



Conti's, Wendy's eye 12% growth in sales with new provincial stores

CONTI'S PH



Republika ng Pilipinas
LUNGSOD NG MAKATI
SANGGUNIANG PANLUNGSOD OF MAKATI

PRESENT:

- Vice Mayor HON. MONIQUE YAZMIN MARIA Q. LAGDAMEO – Presiding Officer
- Councilor HON. DENNIS B. ALMARIO
- Councilor HON. MARIA DOLORES M. ARAYON
- Councilor HON. MARTIN JOHN PIO Q. ARENAS
- Councilor HON. JOEL M. ARIONES
- Councilor HON. SHIRLEY C. ASPILLAGA
- Councilor HON. VIRGILIO V. HILARIO, JR.
- Councilor HON. LUIS S. JAVIER, JR.
- Councilor HON. EDRALYN M. MARQUEZ
- Councilor HON. CARMINA C. ORTEGA
- Councilor HON. ARMANDO P. PADILLA
- Councilor HON. RENE ANDREI Q. SAGUISAG, JR.
- Councilor HON. JOSE C. VILLENA, IV
- Councilor HON. ANNA ALCINA M. YABUT
- LnB President HON. ROLANDO D. ALVAREZ, JR.
- SK President HON. JEROME TRISTAN G. PANGILINAN

N.B.:

- Councilor HON. BENEDICT B. BANIQUED – Vacation Leave
- Councilor HON. KRISTINA T. SAROSA – Vacation Leave

ALSO IN ATTENDANCE:

- Secretary to the Sanggunian ATTY. DINDO R. CERVANTES

Upon motion of Hon. C.C. Ortega, duly seconded, the Sangguniang Panlungsod of Makati, by a unanimous vote, approved City Ordinance No. 2024-054 on third and final reading.

CITY ORDINANCE NO. 2024-054

Authors: Hon. A.P. Padilla, Hon. R.A.Q. Saguisag, Jr., Hon. D.B. Almario, Hon. B.B. Baniqued, Hon. V.V. Hilario, Jr., Hon. R.D. Alvarez, Jr., Hon. J.T.G. Pangilinan, Hon. J.M. Ariones and Hon. C.C. Ortega

Co-Authors: Hon. M.D.M. Arayon, Hon. M.J.P.Q. Arenas, Hon. L.S. Javier, Jr., Hon. E.M. Marquez, Hon. J.C. Villena, IV and Hon. A.A.M. Yabut

AN ORDINANCE DECLARING THE ANNUAL INVESTMENT PROGRAM (AIP) FOR C.Y. 2024 OF BARANGAY KASILAWAN TO BE IN CONFORMITY WITH EXISTING LAWS, RULES, AND REGULATIONS.

WHEREAS, R.A. No. 7160, otherwise known as the Local Government Code of 1991, provides that the barangay development council shall prepare the barangay development plans based on local requirements;

WHEREAS, Section 114 (a) of the same Code states that the policies, programs, and projects proposed by local development councils shall be submitted to the sanggunian concerned for appropriate action;

WHEREAS, the pertinent provisions of the abovementioned law likewise imply that the Sangguniang Panlungsod shall have the power to review/approve the public investment programs of the barangays;

WHEREAS, the Sangguniang Barangay of Kasilawan, by virtue of Barangay Resolution No. 2024-002 Series of 2024, adopted its Annual Investment Program (AIP) for C.Y. 2024, a copy of such barangay resolution, including its supporting documents, is hereto attached and made an integral part hereof as **Annex "A"**;

WHEREAS, the Honorable Members of the Sangguniang Panlungsod of Makati extensively reviewed the subject Annual Investment Program;

WHEREAS, after careful perusal of available documents, it was ruled by the Members of the Sangguniang Panlungsod of Makati that the proposed Annual Investment Program (AIP) for C.Y. 2024 of Barangay Kasilawan is compliant with the minimum requirements as prescribed by existing laws, rules, and regulations; hence, this Ordinance.

NOW, THEREFORE, BE IT ENACTED, AS IT IS HEREBY ENACTED BY THE SANGGUNIANG PANLUNGSOD OF MAKATI, METRO MANILA, BY THE POWERS VESTED IN IT BY LAW, IN SESSION ASSEMBLED, that:

Section 1. The Annual Investment Program (AIP) for C.Y. 2024 of Barangay of Kasilawan is hereby declared to be in conformity with existing laws, rules, and regulations.

