

ESTABLISHMENT OF STREET FOOD VENTURE IN
VALENCIA, BOHOL

College of Technology and Allied Sciences
BOHOL ISLAND STATE UNIVERSITY
Zamora, Bilar, Bohol

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August 2022

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A Feasibility Study
Presented to the Faculty of the
College of Technology and Allied Sciences
BOHOL ISLAND STATE UNIVERSITY
Zamora, Bilar, Bohol

In Partial Fulfillment
Of the Requirements for the Degree
In Bachelor of Science in Entrepreneurship

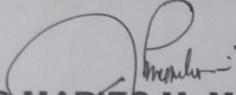
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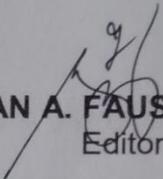
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APPROVAL SHEET

This feasibility study entitled **ESTABLISHMENT OF STREET FOOD VENTURE IN VALENCIA, BOHOL**, prepared and submitted by Jocelyn B. Iroy, Via L. Cagulang, Evelyn G. Lenteria, Anna Marie P. Inguito, Neil N. Polinar, Rica S. Solis and Jessa B. Taghap in partial fulfillment of the requirements for the degree of Bachelor of Science in Entrepreneurship has been examined and recommended for acceptance and approval for oral defense.

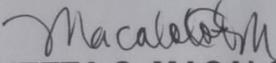
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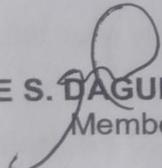

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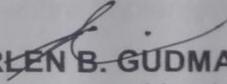

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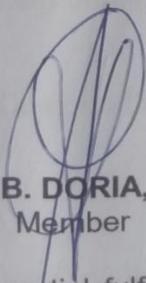
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EXAMINING PANEL


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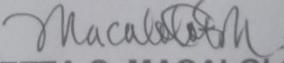

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The Researchers

ABSTRACT

This study aimed to know the feasibility of street foods and snacks vending as part of street food business in Poblacion Occidental, Valencia, Bohol that may add to the supply to the excessive demand of street foods in certain food service establishments in the town. The data obtained in this study was used to identify the consumers' satisfaction to guide the entrepreneurs on what to produce in their food establishments to provide the needs of every customer. Descriptive method was used to determine the viability of street food venture. The survey found out that there is a growing demand for low cost food stall in the area as the number of food service establishment grows every year. The supply of street foods is enough to meet the increasing demand of the consumers. Thus, the Sulirap Street foods wants to increase its selling demand in the town. If the study turns to be feasible, Sulirap Street foods will cater a large scale of consumers. The study used fresh and well-picked street foods. It will be stored in a well-ventilated area to avoid contamination. The researchers made recommendations pertinent to the market aspect, technical aspect, management aspect, financial aspect and socio-economic aspect to enhance performance of the proposed street food business and cater the needs of future food establishments.

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Chapter 1

THE PROBLEM AND ITS SCOPE

INTRODUCTION

Rationale

Food generally serves as a natural gateway to a more profound understanding of culture, history, people, and place. Most especially teenagers today are fond of trying new dishes regardless of knowing its taste and content. Being so adventurous leads them to navigate, trends nowadays is Street Food. Street foods are known because of their affordability and enchanting tastes. The terms "STREET FOODS" describe a wide range ready to eat foods. It consists of ready-to-eat foods or drinks sold by a vendor and often sold from a portable food booth, food cart, or food truck or in other public places and meant for immediate consumption.

According to the study from the Food and Agriculture Organization 2,5 billion people worldwide eat street food every day, a majority of middle-income consumers rely on the quick access and cheap service of street food for daily nutrition and job opportunities, especially in developing countries (Emmanuel Acquah – Gyan 2016). Street foods have become an indispensable part of both urban life and rural site. It is one of the tourist attractions with a variety of local foods (WHO,2010) and has now become a major source of food

for most homes and individuals. It has low cost compared in restaurants and offers an alternative to home, worked snack and often reflect traditional local culture and exist in an endless variety. There is much diversity in the raw materials as well as the preparations of street foods and beverages. Vendor stalls are usually located outdoors which is accessible from the Street. They have low-cost seating facilities which are sometimes rudimentary, their marketing success depends exclusively on location and word of mouth promotion.

In Valencia one of the 4th class municipalities of Bohol, street foods are very noted in the streets and sidewalk. Some many people and tourists stand by trying different street foods and avail mostly to Pinoy snacks delicacies such as kwek-kwek, balut, isaw, fish ball, tempura, pork barbeque, veggies, adidas, and other snacks. However, it is observed that the demand of the people can't be all accommodated due to the few numbers of vendors selling such food.

With this opportunity, the researchers decide to study the viability of putting up another street food venture in Valencia specifically in Poblacion Occidental.

THE PROBLEM

Statement of the Problem

The main thrust of this study is to determine the feasibility of starting a Street Food Venture in Poblacion Occidental, Valencia.

Specifically, it sought to answer the following questions:

1. What is the profile of the respondents in terms of:
 - 1.1 age, and
 - 1.2 gender?
2. What is the viability of the proposed business in terms of:
 - 2.1. market aspect,
 - 2.2. technical aspect,
 - 2.3. management aspect,
 - 2.4. financial aspect, and
 - 2.5. socio- economic aspect?

Significance of the Study

It is believed that this study would be of great benefit to the following:

The Researcher. This study would give the researcher the opportunity to experience data gathering treatment of the data gathered and to organize said data to come up with this project.

Future Researcher. This study would guide future researchers in making reasonable assumptions, relevant market studies as well as justifiable financial projections. This will also serve as their future reference.

Prospective Investors. This study would aid financiers to make relevant decisions related to this type of business venture.

RESEARCH AND METHODOLOGY

The researchers used different techniques in gathering information to support the study.

Design

The researchers used the descriptive method in gathering and collecting data. This method was used in order to gather reliable information and adequate facts about what is being studied. The descriptive method was used to determine the viability of starting a street food venture in Valencia.

Environment and Participants

This study was conducted in Poblacion Occidental, Valencia, Bohol. Valencia is located in the south coast area in Bohol. The town's major Industries centered on Fishing which is why most of the people who lived here are fishermen.

This study has two groups of respondents, the target market and the competitors. The respondents for target market were those residing in Poblacion occidental ages 10-36. There were ninety- four (94) respondents identified using Slovin's formula. The sample size was obtained by the formula:

$$n = \frac{N}{1 + NE^2}$$

Where:

n= sample size

N= 1500 (population in Valencia)

E= margin error of 0.10 or 10%

$$n = \frac{N}{1+NE^2} \quad n = \frac{1500}{1+1500(0.01)^2} \quad n = \frac{1500}{1+1500(0.01)} \quad n = \frac{1500}{1+15}$$

$$n = \frac{1500}{16} \quad n = 93.75 \quad n = 94$$

On the other hand, there were two street food vendors as competitors identified using complete enumeration.

Instrument

To have definite and accurate information the researchers used a self-made questionnaire. The questionnaire for target market would determine the demand for the products. There were 94 questionnaires prepared in checklist format. In addition, interview guide questions were prepared for competitors to determine the supply of the product.

Data Gathering Procedure

Before conducting the survey, the researchers sought permission from BISU Campus Director, Valencia Municipal Mayor, and the barangay Captain of Poblacion, Valencia, Bohol.

After the seeking the approval, the researchers proceeded to the distribution of the questionnaire to the selected respondents in Poblacion Occidental, Valencia. After getting their responses, the data gathered were tallied and analyzed. The researchers may utilize the frequency counts, percentage, and weighted mean.

Scope and Limitations

This research would tackle the feasibility of a venture on street foods in Valencia, Bohol. The aspect of this study was market, technical, management, socio-economic and financial. The study was conducted in Poblacion Occidental, Valencia in 2020. The respondents were those residents who belong to the age bracket 10 – 36 years old above, male and female and the street foods vendors were in Poblacion occidental. The sample size was 94 samples for the residents and 2 for the competitor. The level of analysis of the market is based only on the data gathered from the respondents.

It delimits that the study may not be generalizable to other populations or respondents who do not operate any related food establishment.

OPERATIONAL DEFINITION OF TERMS

Feasibility. This refers to the type of study conducted to assess the suitability of the venture in terms of marketability.

Street Food. This pertains to the wide range ready to eat foods covered in this study. It consists of ready-to-eat foods or drinks sold by a vendor and often sold from a portable food booth, food cart, or food truck or in other public places and meant for immediate consumption.

Venture. This refers to the proposed street food business in this study.

Chapter 2

MARKET ASPECT

This chapter explores the effectiveness of starting a street food venture in Poblacion, Occidental Valencia, and specifically, it includes the following topics: demands, supply, demand, and supply gap analysis, marketing programs, and the projected sales.

Demand Analysis

Present Demand

The target market of the study are the residents of Poblacion Occidental with the total of 94 respondents aged 10- 36 years old. To determine the viability of the demand of the proposed business the researchers had conducted the survey with ninety-four (94) questionnaires distributed to random respondents. The following tables present the information gathered from the survey as a basis in the analysis of present demand.

Table 1 shows the profile of the respondents in the survey conducted through random sampling. Clearly, out of 94 respondents 32 people who are 21 to 25 years old has the highest percentage of 34.04%, while ages 10 to 15 years' old got the lowest percentage of 4.26%. As to gender, females have the highest percentage with 54%.

Table 1
Profile of the Respondents

Age	Gender		Total	Percentage
	Female	Male		
10-15	2	2	4	4.26%
16-20	16	10	26	27.66%
21-25	17	15	32	34.04%
26-35	13	13	26	27.66%
36 above	3	3	6	6.38%
Total	51	43	94	100%

Table 2 shows the respondents who are willing to avail street foods in the survey conducted through random sampling. Clearly, all of the respondents are willing to avail street foods.

Table 2
Willingness to avail street foods

Response	Frequency	Percentage
Yes	94	100%
No	0	0%
Total	94	100%

Table 3 shows the products the respondents were most likely to avail. In street food products, kwek- kwek was the most availed product with the percentage of 24.13%, while chicken proben got the least percentage of 3.85%.

Other highly preferred snack items include banana cue (54.41%), buko juice (67.57%) and ice candy (65.12%).

Table 3
Products they would like to avail

Possible answer	Frequency	Percentage
Kwek-kwek	69	24.13%
Isaw	65	22.73%
Tempura	41	14.34%
Veggie	33	11.54%
Chicken Proben	11	3.85%
Fish Ball	32	11.18%
Balut	35	12.23%
Total	286	100%
Snacks		
Banana Cue	74	54.41%
Camote Cue	62	45.59%
Total	136	100%
Drinks		
Buko Juice	50	67.57%
Gulaman	24	32.43%
Total	74	100%
Desserts		
Ice candy	28	65.12%
Ice cream	15	34.88%
Total	43	100%

Table 4 shows which sauce the respondents would like to avail. Out of 94 respondents, almost half (42.55%) preferred sweet and spicy sauce over other sauces. On the other hand, sweet and sour sauce was least preferred (12.77%) by the respondents.

Table 4
Sauce would like to avail

Possible answer	Frequency	Percentage
Sweet and sour sauce	12	12.77%
Sweet and spicy sauce	40	42.55%
Plain vinegar sauce with spices	19	20.21%
Saucy, creamy and spicy sauce	23	24.47%
Total	94	100%

Table 5 shows how much the respondents would likely spend in purchasing street foods. Most of the respondents would spend at a range of Php 20-40.00 (45.74%) and Php 41- 60.00 (42.55%). This implies that consumers are only willing to spend at an affordable and reasonable price.

