilmico plants in Iligan and Tarlac and also switched off their lights while team members lighted candles in the plant grounds. In the morning, a tree planting activity was held at both plants.
- Mactan EnerZone and Balamban EnerZone team members joined their counterparts from other business units in the walkathon from Fuente Osmeña to Plaza Independencia.
- AboitizLand's The Persimmon Plus in Cebu City hosted more Earth Hour-related activities, like a fashion show and commitment signing.

—**Rianne Tecson, Raymund Tamayo, Vic Sumalinog, Rhea Embalzado, Dianne Iris Ubasa, Donjie Vertuoso & Arianne Manzo**



EARTH HOUR

UNITING





**FILIPINOS TO PROTECT THE PLANET**



# SNAP joins SN Power global conference on CSR & environment

By Rhoda Santos

SN Aboitiz Power (SNAP) presented its corporate social responsibility (CSR) and environment programs at the 2012 CSER network conference in Lima, Peru last March 5 to 8.

With the theme “Weaving Bonds, Building Relations,” the conference gathered about 30 CSR, environment, and communication practitioners from SN Power international projects in Brazil, Nepal, Chile, the Philippines, host country Peru, and main office Norway.

SNAP was represented by Chief Corporate Services Officer Michael Hosillos; AVP for Safety, Health, Environment, Security and Quality Nomer Reynaldo, Corporate Communication Manager Rhoda Santos and CSR supervisor Veronica Adsua.

An intra-web training, lectures, group discussions, and country presentations were among the activities during the conference. The main topics were strategic community investments presented by International Finance Corporation (IFC) consultant Maria Arsenova; orientation on revised IFC standards by SN Power Vice President for CSR and Environment Halvor Lauritzsen who also discussed the anti-graft and corruption handbook; and Global Reporting Initiative and environmental challenges by SN Power Invest Senior Environmental Advisor Morten Stickler.

SN Power Philippines Country Representative



CSER delegates from SN Power's main and international offices and projects in Norway, Brazil, Chile, Nepal, the Philippines and host country Peru with joint venture, Philippines-based SN Aboitiz Power.

Rodolfo Azanza discussed the International Hydro Association Sustainability Protocol and the Binga experience.

The CSER Network conference is held annually by SN Power as an integrated group, including its joint ventures, to build on its professional skills and sustainable traditions toward developing renewable energy in a responsible manner.

SNAP first attended the conference in 2008 in Oslo, Norway following the acquisition of the Magat hydro power plant in 2007. SNAP hosted

the conference in 2011 in San Fernando, La Union capped by a visit to the Binga HEPP.

Cultural learning activities were also held during the Lima conference including a visit to the Museo Larco that houses thousands-old artifacts from pre-Inca societies the Mochica, Nazca, and Paracas.

Weaving bonds. CSER delegates from SN Power's main and international offices and projects in Norway, Brazil, Chile, Nepal, the Philippines and host country Peru with joint venture Philippine-based SN Aboitiz Power.

## AboitizPower spurs environmental volunteerism among youth

To further promote environmental protection and awareness among the youth, AP Renewables Inc. (APRI) successfully conducted the Forest Nurturing and Cleaning Up Project for the Makiling-Banahaw (MakBan) geothermal power plant in Laguna and Batangas with more than 100 participants in attendance.

Teachers and students of Alaminos National High School, Bitin National High School, San Pedro National High School, San Jose National High School, Don Bosco College, APRI-MakBan scholars, barangay officials from host communities, volunteers from Barangay Limao, cadet engineers, APRI team members and a security group participated in the one-day environmental sustainability project.

“As we draw power from the earth's natural resources, it is imperative that we reduce our carbon footprint by mitigating its effects to the environment. Through reforestation, our re-greening program and environmental clean up, we instill the value of protecting the earth to the youth and the communities that we serve,” said APRI SVP-Corporate Services Juan Alfonso.

Volunteers of the Forest Nurturing and Clean Up Project, held in Bay, Laguna, conducted a weeding, cleaning, and fertilizing activity at Bulalo 30, where the MakBan geothermal reservoir is located.

The project fostered environmental awareness and concern among the youth from the host communities of Bay and Calauan, Laguna, and Sto. Tomas, Batangas. It also encouraged employee volunteerism.

Most volunteers were participants of AboitizPower's Youth Eco Camp (YEC), whose members have established their own school organizations to support efforts to protect and nurture the environment and lessen one's carbon footprint as promoted by AboitizPower. These school organizations serve as a ready pool of volunteers for APRI's CSR environmental projects. Eco-camps help the young participants understand urgent environmental issues such as global warming and climate change.



**OPLAN LINIS ESTERO.** Some 30 Davao Light & Power Company personnel spent the afternoon of Jan. 21 cleaning canal waterways in Barangay 19-B situated at the back of the distribution utility's Bajada power plant. Dubbed as “Oplan Clean-up Estero,” the activity was undertaken to show residents the importance of declogging esteros. It was spearheaded by Engrs. Ferdinand Cabalhin and Edilito Fernandez, department managers of Power Plant and Safety, respectively.  
—Ruann May Pogado



# VECO plants 1M trees ahead of schedule

By Rebecca Eufan

Two years ago, VECO *kaibigans* set a very ambitious target for themselves: plant a million trees in five years. Many thought this impossible—too ambitious and audacious. Today, not even halfway to the five-year timeframe, they have already exceeded their target. To date, the *kaibigans* have planted 1,011,740 trees in the mountains of Cebu City and in the coastal areas of Lapu-Lapu Island.

Forest and fruit-bearing trees (endemics such as narra, hambabalod, tagilomboy, lumbang, mangkono, tipolo, dao, nato, lawaan, kamagong/mabolo, molave, banuyo, tindalo, and lanutan) numbering 911,740 were planted in VECO's reforestation park at Barangay Pung-ol Sibugay, Cebu City. Another 100,000 mangrove propagules were also planted at the Naval Force Command in Looc, Lapu-Lapu City.

Even after reaching the quota, VECO *kaibigans*

continue their annual tree-planting activities. This year, 30,000 ficus religiosa seedlings donated by John Keiner will be placed on the ground.

VECO's reforestation-project partner, Philippine Business for Social Progress (PBSP), is tending to the seedlings in the latter's nursery in Cebu City. Once the seedlings grow into saplings, these will be planted at VECO's reforestation park. Since the start of the sustainability project, PBSP takes care of the trees and measures their survival rate.

According to PBSP project officer Maria Luisa Largo, VECO's planted trees have a high survival rate. The mangrove propagules have reached an average height of 1.5 feet. The average survival rate of the mangrove reforestation is 99.5%. The average height of the forest and fruit-bearing trees is between 1.5 and 7 feet, with an average survival rate of 95%. With the prolonged wet season expected for 2012, the PBSP team is confident the project will exceed the

target survival rate of 85%.

In September 2012, VECO employees will plant the ficus religiosa saplings, a specie known to survive poor soil and drought. Seedling donor Keiner said there are several different ficus religiosa, but one characteristic they all share is that their roots are very elaborate.

"These are endemic to Cebu," he said. "Most of them are giants. The branches are so wide, reaching 17 feet. One kind of ficus is the dakit. This is the kind of tree we often see around, with heart-shaped leaves, and its roots wildly protruding from cemented grounds."

"The nice thing about doing something good is that you cannot do too much of it. We cannot plant too many trees in this world. This is why, despite breaching our target way ahead of schedule, we plod on wanting more," said VECO SVP Basti Lacson.

## Ateneo students support Davao Light tree project

By Vic Sumalinog

The multi-year re-greening program of Davao Light that was launched last year has been given a big boost with the help of Ateneo de Davao University (AddU) students who have opted to plant trees to comply with the school's National Service Training Program (NSTP) requirements.

Under the NSTP, students are required to do community outreach service in communities of the school's choice. Among the activities that qualify under the NSTP include projects on environment protection and rehabilitation.

Early this year, AddU and NSTP representatives requested Davao Light EVP & COO Art Milan for a planting area in the company's 500-hectare adopted site in Upper Kibalang. For two consecutive Saturdays last February, about 300 students trooped to the site and planted 2,400 seedlings.

They were assisted by members of the local community, specifically the Upper Kibalang Agfo-froestry Farmers Association (UKAFA), the people's organization appointed by the Department of Environment and Natural Resources to be the steward of the community-based forest management program in the area.



Students of Ateneo de Davao University help Davao Light in its reforestation project in Upper Kibalang.



A Hedcor team member tends to a number of pine tree seedlings nurtured within the company's tree nursery. The seedlings will be planted around communities hosting Hedcor's hydropower plants.

## Hedcor surpasses target number of trees to plant

Hedcor had targeted to plant 100,000 trees within its host communities as part of its reforestation initiative in 2011, but they surpassed their target.

In June 2011, 500 trees were planted around Hedcor's 4,000-square-meter adopted area within the Buyog watershed. The company then enlisted the cooperation and participation of their host communities, the academe, NGOs, reforestation partners and other cause-oriented groups in a series of tree planting sessions. With the help of hundreds of volunteers, the team was able to collectively plant a total of 104,600 trees by the end of the year.

"But it is more than just reaching our target for the year but also ensuring that these trees will have the best chance of survival," said Hedcor environment initiative officer Cranep Udan. "The easy part is the planting; now, 99 percent of our effort will be concentrated on assuring their survivability," he added.

Considering the topography and inherent climate around the province, the planting was purposely scheduled during the rainy season to allow the seedlings the best rate of survival.

Regular monitoring and maintenance activities such as ring weeding, soil tilling and watering of the seedlings are done on a regular basis to ensure a higher survival rate. The company is aiming for an 80% survival rate.

Hedcor's take on agroforestry is to plant agricultural and horticultural crops on the same piece of land. Among the seedlings planted around Benguet were pine, calliandra, alnus and coffee beans. This will allow the reforestation of the area while also producing fruit-bearing trees that would benefit community residents.

Benguet is host to 10 of Hedcor's run-of-river hydro plants located around the municipalities of Sablan, La Trinidad, Bakun, Tuba and Itogon.

