

**BAC-C RESOLUTION NO. BC-2018-004**

**RESOLUTION TO HIRE A PRIMARILY CONFIDENTIAL CONSULTANT FOR THE  
OFFICE OF THE PRESIDENT AND CHIEF EXECUTIVE OFFICER WHERE TRUST AND  
CONFIDENCE ARE THE PRIMARY CONSIDERATIONS**

**WHEREAS**, in a memo dated January 18, 2018, the Organizational Development and Management Department (ODMD) Manager endorsed to the Bids and Awards Committee for Consulting Services (BAC-C), the hiring of an individual consultant where trust and confidence are the primary considerations for the Office of the President and CEO. The consultant shall assist the President and CEO in matters relating to real estate and business development in Bonifacio Global City, New Clark City, Camp John Hay in Baguio City, Poro Point in La Union and other properties transferred to BCDA by virtue of R.A. 7227 (Annex A).

**WHEREAS**, the consultant shall have the following tasks and responsibilities:

1. Provide technical assistance and recommendation to the President and CEO on matters relating to real estate development and valuation of BCDA properties;
2. Conduct studies on financial projections and recommendations on the development of such assets to realize maximum returns to BCDA;
3. Review development proposals vis-à-vis the terms of reference and guidelines;
4. Coordinate with BCDA departments/offices and its subsidiaries on matters relating to business and real estate development;
5. Submit a status report of projects to the President and CEO as may be necessary; and
6. Submit an accomplishment report on a monthly basis for approval by the President and CEO;

**WHEREAS**, the engagement of Mr. Benigno T. Cabrieto, Jr. was recommended to render the above-mentioned services, having technical expertise and vast experience in the real estate development business;

**WHEREAS**, while Section 48.2 of the Revised IRR of RA 9184 reiterates the general rule that public bidding is the general mode of procurement, the same section allows procuring entities to resort to alternative methods of procurement in highly exceptional cases and subject to the conditions required by RA 9184, its Revised IRR, and applicable guidelines. Among these highly exceptional cases is Negotiated Procurement of Highly Technical Consultants under Section 53.7 of the Revised IRR;

**WHEREAS**, Section 53 of the Revised IRR of RA 9184 defines Negotiated Procurement as "a method of Procurement of Goods, Infrastructure Projects and Consulting Services, whereby the Procuring Entity directly negotiates a contract with a technically, legally and financially capable supplier, contractor or consultant xx";

**WHEREAS**, Section 53.7 of the Revised IRR of RA 9184 allows negotiated procurement as a mode of procuring the services of "individual consultants hired to do work that is (i) highly technical or proprietary; or (ii) primarily confidential or policy determining, where trust and confidence are primary considerations for the hiring of the consultant..." In this case, the main consideration for hiring the consultant is the trust and confidence of the President and CEO;

**WHEREAS**, pursuant also to Section 53.7 of the Revised IRR of RA 9184, the term of the individual consultant shall, at the most, be on a six months basis, renewable at the option of the appointing Head of the Procuring Entity (HoPE), but in no case shall exceed the term of the latter;

*[Handwritten signature]*



**WHEREAS**, pursuant to Section 54.6 of the Revised IRR of RA 9184, consultants hired pursuant to Section 53.7 are mandated to register with PhilGEPS and provide a PhilGEPS Registration Number as a condition for award of the contract;

**WHEREAS**, the total approved budget for the abovementioned consulting services for a term of six (6) months is Pesos: Four Hundred Fifty Thousand (Php450,000.00), inclusive of all applicable taxes;

**WHEREAS**, the BAC-C in its evaluation determines that the foregoing main consideration qualifies the procurement of the abovementioned consultant in accordance with Section 53.7 of the Revised IRR of RA 9184 with a monthly consultancy fee of Pesos: Seventy Five Thousand, inclusive of all applicable taxes (Php75,000);

**NOW, THEREFORE**, we the members of the Bids and Awards Committee for Consulting Services, hereby RESOLVE, as it is hereby RESOLVED:

1. To recommend the procurement of the services of an individual consultant where trust and confidence are the primary considerations through Negotiated Procurement under Section 53.7 of the Revised IRR of RA 9184;
2. To recommend the award of contract to Mr. Benigno T. Cabrieto, Jr. with a monthly consultancy fee of Pesos: Seventy Five Thousand (Php75,000), inclusive of all applicable taxes for a period of six (6) months from February 15, 2018, renewable at the option of the appointing HoPE, but in no case shall exceed his term on the condition that the consultant register with the PhilGEPS and provide a PhilGEPS Registration Number;
3. To require the consultant to enter into a Non-Disclosure Agreement with BCDA; and
4. To direct the end user to furnish the BAC-C Secretariat original copies of the duly conformed Notice of Award, Notice to Proceed and executed contract.