Table 5
Amount would likely spent

Possible answer	Frequency	Percentage
20-40 php	43	45.74%
41-60 php	40	42.55%
61-80 php	11	11.70%
80-100 php	0	0%
100- above	0	0%
Total	94	100%

Table 6 shows how many times the respondents would usually avail snacks. Majority of the respondents (52.12%) say that they would usually avail snacks at least twice a day while nobody would go beyond three times in a day.

Table 6
Frequency of Availing Snacks

Possible answer	Frequency	Percentage
once a day	31	32.97%
Twice a day	49	52.12%
Thrice a day	14	14.89%
4 times a day	0	0%
Others	0	0%
TOTAL	94	100%

Table 7 shows the preferred mode of the respondents in availing street foods. More than half (72.34 %) say that they prefer Take- out while Dine-in only accounts for 27.66% of the respondents.

Table 7
Means of Availing Snacks

Possible answer	Frequency	Percentage
Dine-in	26	27.66%
Take out	68	72.34%
TOTAL	94	100%

Historical Demand

Table 8 shows the total population of Poblacion Occidental, Valencia Bohol, for the past five years. It can be seen that the population is increasing.

Table 8

Total population of Poblacion, Occidental, Valencia, Bohol
for the Past Five Years 2016-2020

Year	Population
2016	1, 419
2017	1,528
2018	1, 637
2019	1, 793
2020	1, 903

Source: Municipality of Valencia- Municipal Hall Information

Table 9 shows the total Historical demand for the past five years. It can be seen that the demand was increasing.

Historical Demand =

target market x no. of purchase (2) x amount usually spent (20)/

16 x 360 days

Table 9

Historical Demand

Year	Target Market	N o.	Result	Amount Usually Spent	Result	Ave Sales Prices	Pro. Demand	Historical Demand Yearly
2016	1, 419	2	2, 838	20	56, 760	16	3, 538	1, 277, 100
2017	1,528	2	3, 056	20	61, 120	16	3, 820	1,375, 200
2018	1, 637	2	3, 274	20	65, 480	16	4, 093	1,473, 300
2019	1, 793	2	3, 586	20	71, 720	16	4, 483	1,613, 700
2020	1, 903	2	3, 806	20	76, 120	16	4, 758	1,712, 700

Projected Demand

Table 10 shows the demand average. It indicated the increase in the Historical Demand years from 2016- 2020. This shows that the proposed study prescribed a good chance of succeeding.

Table 10

Demand Average Increase

Years	Historical Demand	increase
2016	1, 277, 100	-
2017	1,375, 200	98, 100
2018	1,473, 300	98, 100
2019	1,613, 700	140, 400
2020	1,712, 700	99, 000
Average	1, 490, 400	108, 900

Table 11 shows the Projected Demand in the next 5 years. It indicated the increase projected demand years from 2021-2022. This shows that the proposed study prescribed a good chance of succeeding.

Table 11

Projected Demand

Years	Demand	Average Increase	Projected Demand
2021	1, 821, 600	108, 900	1, 930, 500
2022	1, 930, 500	108, 900	2, 039, 400
2023	2, 039, 400	108, 900	2, 148, 300
2024	2, 148, 300	108, 900	2, 257, 200
2025	2, 257, 200	108, 900	2, 366, 100

Supply Analysis

Present supply

Currently, there are 2 establishments offering street foods services in Poblacion, Valencia, Bohol. These are the street foods vending with locations that are proximate to the said vicinity.

1. Maria's Street Foods. This is located in the front side of Valencia Public Market
2. Lina's Banana Cue and Drinks. This is located beside Alva's lechon manok

Table 12

Present Supply of the Year 2020

Competitor	2016	2017	2018	2019	2020
Maria's street foods	128, 431	135, 191	142, 306	149, 796	157, 680
Lina's Banana cue and drinks	0	0	162, 450	171,000	180, 000
Total	128, 431	135, 191	304, 756	320, 796	337, 680

Source: Actual Interview

Historical Supply

Table 13 presents the historical supply. Since the available data for supply is only for the year 2020, the other data for supply in the past years was estimated with 5% decrease of supply.

Table 13
Historical Supply

Year	Historical Supply
2016	128, 431
2017	135, 191
2018	304, 762
2019	320, 796
2020	337, 680

Projected supply

Table 14 shows the supply average increase. As presented it has an average increase of 15, 660.

Table 14
Supply Average Increase

Projected years	Historical Supply	Average Increase
2016	128, 431	-
2017	135, 191	6, 760
2018	304, 762	169, 571
2019	320, 796	16, 034
2020	337, 680	16, 884
Average		52, 312

Table 15 shows the projected supply of the products from 2021-2025. This shows that the projected supply is increasing.

Table 15
Projected Supply

Supply Years	Projected Supply	Average Increase	Projected Supply
2021	389, 992	52, 312	442, 305
2022	442, 305	52, 312	494, 617
2023	494, 617	52, 312	546, 929
2024	546, 929	52, 312	599, 241
2025	599, 241	52, 312	651, 554

Demand- Supply Analysis

Table 16 shows the Demand- Supply Gap in 2021- 2025. It indicates that the demand- supply gap is increasing.

Table 16
Demand- supply Gap

Year	Projected Demand	Projected Supply	Demand Supply Gap	Percent of Unsatisfied Demand
2021	1, 930, 500	442, 305	1, 488, 196	77%
2022	2, 039, 400	494, 617	1, 544, 783	76%
2023	2, 148, 300	546, 929	1, 601, 371	75%
2024	2, 257, 200	599, 241	1, 657, 959	73%
2025	2, 366, 100	651, 554	1, 714, 547	72%

Market Share

Table 17 shows the Expected Proponents Capacity. Only 6% of the unsatisfied demand will be utilized.

Table 17
Expected Proponents Capacity

Year	Gap/ Unsatisfied Demand	Acceptance Factor (100%)	Expected proponents Capacity (6%)
2021	1, 488, 196	1, 488, 196	89, 292
2022	1, 544, 783	1, 544, 783	92, 687
2023	1, 601, 371	1, 601, 371	96, 082
2024	1, 657, 959	1, 657, 959	99, 478
2025	1, 714, 547	1, 714, 547	102, 873

Table 18 shows the Market Share. Market Share is derived using the formula:

$$\text{Market Share} = \frac{\text{Proponents Production Capacity}}{\text{Competitors Supply Capacity} + \text{Proponents Production Capacity}} \times 100$$

Where:

Proponents Production Capacity

– *Gap*

/Unsatisfied Demand or Percentage of the Gap the Proponents are able to cater

Competitors Supply Capacity – Projected Supply

Table 18
Market Share

Year	(A) Competitors Supply Capacity	(B) Proponents Product Capacity	(A+B) SUM	Market Share
2021	442, 305	89, 292	531, 596	20%
2022	494, 617	92, 687	587, 304	19%
2023	546, 929	96, 082	643, 011	18%
2024	599, 241	99, 478	698, 719	17%
2025	651, 554	102, 873	754, 426	16%

Marketing Mix

Product

The proposed Street Food Venture in Valencia will offer high quality and affordable products in the market. This will offer street food products that mostly availed by consumers based on the result of market study. These are kwek-kwek, isaw, tempura, veggie, chicken proben, fish ball, balut, other snacks like banana cue, camote cue, buko juice, gulaman, ice candy, and ice cream.

Figure 1, 2 and 3 shows the street food snacks, the snacks, the drinks and desserts.



Figure 1. Street Food Snacks



Figure 2. Snacks



Figure 3. Drinks and Desserts

Pricing

The prices of the products to be offered are based on the competitors' price. The list of prices of the products is presented on Table 19.

Table 19
Price List

PRODUCTS	PRICE
Kwek- Kwek	15.00
Isaw	12.00
Tempura	12.00
Veggie Balls	1.00
Chicken Proben	5.00
Fish Ball	1 .00
Balut	22.00
Banana Cue	10.00
Camote Cue	10.00
Buko Juice	10.00
Gulaman	10.00
Ice Candy	5.00
Ice Cream	10.00

Place

The proposed business will be located in Poblacion Occidental, Valencia. Beside Leona Conception Hospital.

Promotion

To build strong customer relationship and maximize sales, there is a need to use different marketing tools. Posting the products in social media, hanging tarpaulin in the store, personal sales talk, referrals from our friends and loyal

customers are among of the strategies to be applied to persuade the customers to buy the products.