# CIPDI, MEZ plant 30T mangrove propagules

By Arianne Manzo & Dianne Iris Ubasa

Aboitiz Group business units Cebu Industrial Park Developers, Inc. (CIPDI) and Mactan EnerZone Corporation (MEZ) planted a total of 30,000 mangrove propagules in separate occasions last Feb. 4 and March 3, respectively.

CIPDI held its activity to coincide with the celebration of World Wetlands Day, which aims to raise awareness about the importance of the wetlands as life-giving resources.

This year, CIPDI gathered 115 volunteers to plant the native species 'bakhaw' in a show of advocacy for environmental protection. Employees of CIPDI and its locators, as well as local government officials and organizations, participated in the 2012 mangrove rehabilitation effort, bringing the total number of propagules planted in the area to 33,000.

Winmundo Charcos, CIPDI assistant Manager for operations, said the volunteer effort has been successful. "We got an 88% survival rate for the 11,000

propagules planted last year."


MEZ, on the other hand, completed the third leg of its Mangrove Reforestation Project in Pangan-an Island, Lapu-Lapu City last March 3.

Around 60 volunteers, including graduating students from Sta. Rosa High School, planted an additional 20,000 propagules. They were joined by MEZ officers, community volunteers and representatives from the Philippine Business for Social Progress (PBSP).

"We strongly take part in these

activities because we know our share in the environment and it's one way of showing our support to all those who share the same drive with us," said MEZ AVP & General Manager Ben Caro Arkoncel.

The first and second legs were held last Oct. 29 and Nov. 15, 2011, respectively. A progress report from the PBSP stated that of the 30,000 propagules planted on these dates, 99.83% survived and are in excellent condition.



The West Cebu Industrial Park in Balamban, Cebu hosts thousands of mangroves and indigenous terrestrial tree species. Volunteers have been inspired to continue regeneration efforts with the high survival rating of the trees that have been planted at the site over the past four years.

## VECO recycles its used oils

By Rebecca Eufan

The Visayan Electric Co., Inc. (VECO), the country's second largest power distribution utility, strengthens its sustainability program by partnering with Genetron International Marketing, an oil-recycling company.

VECO's used oils were collected and sold to Genetron at a lower price. Proceeds of the trade are remitted to VECO's corporate social responsibility (CSR) projects to benefit the Cebuano community. The partnership with Genetron started in the last quarter of 2011.

VECO Community Relations Manager Eric Ching said the company is always looking for better ways to recycle its waste materials and how to benefit from them.

Aside from recycling used oils, VECO recycles its wooden crates (considered wastes from freight handling) by turning them into tables and armchairs. VECO is the first power distribution utility in the country to donate its so-called sustainable tables

and chairs to public schools within its franchise area in Metro Cebu.

Genetron Marketing Officer Christianne Guanzon said improper handling of used oils is proven to cause cancer. Illegal disposal of oil can pollute the groundwater with contaminants such as lead, magnesium, copper, zinc, chromium, arsenic chlorides, cadmium and polychlorinated biphenyls (PCBs).

Guanzon said they are very satisfied with VECO's tons of used oils, especially that the company uses PCB-free transformer oil which is not harmful to the environment.

Genetron, a DENR-accredited company started used oil treatment and recycling in 2000. The company promotes sound environmental practices and advocacies in the treatment of hazardous wastes. Genetron treats and re-refines the oil to a product which can be re-incorporated into the economy.



Personnel from Genetron securely unloads PCB-free used oil from VECO's transformers and loads it into a drum container for proper storage and handling.





## More BUs enter honor roll

After completing a full-year cycle in 2011, the Aboitiz Group's Race To Reduce (R2R) program continues to rev up in 2012.

The first quarter results reflected a good mix of business units (BUs) that persisted in monitoring their resource consumptions.

In January, AboitizLand took the lead for the highest reduction in power consumption, while Cotabato Light gained the No. 1 spot in the water category. Metaphil won the top honor in reducing the use of paper.

In February, a new set of BUs made it to the honor roll. AP Renewables, Inc. (APRI) MakBan topped for power, and SN Aboitiz Power's Binga hydro plant got the credit for both the water and paper categories.

Hedcor Ladislawa claimed the top spot for both power and paper, and AboitizLand for water in March.

For three straight months, Mactan EnerZone and Balamban EnerZone (MEZ/BEZ) sustainability steward Ronald Petilo was the first to submit the data requirements for the monthly R2R monitoring.

### RACE TO REDUCE HONOR ROLL (January 2012)

	BUSINESS UNIT	CONSUMPTION PER EMPLOYEE	PERCENTAGE REDUCTION
Energy	AboitizLand	57 kWh	36%
Water	Cotabato Light	0.40 cu.m.	22%
Paper	Metaphil	0.27 reams	75%

### RACE TO REDUCE HONOR ROLL (February 2012)

Energy	APRI MakBan	40 kWh	84%
Water	SNAP Binga plant	0.00 cu.m.	32%
Paper	SNAP Binga plant	0.39 reams	35%

### RACE TO REDUCE HONOR ROLL (March 2012)

Energy	Hedcor Ladislawa	160 kWh	38%
Water	Hedcor Ladislawa	0.67 cu.m.	48%
Paper	AboitizLand	0.06 reams	76%

### MOST PROACTIVE BUSINESS UNIT

(earliest to submit Race to Reduce consumption data)

MONTH (2012)	BUSINESS UNIT	SUSTAINABILITY STEWARD
January-March	MEZ/BEZ	Ronald Petilo

## Sustainability

### INFO KIT



Source:  
National Geographic (<http://environment.nationalgeographic.com/environment/sustainable-earth/>)

## Top 10 countries with highest environmental footprint

The National Geographic has released a list of countries with the highest environment footprint and provides details on why they made it to the top 10.

It is predicted that by 2030, we would need two planets each year to keep up with our resource consumption patterns. To date, we are already consuming 50% more resources than what Earth can replenish. Our current capacities already require us to have 1.5 planets per year.

- Qatar.** Has the highest carbon emission per capita, which is three times as high as that of the United States. If everyone lives an average Qatari lifestyle, the planet would need five times more resources than what it has. The country provides free electricity and free water produced through energy-intensive desalination of seawater. Contributors to the high energy demand are desalinators, air conditioners and natural gas production equipment.
- Kuwait.** An average Kuwaiti consumes 22 times more resources than what the country provides per person.
- United Arab Emirates.** Ranks 3rd in the Global Footprint list and sources its energy requirements from the burning of natural gas. Dubai hosts the world's largest shopping mall and has an indoor ski resort.
- Denmark.** Although it is 50% lower in carbon emission than the United States, Denmark imports large amounts of grain to support its meat-eating population. It needs 2 hectares of land per person to support this lifestyle or 2.5 times more land than the country has.
- United States.** If we adopt an average American lifestyle, Earth's resources would have already been depleted.
- Belgium.** Much of its food must be imported, resulting in a high environmental footprint for the country.
- Australia.** Has one of the highest per-capita carbon dioxide emission in the world at 28.1 tons per person. Its demand for wood, food and pasture requires an estimated 7 hectares of land per person, roughly four times more than what is available on average around the world.
- Canada.** The country has the 7th highest rate of CO2 emissions per capita in the world.
- Netherlands.** Has a high population density with relatively limited area for crops and pasture. Its population consumes six times more resources than it is able to produce and three times more than the Earth overall can sustain.
- Ireland.** The major sources of emissions for Ireland are agriculture and fuel use.



# Passion for A Better World

Abolitz Race-to-Reduce Challenge

Change in consumption per person for the month of January 2012

	AT&T	Abolitz and	AP&P	AP&P	AP&P	CITIZENS	ENVIRO	RED	RED	LUCID	METAPOL	METAPOL	P&G	P&G	SEI	SNAP	SNAP	SNAP	SNAP	UNION	YECO	GOUPRICE
per person consumption (kg)	255	57	184	55	164	261	387	51	188	-	170	462	102	115	778	334	2883	1004	1708	114	123	381
% change in previous month	-10%	-15%	2%	-3%	-1%	-20%	2%	-	-	-	-2%	31%	20%	-2%	58%	10%	-10%	13%	-	-3%	36%	-20%
per person consumption (m³)	26.64	0.34	-	0.26	0.40	1.52	3.75	0.87	0.98	-	0.06	2.62	-	51.11	3.20	0.65	-	0.00	4.69	0.53	1.12	5.93
% change in previous month	-	-1%	-	23%	11%	-	111%	-	-	-	41%	14%	-	-5%	50%	181%	-	43%	3%	-	-	-9%
per person consumption (kWh)	0.87	0.25	0.28	0.42	0.36	0.39	-	0.09	-	0.51	0.77	0.11	0.15	0.28	0.16	0.89	0.48	0.60	0.29	0.83	0.00	0.43
% change in previous month	41%	-	27%	49%	72%	-8%	-	-	-	131%	25%	-15%	-40%	-32%	-67%	28%	-31%	-14%	-59%	62%	-	-10%

# Passion for A Better World

Abolitz Race-to-Reduce Challenge

Change in consumption per person for the month of February 2012

	AT&T	Abolitz and Hofmann	AP&P-Mann Hofmann	AP&P-Tier Hofmann	COIN&T&L&H	CITIZENS&S	DAY&T LIGHT	RED&C	RED&C	LUX&H&H&D	MET&P&L	MET&P&L	P&C	P&C&D	SEI	SN&P&M&L	SN&P&M&L	SN&P&M&L	SN&P&M&L	UNION&M&L	Y&C&O	GO&P&C&L
per person consumption (kg)	285	62	182	54	147	288	409	52	257	-	177	457	101	132	440	356	2525	888	1579	111	41	332
% change in previous month	6%	8%	14%	-1%	-10%	15%	5%	7%	37%	-	-5%	-1%	-1%	13%	-43%	3%	-6%	-12%	-11%	-2%	-67%	-13%
per person consumption (m³)	30.75	0.35	-	0.27	0.51	1.72	4.17	1.18	1.29	-	0.04	2.94	-	52.71	3.64	0.69	-	0.00	6.05	0.49	1.51	6.77
% change in previous month	9%	5%	-	6%	29%	18%	28%	39%	31%	-	-30%	12%	-	2%	13%	3%	-	12%	25%	-8%	33%	14%
per person consumption (kWh)	0.93	0.25	0.49	0.38	0.25	0.32	-	0.21	-	0.58	0.31	0.13	0.16	0.77	0.14	1.89	0.82	0.22	0.77	-	0.53	
% change in previous month	7%	0%	76%	-9%	-30%	-17%	-	128%	-	14%	16%	19%	9%	177%	-11%	111%	68%	-11%	-22%	-7%	-	25%

