



Republic of the Philippines
Tourism Infrastructure & Enterprise Zone Authority

MEMO FOR : **JETRO NICOLAS F. LOZADA**
ACOO, Asset Management Sector

THRU : **ATTY. MARIA TERESA C. ALVAREZ** *MAV*
Manager, Operations Department

SUBJECT : **MEETING WITH MOALBOAL LESSEES RE: ECONOMIC RELIEF and OTHER CONCERNS**

FROM : **CEBU FIELD OFFICE**

DATE : **JULY 06, 2021**

Respectfully sending all documentations done during the meeting with Moalboal lessees last June 11, 2021 relative to the above subject matter.

For your perusal, Sir.

MA. GINA I. MARTINEZ

MEETING AGENDA

Meeting Name: Consultative Meeting with the Lessees

Date of Meeting: June 11, 2021

Time of Meeting: 10:30 AM

Facilitator: Ma. Gina G. Martinez
Tourism Coordinator

Location: QM Diving Resort
Bas Diot, Moalboal, Cebu

Attendees: 16 Lessees of TIEZA's property in Basdiot, Moalboal, Cebu

Objectives:

- To conduct a survey or gather some feedback from the lessees on the current issues they are facing with their businesses, as caused by the pandemic
- To inform the tenants on the current status of TIEZA's operations, and
- To possibly gather relevant information that would help TIEZA's Board to come up with a win-win solution regarding their concerns.

Meeting Notes, Discussions, and Issues

- Feedback forms were distributed to the lessees at the start of the meeting to gather suggestions, concerns, and other relevant information to assess their current situation.
- Just like in most of the businesses in the country, most of the establishments in this area were closed due to the pandemic. There are some tenants who opened their resorts /hostels and diveshops when the quarantine was lifted, but only on Saturdays, at a discounted rate just to boost the influx of guests.
- The main problem of the lessees are the monthly rental that they need to pay, since some do not earn enough income and most do not even generate income anymore.
- One of the lessees said that they need to pay 40-50,000 per month for the rental, but they currently earn around 10-15,000 a month only. This means it is totally not enough to pay up for the rental alone, and even other fees that need to be complied with the LGU, expenses for equipment that they need for the business, wages for employees and so forth.
- Another dilemma also is that most clients expect to receive first-class service from them, and that they were forced to give in to what their clients need, such as discounting their rates or allowing excess guests in a room than the usual.
- One of the tenants also raised that they cannot be given by the LGU a business permit without the tax declaration, which means that some operate without permits.
- Another also raised that they were not given business permit because they are among the affected businesses that violated the 25 meter easement ruling. It was then answered by Mrs. Martinez that there were already talks between TIEZA and DENR to suspend the

Cease and Desist Order. The lessees then requested for a copy for the said memorandum, and will be emailed to them.

- The matter about the application of SAPA by TIEZA was also discussed and its delay.
- Cebu Field Office assured the lessees that the surveys will be collated and will be sent to the Head Office. TIEZA's Management Committee will then convene to come up with a solution regarding the issues discussed during the meeting.
- One solution may be that a relief will be given to those with no arrears before the pandemic.
- Lessees were hoping for the positive outcome regarding their concerns since they already suffered from income loss and the continued increasing expenses that they still need to incur.



MA. GINA I. MARTINEZ