Done in Taguig City this 30th day of January, 2018.

**BIDS AND AWARDS COMMITTEE FOR CONSULTING SERVICES**

*On official business*

**JOSHUA M. BINGCANG**

Chairman

  
**BGEN. CARLOS F. QUITA (Ret.)**

Vice-Chairman

  
**HEDDA LOURDES Y. RULONA**

Member

  
**MARIA SOLEDAD C. SAN PABLO**

Member

  
**RITCHIE P. PACLIBAR**

Member

Approved by:

  
**VIVENCIO B. DIZON**  
President and CEO

## **BENIGNO T. CABRIETO, JR.**

### Contact Information:

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Contact Numbers: +632-846-60-76

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Email: bencab74@gmail.com

### Personal Summary:

An innovative and well-rounded executive with good administration skills and with vast exposure in the real estate development business for more than twenty five (25) years with experience in the planning and development of projects such as residential subdivisions, mass housing, condominiums, golf courses, resorts, hotel, theme parks, memorial parks and land reclamation. Well networked and very active in real estate associations and is one of the private sector representatives that regularly attend public hearings with government agencies such as Congress, HUDCC, HLURB on matters pertaining to proposed laws and regulations affecting the real estate industry.

Keen on finding a challenging position in a government owned and controlled corporation that will harness my existing skills and experience.

### Work Experience:

Chairman and CEO

2014 to date

***Maxi-value Builders, Inc.***

Duties/Accomplishments:

- Provide strategic direction to the construction company as a major stockholder
- Inked a joint venture agreement with a developer where the company will build houses on their subdivision lots and sold as house and lot package
- Successfully closed a deal with a funding partner who invested in the project that allows the company to build more house models

Chairman and CEO

2010 to date

***First Centerland Development Corporation***

Duties/Accomplishments:

- Provide strategic direction to the real estate development company as a major stockholder
- Completed the horizontal development of its project Jardin de Real with innovative design.

- Successfully closed a deal with a partner who funded the horizontal and vertical construction of the project
- Reviewing and monitoring sales and all budget expenditures

Chairman and CEO

***Accendo Properties Corporation***

2007 to date

Duties/Accomplishments:

- Provide strategic direction to the real estate development company as a major stockholder
- Completed the construction the 120-unit Vivida North condominium project
- Successfully marketed the project's inventory and implemented a leasing management system for investor-buyers of the condominium units

Executive Vice-President/COO

2008-2009

***Centennial Savings Bank***

Duties/Accomplishments:

- Managed the day-to-day operations of the bank
- Mandated by the major stockholders to sell the bank and/or dispose of its acquired assets mostly real estate.
- Successfully negotiated for the "dacion en pago" of all the bank's acquired assets to a major creditor
- Led the team that successfully bid out and sold the bank to a buyer in just a 6-month period

Consultant

2007-2008

***Geograce Resources Philippines***

Duties/Accomplishments

- Responsible for government and community relations in the areas around the mine sites of the company in Zambales
- Successfully managed the corporate social responsibility (CSR) program of the company that allowed the unimpeded operations of its nickel and chromite mine sites.

President/COO

2006-2007

***Mt. Zion Memorial, Inc***

Duties/Accomplishments:

- In charge of planning, and development of the memorial park projects of the company

- Successfully negotiated several joint venture agreements with land owners to develop a memorial park project in their property
- Responsible for securing zoning clearances from the local government for the memorial park project
- Developed marketing strategies to move the inventory

COO

2006-2007

***Fil-Estate Ecocentrum***

Duties/Accomplishments

- Managed the day to day operations of the company
- Managed the development and maintenance of the business park
- Oversaw the operations of the company-owned Splash Island water theme park

COO for Project Development

2001-2006

***Camp John Hay Development Corporation***

Duties/Accomplishments

- Managed the day to day operations of the company based in Camp John Hay in Baguio City
- In charge of planning and development of the Camp John Hay projects in accordance with master development plan and project implementation plan of the Bases Conversion and Development Authority (BCDA) and John Hay Management Corporation (JHMC)
- Led the team that successfully completed the construction of the award-winning Manor Hotel in Camp John Hay
- Successfully developed and marketed the forest cabins, country homes, log cabins and forest estate lots and leasing of the mile-hi center
- Oversaw the development of the CAP-John Hay convention center
- Initiated the reduction of the cost of electricity inside the camp by connecting directly to BENECO and eliminating the double transformation of the voltage being used since the American times.
- Successfully liased with government agencies such as JHMC and the Baguio City Multi-Partite Monitoring Team for the environmental compliance and the compliance of the 19 conditionalities of the local government to develop Camp John Hay.