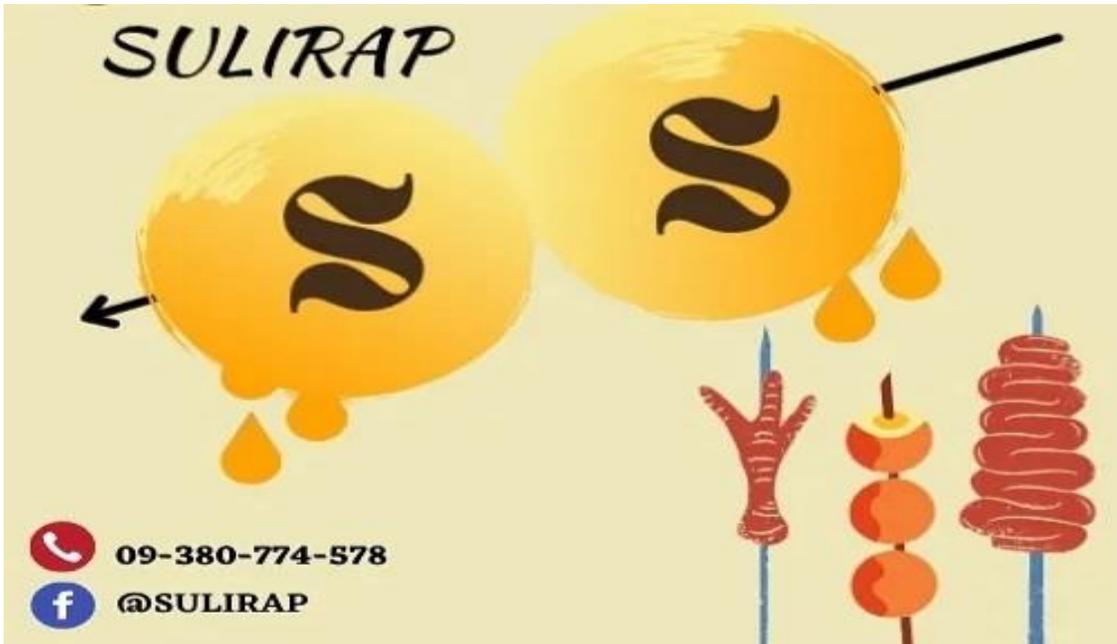


Figure 4. Tarpaulin

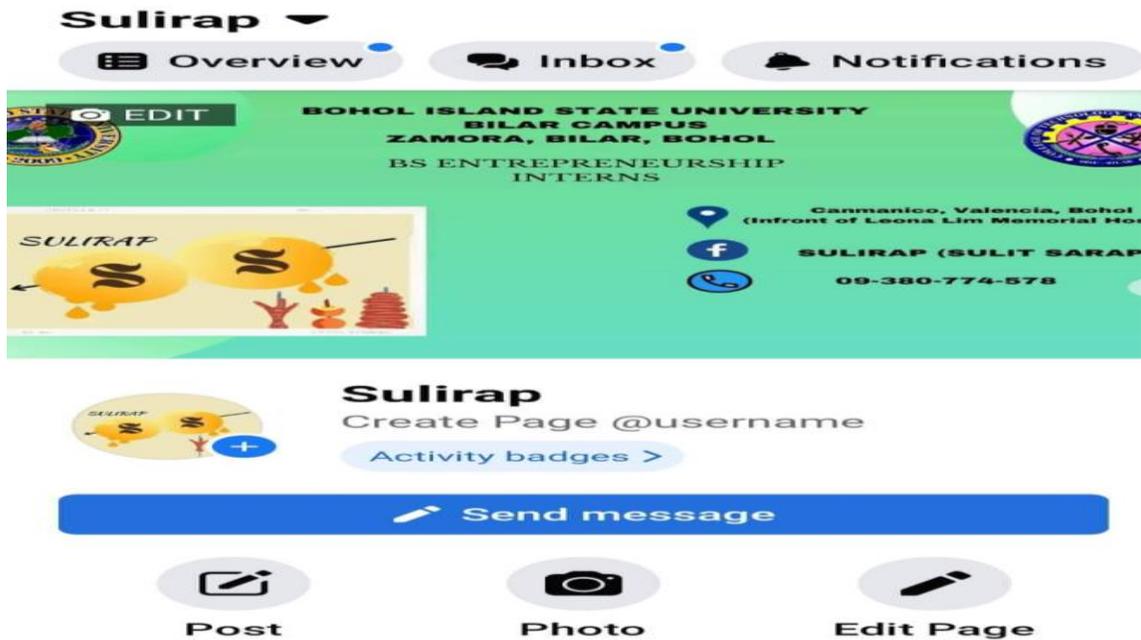


Figure 5. Social Media Page

Chapter 3

TECHNICAL ASPECT

This aspect contains the business offering and business processes. It includes the business location, business schedule and the necessary tools and equipment. It also shows the expenses of the proposed business such as the lease of improvements, supplies, transportation and allowance, expense maintenance, utilities, and government documents.

Business Offerings

The proposed SULIRAP STREET FOODS will offer delicious, edible, and affordable products such as kwek-kwek, tempura, balut, chicken proben, fish ball veggie, isaw, banana cue, camote cue, buko juice, gulaman, ice cream and ice candy. It will offer dine in, take out and pick- up services.

Business Process

The SULIRAP (Sulit-Sarap) Street foods will be open for direct consumers and online consumers. The mode of payment for direct consumers is through direct cash while online consumers may give the advance payment through any form of electronic pay like Gcash, Paymaya, etc. The following figures show the Purchase Flow diagram, and Service Flow diagram for walk in customer online customer.



Figure 6. Purchase Flow

1. Purchasing products to the Suppliers in Bohol. The proponents will purchase their products from their loyal suppliers in any parts of Bohol.
2. Payment of the purchase product. The proponents will pay products being purchased.

3. Transporting product from the market. The purchases will be transported into the proponent's store.
4. Checking the items. The proponents will check the items if it matched the receipts.
5. Rinsing the products and then marinate. The proponents will rinse and marinate the product.
6. Displaying and arranging the product to the shelves. The proponents will display and arrange the products.

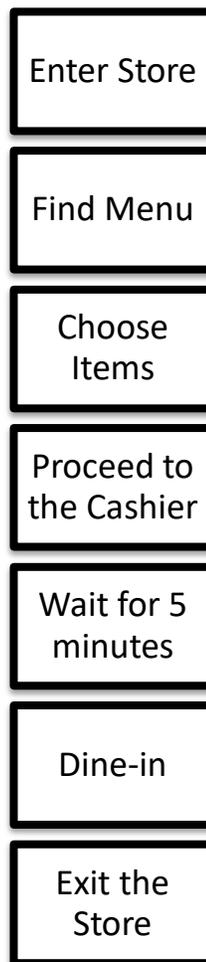


Figure 7. Service Flow (Walk in customer)

1. Enter the store. The customers will enter the Sulirap food stall.
2. Find menu. The customers will look for the snacks they would like to avail.
3. Choose items. The customers will choose the desired items.
4. Proceed to cashier. The customers will pay their orders.
5. Wait for 5 minutes. Upon preparing, the customer will wait for a few minutes.
6. Dine-in. Orders will be served.
7. Exit the store. The customers will leave the store.

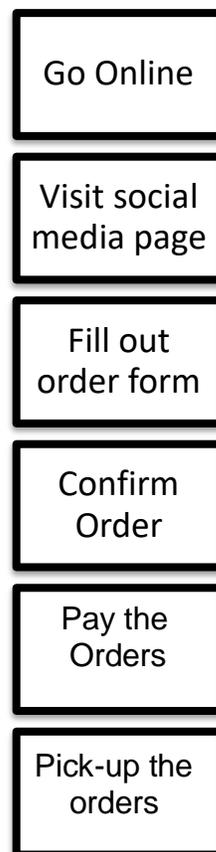


Figure 8. Online customer

1. Go online. The customer will go online.
2. Visit social media page. Online customer will visit the street food business social media page.
3. Fill out order form. Online customers will fill out the provided order form.
4. Confirm order. Online customer will confirm their transaction.
5. Pay the orders. Pay the orders via electronic pay.
6. Pick-up order. Online customer will pick- up their orders in the store.

Business Schedule and Capacity

The proposed business will operate seven days a week. The business will open at 8:00 in the morning and will be closed at 5:00 in the afternoon. The proposed business will operate within 8 hours a day. However, the business will still entertain beyond office hours online.

The proposed street food stall can accommodate 15 persons who want to dine-in per day.

Location

The proposed street food stall will be established in Poblacion Occidental, Valencia, Bohol. The location has a great potential for it is accessible to the target market because it is surrounded by different establishments. Some of the establishment are hospital, mini mart, public market, and other grocery stores. Figure 5 and 6 show the location map and vicinity map respectively.

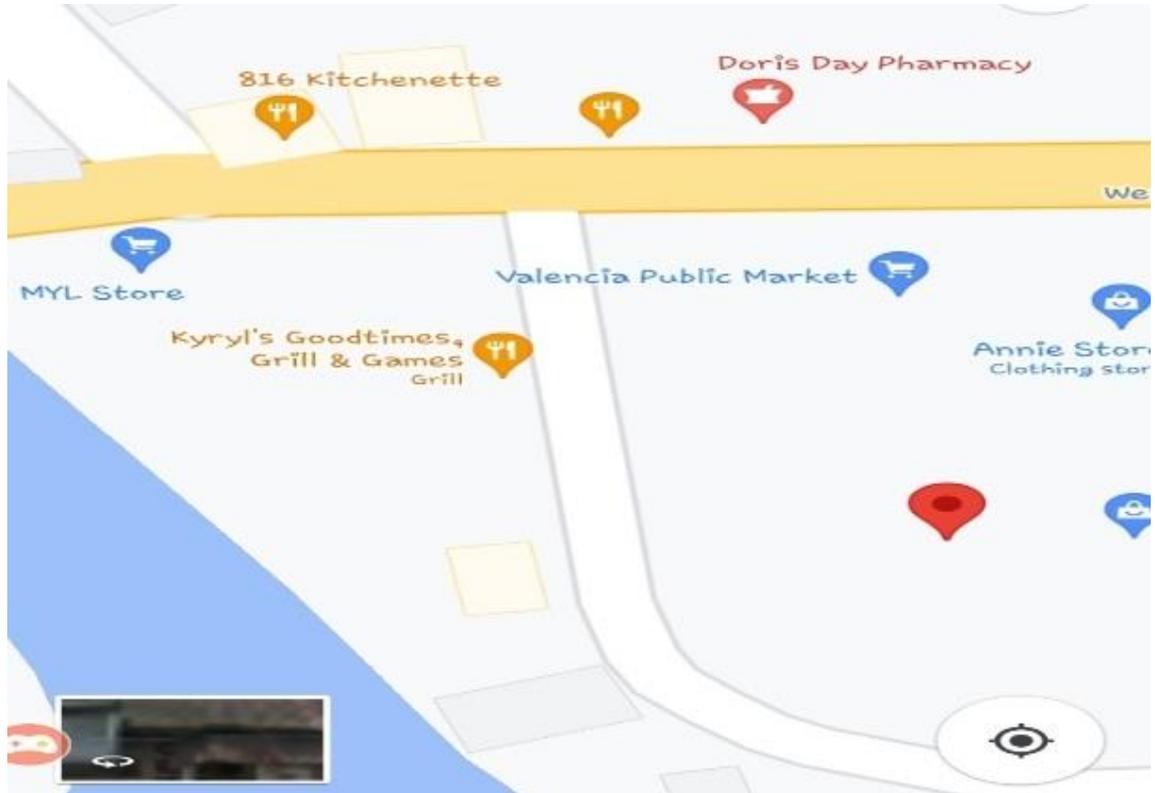


Figure 9. Location Map

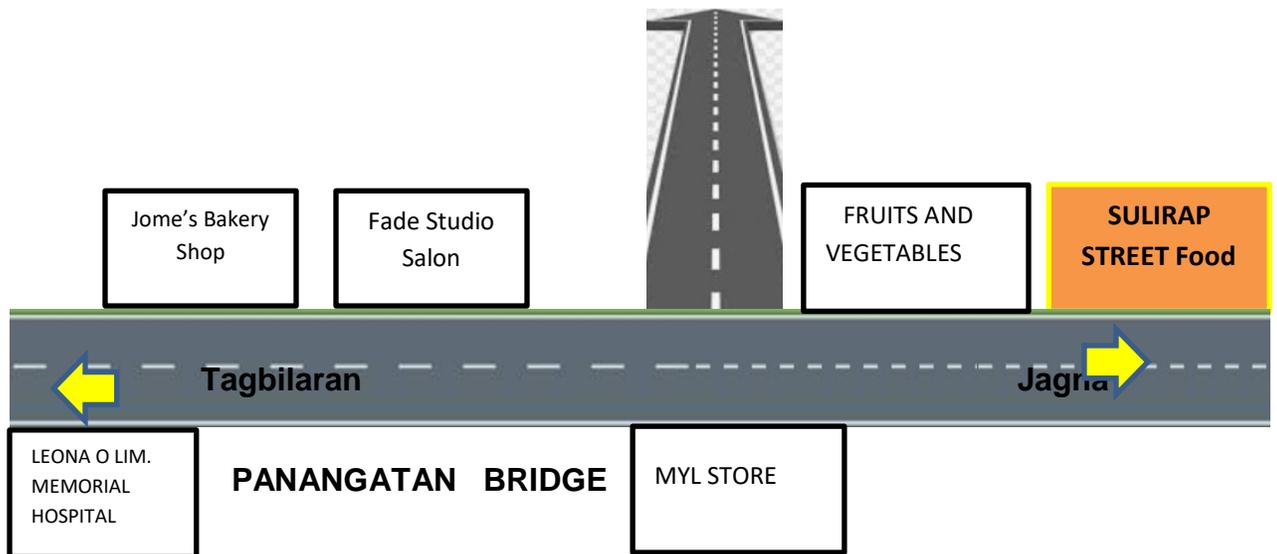


Figure 10. Vicinity Map

Land

The proposed business will rent a land where it will be constructed with a building. The land is owned by Marie Jean Ampit. The rental fee of the land is presented on Table 20.