# Passion for A Better World

Abolitz Race-to-Reduce Challenge

Change in consumption per person for the month of March 2012

	AT&T	Abolitz and	AP&P	AP&P	AP&P	CITIZENS	ENVIRO	RED	RED	LUCID	METAPOL	METAPOL	P&G	P&G	SEI	SNAP	SNAP	SNAP	SNAP	UNION	YECO	GOUPRICE
per person consumption (kg)	319	68	38	45	149	247	408	50	160	-	178	414	92	117	393	-	2235	1120	1671	119	89	368
% change in previous month	12%	10%	-4%	-12%	2%	-14%	0%	-4%	-14%	-	0%	-9%	-9%	-11%	-11%	-	-12%	26%	6%	7%	114%	11%
per person consumption (m³)	37.04	0.45	-	0.31	0.52	1.27	4.89	0.63	0.68	-	0.06	2.96	-	73.70	2.25	-	-	0.00	6.61	0.51	1.21	8.87
% change in previous month	20%	26%	-	12%	2%	-26%	17%	-46%	-4%	-	44%	1%	-	40%	-38%	-	-	70%	9%	4%	-20%	31%
per person consumption (kWh)	0.98	0.25	0.92	0.41	0.23	0.33	-	0.15	0.44	0.32	1.07	0.09	0.28	0.50	0.16	-	0.27	0.61	0.34	0.91	-	0.50
% change in previous month	5%	76%	86%	7%	-10%	4%	-	-31%	-	-44%	239%	-35%	73%	-35%	16%	-	-67%	54%	52%	18%	-	-5%



# Kinder pupils in Luzon, Davao get new AGAPP classrooms

By Nico Quimbo, Karen Padawag, Vic Sumalinog & Raymund Tamayo

Aboitiz Foundation continues to provide more students in different areas across the country with better classrooms for a more conducive learning.

Through its partnership with the Aklat, Gabay, Aruga tungo sa Pag-angat at Pag-asa (AGAPP) Foundation, the Aboitiz Foundation has facilitated the constructed of four Silid Pangarap classrooms in Benguet, Navotas and Olongapo Cities, and in Davao del Sur. Kindergarten pupils in these areas may use these classrooms during this school year.

In Navotas City, the one-storey, two-classroom building will accommodate the kindergarten pupils of Kapitbahayan Elementary School.

The Foundation also partnered with run-of-river hydropower developer Hedcor, Inc. to construct two Silid Pangarap buildings in Bakun Central Elementary School in Benguet and Sibulan Elementary School in Davao del Sur. The classrooms can accommodate 45 kindergarten pupils, has a lavatory and fully furnished library.

A similar partnership was forged with Subic EnerZone Corporation (SEZ) for the construction of a Silid Pangarap at the Olongapo City Elementary School (OCES).

OCES principal Consuelo Suguitan thanked SEZ and the Foundation for the school building,

especially now that the school has a volume of pre-school enrollees this year. With the Silid Pangarap, they no longer have to cramp students in classrooms.

“Let us take care of this gift from Aboitiz Foundation and Subic EnerZone, because we realize that this donation came from the hard work... of their employees. Let’s keep the building clean and in good condition,” said Schools Division Superintendent Jessie Ferrer. “Let’s be thankful and show it by taking good care of this building.”

Meanwhile, Davao Light & Power Company, Inc. has turned over a two-classroom to New Katipunan Elementary School. The distribution utility will build two more Silid Pangarap buildings within its franchise area.



Kindergarten students of Ampucao National High School in Benguet proudly show off their own Silid Pangarap building. (Inset) In Subic, thankful pre-school pupils of the Olongapo City Elementary School show off placards bearing messages of thanks for their new classrooms.

## AboitizPower inks pacts to promote education

AboitizPower, in partnership with Aboitiz Foundation, recently inked deals with power distributors South Cotabato I Electric Cooperative, Inc. (SOCOTECO I), South Cotabato II Electric Cooperative, Inc. (SOCOTECO II), and major industrial steel manufacturer Steel Asia to help improve the quality of education for the youth.



Students of South Cotabato face a better future now that they have computers to aid them with their school work.

AboitizPower and SOCOTECO I, represented by its Board VP Dir. Claudio Tapleras, recently signed an agreement to provide Information and Communications Technology training for teachers of Lugan Central Elementary School in South Cotabato. Along with these, the group also turned over 10 computers to the school to better equip around 1,900 students with the latest technological know-how.

AboitizPower’s agreement with SOCOTECO II, represented by its Board President Elenito Senit, was for the installation of an air-conditioning unit, rewiring of a classroom for computers, and installation of new metering devices and circuit breakers for the New Guadalupe Elementary School.

AboitizPower and Steel Asia, represented by its COO Antonio Lorenzana, donated mini-libraries and computer units to Salong Elementary School and Puting Bato Elementary School and armchairs to Lumban Calzada Primary School, benefiting about 1,300 students in Calaca, Batangas.

“AboitizPower is more than just providing consumers with reliable power. We strongly believe that we have a major role to play not only in bringing reliable energy and power solutions, but also in giving back to the community,” said AboitizPower President & CEO Erramon Aboitiz.

# Cebu schools receive new computers

By Rogie Abala

Thousands of out-of-school youths, adults and public high school students in Metro Cebu now have new equipment and facilities to help them with their educational needs.

Aboitiz Foundation has turned over, in separate occasions, brand-new computer units to elementary and high school students of selected public schools in Consolacion town and in Mandaue and Cebu cities. City Savings Bank also gave 45 brand-new computers to selected public schools in Antique province.

In Barangays Banilad and Garing in Consolacion, the Foundation has turned over thin client systems to Banilad Elementary School, composed of 12 computers and 2 servers, and to Garing National High School, with 10 computers and a server. Lahug Night High School in Cebu City, meanwhile, has been given 15 computers and a server for its thin client system.

Starting this year, the Foundation will focus on donating thin client systems to fully maximize the computers that they have previously donated. At present, these computers are used only for typical tasks like typing documents, making simple spreadsheet files, creating presentations and searching for information on the Internet.

The thin client system aims to lessen virus attacks, make maintenance easier, and bring down



costs of system acquisition and repair. It also uses open source software.

Aside from thin client systems, the Foundation also donated 12 brand-new computer units for the Alternative Learning System (ALS) implemented in Barangays Canduman, Tawason and Cubacub.

The ALS, also known as e-Skwela, intends to train about 2,000 out-of-school youth and adults to help them acquire relevant life skills and prepare them for formal education. They will undergo an accreditation and equivalency exam (A&E), which,

if they pass, would provide them with an equivalent of an elementary or secondary level of education.

The 12 computer units will be set up at the multi-purpose building of Barangay Canduman, where reviews for the A&E in all ALS centers will be conducted.

Present during these turnovers were officials of the Foundation, led its president Jon Ramon Aboitiz; Department of Education; local government units; beneficiary schools; and parents, teachers and students.

## CDO gets P2.8M in school supplies from AboitizPower

Some 24,000 elementary students in Cagayan de Oro recently received school supplies from AboitizPower, in partnership with Rep. Rufus Rodriguez (Cagayan de Oro, 2nd District) and Rep. Maximo Rodriguez Jr. of Abante Mindanao Partylist.

The school supplies, estimated to cost P2.8 million, were turned over to Grade 1 students of West City Central, Kauswagan Central and Bulua Central School.

"With education as our main thrust, we believe that equipping Cagayan de Oro's students with school supplies complements our other education-related initiatives nationwide such as building schools, granting scholarships, and donating books, laboratories and computer equipment," said AboitizPower President & CEO Erramon Aboitiz.

Present at the turnover ceremony of the school supplies were AboitizPower and Aboitiz Foundation representatives, local government and school officials.

"AboitizPower has always taken the lead in promoting corporate social responsibility (CSR) inside and outside the areas we serve. We are happy to support Cagayan de Oro's education projects because we are strong believers that the youth will shape our country's future," said Jovy Batiqin, chief operating officer of AboitizPower subsidiary Therma Marine, Inc. (TMI).

"We are very grateful to Aboitiz for their donation and support to Cagayan de Oro students. We hope they will not change and continue to prioritize education in their CSR projects," said Dr. Myrna Castanos, assistant schools division superintendent of Cagayan de Oro.

## Cebu public schools get new armchairs

By Rogie Abala & Rechiel Cordova

About two million armchairs are still needed by public schools in various areas in the country. In Visayas alone, about 200,000 armchairs are still needed.

To help address this problem, the Aboitiz Foundation has donated 1,000 armchairs to four public schools in Mandaue City. The armchairs were distributed to Canduman National High School, Cabancalan National High School, Mandaue City Comprehensive National High School, and Labogon National High School.

Aside from this, the Foundation will be donating 2,200 armchairs to 11 more public schools in Cebu within the year. The beneficiary schools are Subangdaku Elementary School, Subangdaku National High School, Canduman Elementary School, Tipolo National High School, Banilad Elementary/Night High School, Mabolo Elementary School, Bacayan Elementary School, Busay Elementary School, Talamban Elementary School, Talamban National High School and Basak Elementary School.

In 2011, about 2,400 armchairs were donated to 11 public elementary and high schools in Cebu City, Mandaue City and Talisay City.



For these donations, the Foundation hopes to provide students with better facilities for a more conducive learning.

To date, Aboitiz Foundation has donated a total of 9,950 armchairs to various schools in areas where Aboitiz companies operate.



## 93 Aboitiz Foundation tech-voc scholars graduate

By Katrina Balones



School representatives and VECO executives sign the agreement for the rewiring project. The signatories are (from left) Basak Elementary School principal Maria Alao, DepEd Asst. Supt. Nimfa Bongo, VECO SVP Sebastian Lacson, VECO VP for Admin & Customer Services Group Ricardo Lacson, Jr., Sta. Cruz Elem. School principal Veronica Cabahug, Schools Division Supt. Woodrow Denuyo, and San Roque Elementary School principal Lolita Lim.