COO for Subdivision Planning and Development

1997-2001

***Fil-Estate Properties, Inc***

Duties/Accomplishments

- Responsible for the planning and development of all subdivision projects of the company numbering about 20 all over the country

- Responsible for the property management and maintenance of completed projects numbering about 25 all over the country
- Brought down the subdivision maintenance cost of the company by initiating the establishment and registration of the homeowner's association (HOA) of all the company's projects with HLURB and turning over the management of these (HOAs) to the actual homeowners
- Successfully negotiated with major creditors of the company in settling obligations thru a combination of cash and property settlement
- Supervised the marketing and sales program to sell the outstanding inventory of the company

President 1995-1997  
**Chinatown Steel Towers, Inc.**

Duties/Accomplishments

- Managed the day to day operations of the company and its project Chinatown Steel Towers
- Successfully completed the construction of the 28-storey condominium project in Binondo, Manila
- Initiated the negotiation for the successful bulk sales of the remaining condominium units of the project

President 1995-1997  
**Matrix Realty and Development Corp.**

Duties/Accomplishments

- Managed the day to day operations of the construction company
- Initiated the turn around of the company by streamlining its organization and operations and marketing the huge unsold inventory in one of its projects
- Marketed the construction services of the company outside of its mother company, the AFP RSBS

Vice-President for Real Estate Management Dept (REMD) 1990-1997  
**AFP Retirement and Separation Benefits Systems (RSBS)**

Duties/Accomplishments

- Managed the real estate investment portfolio of the AFP-RSBS
- Successfully negotiated and implemented joint venture projects with the following real estate developers/partners:
  1. Sta. Lucia Realty - Orchard Golf and Country Club with Residential Estates, Citadella subdivision, Las Pinas Royale Estates,
  2. Antipolo Properties - Village East 3, Eastridge Golf and Country Club with Residential Estates
  3. Camella/Palmera Homes – Camella Homes Antipolo, Palmera Homes in San Mateo and Novaliches

4. San Lorenzo Devt Corp – San Lorenzo South, a 200-hectare mass housing project in Sta. Rosa, Laguna,
  5. DM Wenceslao Inc – BRADCO, a 10-hectare reclamation project in Manila Bay
  6. Amtrust Holdings Inc – Enchanted Kingdom the country's biggest and first world-class theme park located inside San Lorenzo South project in Sta. Rosa, Laguna
- Built the real estate development capability of AFP-RSBS and developed wholly owned projects such as:
    1. Villa Toledo – a 20-hectare residential subdivision
    2. Villa Segovia – a 25-hectare residential subdivision
    3. Riviera Golf and Country Club with Residential Estates – a 36-hole championship golf course, a 9-hole executive course and 200-hectare residential estate. Developed a scheme to finance the project's development cost by creating and selling certificates of participation to corporate investors.
    4. San Lorenzo South Phase 3 – a 40-hectare residential subdivision
  - In 1996, the REMD contributed about 80% of the income of AFP-RSBS but account for only about 20% of the portfolio

Vice President for Treasury

1986-1990

***AFP Retirement and Separation Benefits Systems (RSBS)***

Duties/Accomplishments

- Managed the treasury functions of RSBS
- Managed the money market and stock market portfolio of AFP-RSBS
- Actively traded in the stock market that made AFP-RSBS one of the major stock market investors during that period and realized record profits for the System during the 1987 boom.

AVP for Investment Management Dept

1984-1986

***AFP Retirement and Separation Benefits Systems (RSBS)***

Duties/Accomplishments

- Evaluated corporate loan proposals from different borrowers for presentation to the board for approval
- Managed the loan portfolio thru various account officers of the department

Regular Officer

1974-1991

***Philippine Navy, AFP***

Duties/Accomplishments

- Assumed various assignments in the Philippine Navy and GHQ as a regular officer of the AFP, in the field of naval operations, intelligence, logistics, plans and comptrollership
- Retired optionally from the AFP with the rank of Commander (Lt Col)

## Education

Master in Business Management 1980-1982  
*Asian Institute of Management*  
Makati City

Bachelor of Science 1970- 1974  
*Philippine Military Academy*  
Baguio City

## Professional Licenses

Licensed Real Estate Broker, Professional Regulations Commission 2011

Licensed Real Estate Appraiser, Professional Regulations Commission 2011

## Professional Memberships

Head, External Affairs, National Real Estate Association (NREA) 2014 to date

National President, National Real Estate Association (NREA) 2013

Chairman, Subdivision and Housing Developer's Association (SHDA) 1994

National President, Subdivision and Housing Developer's Association (SHDA) 1993

## References

Available upon request