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AUTHORITY**

6th & 7th Floors, Tower 1  
Double Dragon Plaza  
DD Meridian Park  
Macapagal Avenue corner  
EDSA Extension  
1302 Bay Area, Pasay City

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MEMO TO : ATTY. MARIA TERESA C. ALVAREZ  
Manager, Operations Department

FROM : The Manager  
Business Development Department

SUBJECT : 2020- 2021 Room Rates of TIEZA Properties

DATE : August 11, 2020

Forwarding to your office the approved room rates and green fees of the following TIEZA Operating Properties effective April 1, 2020 to March 31, 2021:

1. Banaue Hotel and Youth Hostel
2. Balicasag Island Dive Resort
3. Gardens of Malasag Eco-Tourism Village.
4. Zamboanga Golf Course

For your reference and dissemination to the concerned TIEZA properties.

Thank you.

  
MA. EVELYNE A. FRANCISCO



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**MEMO FOR : THE ASSISTANT CHIEF OPERATING OFFICER  
Assets Management Sector**

**FROM : THE MANAGER  
Business Development Department**

**SUBJECT : 2020-2021 PUBLISHED and CONTRACTED RATES for  
TIEZA OPERATING PROPERTIES**

**DATE : March 12, 2020**

Sir, this is in reference to the proposed 2020- 2021 Published and Contracted Room Rates of the TIEZA Operating Properties. The Business Development Department in coordination with the Operations Department evaluated the proposed rates based on the increasing Maintenance Cost of the rooms, the property's historical financial performance and average room rate.

We have also taken into consideration the challenges ahead such as the adverse effects of COVID-19 on the tourism industry, unknown duration of the pandemic, travel restrictions and global economic recession. Further, domestic tourism shall be the focus of our marketing and promotional activities to fill the vacuum from the international market.

In this regard, we respectfully recommend that the 2019 -2020 rates be extended until March 31, 2021, as follows :

| <b>TIEZA PROPERTY</b>                            | <b>PUBLISHED RATES<br/>(net/room or<br/>bed/night)</b> | <b>CONTRACTED RATES<br/>(net/room or bed/night)</b> |
|--|--|---|
| <b>Banaue Hotel</b>                              |  |   |
| Standard Room                                    | P 2,300.00   | P 1,800.00  |
| Deluxe Room                                      | 3,000.00   | 2,300.00  |
| Suite Room                                       | 7,000.00   | 5,300.00  |
| Extra Bed  | 650.00   | 650.00  |
| <b>Banaue Youth Hostel</b>                       |  |   |
| Family Room (Regular capacity : 3 pax)           | 1,650.00   | 1,650.00  |
| Econo Room ( Regular capacity : 6 pax)           | 3,300.00   | 3,300.00  |
| Dorm Room ( Regular capacity : 10 pax)           | 5,500.00   | 5,500.00  |
| Per Person Rate (in Excess of regular capacity ) | 550.00   | 550.00  |



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| TIEZA PROPERTY   | PUBLISHED RATES<br>(net/room or<br>bed/night) | CONTRACTED RATES<br>(net/room or bed/night) |
|--|---|---|
| <b>Balicasag Island Dive Resort ( BIDR)</b>  |   |   |
| Standard Room  | P 3,200.00                                    | P 2,400.00                                  |
| Deluxe Room  | 3,700.00                                      | 2,800.00                                    |
| Extra Bed  | 650.00  | 650.00                                      |
| Family Room ( Min of 8 Px)   | 7,500.00                                      | 7,000.00                                    |
| Dorm Room (Min. of 10 pax)   | 5,000.00                                      | 5,000.00                                    |
| <b>Gardens of Malasag Eco Tourism<br/>Village ( GMETV)</b>                           |   |   |
| Superior Cottage   | P 1,850.00                                    | P 1,400.00                                  |
| Deluxe Cottage   | 2,200.00                                      | 1,650.00                                    |
| Extra Bed  | 500.00  | 500.00                                      |
| Family Room( Regular capacity : 6 pax)   | 1,500.00                                      | 1,500.00                                    |
| Dormitory ( Regular capacity : 10 pax)   | 2,500.00                                      | 2,500.00                                    |
| Per Person Rate in Family and<br>Dormitory Rooms (In Excess of<br>regular capacity ) | 250.00  | 250.00                                      |

\* Note: All rates are inclusive of applicable taxes and Set Breakfast except at the following :

1. Dormitory of BIDR
2. Dormitory and Family Room of GMETV

All discounts to be extended other than the regular contracted rates shall be based on the Policy on Discounts and subject to the approval of the Assistant Chief Operating Officer of the Assets Management Sector.