## Schools now safe from electrical hazards

By Ethel Taneo-Natera

At least 16,000 students in Metro Cebu no longer need to worry about fires due to hazardous electrical installations.

The Visayan Electric Company (VECO), through its school rewiring project, has ensured their safety by upgrading the wiring systems of over 400 public school classrooms (with an average of 40 students per classroom). In 2010, VECO made the rewiring of public schools a core component of its corporate social responsibility programs.

Last April 12, VECO and three more schools in the cities of Talisay and Mandaue, and Liloan town entered into an agreement for another rewiring project. The schools are San Roque Elementary School in Talisay City, Sta. Cruz Elementary School in Liloan and Basak Elementary School in Mandaue City. Once the project is completed, the number of classrooms rewired by VECO would now be 427.

During the signing, VECO SVP for Engineering Sebastian Lacson reaffirmed that education is a favorite venue of its CSR projects. Talisay Schools Superintendent Woodrow Denuyo, who spoke on behalf of the recipients, thanked VECO for choosing to support education-related projects. "A substantial amount is continually set aside for these projects, but it's still not enough. Schools, through DepEd, continue to search for partners to complement its own funding, and we thank VECO for its help," Denuyo added.

In a message during the MOA signing, VECO VP for Administration and Customer Service Group Ricky Lacson emphasized the company's commitment to protect key assets, especially school buildings through the rewiring program. According to Lacson "VECO is committed to the growth of Cebuanos through the learning institutions."

Ninety-three scholars of Aboitiz Foundation, Inc. can now seek gainful employment after having graduated from different technical-vocational courses offered by the Technical Education and Skills Development Authority (Tesda).

The graduates are the pioneering batch of scholars who availed themselves of the partnership between the Foundation and Tesda. Of the 93, a total of 82 scholars passed the national assessment exam for their respective courses and are now considered duly certified.

The following are the courses that were taken up by the scholars: plumbing national certificate (NC) II, refrigeration & air conditioning servicing (RAC) NC I, automotive servicing NC I, building wiring installation NC II, and computer hardware servicing NC II.

"We recognize the need to equip these students with these skills for them to become more competent in the future," said Augusto Carpio III, executive vice president & managing trustee of Aboitiz Foundation.

The project was established to help the increasing number of students who are unable to proceed to college due to financial difficulties and help them build a brighter future after graduating from Tesda.



**GIFTS FOR THE MUSIC CHAMPS.** Davao Light CSR Manager Vic Sumalinog turns over indigenous musical instruments to Bolton Elementary School principal Zosimo Pana as the distribution utility company's gift to the school for winning the National Music Competitions for Young Artists for two consecutive years already. Davao Light gave the instruments after learning that the school merely borrowed musical instruments every time they competed. *-Vic Sumalinog*



**BRAND-NEW CLASSROOMS.** Davao Light EVP & COO Art Milan, Sto. Tomas Mayor Maximino Estela, and DepEd Davao del Norte Division's Engr. Lolita Andamon (third, fourth and fifth from left, respectively) sign the agreement for the construction of a three-classroom building inside the campus of Sto. Tomas Elementary School. *-Vic Sumalinog*

## Partnership helps Liloan bry. get easy access to water

Residents in the mountain barangay of Mulao, Liloan in northern Cebu now have easy access to water with the installation of 17 communal faucets in the area.

The faucets, which form part of the Mulao water system, are installed near houses, allowing residents to easily fetch water at a cost of P1 per gallon and P10 per barrel. Fees are collected from users to ensure the maintenance and upkeep of the water system.

The project is a result of a partnership between the Cebu Provincial Government, Municipality of Liloan and Aboitiz Foundation, Inc. Capitol provided funds for the entire water system, the Foundation donated pipelines and pumps, while the local government identified other sources of water in the area.

It was inaugurated last Feb. 8, with Cebu Gov. Gwendolyn Garcia leading the ceremonies. Also present were Liloan Mayor Duke Frasco; Provincial Board Member Jude Sybico; officials of the Cebu Provincial Government, Municipality of Liloan and Barangay Mulao; Aboitiz Foundation Manager for Project Development and Management Danny Cerence, AboitizLand AVP Allan Alfon, and VECO CSR Manager Eric Ching.

In her speech, Governor Garcia said the Mulao water system is proof of the benefits if both the public and private sectors work together.

Representatives from the Aboitiz Group, for their part, urged the residents to help ensure that the project becomes sustainable so more people may benefit from it.



## Cebu City, Navotas elderly get new pairs of eyeglasses

By Rechiel Cordova & Nico Quimbo

Senior citizens from Cebu City's mountain barangays and in Navotas City may now enjoy the benefits of having clear vision after getting new pairs of eyeglasses from the Aboitiz Foundation and Therna Mobile Inc.

A total of 575 senior citizens received the new pairs of eyeglasses from Aboitiz Foundation, in cooperation with Executive Optical, last Feb. 22 at the Barangay Guba Sports Complex. The beneficiaries came from the mountain barangays of Malubog, Bonbon, Babag, Taptap, Sirao, Guba, Adlaon, Cambinocot, Lusaran, Paril, Mabini, Binaliw, Pit-os, Bacayan and Pung-ol.

Cebu City Mayor Michael Rama graced the turnover ceremony. Also present were Aboitiz Foundation EVP & Managing Trustee Sonny Carpio and barangay officials.



In his message, Mayor Rama thanked the Foundation for providing the assistance.

In Navotas, 120 residents of North Bay Boulevard South were also given new pairs of eyeglasses last March 13 at the NBBS Health Center. The turnover, graced by Navotas City Mayor John Rey Tiangco, was facilitated by Therna Mobile Inc.

## Aboitiz Foundation, BUs provide free medical services

By Pejuan Villanueva, Rhea Embalzado, Rechiel Cordova & Kris Vargas

The Aboitiz Foundation and three business units of the Aboitiz Group held separate medical missions to help promote the health and wellness of residents in communities where they operate.

Last April 28, over a hundred boys in Dalipuga, Iligan City benefited from the Astig Ka Boy! Free circumcision program of Pilmico Foods Corporation. A team of doctors, volunteer nurses and health workers performed circumcision operations at the Donald Moraza Park.

On April 13 in Mandaue City, a total of 187 boys ages 5 to 12 years old availed themselves of the free 'operation tuli' conducted by Aboitiz Foundation in Barangay Tawason. Another 58 residents received free dental service like tooth extraction from volunteer dentists of the Philippine Dental Association-Mandaue City Chapter and Police Regional Office 7.

The Foundation also gave free medicines and dental kits to the patients.

Nursing students from the University of San Carlos, Mandaue City Health workers and Barangay Tawason staff were also present to assist.

Subic EnerZone Corporation (SEZ), in cooperation with the People's Management Association of the Philippines (PMAP) Subic Chapter, Mondriaan Aura College, and PTT Philippines Corporation, meanwhile, conducted the 3rd Lab Kita, Pa-B.P. Ka activity at the Subic Bay Freeport Zone last Feb. 14 and 16.

More than 300 workers had their blood pressure checked during the two-day activity.

Held every year during Valentine's Day, Lab Kita, Pa-B.P. Ka is a free blood pressure check aimed to advocate health awareness among the Subic Bay Freeport workforce.

Also on Feb. 14, close to 6,000 residents of Diadi, Nueva Vizcaya; Cordon, Isabela; and Aguinardo, Ifugao received medical and dental care through SN Aboitiz Power (SNAP)-Magat and the municipal government's annual medical mission.

In Diadi, at least 5,000 beneficiaries from 19 barangays gathered in the community center for consultation and medical and dental treatment with volunteer doctors.

Some 500 residents turned out for the medical mission in Cordon, while in Aguinardo around 400 residents availed themselves of the free medicines and medical and dental treatments.

The medical mission team treated various illnesses such as upper respiratory tract infection, gastroenteritis, osteoarthritis, gastritis, urinary tract infection, and hypertension.



Jun Ivan Covacha, project officer of the Aboitiz Foundation, assists a nurse about to circumcise a young boy during the medical mission in Mandaue City.



# Umahan sa Katawhan, bee farm now open to the public

By Jun Ivan Covacha

Two upland communities in Cebu City now have the opportunity to earn additional livelihood income and to grow as an organization following the turnover of projects granted to them by Aboitiz Foundation, Inc. (Foundation).

The projects—Umahan sa Katawhan and bee farm garden—were formally opened to the public in separate turnovers in Barangays Guba and Pung-ol Sibugay last Dec. 6, 2011.

The bee farm, operated under the chairmanship of Wedeliza Gabisay of Pung-ol Sibugay Multi-purpose Cooperative, was opened to complement the cutflower production in the area. Among the activities being done at the bee farm are honey, pollen and colony production, and queen rearing. These initiatives are undertaken to also help develop the area as a tourist destination in the city.

The Umahan sa Katawhan, meanwhile, was granted to KABAMEKA for being one of the



Aboitiz Foundation Manager for Project Development and Management Danny Cerence (left) joins Wedeliza Gabisay of the Pung-ol Sibugay Multi-purpose Cooperative and Barangay Captain Renerio Limotan during the ribbon cutting of the newly opened bee farm.

active organizations in Barangay Guba and for being the Foundation's active partner in enterprise development since 1995.

KABAMEKA's area is approximately 1.5 hectares and is planted with vegetables and herbs. Part of the area is a livestock section for goats, native chickens and ducks.

The Umahan sa Katawhan aims to help more community members have access to organic farming and provide them with additional source of income and easy access to nutritional foods available in the area.

During the turnovers, Guba Barangay Captain Renerio Limotan and Pung-ol Sibugay Multi-purpose Cooperative chairperson Wedeliza Gabisay expressed their gratitude to Aboitiz Foundation for choosing them as project beneficiaries.

The events were graced by officers and members of the respective organizations, and officials of the barangay and Aboitiz Foundation managers Danny Cerence and Rowena Astillo.

Both projects/sites are now open for visitation. These are implemented under the Aboitiz Business Assistance and Guidance (ABAG) program or the enterprise development component of the Aboitiz Foundation, which focuses on the development and enhancement of each partner organization by providing different grants and trainings.