Table 20

Rental Fee

Description	Amount(monthly)	Annual
Land	2,000.00	24,000.00

Building

The proposed business spent 12,640.00 for building construction cost. The construction cost of the building is shown on table 21.

Table 21

Building Construction Cost

Description	Quantity	Unit	Unit price	Total
Floor mat	3	M	85.00	255.00
Wall Art	20	M	8.5	170.00
Roof	10	pcs	300.00	3,000.00
Nail umbrella	1	kl	150.00	150.00
Nail	1	kl	200.00	200.00
Plywood	8	pcs	300.00	2,400.00
Bamboo stick	2	string	100.00	200.00
Lumber	36	pcs	150.00	5,400.00
Door lock	1	pc	150.00	150.00
Rope	1	pc	15.00	15.00
Bisagra	10	pcs	30.00	300.00
Labor	1	Day	400.00	400.00
Total				12, 640.00

Using the formula below, the annual depreciation expense of the building is computed. Table 22 shows the Building annual depreciation expense.

$$\text{Annual Depreciation} = \frac{\text{Acquisition Cost} - \text{Scrap Value}}{\text{Estimated Useful Life}}$$

Table 22

Building Annual Depreciation Expense

Description	Acquisition cost	Scrap value	Life span (years)	Depreciation
Building	12,640.00	0.00	5	2,528.00

Layout

The proposed business measured approximately 10 by 10 square meters for the entire store. The store composed of dining area, kitchen area, waiting area, etc.

The overall design plan of the street food store can be seen in figure 11.

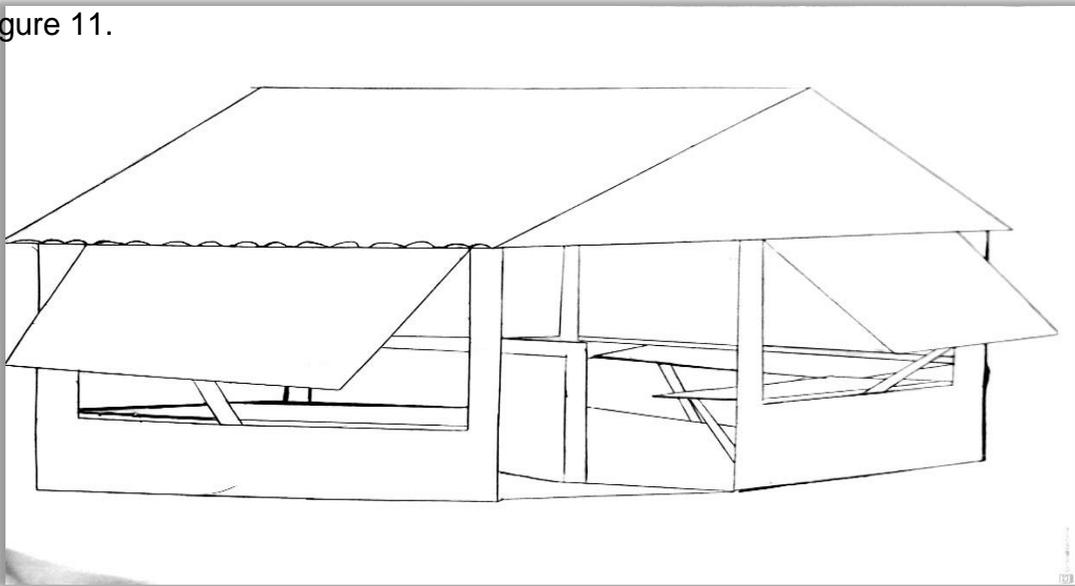


Figure 11. Store Perspective

Furniture and Fixtures

Table 23 shows the total cost of the needed furniture and fixtures of the proposed business.

Table 23

Furniture and fixtures

Description	Quantity	Unit	Unit price	Total	Supplier
shelves (materials/labor)	1	Pc	3,000.00	3,000.00	Talibon hardware
Table	2	Pcs	3,000.00	6,000.00	Unicity
Chairs	6	Pcs	400.00	2,400.00	Unicity
Stantee	1	pcs	1, 100.00	1, 100.00	Errand
Total				12,500.00	

Table 24 shows the depreciation expense of furniture and fixtures.

$$\text{annual Deprecition} = \frac{\text{Acquisition Cost} - \text{Scrap Value}}{\text{Estimated Useful Life}}$$

Table 24

Depreciation Expense of Furniture and Fixtures

Description	Acquisition cost	Scrap Value	Lifespan (years)	Depreciation
Shelves	3,000.00	0.00	5	600.00
Table	6,000.00	0.00	5	1,200.00
Chairs	2,400.00	0.00	5	480.00
Stantee	1,100.00	0.00	5	220.00
Total	12, 500.00	0		2,500.00

Tools and Equipment

The total cost of needed tools and equipment to acquire and the annual depreciation expense of Tools and Equipment are presented on table 25 and 26.

Depreciation expense is computed using the formula below.

$$\text{Annual Depreciation} = \frac{\text{Acquisition Cost} - \text{Scrap Value}}{\text{Estimated Useful Life}}$$

Table 25
Tools and Equipment

Description	Quantity	Unit	Unit price	Total
Tools				
Pan	2	Pcs	300.00	600.00
Tong	2	Pcs	20.00	40.00
Scissor	2	Pcs	35.00	70.00
Food container	4	Pcs	50.00	200.00
Burner	1	Pc	1,200.00	1,200.00
Strainer	2	Pcs	30.00	60.00
Freezer	1	Pc	11,045.00	11,045.00
Ladle	2	Pcs	20.00	40.00
Knife	2	Pcs	25.00	50.00
Chopping board	1	Pc	55.00	55.00
Tray	5	Pcs	55.00	275.00
Canister	2	Pcs	25.00	50.00
Mini bowls	20	Pcs	8.00	160.00
Gulaman container round	1	Pc	100.00	100.00
Total				13,945.00
Equipment				
Gas Stove	1	Pc	2,100.00	2,100.00
Total				2,100.00
Total Tools and Equipment				16,045.00

Table 26

Depreciation expense of Tools and Equipment

Description	Total Cost	Scrap Value	Life Span (years)	Depreciation
Tools	13,945.00	0.00	5	2,789,.00
Equipment	2,100.00	0.00	5	420.00
Total Depreciation				3,209.00

Supplies

The supplies needed of the proposed business are store supplies, maintenance and office supplies. The annual costs of supplies are presented on table 27, 28 and 29.

Table 27

Stores Supplies

Description	Quantity	Unit	Unit Price	Total
Toothpick	100	Box	15.00	1,500.00
Cellophane	250	Pcks	25.00	6,250.00
Gas tank and Refill	24	Tank	1,200.00	28,800.00
TOTAL				36,550.00

Table 28

Maintenance Supplies

Description	Quantity	Unit	Unit price	Total
Brooms	1	Pc	45.00	45.00
Dust pan	1	Pc	80.00	80.00
Duster	1	Pc	30.00	30.00
Trash can	1	Pc	50.00	50.00
Sanitizers	1	Bot	40.00	40.00
Total				245.00

Table 29
Office Supplies

Description	Quantity	Unit	Unit price	Total
Pen	10	Pcs	5.00	50.00
Paper	2	Pad	40.00	80.00
Stapler	2	Pcs	80.00	160.00
Staple	10	Box	40.00	400.00
DTR	5	Packs	30.00	150.00
Record book	1	Pc	150.00	150.00
Total				990.00

Utilities

The utilities expense covers only the monthly consumption of electricity because water and installation of electricity is part of the rental fee of the land.

Table 30 shows the annual consumption of electricity.

Table 30
Utilities Expense

Watts	Monthly Consumption	Yearly Consumption
Electricity	576.00	6,912.00
Total		6,912.00

Miscellaneous

Annual miscellaneous expenses are presented on table 31.

Table 31

Miscellaneous Expense

Description	Total
Miscellaneous Expense	7,347.60
TOTAL	7,347.60

Government and Legal Requirements

The expenses for taxes and permits are presented on Table 32.

Table 32

Government and Legal Requirements

Government and legal requirements	Amounts (in php)
Barangay clearance	70.00
Business permit	250.00
DTI Permit	400.00
Mayor's permit	300.00
Fire safety and protection Permit	300.00
Sanitary Permit	200.00
Total	1,520.00

Waste Disposal

For proper waste disposal, the management must exercise 3R'S. Dust bin will be provided in and outside of the store. In addition, employees must check and clean every table after the customers are done. The local Government Unit of Valencia will be the one to collect the garbage as scheduled regularly. Separate bins will be placed for biodegradable, non-biodegradable and hazardous materials.

Chapter 4

MANAGEMENT ASPECT

This chapter covers the form ownership, the organizational chart and responsibility matrix which indicate the duties and responsibilities of the personnel of the proposed business.

Legal Form of Business Organization

The proposed business will be in a sole proprietorship form of business. Sole proprietorship is the simplest and the most common business form under which one can operate a business. This is very popular due to a hassle free business. A sole proprietor only needs to register his/ her name and secure local licenses. Another benefit in this kind of ownership is its tax advantage where the owner is taxed and not the business because the business and the owner is considered as one; Therefore, the profit of the business is regarded as personal income. Furthermore, in sole proprietorship the owner had complete control over decisions to make in the business operations. Since the management needed in operating a street food business is not that complicated compared to other business, this type of ownership is more suitable to this nature of business.

Organizational Chart



Figure 12. Organizational Chart

Responsibility Matrix

The Responsibility Matrix are presented on Table 33.

Table 33

Responsibility Matrix

Position	Qualification	Responsibilities
Owner/ Manager		<ul style="list-style-type: none"> Responsible for managing the daily activities in the store. Maintains store supplies by checking stocks; placing and expediting orders; evaluating new products. Ensures operation of equipment by completing preventive maintenance requirements; calling for repairs. Control the inventory. Supervise the store assistant. Prepare financial statements.
Store Assistant	<ul style="list-style-type: none"> Persuasive Driven and committed to success while maintaining integrity. At least college level with experience 	<ul style="list-style-type: none"> Communicate with customers. Purchasing, arranging product. Responsible for cooking and selling snacks Cleaning the store

Labor Requirements

The proposed business will hire a regular employee. The daily rate is 366 based on the minimum wage of Bohol as to year 2021. and the employee will be given a 4-day off in a month. The salaries of the employee are shown on table.

Table 34
Labor Requirement

Description	Daily Rate	No. of working Days	Monthly Salary	Annual Salaries
Store Assistant	366	26	9, 516	114, 192.00
*Employee Benefits				10,140.00
Total				104, 052.00

**Less Employee Benefits*

Employee Benefits and Management Policies

The regular employee is entitled to receive a benefits as per mandated by the law. Employment benefits are presented on table 35.

Table 35
Employment Benefits

Description	SSS	Phil Health	Pag -ibig	Monthly	Yearly
Store Assistant	945.00	150.00	200.00	1,295.00	15,540.00
Total				1,295.00	15,540.00

For the employees to be guided appropriately, some rules and regulations are stipulated for them to follow.

Hiring of Employees

As the owner of the proposed business, the proprietor will be the one to hire and select the employees who will fit the qualifications.

Training of Employees

Since the proposed business is less complicated to manage and has a simple job to perform, there is no need for a thorough training, as long as the employee fits the qualification and will perform the job effectively. The hired employees will be oriented and informed by the proprietor on what are their respective responsibilities.