Section 2. The *Joint Endorsement* issued by the Urban Development Department (UDD) and Budget Department dated 26 March 2024, which attests that the Annual Investment Program (AIP) for C.Y. 2024 of Barangay Kasilawan substantially complies with the provisions of pertinent laws, rules, and regulations, is hereby adopted *in toto*, a copy of such *Joint Endorsement* is hereto attached and made an integral part hereof as **Annex "B"**;

Section 3. The provisions of this Ordinance are hereby deemed separable. If any provision hereof should be declared invalid or unconstitutional, the remaining provisions shall remain in full force and effect.

Section 4. All ordinances, resolutions and executive orders which are inconsistent with any of the provisions of this Ordinance are hereby repealed or modified accordingly.

Section 5. Let copies of this Ordinance be furnished the Office of the Mayor, Office of the City Administrator, Law Department, Budget Department, Accounting Department, Urban Development Department, Department of the Interior and Local Government (DILG)-Makati City, Liga ng mga Barangay, Sangguniang Barangay of Kasilawan and all other departments, offices, and agencies concerned for their information, guidance, and reference.

Section 6. This Ordinance shall be posted and published in accordance with the provisions of R.A. No. 7854, otherwise known as the Charter of the City of Makati.

ENACTED BY THE SANGGUNIANG PANLUNGSOD OF MAKATI, METRO MANILA, in its Regular Session held on 5 April 2024.

Attested by:

ATTY. DINDO R. CERVANTES
Secretary to the Sangguniang Panlungsod

Certified true and correct by:

HON. MONIQUE YAZMIN MARIA Q. LAGDAMEO
Vice Mayor & Presiding Officer

Approved by:

HON. MAR-LEN ABIGAIL S. BINAY
City Mayor

Date of Approval: APR 05 2024



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ALSO IN ATTENDANCE:

- Secretary to the Sanggunian ATTY. DINDO R. CERVANTES

Upon motion of Hon. D.B. Almario, duly seconded, the Sangguniang Panlungsod of Makati, by a unanimous vote, approved City Ordinance No. 2024-059 on third and final reading.

CITY ORDINANCE NO. 2024-059

Authors: Hon. A.P. Padilla, Hon. R.A.Q. Saguisag, Jr., Hon. D.B. Almario, Hon. B.B. Baniqued, Hon. V.V. Hilario, Jr., Hon. J.T.G. Pangilinan, Hon. E.M. Marquez and Hon. A.A.M. Yabut

Co-Authors: Hon. M.D.M. Arayon, Hon. M.J.P.Q. Arenas, Hon. J.M. Ariones, Hon. L.S. Javier, Jr. Hon. C.C. Ortega, Hon. J.C. Villena, IV and Hon. R.D. Alvarez, Jr.

AN ORDINANCE DECLARING THE ANNUAL BARANGAY YOUTH INVESTMENT PROGRAM (ABYIP) FOR C.Y. 2024 OF BARANGAY PIO DEL PILAR TO BE IN CONFORMITY WITH EXISTING LAWS, RULES, AND REGULATIONS.

WHEREAS, Sec. 20 (d) of R.A. No. 10742, otherwise known as the "Sangguniang Kabataan Reform Act of 2015", provides that "(T)he Sangguniang Bayan or Sangguniang Panlungsod shall, within sixty (60) days upon receipt hereof, review the annual budget and supplemental budget of the Sangguniang Kabataan on their compliance in the immediately preceding provision and other existing laws, rules and regulations.";

WHEREAS, Sec. 8 of the same law also states that the Sangguniang Kabataan shall prepare the Annual Barangay Youth Investment Program (ABYIP) based on the Comprehensive Barangay Youth Development Plan (CBYDP);

WHEREAS, the Sangguniang Kabataan of Barangay Pio del Pilar, by virtue of Sangguniang Kabataan Resolution No. 003-JNQ Series of 2024, approved its ABYIP for C.Y. 2024, a copy of such Resolution, including its supporting documents, is hereto attached and made an integral part hereof as **Annex "A"**;

WHEREAS, the Honorable Members of the Sangguniang Panlungsod of Makati extensively reviewed the subject ABYIP;

WHEREAS, after careful perusal of available documents, it was ruled by the Members of the Sangguniang Panlungsod of Makati that the proposed Annual Barangay Youth Investment Program (ABYIP) for C.Y. 2024 of Barangay Pio del Pilar is compliant with the minimum requirements as prescribed by existing laws, rules, and regulations; hence, this Ordinance.