## Aboitiz Foundation launches AFILCA

By Jennelyn de la Cerna

Aiming to create synergy among its assisted organizations, the Aboitiz Foundation has established a group that will help create synergy among its assisted organizations in Cebu.

Called the Aboitiz Foundation, Inc. League of Assisted Cooperatives and Associations (AFILCA), the group is composed of organizations from Cebu, Lapu-Lapu Talisay and Carcar cities and from the towns of Liloan, Minglanilla and San Fernando. These organizations are also deemed to be in good standing with the Foundation.

AFILCA held its first assembly last Feb. 10 to develop its vision, mission and goal statements, and elect officers who shall lead the organization.

Aboitiz Foundation EVP & Managing Trustee Sonny Carpio said during the assembly that he was happy to have served these organizations.

He is also hoping that through the united efforts of these organizations, AFILCA will become one of the respected names in the cooperative industry and in the entire country.



Aboitiz Foundation EVP and Managing Trustee Augusto Carpio III gives his insights and support during the launching of AFILCA.

## Davao Light bridges local coop by financing micro-livelihood

By Vic Sumalinog



Davao Light's EVP & Chief Operating Officer Art Milan turns over a P400,000 check to Jerrylyn Montargo, chairperson of the Davao Ecoland Small Entrepreneurs Multi-purpose Cooperative (DESEMULCO), to help its members in getting start-up capital or expand the operating fund of their small livelihood projects inside the local bus terminal at Ecoland in Matina.

A local cooperative of small vendors has again been granted micro-financing loans from Aboitiz-owned Davao Light & Power Co. through Aboitiz Foundation, Inc.

Davao Ecoland Small Entrepreneurs Multi-purpose Cooperative (DESEMULCO), composed of vendors who sell various "pasalubong" items, food, soft drinks and other beverages, fruits, bottled mineral water, pastries, etc. at the Davao City Overland Transport Terminal at

Ecoland in Matina, Davao City, was able to avail themselves of a P400,000 soft loan.

The loan, the second that the cooperative has availed itself of, was released last April 30.

Micro-financing loans are given to small cooperatives that are in need of additional resources to support projects of its members. The other Davao coop that has availed itself of the loan facility is Mandug Development Cooperative.

## 2 Nueva Viscaya brys. get new farm-to-market roads



SNAP-Magat Plant Manager Willy Ferrer (2nd from left), Butao Barangay Chairman Dominick Bando (3rd from left) and Diadi Mayor Normal Miguel (4th from left) lead stakeholders during the turnover ceremony of farm-to-market roads.

Two barangays in Nueva Viscaya now have better roads that could help preserve the quality of produce being transported to markets.

As part of its efforts to assist communities for development, SN Aboitiz Power (SNAP)-Magat has donated two farm-to-market roads to Barangays Butao and Escoting last April 27.

The concrete road in Butao will also serve as solar drying pavement for agricultural products and is expected to benefit nearly 1,000 residents of the barangay.

During the turnover ceremony attended by SNAP-Magat Plant Manager-AVP Wilhelm Ferrer and Diadi, Nueva Visacaya Mayor Norma Miguel an agreement with the barangay was also signed for the provision of information and communication technology facilities that will benefit almost 122 public elementary school children and nine teachers of the Escoting Elementary School, as well as barangay officers.

Meanwhile, SNAP-Magat also provided support to the municipality of Lamut, Ifugao with the turnover of a motorcycle to serve as monitoring vehicle for the reforestation projects in watershed areas implemented by irrigators' associations in seven barangays. The assistance complemented the National Irrigation Administration's contribution to the National Greening Program.



(From left) Pilmico's recipient Liesel Samonte is joined by actor/model Aljur Abrenica, Pilmico Northwest Luzon Regional Sales Manager Joel Pagarigan and Pilmico AVP for Feed Sales - Luzon Oliver Papag during the awarding of gift certificate for her livelihood package.

## Pilmico grants a family's wish

By Mark Yamson

In partnership with a local reality-based show, Pilmico Animal Nutrition Corporation granted a family's wish to receive a livelihood package to augment their income.

Liesel Samonte, 27, of Camiling, Tarlac has contracted an illness that has made her bed-ridden. With her being unable to work, Liesel's family sought the help of GMA 7's Wish Ko Lang! to grant her the livelihood package.

The package consisted of four piglets and a complete set of Pilmico feeds. Pilmico will also monitor and assist in the rearing of the piglets to ensure their growth and proper nutrition.

Pilmico and Wish Ko Lang! awarded the package to Samonte last March 8 at Microtel in San Miguel, Tarlac.



**P10.8M IN AID.** Fifteen Cebu-based partner-organizations of the Aboitiz Foundation now have additional funds to support various livelihood projects like swine fattening, consumers' store and farm productivity after they were recently given P10.8 million in financial assistance. *-Jennelyn de la Cerna*



## VECO donates new building to Barangay Ermita

By Ronimay Ducay

The Visayan Electric Co. Inc. (VECO) turned over a newly constructed two-storey multi-purpose building to Barangay Ermita, Cebu City last Feb. 28. The building is the first project received by the barangay from VECO.

The P1.5-million building houses the barangay's new day care centers and health center.

In his message, VECO EVP & COO Jaime Jose Aboitiz thanked the barangay for being a huge part of VECO's long history. VECO has been situated in Ermita since 1905 and is currently home to one of the company's substations.

"We really looked for a way to give back to you, thus this project which is our small way of helping the community," Aboitiz added. He also promised that this would not be the last project for the barangay.

Aboitiz Foundation, Inc. EVP & Managing Trustee Augusto Carpio III asked for the barangay's commitment to take good care of the facility, saying this will urge donors

to eventually give more to them.

Ermita Barangay Captain Antonieto Flores assured the donors that the barangay will do its part to take care of the building, which he said could help strengthen two of their major thrusts—education and health and sanitation. With this, they will be able to begin their campaign to lift up the image of Ermita beginning with the children who will become the future of their barangay.

During the same event, VECO also donated tables and chairs made from used crates that will be utilized by Ermita's new day care centers.

Also present during the turnover ceremony were VECO VP Admin & CSG Ricardo Lacson Jr., VECO



The new VECO building (seen in photo being turned over by VECO EVP & COO Jaime Jose Aboitiz to Barangay Captain Antonieto Flores) could boost Barangay Ermita's thrust in delivering basic social services to its constituents.

Corporate Communications Manager Ethel Natera, VECO Community Relations Manager Eric Ching, Cebu City Hall representatives, Barangay Ermita Council, teachers, day care students and their parents.

## SEZ, SBMA ink Adopt-an-Ambulance MOA

By Raymund Tamayo

Subic EnerZone Corporation (SEZ), in cooperation with the Aboitiz Foundation and the Subic Bay Metropolitan Authority (SBMA), renewed its Adopt-an-Ambulance program with an agreement signing last February.

Representing SEZ were SVP & COO Dante Pollescas and AVP & General Manager Warell Kern Sario. SBMA was represented by its chairman and administrator Roberto Garcia, and public health and safety manager Dr. Solomon Jacalne.

Adopt-an-Ambulance is a program by SEZ and the Aboitiz Foundation with the SBMA that started in 2007. It allocates P100,000 yearly for maintenance works of eight ambulances of the SBMA's Emergency Medical Services (EMS).

SBMA-EMS is part of the agency's primary rescue group composed of personnel from Fire, Law Enforcement, and Public Health and Safety departments.

The agreement is effective until December 2012.



SEZ SVP & COO Dante Pollescas and newly appointed SBMA Chairman and Administrator Roberto Garcia signed last Feb. 28 the agreement that signified the renewal of the Adopt-an-Ambulance program. Acting as witnesses were SEZ AVP & GM Warell Kern Sario (extreme left) and SBMA Public Health & Safety Department Manager Dr. Solomon Jacalne (extreme right).

## Balamban bry. gets new street lights

By Dennis Montebon

Balamban EnerZone Corporation (BEZ), in partnership with the Aboitiz Foundation, turned over a street lighting project to Sitio Dam Site, Barangay Arpili in Balamban last March 22.

Given to the barangay were 24 sets of lighting fixtures, steel posts, and concrete base. The streetlights, mounted along the 1.2-kilometer stretch from the national highway to the interior portion of the barangay, were painted with the EnerZones colors of golden yellow, royal blue, and white.

Residents of Sitio Dam Site constructed the concrete foundations and installed the lampposts as their counterpart.

Present during the turnover were BEZ AVP & General Manager Ben Caro Arkoncel, Barangay Captain Primo Paulin, barangay council members, community volunteers, beneficiaries, and other BEZ team members.

Arkoncel said the donation was not just social responsibility on their end but "lending a hand to the community we serve." Paulin, on the other hand, said that project was not just a giving of basic service but more importantly, an answer to the barangay's security concerns.

# CitySavings, Pilmico help Negros earthquake victims



Pilmico volunteers help repack the relief goods that were distributed to victims of the earthquake that hit Negros Oriental. Aside from Pilmico, CitySavings also helped in the distribution, in coordination with Aboitiz Foundation.

Barely days after the Feb. 6 earthquake that affected parts of Negros Oriental, team members from City Savings Bank (CitySavings) and Pilmico Foods Corporation braved aftershocks and impassable roads to help individuals affected by the calamity.

In coordination with Aboitiz Foundation, Inc., team members from CitySavings' Tanjay, San Carlo and Dumaguete branches, and Pilmico distributed last Feb. 11 and 12 some 2,500 bags of goods and 100 tents for shelter to affected residents in Barangays P. Zamora, Calamba, McKinley, Cantupa and Sitio Kulati in Guihulngan; Martilo in La Libertad; Bunga and Matuog in Tayasan; Iniban and Awaan in Ayungon; and Mahanlud and Baye in Jimalalud.

A second set of relief goods was distributed last



Feb. 25 in coordination with New Bian Yek, Radyo Mo Nationwide (RMN), radio dyHP Cebu, and TV5.

Team members who took part in the distribution said that while they felt scared considering that there were still aftershocks felt, the sense of fulfillment that they experienced made up for their fatigue, fear and tiredness.