Termination of Employees

An employee may be terminated from his job for the following reasons:

- a. too much absences without permission;
- b. stealing from the business property;
- c. harm the customers;
- d. extreme misconduct; and
- e. negligence of duty.

Chapter 5

FINANCIAL ASPECT

This chapter represents the financial aspect of the study. It shows the different estimates, revenue and expense assumptions and evaluation of the project in order to determine the viability of the proposed project.

Major Assumptions

Revenue Assumptions

1. Sales generated from the product is based from the 6% catered.
2. Sales are all cash bases increase annually.
3. Selling goods estimated 20-30 per day per various
4. The estimated products are 300 pieces sold per day.

Expense Assumptions

1. Utilities, office, salaries, government and legal expenses will also increase by 4.5 % annually

Asset

Building, Tools and Equipment, Furniture and Fixture are considered to be the researcher's fix asset.

Property	Estimated Life	Estimated Salvage Value
Building	5 years	2,528.00
Furniture and Fixtures	5 years	2,500.00
Tools and Equipment	5 years	3,209.00

Liabilities

The proposed business does not have any notes payable.

Equity

The proposed Street Food Business will require a fix capital of 102,167.00

Total Project Cost

The Total Projected Cost are presented on Table 37. The overall amount in putting up the proposed business “SULIRAP (Sulit- Sarap) Street food Venture is Php 102, 167.00

Table 37

Total Project Cost

Expenses	Total
A. Pre- Operating Expense	
Government and Legal Req. (Table 32)	1, 520.00
Feasibility Cost	1, 000.00
Total Pre- Operating Costs	2, 520.00
B. Fixed Investment	
Tools and Equipment (Table 25)	16, 045.00
Furniture and Fixtures (Table 23)	12, 500.00
Building Construction Costs (Table 22)	12, 640.00
Total Fixed Investment	41, 185.00
C. Working Capital Requirements	
Purchases	43, 441.02
Utilities Expense	576.00
Office Supplies	82.50
Salaries	8, 671.00
Rental Expense	2, 000.00
Uniform Expense	13.00
Maintenance Expense	20.42
Miscellaneous Expense	612.30
Store Supplies	3, 045.83
Total Working Capital Requirements	58, 462.07
Total Project Cost	102, 166.99

Note: allocated pre- operating expenses are only for 1 month

Sources of Financing

The only source of capital is shouldered solely by the owner.

Projected Financial Statement

Below shows the projected income statement, statement of cash flows, and the balance sheet.

SULIRAP (SULIT-SARAP) STREET FOODS

Statement of Income

For the Five Years

	Schedule	Year 1	Year 2	Year 3	Year 4	Year 5
Sales	1	780,325	846,446	916,938	992,060	1,072,087
Less: Cost of Goods Sold						
Beginning Inventory			23,458	25,699	27,786	30,343
Purchases	2	521,292	571,087	617,457	674,279	744,729
Total Goods Available for Sale		521,292	594,546	643,156	702,065	775,072
Less: Ending Inventory	3	23,458	25,699	27,786	30,343	33,513
Total Cost of Goods Sold		497,834	568,847	615,371	671,722	741,559
Gross Profit		282,491	277,599	301,567	320,338	330,528
Less: Expenses						
Utilities Expense	5	6,912	7,223	7,548	7,888	8,243
Office Supplies	7	990	1,035	1,081	1,130	1,181
Salaries Expense	10	104,052	104,052	104,052	104,052	104,052
Rent Expense	11	24,000	25,080	26,209	27,388	28,620
Uniform Expense	12	155	162	169	177	185
Maintenance Expense	15	245	256	268	280	292
Miscellaneous Expense	20	7,348	7,678	8,024	8,385	8,762
Government Standard Salary Payable	23	15,540	15,540	15,540	15,540	15,540
Supplies	22	36,550	38,195	39,914	41,710	43,587
Depreciation Expense	25	8,237	8,237	8,237	8,237	8,237
Pre-Operating Expense		2,520				
Government and Legal Requirements	16		1,588	1,660	1,735	1,813
Total Expense		206,549	209,046	212,701	216,520	220,511
Net Profit		75,942	68,553	88,867	103,818	110,017

SULIRAP (SULIT-SARAP) STREET FOODS

Statement of Cash Flow

For the Five Years

	Schedule	Pre-Op	Year 1	Year 2	Year 3	Year 4	Year 5
Cash Flow from Operating							
CASH INFLOWS							
Cash Sales	1		780,325	846,446	916,938	992,060	1,072,087
Total Cash Inflows			780,325	846,446	916,938	992,060	1,072,087
CASH OUTFLOWS							
Purchases	2		521,292	571,087	617,457	674,279	744,729
Add: *Selling and Administrative							
Total Cash Outflow			195,792	200,809	204,464	208,283	212,274
Net Cash Flow from Operating			717,084	771,896	821,921	882,562	957,003
Net Cash Flow from Financing Act			63,241	74,550	95,017	109,498	115,083
Owner's Equity		102,167					
Cash Flow from Investing							
Less: Fixed Investment	25	41,185					
Pre-Operating		2,520					
Net Cash Flow from Financing Act		43,705					
Add: Beginning Balance			58,462	121,703	196,253	291,270	400,768
Ending Balance		58,462	121,703	196,253	291,270	400,768	515,851

Expenses found in selling and administrative can be seen in schedule 11, 12,13,15,16,17,18,19 and 20 in the appendices

SULIRAP (SULIT-SARAP) STREET FOODS

Statement of Financial Position

For the Five Years

	Schedule	Pre-Op	Year 1	Year 2	Year 3	Year 4	Year 5
ASSETS							
Current Assets							
Cash							
Merchandise		58,462	121,703	196,253	291,270	400,768	515,851
Inventory							
Total Current Asset	3		23,458	25,699	27,786	30,343	33,513
Non- Current Assets							
Fixed Investment		58,462	145,161	221,952	319,055	431,110	549,364
Less:	25	41,185	41,185	32,948	24,711	16,474	8,237
Depreciation							
Net Fixed	27		8,237	8,237	8,237	8,237	8,237
Investment							
Pre-Operating		41,185	32,948	24,711	16,474	8,237	0
Total Non- Current		2,520					
Assets							
Total Assets		43,705	32,948	24,711	16,474	8,237	0
LIABILITIES AND OWNER'S EQUITY							
		102,167	178,109	246,663	335,529	439,347	549,364
Owner's Equity							
Profit/ Loss		102,167	102,167	178,109	246,663	335,529	439,347
Total Liabilities and			75,942	68,553	88,867	103,818	110,017
Owners Equity		102,167	178,109	246,663	335,529	439,347	549,364

Financial Analysis

Return on Investment (ROI)

The ratio used as a basis for the efficiency of the operation. It shows how the business management manipulates the cost of investment in order to generate income.

Based on the result, the business shows an increasing percentage from first-year up to fifth year of operation with an average ROI of 74%, thus, the proposed business implies a positive result which is good for the venture

$$\text{Return on Investment (ROI)} = \frac{\text{Net Profit}}{\text{Cost of Investment}} \times 100$$

	Year 1	Year 2	Year 3	Year 4	Year 5
Net Income	75,942.22	68,553.46	88,866.50	103,818.26	110,016.70
Investment	102,166.99	102,166.99	102,166.99	102,166.99	102,166.99
ROI	74.33%	67.10%	86.98%	101.62%	107.68%

Payback Period

The payback period is the amount of the time it takes to recoup the initial investment cost.

The analysis below implies that the proposed business may take 10 months to recover the initial investment.

$$\text{Payback Period} = \frac{\text{Initial Investment}}{\text{Cash flow per year}}$$

	Year 1	Year 2	Year 3	Year 4	Year 5
Initial Investment	102,166.99	102,166.99	102,166.99	102,166.99	102,166.99
Cash flow per year	121,703.06	196,252.73	291,269.58	400,767.88	515,851.31
Payback period	0.84 10 months	0.52 6 months	0.35 4 months	0.25 3 months	0.20 2 months

Break-even Analysis

The Break-even point shows the number of peso sales in peso and units produced in the proposed business should be able to meet so that it would operate neither loss nor gain.

The proposed business must take an average of 261,529 units to be sold in order not to obtain neither loss nor gain.

$$\text{Break - even Point(Units)} = \frac{\text{Fixed Costs}}{\text{Sales price per unit} - \text{Variable Cost per unit}}$$

	Year 1	Year 2	Year 3	Year 4	Year 5
*Fixed Cost	161,416	161,882	163,415	165,016	166,690
**Sales Price per Unit	8.74	9.13	9.54	9.97	10.42
Less: ***Variable Cost per Unit	6.08	6.65	6.92	7.27	7.73
BEP in Units	60,701	65,113	62,237	61,061	61,971

*Schedule 5, 9, 11, 12, 23, 25, 16

**Schedule 1

***Schedule 22, 20, 7, and 15

For the proposed business not to incur neither profit nor loss for sales it must take an average of 89,439.43 sales in peso.

$$\text{Break – even Point(Sales in Peso)} = \frac{\text{Fixed Costs}}{\text{Contribution Margin}}$$

	Year 1	Year 2	Year 3	Year 4	Year 5
Fixed Cost	161,416	161,882	163,415	165,016	166,690
CMR	0.30	0.27	0.28	0.27	0.26
BEP In Peso	530,529.81	594,632.84	593,945.17	608,947.27	645,831.72

The contribution margin reflects the total amount of revenue available after variable costs to cover fixed expenses and generate profit for the business.

$$\text{Contribution Margin} = \frac{\text{Sales Price per Unit} - \text{Variable Cost per Unit}}{\text{Sales Price per Unit}}$$

	Year 1	Year 2	Year 3	Year 4	Year 5
Sales Price per Unit	8.74	9.13	9.54	9.97	10.42
Less: Variable Cost per Unit	6.08	6.65	6.92	7.27	7.73
Sales Price per Unit Total	2.66	2.49	2.63	2.70	2.69
Contribution Margin	2.66	2.49	2.63	2.70	2.69

Chapter 6

SOCIO- ECONOMIC ASPECT

This chapter discusses about the benefits of establishing Street Food Venture in Poblacion Occidental, Valencia, Bohol to the society and environment.

The proposed Sulirap Street Food Venture in Valencia will benefit the society as eating together has to be one of the most social things humans do and it has the power to bring people and cultures together. At communal street food markets, one is more likely to hang out and chat with the people around.

The proposed business provides affordable entry for long term economic investment and help transform that investment into a wide array of marketable products and street food is various economic strategy benefit from nutritious, low cost meals and most especially vendors can often provide items at lower prices than other retailers since they have lower rent and capital equipment expenses. Adequate earnings for vendors, varied and nutritious food and use of local resources.

The taxes paid by the proposed business are beneficial to the development of the economy.

Chapter 7

SUMMARY OF FINDINGS, CONCLUSIONS AND RECOMMENDATIONS

This chapter present the summary of findings, conclusions and recommendations.

Summary of Findings

After a thorough analysis of the study, the researchers came up with the following findings:

Majority of the respondents belong to the age range 21-25 and were mostly female.

As to Market Aspect, the projected demand in the first year is Php 1, 930, 500 and the projected supply is Php 442, 305. The proponent capacity is only 6% of the unmet demand/gap of 1, 488, 196. The market share of the proponents in the first year is 20% from the total supply in the market. Prices of the products are affordable enough to meet customers purchasing power with an average sales prices of php16. The products will include kwek- kwek, isaw, tempura, fish ball, chicken proben, veggie, balut, camote cue, banana cue, gulaman, buko juice, ice candy and ice cream.