For your consideration and approval, Sir.

  
MA. EVELYN A. FRANCISCO

  
Approved :

  
JETSO NICOLAS F. LOZADA

Attachment : Matrix of computation

**COMPUTATION OF ROOM RATES  
FOR THE YEAR 2020 - 2021**

| NAME OF ENTITY   | MAINT. COST | MARK UP (30%) | SUB-TOTAL (MAINT. COST + MARK-UP) | BREAKFAST (w/o taxes) | SUB-TOTAL with BEAST (w/o taxes) | TAX 10% SC + 12% EVAT | BASE RATE (Sub-Total with Bfast, Tax & S.C.) | PROPOSED 2020 - 2021 |       | EXCESS PROFIT (Proposed Rates less Base Rate w/ BF) |          |
|--|-------------|---------------|-----------------------------------|-----------------------|----------------------------------|-----------------------|--|----------------------|-------|---|----------|
|  |             |               |                                   |                       |                                  |                       |  | PUB                  | CON   | PUB   | CON      |
| <b>BANAUE HOTEL</b>  |             |               |                                   |                       |                                  |                       |  |                      |       |   |          |
| Standard   | 598.71      | 179.61        | 778.32                            | 483.60                | 1,261.92                         | 277.62                | 1,539.55                                     | 2,300                | 1,800 | 760.45  | 260.45   |
| De luxe  | 716.90      | 215.07        | 931.97                            | 483.60                | 1,415.57                         | 311.43                | 1,727.00                                     | 3,000                | 2,300 | 1,273.00  | 573.00   |
| Suite  | 1,490.34    | 447.10        | 1,937.44                          | 967.20                | 2,904.64                         | 639.02                | 3,543.66                                     | 7,000                | 5,300 | 3,456.34  | 1,756.34 |
| Extra Pax  | 238.98      | 71.69         | 310.67                            | 241.80                | 552.47                           | 121.54                | 674.02                                       | 650                  | 650   | 24.02   | 24.02    |
| <b>Hostel - Per Room</b>   |             |               |                                   |                       |                                  |                       |  |                      |       |   |          |
| Econo Room ( For 6 pax)  | 635.55      | 190.67        | 826.22                            | 1,450.80              | 2,277.02                         | 500.94                | 2,777.96                                     | 3,300                | 3,300 | 522.04  | 522.04   |
| Family Room ( For 3 pax)   | 561.99      | 168.60        | 730.59                            | 725.40                | 1,455.99                         | 320.32                | 1,776.30                                     | 1,650                | 1,650 | 126.30  | 126.30   |
| Dorm Room ( For 10 pax)  | 733.63      | 220.09        | 953.72                            | 2,418.00              | 3,371.72                         | 741.78                | 4,113.50                                     | 5,500                | 5,500 | 1,386.50  | 1,386.50 |
| <b>In excess of capacity : Per Person Rate for Hostel</b>          |             |               |                                   |                       |                                  |                       |  |                      |       |   |          |
| Econo Room as Basis of Computation                                 | 105.92      | 31.78         | 137.70                            | 241.80                | 379.50                           | 83.49                 | 462.99                                       | 550                  | 550   | 87.01   | 87.01    |
| <b>BALICASAG</b>   |             |               |                                   |                       |                                  |                       |  |                      |       |   |          |
| Standard   | 1,172.57    | 351.77        | 1,524.34                          | 409.83                | 1,934.17                         | 425.52                | 2,359.69                                     | 3,200                | 2,400 | 840.31  | 40.31    |
| De luxe  | 1,501.10    | 450.33        | 1,951.43                          | 409.83                | 2,361.26                         | 519.48                | 2,880.74                                     | 3,700                | 2,800 | 819.26  | 80.74    |
| Extra Pax  | 293.14      | 87.94         | 381.08                            | 205.00                | 586.08                           | 128.94                | 715.02                                       | 650                  | 650   | -65.02  | 65.02    |
| Family Room (8pax)   | 2,591.23    | 777.37        | 3,368.60                          | 1,640.00              | 5,008.60                         | 1,101.89              | 6,110.49                                     | 7,500                | 7,000 | 1,389.51  | 889.51   |
| Dormitory (For 10 pax)   | 3,039.98    | 911.99        | 3,951.97                          |                       | 3,951.97                         | 869.43                | 4,821.41                                     | 5,000                | 5,000 | 178.59  | 178.59   |
| <b>MALASAG</b>   |             |               |                                   |                       |                                  |                       |  |                      |       |   |          |
| Superior Cottage   | 856.35      | 256.91        | 1,113.26                          | 327.86                | 1,441.12                         | 317.05                | 1,758.16                                     | 1,850.00             | 1,400 | 91.84   | 358.16   |
| De luxe cottage  | 877.20      | 263.16        | 1,140.36                          | 327.86                | 1,468.22                         | 323.01                | 1,791.23                                     | 2,200.00             | 1,650 | 408.77  | 141.23   |
| Extra Pax  | 219.30      | 65.79         | 285.09                            | 163.93                | 449.02                           | 98.78                 | 547.80                                       | 500.00               | 500   | 47.80   | 47.80    |
| Family Room ( For 6 pax )  | 1,146.60    | 343.98        | 1,490.58                          |                       | 1,490.58                         | 327.93                | 1,818.51                                     | 1,500.00             | 1,500 | 318.51  | 318.51   |
| Dormitory ( For 10 pax)  | 1,466.60    | 439.98        | 1,906.58                          |                       | 1,906.58                         | 419.45                | 2,326.03                                     | 2,500                | 2,500 | 173.97  | 173.97   |
| <b>In Excess of Capacity : Per Person Rate for Family and Dorm</b> |             |               |                                   |                       |                                  |                       |  |                      |       |   |          |
| Dormitory as Basis of Computation                                  | 146.66      | 44.00         | 190.66                            |                       | 190.66                           | 41.94                 | 232.60                                       | 250                  | 250   | 17.40   | 17.40    |