Meanwhile in Cebu, where tremors were also felt, damage to property was minimal. Balamban EnerZone Corporation's Arpili 25MVA substation was isolated because the 34.5kV overhead ground conductor from Toledo Power Corporation switchyard was cut off during the earthquake.

Power was restored immediately by looping the feeder of the Buanoy 33MVA Substation feeder 4 to Arpili Substation feeders 1 and 2. **—Rhea Embalzado, Maila Quijano & Kim Khyber Anton Ang**

# UnionBank gives to Xavier Ecoville, builds homes for 110 families

By Ilene Ruivivar

UnionBank recently held the groundbreaking for the Xavier Ecoville Resettlement Site in Lumbia, Cagayan de Oro City. The project is a fulfillment of UnionBank's pledge to build 110 for families who were affected by tropical storm Sendong.

UnionBank Chairman & CEO Justo A. Ortiz led bank representatives during the groundbreaking. He was joined by UnionBank CPSR Executive Director Maria Gonzalez Goolsby and CPSR Officer Ilene Ruivivar, Sales Director Jun Castaño, VP/Business Development Arvie de Vera, Atty. Dexter Tay and CDO branch personnel headed by Business Manager Sheila Lim. Also in the event were Vice President Jejomar Binay, Archbishop Antonio Ledesma, Reps. Rufus and Maxi Rodriguez, Cagayan De Oro Mayor Vicente Emano and other local government officials.

"It is with great honor and humility that I stand before you, grateful for this singular opportunity to elevate lives, grateful for the chance to hold hands with other great institutions to set a model for resettlement. When all is done we shall all stand proud knowing that not only have we done good, but we also have done it well. This project is not only testimony to the resilience of the Filipino, but also a manifestation of our MAGIS and spirit of community as a people, as human beings," Ortiz said.

A memorandum of Agreement between UnionBank and Xavier University was signed last February to aid the victims of tropical storm Sendong in terms of social and moral recovery, so they may once again be productive members of society.

Xavier University donated a five-hectare land for this project. About 550 houses will be constructed on this property, under the management and supervision of Xavier University in partnership with the City Government. National government agencies will also be, particularly for site development and promotion of livelihood opportunities for the community.



**OPERATION TABANG.** The Visayan Electric Co. (VECO) distributed 424 packs of relief goods last March 17 to fire victims of Barangay Suba, Cebu City. Items given to the affected residents were 3 kilos of rice, canned goods, noodles and CFL bulbs. VECO's customer service representatives were also on hand to assist fire victims in their application for new electrical connections.



## VECO protects Cathedral museum from electrical hazards

By Rebecca Eufan

The Visayan Electric Co. (VECO) turned over the newly rewired Cathedral Museum to the Archdiocesan Commission for the Cultural Heritage, led by its chairman Msgr. Carlito Pono, last April 12, about four months after the project started.

In a message read by Msgr. Pono, Cebu Archbishop Jose Palma called the Cathedral Museum a living vessel in which one can re-visit the past and discover the present, specifically that of the life of our faith.

"The Cathedral museum of Cebu now has a secured sense of peace in terms of electrical hazards," Palma said.

"The necessary rewiring project of the whole electrical system of the museum reflects the church's commitment to safeguard her artistic cultural patrimony and the structure itself that becomes the depository of the rich cultural heritage treasures, especially that of the artistic opus of the human genius," Palma added.

For his part, VECO EVP & COO Jaime Jose Aboitiz said it is VECO's first time to do a project for a religious structure, having focused most of its corporate social responsibility projects on education. With the company's eagerness to help promote the museum, Aboitiz has committed to sponsor the students' educational tour to the Cathedral museum starting this June. Aboitiz believes that by leading the Cebuano youth to the museum, they will be able to appreciate better the history of Christianity in Cebu and deepen their religious faith.

(From left) VECO VP Ricky Lacson, Chairman of the Archdiocesan Commission for the Cultural Heritage of the Church Msgr. Carlito Pono, and VECO EVP & COO Jaime Jose Aboitiz sign the deed of donation of the newly rewired Cebu Cathedral Museum. Looking on is Louella Alix, a curator of the Cathedral museum.



## RAFI, Ortigas Foundation launch travelling exhibit of Spanish-era churches

By Florencio Moreño II

The Ramon Aboitiz Foundation Inc. (RAFI) and the Ortigas Foundation Inc. launched the travelling exhibit "Hidden Treasures: An Exhibit of Spanish-era Churches of the Philippines" last April 18 at the Cathedral Museum of Cebu.

The Ortigas Foundation Inc. conceived the exhibit, while its coming to Cebu and Bohol is hosted by RAFI in partnership with the Archdiocese of Cebu through its Commission for the Cultural Heritage of the Church.

Rafael Ortigas Jr. started the ambitious project of documenting Spanish-era churches in the Philippines, which is still ongoing. The exhibit features a selection of over 300 colonial churches they have documented so far.



(From left) Betty Lalana, one of the photographers of the book *La Casa de Dios*; Fr. Brian Brigoli, parochial vicar of Cebu Metropolitan Cathedral; John Silva, executive director of the Ortigas Foundation Inc.; Msgr. Carlito Pono, chair of the Cebu Archdiocesan Commission for the Cultural Heritage; Florencio Moreño II, curator of Casa Gorordo Museum; and Dr. Jocelyn Gerra, executive director of the Ramon Aboitiz Foundation Inc. Culture and Heritage cut the ribbon to formally open the traveling exhibit, "Hidden Treasures: An Exhibit of the Spanish-era churches in the Philippines."

## Kalipay Negrense Foundation re-launches U-Share with new website

By Pia Rivera



Kalipay Negrense Foundation Inc. recently re-launched U-Share with their new website ([www.kalipaynegrensefoundation.org](http://www.kalipaynegrensefoundation.org)) at Robinson's Bacolod, together with Union Bank of the Philippines (UnionBank) and in cooperation with Creative Little Minds.

Leading the re-launching were Kalipay Negrense founder Anna Balcells and UnionBank representatives Pia Rivera of the Business Development Group, Bacolod Araneta Relationship Manager Gina Valenzuela, and Branch Manager Agnes Barbasa.

Kalipay Negrense, established in 2007, is a non-profit foundation that aims to uplift the lives and bring joy to disadvantaged children – the homeless, hungry, out of school physically and sexually abused, and those with special needs. It was through Kalipay that the Bank's U-Share project was born. By listening to the needs of the non-profit organizations like them and combining UnionBank's expertise and resources, the Bank is now able to offer an end-to-end online solution to help and support these non-profits with their fundraising needs.

With U-Share, Kalipay Negrense is now able to raise awareness about their cause and encourage people to bring joy to these disadvantaged children by donating online through a simple click of a button.

# RAFI names Triennial Awards winners

By Nancy Cudis

A man who has been initiating environmental protection efforts and a group helping out small women entrepreneurs have been proclaimed winners of the 5th Ramon Aboitiz Foundation Inc. (RAFI) Triennial Awards.

Rene "Tatay Ete" Vendiola and the Negros Women for Tomorrow, Inc. won the Exemplary Individual and Outstanding Institution awards, respectively, of the 5th Ramon Aboitiz Foundation Inc. (RAFI) Triennial Awards. Both are based in Negros Oriental.

The winners, who bested eight other finalists, were honored during the awards night last March 22 at the Marco Polo Plaza. They were each given a trophy, cash prize and the opportunity to travel in the Visayas and Mindanao to share their expertise with various groups.

The RAFI Triennial Awards is the premier service and humanitarian award in the Visayas and Mindanao, which recognizes the philanthropic, humanitarian, and holistic efforts of individuals and institutions in enhancing the quality of life of various groups and communities.



(from left) Rene "Tatay Ete" Vendiola, RAFI Triennial Awardee for Exemplary Individual, and Manuel Margate who serve as client service department manager of Negros Women for Tomorrow Foundation (NWF) that was declared Eduardo Aboitiz Awardee for Outstanding Institution, raised the Ramon Aboitiz Foundation Inc. Triennial Awards trophies during the award ceremony last March 22 at Marco Polo Plaza Cebu.



**PRESERVING HERITAGE.** To increase funds for the restoration of old heritage school buildings called the Gabaldons, the Ramon Aboitiz Foundation Inc. (RAFI), in cooperation with the Cebu Provincial Government and Cebu Artists Inc. (CAI), mounted a two-week art exhibit called "Mugna-Lambigit" last December 2011 featuring the works of the CAI members. The 60 artworks showcased the historical and cultural beauty of the Gabaldons, post-American war era school buildings that signified the beginning of the formal public education system in the Philippines and that are now considered heritage structures. "Gabaldon structures are significant because of the people whom they have housed—the minds of hundreds of thousands of our youth who have been molded under their roofs, with some of them having gone on to become leaders who have paved the way for building this nation," said Amaya Aboitiz, RAFI deputy director for operations. The opening of the exhibit was graced by (from left) Ma. Cristina Aboitiz, RAFI executive committee chairperson; Cebu Gov. Gwendolyn Garcia; Sherry Tuvilla, SM City Cebu mall manager; and Cebu Provincial Board Member Wilfredo Caminero. (Inset) Sonia Yrastorza (left), CAI president, presented the collaborative painting to the public. The exhibit is one of the strategies under the Gabaldon Restoration Project. Through this project, RAFI aims to repair and restore about 30 Gabaldon school buildings in the next two years. —*Jicel Reve Gabriel*



## RAFI inks MOA with groups, Davao for GREENIN Philippines

By Myrri Mendoza

The Ramon Aboitiz Foundation Inc., through its GREENIN Philippines Program, signed a Memorandum of Agreement (MOA) with the Catholic Educational Association of the Philippines Region 11 (CEAP 11)-Davao Association of Colleges and Schools (DACS), Educational Training and Resource Center (ETRC), Holy Cross of Bansalan College (HCBC), and the Aboitiz Equity Ventures (AEV).

Another MOA was also signed between RAFI and the Provincial Government of Davao del Sur, Holy Cross of Bansalan College (HCBC), and the LAO Integrated Farms Inc. for the implementation of the Run 2 Plant 4 GREENIN Philippines in their area in June.