As to Technical Aspect, the location of the business shall be at Poblacion Occidental, Valencia, Bohol near a hospital, mini mart, grocery stores, public market and any other establishments. The proposed business will require equipments like refrigerator, stove etc. It will also need a display case to display the products. The proposed business will be open at 8am to 5pm where they can purchase products through walk in and online.

As to Management Aspect, the proposed business will have a sole Proprietorship as its form of ownership and will need only one employee, or store assistant. As the basis for hiring the employee, employee must possess the qualities that the management seek.

As to Financial Aspect, the proposed business total project cost is P102,167.00. It will have an income of P75,942.00 in the first year. The return of investment in the first year is 74.33% and its payback period is within 10 months upon operating.

As to Socio-economic Aspect, the proposed business will provide employment opportunities, additional income to government and a profitable business that may benefit the economy.

Conclusion

Majority of the respondents were female with age ranges between 21-25. There is an increasing demand of the proposed business because the projected demand is higher than the projected supply. The location of the business is suitable for establishing venture because it is situated near a hospital, mini mart,

groceries stores, public market and any other establishment. The equipment needed is available locally. Sole proprietorship form of business is appropriate since the proposed business need simple management and only one employee is enough to run the business. The proposed business will have a good performance and growth since it is profitable. The study benefits not only the owners, but also the environment and the general public. Therefore, the proposed business is feasible.

Recommendations

Based on the conclusions drawn from the study, the researchers came up with the following recommendations:

- Good ambiance of the proposed store must be ensured.
- Cleanliness and proper disposal of waste with the right segregation of the proposed business must be maintained.
- The needed capital, tools and equipment must be wisely considered.
- Good relationship between the employee and employer must be exercised and maintained
- Daily monitor of income and inventory of stocks shall be done to keep the records updated.

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APPENDICES

Appendix A

Letters



Republic of the Philippines
BOHOL ISLAND STATE UNIVERSITY- BILAR CAMPUS
 Zamora, Bilar, Bohol



April 13, 2021

DR. MARIETTA C. MACALOT

Campus Director, Bohol Island State University
 BISU- Bilar Campus
 Zamora, Bilar, Bohol

Ma'am,

We, the **BACHELOR OF SCIENCE IN ENTREPRENEURSHIP 3RD YEAR STUDENTS** will be conducting a feasibility entitled "**ESTABLISHMENT OF STREET FOOD VENTURE IN VALENCIA, BOHOL**" in partial fulfillment of the requirements for the degree of Entrepreneurship at Bohol Island State University Bilar Campus.

In this connection, we would like to request from your good office to allow us to conduct the said activity. Your approval is a great contribution for the success of this activity to a better development of our study.

We are hoping for your favorable response on this. Thank you and more power.

Respectfully yours,

(Sgd) VIA CAGULANG
 (Sgd) JOCELYN IROY
 (Sgd) NEIL POLINAR
 (Sgd) JESSA TAGHAP

(Sgd) ANNA MARIE INGUITO
 (Sgd) EVELYN LENTERIA
 (Sgd) RICA SOLIS

Noted by:

(Sgd) JES MARIES M. MENDEZ
 Research Adviser

Approved:

(Sgd) MARIETTA C. MACALOT, PhD
 Campus Director



Republic of the Philippines
MUNICIPALITY OF VALENCIA
 Poblacion Occidental, Valencia, Bohol



April 13, 2021

Hon. Maria Katrina Lim
 Municipal Mayor
 Municipal Mayor Office

Dear Mayor:

Good Day!

We, the **BACHELOR OF SCIENCE IN ENTREPRENEURSHIP 3RD YEAR STUDENTS** will be conducting a feasibility entitled “**ESTABLISHMENT OF STREET FOOD VENTURE IN VALENCIA, BOHOL**” in partial fulfillment of the requirements for the degree of Entrepreneurship at Bohol Island State University Bilar Campus.

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(Sgd) EVELYN LENTERIA

(Sgd) NEIL POLINAR

(Sgd) RICA SOLIS

(Sgd) JESSA TAGHAP

Noted by:

(Sgd) JES MARIES M. MENDEZ
 Research Adviser

Approved:

(Sgd) HON. MARIA KATRINA LIM



Municipal Mayor
 Republic of the Philippines
MUNICIPALITY OF VALENCIA
 Poblacion Occidental, Valencia, Bohol



April 13, 2021

Mr. Patricio Palaca
 Barangay Captain
 Poblacion Occidental, Valencia, Bohol

Dear Sir;

Good Day!

We, the **BACHELOR OF SCIENCE IN ENTREPRENEURSHIP 3RD YEAR STUDENTS** will be conducting a feasibility entitled “**ESTABLISHMENT OF STREET FOOD VENTURE IN VALENCIA, BOHOL**” in partial fulfillment of the requirements for the degree of Entrepreneurship at Bohol Island State University Bilar Campus.

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Respectfully yours,

(Sgd) VIA CAGULANG
 INGUITO

(Sgd) ANNA MARIE

(Sgd) JOCELYN IROY

(Sgd) EVELYN LENTERIA

(Sgd) NEIL POLINAR

(Sgd) RICA SOLIS

(Sgd) JESSA TAGHAP

Noted by:

(Sgd) JES MARIES M. MENDEZ

Research Adviser

Approved:

(Sgd) MR. PATRICIO PALACA

Barangay Captain

APPENDIX B
Survey Questionnaire

Directions: Please answer the following questions honestly and put a check on the items that you prefer most.

I. RESPONDENTS PROFILE

Name (Optional):

Age:

Gender:

Home Address:

Working Status

Working please specify _____.

Studying, ____Elementary ____High School ____College

Not Working _____.

Not Studying _____.

Monthly Income: _____.

II. BUYING EXPERIENCE

1. Have you availed for any snacks in stalls, snack house, or any establishments?

Yes

No

2. What snack have you availed most? Select 3 products.

Suman Bodbod

Pancake

Suman Bulanghoy

Hotcake

Bibingka

Puto Bulanghoy

Puto Maya

Waffle

Puto Cheese

Doughnut

Bananaque

Pop Corn

Camoteque

Peanut Roll

Banana Turon

Shakoy

Others, please specify_____.

3. Where did you avail most?

Peddlers

Stall

Snack House

Others, Please Specify_____.

4. How much would you like to spend for snack?

20php – 40php 41php – 60php 61php – 80php

80php – 100php 100 php above

III. PRODUCT AND MARKET SIZE

1. Granting to offer here a Street Food Stall given its business overview above, are you willing to avail for it?

Yes (proceed to next question)

No (close interview)

2. What product would you like to avail? Select 3 of the following products

SNACKS

Kwek- kwek

Isaw

Tempura

Veggie

Chicken Proben

Blanca

Fish Ball

Shake

Balut

BEVERAGES

Lemon Juice

Buko Juice

Pineapple Juice

Gulaman Pandan

Coca Cola

Royal

Sprite

DESSERTS

ice cream

Ice Candy

Milk Tea

Salad

Majah

Mango

Others, please

specify_____.

3. What sauce would you like to avail?

Sweet and Sour Sauce

Sweet and Spicy Sauce

Plain Vinegar Sauce with Spices

Saucy, Creamy and Spicy Sauce

Others please specify_____.

4. . How much would you like to spend?

20php – 40php 41php – 60php 61php – 80php

80php – 100php 100 php above

5. How many times would you like to avail the snack every day?

Once Twice Thrice 4 times a day Others specify

6. What time would you prefer to avail the products?

9.00 am - 11.00 am 5.00 pm – 8.00 pm

11.00 am – 1.00 pm

1.00 pm – 3.00 pm

3.00 pm – 5.00 pm

7. How would you like to avail the snack in the Street Food Stall?

Take out

Dine in

Other way, please specify_____?

8. Select 2 qualities that you would most like to see in a new street food vendor concept for your area?

Fast Service

Quality of the products

Promotion e.g. Buy 1 take 1

- Cleanliness and friendliness
- Friendly/ Cheap price
- Convenient to your home/work/classes
- Offering different kinds of Filipino snacks like bilao, puto bumbong, puto maya, suman, bibingka and etc.
- , please specify_____.

9. Reasons for choosing to avail street food rather than in fancy restaurants, café and any other famous restaurants?

- The food is very tasty and have a good quality.
- It is very adequate in terms of cleanliness, hygiene and quality.
- The price of Street food is cheaper than in restaurants.
- The best hanging out for friend's/ squad goals.
- New and innovative food are being introduced like the twist of kwek kwek, isaw, veggie and also the sauce.
- You can see how the food is handled and cooked.
- Other reasons please specify _____.

Comments and Suggestions:

SURVEY QUESTIONNAIRE FOR COMPETITORS

1. Who provide the business idea?
2. Where did you get source of funds in starting the business?
3. Did you use a business plan?
4. Who managed the business?
5. Who are potential customers?
6. Who are your potential suppliers? Are they persistent?
7. Do you have a single or multiple suppliers?
8. Kindly list your top three (3) best seller products?
9. Do you encounter conflicts with your customer? Kindly list top three (3) conflicts.
10. Do you offer promos and discounts? Is it effective? Why or Why Not?
11. How long does it take for your return of investment?
12. How many years are you in your business?
13. How do your customers want their food served?
 - Dine In
 - Take out
14. . How much is your estimated monthly expenses?
 - 3,000-6,000
 - 6,000-9,000
 - 9,000-12,000
 - 12,000-15,000
 - 15,000 above
15. How much is your estimated monthly profit?
 - 3,000-6,000
 - 6,000-9,000
 - 9,000-12,000
 - 12,000-15,000
 - 15,000 above
16. How much do your customers spend to purchase your product?
 - 50-100
 - 100-150
 - 150-200
 - 200 above

APPENDIX C

Schedules

Schedule 1- Sales 2021

Product	%	Total Quantity	Quantity	Sales Price	Sales
Kwek-kwek	0.06	89, 292	5, 387	15	80, 798
Isaw	0.06	89, 292	5, 074	4	20, 292
Tempura	0.04	89, 292	3, 201	4	12, 804
Veggie Ball	0.03	89, 292	2, 567	1	2, 567
Chicken Proben	0.01	89, 292	859	5	4, 297
Fish Ball	0.03	89, 292	2, 496	1	2, 496
Balut	0.03	89, 292	2, 730	22	60, 062
Banana Cue	0.14	89, 292	12, 146	10	121, 459
Camote Cue	0.11	89, 292	10, 177	10	101, 770
Buko Juice	0.17	89, 292	15, 084	10	150, 836
Gulaman	0.08	89, 292	7, 239	10	72, 393
Ice Candy	0.16	89, 292	14, 537	5	72, 683
Ice Cream	0.09	89, 292	7, 786	10	77, 682
Total					780, 325