Note: Maintenance Cost of Extra Bed 1/3 of maintenance cost of De Luxe Room for Banaue, 1/4 of maintenance cost of Standard Room for Balicasag and De Luxe Cottage for Malasag.

All Room rates are inclusive of set Breakfast Except for :

1. Dormitory of Balicasag and Malasag
2. Family Room of Malasag



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**MEMO FOR : THE ASSISTANT CHIEF OPERATING OFFICER**  
**Assets Management Sector**

**FROM : THE MANAGER**  
**Business Development Department**

**SUBJECT : 2020-2021 GREEN FEES of ZAMBOANGA GOLF COURSE**

**DATE : June 16, 2020**

Sir, this is in reference to the proposed 2020-2021 green fees for Zamboanga Golf Course (ZGC).

The major consideration of our evaluation are the existing green fees of its closest competitor, the Edwin Andrews Golf Club, an 18 hole and Par 72 golf course located within the Philippine Air Force facility and approximately 6 kilometers away from our property. Green fees for locals are P 450 and P 550 for weekday and weekend respectively while foreigners are charged P 1,000 for both weekday and weekend.

Considering that the existing ZGC green fees are slightly higher, ranging from 66%-70% for resident and 65% for non-resident, the undersigned respectfully recommends that the 2019-2020 rates be extended until March 31, 2021, as follows:

**Weekdays**

|              |          |
|--------------|----------|
| Resident     | P 750.00 |
| Non-Resident | 1,650.00 |

**Weekends/Holidays**

|              |          |
|--------------|----------|
| Resident     | P 850.00 |
| Non-Resident | 1,650.00 |

All discounts to be extended shall be based on the Policy on Discounts and subject to the approval of the Assistant Chief Operating Officer of the Assets Management Sector.

For your consideration and approval, Sir.

*MA. EVELYNE A. FRANCISCO*  
MA. EVELYNE A. FRANCISCO

Approved:

*JETRO NICOLAS F. LOZADA*  
JETRO NICOLAS F. LOZADA