These partnerships will help the GREENIN Philippines Program in pursuing its objective in creating real forests composed of native tree species. These identified partners also share the vision of going beyond the traditional tree planting and developing real forests.

The partnership of these institutions in Davao will enable the program to roll-out as well as upscale its approaches and strategies, thereby, replicating best practices and instituting significant lessons in environmental restoration in strategic parts throughout the country.



# Rules of thumb on health and fitness



Oftentimes, we find ourselves referring to “rules of thumb” to make certain guesstimates if and when needed. For instance, when making a speech, we remember that to estimate the minutes to deliver it, you count the number of words and divide by 150. Or the ideal length of time to brush your teeth is to sing “Happy Birthday” twice (in your head, of course, but do tell me if you manage to brush and sing at the same time for that would qualify for a Guinness record.)



But what exactly are rules of thumb? From the book entitled, but of course, Rules of Thumb: A Life Manual by Tom Parker, these are defined as an “easy to remember guide that falls somewhere between a mathematical formula and a shot in the dark.” Here are a few rules from the book that could help you take care of your health and fitness.

- **Health determinant** – A healthy adult should be able to completely exhale a deep breath in three seconds.
- **Risk of heart attack or stroke** – The first step is to measure the circumferences of the waist and hips. If the waist to hip ratio is over 1 inch men or above 0.8 in women the risk of heart attack or stroke is 5 to 10 times greater than if the ratio is less.
- **Sleep** – Each hour of sleep before midnight is equal to 2 hours of sleep after midnight.
- **Exercise** – Allow 24 hours of recovery for each hour of a highly stressful workout.
- **Exercising when sick** – If your symptoms are above the neck (stuffy nose, sneezing), it's okay to exercise. But if your symptoms are below the neck (chest cough, muscle aches and pains, intestinal), it's best to skip it.
- **Calories** – Estimate the approximate number of calories it takes to maintain your weight by multiplying your current weight by 15. To lose or gain weight, alter your calorie intake by 20% in the desired direction.
- **Running** – You can predict your marathon time by multiplying your best 10-kilometer time by 4.65.
- **Ear protection (for our plant workers)** – An earplug is properly sized if 2/3 of it fits inside the ear canal and 1/3 remains exposed.
- **Driving safely** – If you can't see the license plate of the car in front of you, you're too close.

Please be reminded, though, that this article is not intended to be a substitute for professional or proper medical advice.

## NEW AEV INDEPENDENT DIRECTOR

### Prof. Raphael “Popo” Lotilla

Popo brings with him a wealth of governmental and environmental experience. He served as the secretary of the Department of Energy from 2005 to 2007, steered the agency towards government energy independence and spearheaded the power sector reform agenda. He also sat as director general of the National Economic Development Authority from 1996 to 2004, and as president & CEO of Power Sector Assets and Liabilities Management Corp. Popo also serves as the executive director of the Partnerships in Environmental Management for the Seas of East Asia. He finished his Psychology, History and Law degrees at the University of the Philippines–Diliman and his Master of Laws at the University of Michigan Law School.



## PROMOTIONS



**Michaela Sophia Rubio**  
HR Director  
UnionBank

Prior to her promotion, Michelle was the deputy HR director. She replaces SVP & HR Director Norberto Belen, whose retirement from service took effect last June 1.



**Ma. Josefina Jalandoni**  
FVP, Head of Cash  
Management Services  
UnionBank

Meeja was the VP/Unit Head of Corporate Produce Management prior to her promotion. She will continue to report to SEVP Edwin

Bautista as the concurrent Transaction Banking Center head.

## PROMOTIONS



**Atty. M. Jasmine Oporto**  
SVP–Chief Legal Officer/  
Corporate Secretary/  
Compliance Officer



**Tommy Sliman**  
FVP–Business Development



**Melinda Bathen**  
First Vice President–  
Comptroller for Accounting



**Ana Aleta**  
VP–IT Director (AP  
Generation)



**Nancy Lim**  
First Vice President–Human  
Resources and Quality



**Susan Policarpio**  
VP–Government Relations



**Patrick Reyes**  
First Vice President–Chief  
Strategy Officer



**Ivy Eleanor Uy**  
AVP–Risk and Commodity  
Pilmico

With her promotion, Ivy will now be responsible for institutionalizing the Food Group's enterprise-risk

management program. She is also tasked to provide sound information for the Food Group's major commodity and procurement decisions.



**Atty. Catherine Atay**  
AVP–Corporate Secretarial  
and Compliance Services  
for Legal and Corporate  
Services/Assistant  
Corporate Secretary

## TRANSFERS



**Sandro Aboitiz**  
Billing & Collections Dep't.  
Manager  
VECO

Sandro joined AEV in 2011 as a management trainee handling special projects for AboitizPower–Accounting, HR and the Strategy and Corporate Finance Group. He had worked as a senior associate at Ernst & Young and as an audit intern at SGV. Sandro graduated from the Loyola Marymount University in Los Angeles, California with a degree in Accounting minor in Finance.



**Celso Caballero**  
General Manager  
Weather Philippines  
Foundation

C3 will set up and manage the organization that will install 1,000 weather stations throughout the country, as part of the Aboitiz Group's CSR project. Through this installation project, the Group hopes to be recognized as a key contributor in the provision of critical weather information that will aid in better disaster preparedness in the country. Prior to his transfer, C3 was involved in business development and project management activities in SN Aboitiz Power, such as commercial and management work related to the ancillary servicing pricing scheme and the Ambuklao rehabilitation project.



**Frederick Claudio**  
FVP/Unit Head of Commercial  
Banking Center  
UnionBank

Frederick used to be the unit head of Corporate Banking and is directly reporting to EVP Betty Romulo.





**Maria Garcia**  
AVP for Power Economics  
AboitizPower

Maria joined AboitizPower in 2009 as trading manager and became AVP for Trading in 2010. Prior to joining AboitizPower, she was trading manager of Emerald Energy Corporation, a subsidiary company of GDF - Suez in the Philippines. She was also electricity trading manager of the Power Sector Assets and Liabilities Management Corporation.



**Rielle Mae Guioguo**  
AVP for Accounting  
CitySavings

A recipient of the Don Ramon Aboitiz Award of Excellence and a former Aboitiz scholar, Riella used to be the AVP of the Corporate Finance Team since 2010. She started as an administrative assistant in 1998 before getting appointed as junior accountant in 1999. She then rose to become accounting manager in 2005.



**Crisanto Lasat, Jr.**  
AVP for Trading  
AboitizPower

Crisanto joined the Power group in 2009 as AVP for Power Economics & Distribution System Planning. He was previously AVP - Technical Assistant to the Chairman of Cagayan Electric Power & Light Company, Inc. and was also connected with ATOM Industrial Sales as technical assistant to the president.



**Bryan Baure**  
Financial Analyst  
AP Generation

Bryan joined the Group initially as an accountant of APRI in 2009. He had worked as a tax associate of Philippine Batteries, Inc. (Motolite) and as an accounting staff of the Maritime Clinic for International Services, Inc. Bryan is an Accountancy graduate of the Pamantasan ng Lungsod ng Maynila.



**Carminia Borja**  
Branding Officer for Research & Creative Production  
AEV-RMD

Borj will do research studies for the Reputation Management Team, monitor branding compliance and serve as a Group Brand coordinator. She will also be in charge of creative production, training, communication with the audience/market, financial management, and support the Team in the implementation of its projects. Prior to her transfer, Borj was with the HR Team as training officer.



**Elena Carnacer**  
Paralegal  
AEV-LEX

Elena is part of the Corporate Services Team but will also handle other service areas within the team. Prior to her transfer, she was the sustainability officer of the Reputation Management Department-Sustainability Team. She has also worked at AboitizLand and Aboitiz Foundation.



**Rio Cotejo**  
Financial Analyst  
AboitizPower

Before she joined the Power group, Rio was an account management associate at AboitizLand. She has also worked for San Miguel Foods and Western Watts Philippines. Rio also once served as a missionary of the Church of Jesus Christ of Latter Day Saints. She is an Industrial Engineering graduate of the University of San Carlos.



**Eulimae Galera**  
Junior Accountant  
AEV-Cebu

Eulimae will handle invoice preparation, reports and journal voucher generations, and other accounting tasks. Prior to her transfer, she was a junior finance analyst of the Corporate Finance Team.



**Peter Limbuan**  
Associate Auditor 2  
AEV-Makati

Peter has an extensive experience in IT administration and security management. He used to work with ATS Consolidated, Inc., starting out as information system auditor. In 2007, he was appointed as information's security supervisor. Peter finished Information and Computer Science at the University of Cebu.



**Marinel Mangubat**  
Paralegal 2—Shareholder Relations & Board Secretariat  
AEV

Marinel is responsible for managing shareholders' stocks and other related concerns. She will also prepare and distribute board materials, and coordinate with the Accounting department for the per diem requirements and timely distribution of participants' checks. Prior to her transfer, Marinel was the CorpCom assistant of the Reputation Management Department.



**Teodora Ramirez**  
Executive Assistant  
AEV-Makati

Prior to her transfer, Doris was connected with ATS Consolidated, Inc. as executive secretary under the Internal Audit Department. She has also worked with companies like Comark International Corp., SGV, ASEC Information Services, Inc. and Cocolife. Doris graduated from the Polytechnic University of the Philippines with a degree in Business Management.



**Warren Clyde Valeree Tompong**  
Business Risk Management Associate  
AEV-Makati

Warren will assist in developing, maintaining and managing the company's business continuity program. He will also support all activities necessary to enable the team to respond to any business interruption. Warren was a corporate auditor of the Audit Team in Cebu prior to his transfer. He was a delegate of the 2nd Aboitiz Future Leaders Business Summit in 2007.

## NEW HIRES



**Charles Gamo**  
FVP—Corporate Services  
Therma Luzon

Charles has worked with the Power Sector Assets and Liabilities Management Corp. as adviser to the president. He has over 20 years of experience in corporate finance, investment evaluation, business analysis, corporate strategy and business development. He is a mechanical engineering graduate of De La Salle University and holds master's degrees in Applied Business Economics from the University of Asia and the Pacific, Finance from the London Business School, and Responsible Business from the Nottingham University Business School.