NOW, THEREFORE, BE IT ENACTED, AS IT IS HEREBY ENACTED BY THE SANGGUNIANG PANLUNGSOD OF MAKATI, METRO MANILA, BY THE POWERS VESTED IN IT BY LAW, IN SESSION ASSEMBLED, that:

Section 1. The Annual Barangay Youth Investment Program (ABYIP) for C.Y. 2024 of Barangay Pio del Pilar is hereby declared to be in conformity with existing laws, rules, and regulations.

Section 2. The *Joint Endorsement* issued by the Urban Development Department (UDD) and Budget Department dated 25 March 2024, which attests that the Annual Barangay Youth Investment Program (ABYIP) for C.Y. 2024 of Barangay Pio del Pilar substantially complies with the provisions of pertinent laws, rules and regulations, is hereby adopted *in toto*, a copy of such *Joint Endorsement* is hereto attached and made an integral part hereof as **Annex "B"**;

Section 3. The provisions of this Ordinance are hereby deemed separable. If any provision hereof should be declared invalid or unconstitutional, the remaining provisions shall remain in full force and effect.

Section 4. All ordinances, resolutions and executive orders which are inconsistent with any of the provisions of this Ordinance are hereby repealed or modified accordingly.

Section 5. Let copies of this Ordinance be furnished the Office of the Mayor, Office of the City Administrator, Law Department, Budget Department, Accounting Department, Urban Development Department, Department of the Interior and Local Government (DILG)-Makati City, Sangguniang Kabataan Federation of the City of Makati, Liga ng mga Barangay, Sangguniang Kabataan of Barangay Pio del Pilar, Sangguniang Barangay of Pio del Pilar, and all other offices, departments, and agencies concerned for their information, guidance, and reference.

Section 6. This Ordinance shall be posted and published in accordance with the provisions of R.A. No. 7854, otherwise known as the Charter of the City of Makati.

ENACTED BY THE SANGGUNIANG PANLUNGSOD OF MAKATI, METRO MANILA, in its Regular Session held on 5 April 2024.

Attested by:

ATTY. DINDO R. CERVANTES
Secretary to the Sangguniang Panlungsod

Certified true and correct by:

HON. MONIQUE YAZMIN MARIA Q. LAGDAMEO
Vice Mayor & Presiding Officer

Approved by:

HON. MAR-LEN ABIGAIL S. BINAY
City Mayor

Date of Approval: APR 05 2024

CONTI'S and Wendy's operator Eight-8-Ate Holdings, Inc. is banking on new stores in the provinces to boost system-wide revenue by 12% this year, according to its chief executive.

"This year, we're slowing it down," Joey R. Garcia, president and chief executive officer at Eight-8-Ate, told reporters on Friday. "We're looking at at least 5% same-store sales growth. Our system-wide sales will grow at around 12% because we're adding new stores."

The company will add six Conti's stores this year, mostly standalones, to 80. The first one was expected to open at SM Bataan at the weekend. Conti's accounts for 60% of the company's revenue.

"Our expansion for Conti's will be mainly in provincial cities or key cities in provinces," he said in mixed English and Filipino.

"Our strategy for Conti's for the year is to limit the number of stores that we're opening but do a lot of the renovation of the old stores," Mr. Garcia said. "We have about eight stores in the pipeline that we will renovate."

The company will spend P2 million to P3 million on average per Conti's store for the facelift, which includes little touch-ups and changes to the furniture.

Eight-8-Ate plans to open 15 Wendy's stores this year including the two that the company opened earlier this year.

"There's another 13 in the pipeline. In total, by the end of the year, I think we'll end up with about 86 to 90 stores," he said.

He said 90% of Wendy's stores are company-owned, while the rest are franchises.

Mr. Garcia said there are no plans to go public yet. "That's not a priority for us. I think we're still relatively young as a group."

"We have a lot of opportunities to bring Conti's to other parts of the Philippines," he said. "We're not even in the far north. Our farthest store is in Pangasinan. And we still want to expand as far as the Bicol side and the south."

He said the company might go to international markets, such as the US, preferably by finding a partner as a master franchisee.

"But we have no plans to go out yet. We are still studying it, so we are trying to understand the US market," he said.

"It's too early because there is still a big opportunity for us here (in the Philippines)," Mr. Garcia said. "But if ever there's an opportunity, at least we already understand the market." — **Justine Irish D. Tabile**