Sales 2022

Product	%	Total Quantity	Quantity	Sales Price	Sales
Kwek-kwek	0.06	92, 687	5, 597	15.68	87, 644
Isaw	0.06	92, 687	5, 267	4.18	22, 016
Tempura	0.04	92, 687	3, 323	4.18	13, 889
Veggie Ball	0.03	92, 687	2, 665	1.05	2, 785
Chicken Proben	0.01	92, 687	892	5.23	4, 661
Fish Ball	0.03	92, 687	2, 591	1.05	2, 707
Balut	0.03	92, 687	2, 834	22.99	65, 151
Banana Cue	0.14	92, 687	12, 608	10.45	131, 751
Camote Cue	0.11	92, 687	10, 564	10.45	110, 394
Buko Juice	0.17	92, 687	15, 657	10.45	163, 617
Gulaman	0.08	92, 687	7, 515	10.45	78, 528
Ice Candy	0.16	92, 687	15, 089	5.23	78, 842
Ice Cream	0.09	92, 687	8, 082	10.45	84, 460
Total					846, 446

Sales 2023

Product	%	Total Quantity	Quantity	Sales Price	Sales
Kwek-kwek	0.06	96,082	5,796	16.38	94,943
Isaw	0.06	96,082	5,460	4.37	23,849
Tempura	0.04	96,082	3,445	4.37	15,046
Veggie Ball	0.03	96,082	2,762	1.09	3,017
Chicken Proben	0.01	96,082	925	5.46	5,049
Fish Ball	0.03	96,082	2,685	1.09	2,933
Balut	0.03	96,082	2,938	24.02	70,577
Banana Cue	0.14	96,082	13,070	10.92	142,723
Camote Cue	0.11	96,082	10,951	10.92	119,587
Buko Juice	0.17	96,082	16,231	10.92	177,243
Gulaman	0.08	96,082	7,790	10.92	85,067
Ice Candy	0.16	96,082	15,642	5.46	85,408
Ice Cream	0.09	96,082	8,378	10.92	91,938
Total					916,938

Sales 2024

Product	%	Total Quantity	Quantity	Sales Price	Sales
Kwek-kwek	0.06	99,478	6,001	17.12	102,722
Isaw	0.06	99,478	5,653	4.56	25,803
Tempura	0.04	99,478	3,566	4.56	16,279
Veggie Ball	0.03	99,478	2,860	1.14	3,264
Chicken Proben	0.01	99,478	957	5.71	5,463
Fish Ball	0.03	99,478	2,780	1.14	3,173
Balut	0.03	99,478	3,042	25.11	76,369
Banana Cue	0.14	99,478	13,531	11.41	154,416
Camote Cue	0.11	99,478	11,338	11.41	129,385
Buko Juice	0.17	99,478	16,804	11.41	191,764
Gulaman	0.08	99,478	8,065	11.41	92,037
Ice Candy	0.16	99,478	16,195	5.71	92,406
Ice Cream	0.09	99,478	8,674	11.41	98,990
Total					992,060

Sales 2025

Product	%	Total Quantity	Quantity	Sales Price	Sales
Kwek-kwek	0.06	102, 873	6, 206	17.89	111, 008
Isaw	0.06	102, 873	5, 846	4.77	27, 885
Tempura	0.04	102, 873	3, 688	4.77	17, 592
Veggie Ball	0.03	102, 873	2, 958	1.19	3, 527
Chicken Proben	0.01	102, 873	990	5.96	5, 904
Fish Ball	0.03	102, 873	2, 875	1.19	3, 429
Balut	0.03	102, 873	3, 145	26.24	82, 519
Banana Cue	0.14	102, 873	13, 993	11.93	166, 872
Camote Cue	0.11	102, 873	11, 725	11.93	139, 822
Buko Juice	0.17	102, 873	17, 378	11.93	207, 233
Gulaman	0.08	102, 873	8, 340	11.93	99, 461
Ice Candy	0.16	102, 873	16, 748	5.96	99, 860
Ice Cream	0.09	102, 873	8, 971	11.93	106, 975
Total					1, 072, 087

Schedule 2 – Purchases 2021

Product	Ingredients	Quantity	Unit Cost	Unit	Total
Kwek-Kwek	Egg	Pcs	6	5,387	32,319.14
	Oil	L	25	180	4,488.77
	Flour	Kl	36	135	4,847.87
	Food Coloring	Bot	170	1	170.00
	Vinegar	Bot	25	108	2,693.26
	Pipino	Kl	30	112	3,366.58
	Onion	Kl	120	10	1,200.00
	Ginger	Kl	100	3	300.00
	Salt	Kl	10	1	10.00
Total					49,352.62
Isaw	Chicken Intestine	Kl	110	169.13	18,605
	Salt	Kl	10	1	10.00
	Flour	Kl	30	25	761.10
	Oil	L	25	169	4,228.34
	Vinegar	L	25	101	2,537.00
	Ginger	Kl	100	3	300.00
	Onion	Kl	120	10	1,200.00
	Food Coloring	Bot	170	1	170.00
	Stick	String	8	101	811.84
Total					28,622.95
Tempura	Tempura	L	32.01	53	1,708
	Oil	Kl	25	9	222
	Vinegar	Kl	33	3	99
	Stick	Kl	8	64	512
Total					2,541
Veggie Balls	Oil	L	25	42	1,050.00
	Chayote	Kl	35	21	727.91
	Carrots	Kl	80	26	2,053.71
	Salts	Kl	10	1	10.00
	Vinegar	L	33	3	99.00
	Flour	Kl	36	51	1,848.34
Total					5,788.96
Chicken Proben	Proben	Kl	70	21	1,504
	Salt	Kl	10	1	10
	Oil	Bot	25	21	537

	Vinegar	Kl	33	3	99
Total					2, 150.15
Fish Ball	Fish Ball	Kl	150	21	3, 120
	Vinegar	L	33	3	99.00
	Oil	L	25	42	1, 050.00
Total					4, 268.63
Balut	Balut Egg	Pcs.	15	2, 730	40, 951.42
	Vinegar	L	33	3	99.00
	Salt	Kl	10	1	1, 050.00
Total					41, 060.42
Banana Cue	Banana	Pcs.	1	2, 024	2, 024.32
	Oil	Gal	25	42	1, 050.00
	Sugar	Kl	52	360	18, 720.00
	Stick	String	8	243	1, 943.35
Total					23, 737.66
Camote Cue	Camote	Kl	40	1, 696	67,846.83
	Sugar	Kl	52	360	18, 720.00
	Oil	L	25	96	2, 400.00
	Stick	String	8	204	1, 628.32
Total					90, 595.16
BUKO JUICE	BUKO	Pcs	10	5, 028	50, 278.68
	Condensed Milk	Can	34	720	24, 480.00
	WATER	Gal	15	180	2, 700.00
	White Sugar	Kl	70	96	6, 720.00
	Disposable Glass	Pcks	25	302	7, 541.80
TOTAL					91, 720.49
Gulaman	Gulaman Powder	Pcs	12	720	8, 640.00
	White Sugar	Kl	52	96	4, 992.00
	Water	Gal	15	180	2, 700.00
	Condensed Milk	Can	34	720	24, 480.00
	Disposable Glass	Pcks	25	302	3, 619.66
Total					91, 720.49
Ice Candy	Ice Candy	Pcs	6	12, 600	75, 600.00
Total					75, 600.00

Ice Cream	Ice Cream	Pcs	5	7, 786	38, 931.19
Total					38, 931.19
					498,844.23
Add 4.5%					521,292.22

Purchases 2022

Product	Ingredients	Quantity	Unit Cost	Unit	Total
Kwek-kwek	Egg	Pcs	6.27	5, 628.92	35, 293.31
	Oil	L	26.13	187.63	4, 901.85
	Flour	Kl	37.62	140.71	5, 294.00
	Food Coloring	Bot	177.65	1.05	185.64
	Vinegar	Bot	26.13	112.58	2, 941.11
	Pipino	Kl	31.35	117.27	3, 676.39
	Onion	Kl	125.40	10	1, 310.43
	Ginger	Kl	104.50	3.14	327.61
	Salt	Kl	10.45	1	10.92
Total					53, 941.25
Isaw	Chicken Intestine	Kl	114.95	176.74	20, 316.77
	Salt	Kl	10.45	1.05	10.92
	Flour	Kl	31.35	26.51	831.14
	Oil	L	26.13	176.74	4, 617.45
	Vinegar	L	26.13	106.05	2, 770.47
	Ginger	Kl	104.50	3.14	327.61
	Onion	Kl	125.40	10.45	1, 310.43
	Food Coloring	Bot	177.65	1.05	185.64
	Stick	String	8.36	173.57	1, 451.02
Total					31, 821.45
Tempura	Tempura	Kl	33.45	55.75	1, 865.01
	Oil	L	26.13	9.29	242.76
	Vinegar	L	34.49	3.14	108.11
					2, 215.88
Total					
Veggie Balls	Oil	L	26.13	43.89	1, 146.63
	Chayote	Kl	36.58	21.73	724.90
	Carrots	Kl	83.6	26.83	2, 242.70
	Salts	Kl	10.45	1.05	10.92
	Vinegar	L	34.49	3.14	108.11
	Flour	Kl	37.62	53.65	2, 018.43

Total					6, 321.69
Chicken Proben	Proben	Kl	73.15	22.45	1, 642.41
	Salt	Kl	10.45	1.05	10.92
	Oil	L	26.13	22.45	586.58
	Vinegar	L	34.49	3.14	108.11
Total					2, 348.02
Fish Ball	Fish Ball	Kl	156.75	21.73	3, 406.71
	Vinegar	L	34.49	3.14	108.11
	Oil	L	26.13	43.89	1, 146.63
Total					4, 661.45
Balut	Balut egg	Pcs	15.67	2, 852.95	44, 705.71
	Vinegar	L	34.49	3.14	108.11
	Salt	Kl	10.45	1.05	10.92
Total					44, 824.74
Banana Cue	Banana	Kl	1.95	2, 115.41	4, 114.48
	Oil	L	26.13	43.89	1, 146.63
	Sugar	Kl	54.34	376.20	20, 442.71
	Stick	String	8.36	252.15	2, 108.02
Total					27, 811.83
Camote Cue	Camote	Kl	41.8	1, 772.50	74, 090.44
	Sugar	Kl	53.34	376.20	20, 442.71
	Oil	L	26.13	100.32	2, 620.86
	Stick	String	8.36	211.28	1, 766.30
Total					98, 920.31
Buko Juice	Buko	Pcs	10.45	5, 254.12	54, 905.58
	Condensed Milk	Can	35.53	752.40	26, 732.77
	Water	Gal	15.67	188.10	2, 947.53
	White Sugar	Kl	73.15	100.32	7, 338.41
	Disposable Glass	Pcks	26.13	313.14	8, 180.86
TOTAL					100, 105.1
Gulaman	Gulaman Powder	Pck	12.54	752.4	9, 435.10
	White Sugar	Kl	54.34	100.32	5, 451.39
	Water	Gal	15.67	188.1	2, 947.53
	Condensed Milk	Can	35.53	752.1	26, 732.77
	Disposable Glass	Pcks	26.13	150	3, 926.38

Total					48,493.16
Ice Candy	Ice Candy	Pcs	6.27	13,167	82,557.09
Total					82,557.09
Ice Cream	Ice Cream	Pcs	5.22	8,136.62	42,473.15
Total					42,473.15
					546,495.17
Add 4.5%					571,087.46