**Kenton Heuertz**  
VP—Asset Management  
AboitizPower—Generation

Kenton has extensive experience in developing, implementing and administering natural gas pipeline safety, loss control, environmental, damage prevention and risk management programs acquired from working with natural gas pipeline transmission and distribution companies in the United States. Before joining AboitizPower, Kenton was the project manager—gas engineering and director,

## NEW HIRES

risk and insurance management of MidAmerican Energy Company. He is a graduate of Bachelor of Arts and Sciences in Business Administration from William Penn University in Iowa. He also has a two-year certificate program from the University of Nebraska – Lincoln, NE College of Mechanical Engineering and from Central Community College – Hastings, NE Computer Sciences.



**Ma. Cynthia Hernandez**  
AVP-Finance  
AboitizPower

Cynthia used to work with AES Philippines as financial planning and analysis manager and with Ernst and Young Transaction Advisory Services, Inc., as project finance/mergers and acquisitions director. She has also worked for various companies where she gained extensive experience in financial planning and analysis, mergers and acquisitions and corporate finance, with specialization in the field of energy and utilities. She is a Metallurgical Engineering graduate of the University of the Philippines and is a licensed professional metallurgical engineer. She also holds a master's degree in Development Economics from the University of the Philippines School of Economics.



**Vivien Vicente-Limjoco**  
AVP-Strategy and Corporate  
Finance Group  
AEV-Makati

Vivien has a rich work exposure in financial/investment analysis, forecasting/budgeting and control, corporate governance, investor/shareholder relations, research, strategic planning, and loans processing and credit analysis, among others. Vivien graduated from the European Business School in London with a degree in International Business with majors in Corporate Finance, International Economics, and Spanish and Italian languages.



**Jesus Naquila**  
AVP-Specialized Risk  
Management  
AEV

Before joining the Group, Jess was the AVP-Risk Management of Singapore Post Limited. He has also worked for companies like Singapore Telecommunications Ltd., Certis CISCO Security Pte Ltd., Globe Telecom Inc., Jardine Lloyd Thompson Insurance Brokers, Mapfre Asian Insurance, and UCPB General Insurance Company. Jess is a Mechanical Engineering graduate of Mapua Institute of Technology and holds an MBA from the International Academy of Management and Economics.



**Atty. Pagan Arches**  
Lawyer  
AEV

Prior to joining the AEV-Legal Team, Pagan was with TA Trade Advisory Group, Inc. as a project associate, providing clients with a complete range of legal and ancillary services. She has also worked as an associate lawyer at Poblador Bautista & Reyes Law Office. She graduated from Ateneo de Manila University with a degree in Management, major in Legal Management. She also earned her Law degree from the same school.



**Atty. Nico Benedict Lim**  
Junior Associate General  
Counsel  
AEV

Nico was an intern for the AEV Legal Team. He finished Business Administration major in Entrepreneurship at Silliman University and took up Law at the University of San Carlos. He passed the bar in 2012.



**Atty. Raul Nadela Jr.**  
Associate General Counsel  
AEV

Raul used to be with Aguirre Aportadera Gavero Sandico & Associates in Pasig City. He was also the legal editor of ESS Manufacturing Company, Inc., which gave him exposure to US Federal and New York state laws. He is a Biology graduate of the University of Southern Philippines in Davao City and finished law at the Ateneo de Davao University. He passed the bar in 2009.



**Audrey Villa**  
AVP for Marketing and Sales  
AboitizLand

Audie has 12 years of solid experience in marketing and sales during his stint as regional sales manager of 3M Philippines. He graduated magna cum laude from the University of the Philippines Visayas-Cebu College, where he also finished his master's degree in Business Management.



**Susan Balbon**  
Audit Supervisor  
AEV

Susan was ATS' information systems audit supervisor, where she planned for IS audit engagements, and led and supervised IS audit staff to ensure audit objectives are met. Susan is a Computer Science graduate of the Pamantasan ng Lungsod ng Maynila and is a certified information systems auditor.



**Raul Imperial**  
Risk Finance Manager  
AEV

Prior to joining AEV, Raul handled insurance, risk and non-cargo claims management as part of his tasks as risk manager.



**Leilani Monserrate**  
Audit Manager  
AEV

Leilani was the senior audit manager of ATS, handling the company's IS Audit Team and its financial/operations audit engagements as the need arises. She earned her Accounting degree from the Pamantasan ng Lungsod ng Maynila and is both a certified public accountant and information systems auditor.



**Mariane Nacional**  
Audit Manager  
AEV

Mariane was formerly the internal audit manager of ATS who handled financial/operations audit, preparation of annual audit master plan and special projects like control self-assessment and trainings. She is an Accountancy graduate of Bicol University and is a certified public accountant and internal auditor, and on control-self assessment.



**Ma. Sherry Tripole**  
Human Resource Manager  
Therma South

Sherry gained extensive experience in human resources after having worked with Holcim Philippines, Inc. as HR Manager-Compensation and Benefits. She is a Computer Science graduate of Ateneo de Davao University and took up law, also at the same school.



**Melody Castro**  
Business Services Specialist  
AEV-iCSD

Melody was the IT Department supervisor of Lyceum of the Philippines University before she joined AEV, handling the overall IT infrastructure or operations of the university. She was also part of the school's quality management system committee and was a part-time faculty member, teaching IT-related courses. Melody finished her Computer Science and master's in business administration degrees at the same school.



## NEW HIRES



**Reynard Gilbuena**  
Oracle Applications Developer  
AEV-iCSD

Before joining AEV, Reynard was a software engineer at Taiyo Yuden (Philippines), Inc. and was involved in a number of projects like desktop monitoring system, web-based managers' report, SAP System and more. He is an Information Technology graduate of the University of Cebu.



**Jiselle Juabot**  
Administrative Assistant  
AboitizPower Sales & Marketing

Jiselle was a data entry/survey editor of Innovations for Poverty Action before joining AboitizPower. She has also worked with the Department of Social Welfare and Development as data verifier. Jiselle is a Nursing graduate of Xavier University-Ateneo de Cagayan.



**Denver Lim**  
Account Officer  
AboitizPower

Denver has worked as a sales engineer and as a business unit head of Product Equipment Resources and Trading, Inc. A licensed engineer, Denver is an Electrical Engineering graduate of Silliman University. He earned his master's degree in Business Management from the University of the Philippines.



**Arcel Madrid**  
Branding Assistant  
AboitizPower

Arcel has been with the Branding team as a project-based employee, handling Branding queries and orders. He graduated magna cum laude from STI College-Balayan with a degree in Business Administration major in Operations Management.



**Diana Mendezona**  
Talent Optimization Associate  
AEV

Diana finished her Behavioral Sciences major in Organizational and Social Systems Development at De La Salle University-Manila. She had her on-the-job training with Smart Communications where she handled benefits and compensation.



**Jonaliza Perey**  
Executive Assistant  
AEV Treasury

Before joining AEV, Jona was an executive assistant at Credit Agricole Corporate and Investment Bank. She was also a manager at Phil-Japan Gijutsu Iten Foundation. Jona finished her Hotel and Restaurant Management degree at the De La Salle University-Dasmariñas.



**Mary Grace Rayos**  
HR Manager  
AP Generation

Grace is a Tourism graduate of the University of the Philippines, where she is currently taking her master's degree in Industrial-Organizational Psychology. Before she joined AP Gen, Grace had worked as a freelance HR consultant.



**Rachel Reconalla**  
Treasury Operations Assistant  
AEV Treasury

A former teller at Metrobank, Rachel finished her Management Accounting degree at the University of San Carlos. She has also worked as an on-the-job trainee with the Aboitiz Group and was a delegate of the 5th Aboitiz Future Leaders Business Summit.



**Daryl Rimas**  
Paralegal for Taxation  
AEV

Daryl was a finance analyst at San Miguel Yamamura Packaging Corporation before joining AEV. He then joined the Group as a contractual employee of AEV-LEX as a paralegal for taxation. Daryl is an Accountancy graduate of the University of San Carlos and is a certified public accountant.



**Alvin Tobias**  
Operations & Maintenance  
Supervisor  
Weather Philippines/Aboitiz  
Foundation

Alvin used to be the customer engineering services maintenance manager of Linde Philippines, Inc. He handled the maintenance of vacuum-insulated evaporators, air separation unit trucks, hydrogen trailers, etc. He also used to work with Cyro Industrial Gases, Inc. as on-site plant manager and oversaw the safe and efficient operation of Linde-owned plants. Alvin is a mechanical engineering graduate of Don Bosco Technical College.

## CHANGE IN POSITION



**Gemma Bojos**  
Insurance Coordinator  
AEV

Gemma will handle existing motor car insurance processing, audit billing charges and do administrative work for Enterprise Risk Management. She joined the Aboitiz Group in 1987 as stock clerk of ATS. Her most recent position was executive assistant of AVP Rolly Cabrera.



**Aileen Alcantara**  
Assistant Cashier  
AEV-Treasury

Aileen joined AEV-Cebu as a paralegal in 2003. In 2008, she was appointed as receptionist/relief secretary based in Manila, and later as secretary of Exolt. In 2010, she was transferred to the Treasury Group as executive secretary of Gabby Mañalac.

## ACHIEVEMENT



**Mary Ann Capistrano**  
AEV-Audit

Mary Ann passed the Certified Information Systems Auditor (CISA) exam given last Dec. 10, 2011. CISA is a world-renowned standard for those who audit, control, monitor and assess information technology and business systems. Possessing the CISA title demonstrates proficiency and is the basis for measurement in the Audit profession.

Hang in there.  
It is astonishing  
how short a time  
it can take for very  
wonderful things  
to happen.

-FRANCE HODGSON BURNET

*Inspired by passion*



# Summer Outing 2012

## CEBU

Movenpick Resort & Spa  
Punta Engaño, Mactan  
May 5, 2012

## MAKATI

Club Balai Isabel  
Tagaytay  
May 12, 2012

# All white Party









# SPORTFEST *Family Day*

## CEBU

Cebu International School Grounds  
April 14, 2012

## MAKATI

Enchanted Kingdom  
Sta. Rosa, Laguna  
April 21, 2012

