

MDC builds realty values with Meralco

*Power utility's system designs accomodate future
facelifts for Ayala subsidiary projects*



The construction arm of Ayala Land, Makati Development Corporation has been involved in some of the country's iconic landmarks. MDC project Nuvali Lakeside Evozone (shown above) brought together multinational BPO locators, local businesses, and retail establishments, bringing jobs and raising property values for residents in Sta. Rosa, Laguna.

Makati Development Corporation (MDC) is the construction arm of Ayala Land, itself a wholly-owned subsidiary of the country's oldest business conglomerate, Ayala Corporation.

One of the country's largest EPC/CM (Engineering, Procurement, Construction, Construction Management) companies with "full-line services" – defined as having the in-house capacity and technical know-how to support an entire project development cycle – MDC boasts of an impressive portfolio of roads, bridges, townships, subdivisions, and low to high-rise office and residential buildings. Past works include the Alabang Town Center in Muntinlupa, St. Luke's Medical Center at Bonifacio Global City (BGC) in Taguig, the Cloverleaf in Quezon City, and Nuvali Estates in Laguna.

To construct the premium developments that have been transforming Metro Manila's skyline for four decades and counting requires "massive" power provisions, according to MDC.

Such projects would not be viable without Meralco providing end to end energy solutions.

"Meralco is integral to our operations," said MDC President Dan Abando. "They determine the power requirement for each development, estimate our power demands, and identify the type of infrastructure support we need. We are always in close coordination with them."

Future-friendly power solutions

Meralco's involvement ensures that each project cycle is sustainable – from land acquisition, design, construction, to delivery.

Abando said that aside from coming onboard early in a cycle, Meralco designs MDC's electrical grid in consideration of future developments, devised in a way that it accommodates facelifts and renovations down the road.

To this end, the utility's subsidiary, MServ, provides guidance in forecasting and right-sizing each project's energy requirement, allowing MDC to make the right investments for electrical infrastructure.

"We've been working with MServ for quite some time. They help us optimize our facilities so that we have an efficient system running," said Abando.

MDC was also introduced to another Meralco innovation: smart meters, thus providing options for prepaid or post-paid electricity service to its customers.

"Meralco helps us design our systems so it's easy to introduce new technologies into our developments. The use of smart meters is a value-add proposition that we truly appreciate," said Abando.

Skill building

In 2016, MDC handled 548 projects in different stages of construction. The following year, they handled 432. Acceptance rate by buyers at first inspection were an impressive 97 percent and 98 percent for 2016 and 2017, respectively.

MDC also set up eight TESDA (Technical Education and Skills Development Authority) certified training centers which have already produced almost 20,000 graduates.

Abando said that aside from ensuring a ready pool of skilled manpower, the technical training centers help uplift the quality of life of workers by earning them a TESDA certification that can be parlayed to construction work here and abroad.

Apart from manpower development and helping upgrade the capabilities of the skilled workforce in the construction industry, MDC contributes to nation building efforts by creating jobs, ushering the country into the future through propagation of smart technology, developing otherwise raw land to enhance property values, and enriching the lives of countless Filipinos.

For these reasons, the Makati Development Corporation was named a Meralco Corporate Commercial Luminary.

"We see power and energy as integral to the construction industry," said Meralco Senior Vice President and Head, Customer Retail Services and Corporate Communications Alfredo S. Panlilio. "Energy efficiencies improve asset value, drive higher revenue, and has shown to become a competitive differentiator. As an energy partner, Meralco can provide the energy solutions to raise the country's construction standards to new heights."

To learn more about Meralco partnerships, speak to your Relationship Manager, or visit www.meralco.com.ph/corporatepartners, contact the Meralco Corporate Partners at 16210, or email corporatepartners@meralco.com.ph.



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- Dan Abando
President, Makati Development Corporation



Skilled workers attend a TESDA-accredited Electrical Installation Training course in one of MDC's Technical Training Centers. The program has already added almost 20,000 graduates to the construction industry's workforce.



Meralco Relationship Manager Darryl Francisco (left) visits with MDC President Dan Abando at Circuit Makati.



(From left:) Meralco Senior Vice President and Head, Customer Retail Services and Corporate Communications Alfredo S. Panlilio, Abando, Meralco President and CEO Oscar S. Reyes, and Meralco Vice President and Head, Corporate Business Group Victor S. Genuino pose with MDC's Meralco Corporate Commercial Luminary Award.