Purchases 2023

Product	Ingredients	Quantity	Unit Cost	Unit	Total
Kwek-kwek	Egg	Pcs	6.55	5,796.16	32,977.33
	Oil	L	27.30	196.07	5,352.94
	Flour	Kl	39.31	147.06	5,781.18
	Food Coloring	Bot	185.64	1.09	202.73
	Vinegar	Bot	27.30	117.64	3,211.76
	Pipino	Kl	32.76	122.55	4,014.71
	Onion	Kl	125.40	10.92	1,369.40
	Ginger	Kl	104.50	3.28	342.35
	Salt	Kl	10.45	1.09	11.41
Total					58,263.80
Isaw	Chicken Intestine	Kl	120.12	184.70	22,186.42
	Salt	Kl	10.92	1.09	11.93
	Flour	Kl	32.76	27.70	907.63
	Oil	L	27.30	184.70	5,042.37
	Vinegar	Bot	27.30	110.82	3,025.42
	Ginger	Kl	109.20	3.28	357.76
	Onion	Kl	131.04	10.92	1,431.02
	Food Coloring	Bot	185.64	1.09	202.73
	Stick	String	8.74	109	953.97
Total					34,119.24
Tempura	Tempura	Kl	34.96	58.26	2,036.64
	Oil	L	27.30	9.71	265.10
	Vinegar	L	36.04	3.28	118.06
					2,419.80
Total					
Veggie Balls	Oil	L	27.30	45.87	1,252.14
	Chayote	Kl	38.22	22.71	868.05
	Carrots	Kl	87.36	28.03	2,449.09

	Salts	KI	10.92	1.09	11.93
	Vinegar	L	36.04	3.28	118.06
	Flour	KI	39.31	56.07	2, 204.18
Total					6, 903.45
Chicken Proben	Proben	KI	76.44	23.46	1, 793.56
	Salt	KI	10.92	1.09	11.93
	Oil	L	27.30	23.46	640.56
	Vinegar	L	36.04	3.28	118.06
Total					2, 564.10
Fish Ball	Fish Ball	KI	163.80	22.71	3, 720.22
	Vinegar	L	36.04	3.28	118.06
	Oil	L	27.30	45.87	1,252.14
Total					5, 090.42
Balut	Balut egg	Pcs	16.38	2, 981.33	48, 819.75
	Vinegar	L	36.04	3.28	118.06
	Salt	KI	10.92	1.09	11.93
Total					48, 949.74
Banana Cue	Banana	KI	2.03	2, 210.61	4, 493.11
	Oil	L	27.30	45.87	1, 252.14
	Sugar	KI	56.79	393.13	22, 323.95
	Stick	String	8.74	263.50	2, 302.01
Total					30, 371.21
Camote Cue	Camote	KI	43.68	1, 852.26	80, 908.61
	Sugar	KI	56.79	393.13	22, 323.95
	Oil	L	27.30	104.83	2, 862.04
	Stick	String	8.74	220.79	1, 928.84
Total					108,023.45
Buko Juice	Buko	Pcs	10.92	5, 490.56	59, 958.27
	Condensed Milk	Can	37.13	786.26	29, 192.86
	Water	Gal	16.38	196.56	3, 218.77
	White Sugar	KI	76.44	104.83	8, 013.72
	Disposable Glass	Pcks	27.30	157.06	4, 287.70
TOTAL					104,671.32
Gulaman	Gulaman Powder	Pck	13.10	786.26	10, 303.36
	White Sugar	KI	56.79	104.83	5, 953.05
	Water	Gal	16.38	196.56	3, 218.77
	Condensed	Can	37.13	786.26	29, 192.86

	d Milk				
	Disposable Glass	Pcks	27.30	157.06	4, 287.70
Total					54, 955.74
Ice Candy	Ice Candy	Pcs	6.55	13, 759.52	90, 154.41
Total					90, 154.41
Ice Cream	Ice Cream	Pcs	5.45	8, 502.77	46, 381.75
Total					46, 381.75
					590,868.42
Add 4.5%					617,457.50

Purchases 2024

Product	Ingredients	Quantity	Unit Cost	Unit	Total
Kwek-kwek	Egg	Pcs	6.85	6, 056.99	41, 472.19
	Oil	L	28.53	204.90	5, 845.55
	Flour	Kl	41.08	153.67	6, 313.19
	Food Coloring	Bot	194	1.14	221.38
	Vinegar	Bot	28.53	122.94	3, 507.33
	Pipino	Kl	34.23	128.06	4, 384.16
	Onion	Kl	131.04	11.41	1, 495.42
	Ginger	Kl	109.20	3.42	378.85
	Salt	Kl	10.92	1.14	12.46
Total					63, 625.53
Isaw	Chicken Intestine	Kl	125.53	193.01	24, 228.13
	Salt	Kl	11.41	1.14	13.02
	Flour	Kl	34.23	28.95	991.15
	Oil	L	28.53	193.01	5, 506.39
	Vinegar	Bot	28.53	115.81	3, 303.84
	Ginger	Kl	114.12	3.42	390.68
	Onion	Kl	136.94	11.41	1, 562.71
	Food Coloring	Bot	194	1.14	221.38
	Stick	String	9.13	114.11	1, 041.76
Total					37, 259.06
Tempura	Tempura	Kl	36.53	60.88	2, 224.06
	Oil	L	28.53	10.15	289.49
	Vinegar	L	37.66	3.42	128.92
					2, 642.48
Total					

Veggie Balls	Oil	L	28.53	47.93	1, 367.37
	Chayote	Kl	39.94	23.93	947.93
	Carrots	Kl	91.29	29.30	2, 674.46
	Salts	Kl	11.41	1.14	13.02
	Vinegar	L	37.66	3.42	128.92
	Flour	Kl	41.08	58.59	2, 407.02
Total					7, 538.73
Chicken Proben	Proben	Kl	79.88	24.52	1, 958.61
	Salt	Kl	11.41	1.14	13.02
	Oil	L	28.53	24.52	699.50
	Vinegar	L	37.66	3.42	128.92
Total					2, 800.06
Fish Ball	Fish Ball	Kl	171.17	23.73	4, 062.57
	Vinegar	L	37.66	3.42	128.92
	Oil	L	28.53	47.93	1, 367.37
Total					5, 558.87
Balut	Balut egg	Pcs	17.11	3, 115	53, 312.39
	Vinegar	L	37.66	3	128.92
	Salt	Kl	11.41	1	13.03
Total					53, 454.34
Banana Cue	Banana	Kl	2.12	2, 310.08	4, 906.59
	Oil	L	28.53	47.93	1, 367.37
	Sugar	Kl	59.34	410.82	24, 378.31
	Stick	String	9.13	275.36	2, 513.85
Total					33, 166.12
Camote Cue	Camote	Kl	45.65	1, 935.61	88, 354.23
	Sugar	Kl	59.34	410.82	24, 378.31
	Oil	L	28.53	109.55	3, 125.42
	Stick	String	9.13	230.72	2, 106.35
Total					117,964.31
Buko Juice	Buko	Pcs	11.41	5, 737.63	65, 475.93
	Condensed Milk	Can	38.80	821.64	31, 879.33
	Water	Gal	17.11	205.41	3, 514.98
	White Sugar	Kl	79.88	109.55	8, 751.19
	Disposable Glass	Pcks	28.53	164.12	4, 682.28
TOTAL					114,303.70
Gulaman	Gulaman Powder	Pck	13.69	821.64	11, 251.53

	White Sugar	Kl	59.34	109.55	6, 500.88
	Water	Gal	17.11	205.41	3, 514.98
	Condensed Milk	Can	38.80	821.64	31, 879.33
	Disposable Glass	Pcks	28.53	164.12	4, 682.28
Total					57, 829.00
Ice Candy	Ice Candy	Pcs	6.85	14, 378.69	98, 450.87
Total					98, 450.87
Ice Cream	Ice Cream	Pcs	5.70	8, 885.39	50, 650.03
Total					50, 650.03
					645,243.08
Add 4.5%					674,279.02

Purchases 2025

Product	Ingredients	Quantity	Unit Cost	Unit	Total
Kwek-kwek	Egg	Pcs	7.16	6, 329.55	45, 288.67
	Oil	L	29.81	214.12	6, 383.48
	Flour	Kl	42.93	160.59	6, 894.16
	Food Coloring	Bot	202.73	1.19	241.76
	Vinegar	Bot	29.81	128.47	3, 830.09
	Pipino	Kl	35.78	133.82	4, 787.61
	Onion	Kl	136.94	11.93	1, 633.03
	Ginger	Kl	114.12	3.58	408.26
	Salt	Kl	11.41	1.19	13.61
Total					69, 480.67
Isaw	Chicken Intestine	Kl	131.18	201.69	26, 457.72
	Salt	Kl	11.93	1.19	14.22
	Flour	Kl	35.78	30.25	1, 082.36
	Oil	L	29.81	201.69	6, 013.12
	Vinegar	L	29.81	121.02	3, 607.87
	Ginger	Kl	119.25	3.58	426.63
	Onion	Kl	143.10	11.93	1, 706.52
	Food Coloring	Bot	202.73	1.19	241.76
	Stick	String	9.54	119.25	1, 137.63
Total					40, 687.83
Tempura	Tempura	Kl	38.17	63.62	2, 428.73
	Oil	L	29.81	10.60	316.13

	Vinegar	L	39.35	3.58	140.79
Total					2, 885.65
Veggie Balls	Oil	L	29.81	201.69	6, 013.12
	Chayote	KI	41.74	1.19	49.77
	Carrots	KI	95.40	30.25	2, 886.30
	Salts	KI	11.93	201.25	2, 405.25
	Vinegar	L	39.35	121.02	4, 762.39
	Flour	KI	42.93	3.58	153.59
Total					16, 270.41
Chicken Proben	Proben	KI	83.48	25.62	2, 138.85
	Salt	KI	11.93	1.19	14.22
	Oil	L	29.81	25.62	763.88
	Vinegar	L	39.35	3.58	140.79
Total					3, 057.73
Fish Ball	Fish Ball	KI	178.88	24.80	4, 436.43
	Vinegar	L	39.35	3.58	140.79
	Oil	L	29.81	50.09	1, 493.21
Total					6, 070.42
Balut	Balut egg	Pcs	17.88	3, 266.69	58, 218.46
	Vinegar	L	39.35	3.58	140.79
	Salt	KI	11.93	1.19	14.22
Total					58, 373.47
Banana Cue	Banana	KI	2.22	2, 414.04	5, 358.12
	Oil	L	29.81	50.09	1, 493.21
	Sugar	KI	62.01	429.31	26, 621.72
	Stick	String	9.54	287.75	2, 745.18
Total					36, 218.23
Camote Cue	Camote	KI	47.70	2, 022.72	96, 485.02
	Sugar	KI	62.01	429.31	26, 621.72
	Oil	L	29.81	114.48	3, 413.04
	Stick	String	9.54	241.11	2, 300.18
Total					128,819.97
Buko Juice	Buko	Pcs	11.93	5, 995.83	71, 501.35
	Condensed milk	Can	40.55	858.61	34, 813.02
	Water	Gal	17.88	214.65	3, 838.45
	White Sugar	KI	83.48	114.48	9, 556.52
	Disposable Glass	Pcks	29.81	171.51	5, 113.16

TOTAL					124,822.50
Gulaman	Gulaman Powder	Pck	14.31	858.61	12,286.95
	White Sugar	Kl	62.01	114.48	7,099.13
	Water	Gal	17.88	214.65	3,838.45
	Condensed Milk	Can	40.55	858.61	34,813.02
	Disposable Glass	Pcks	29.81	171.51	5,113.16
Total					63,150.71
Ice Candy	Ice Candy	Pcs	7.16	15,025.73	107,510.81
Total					107,510.81
Ice Cream	Ice Cream	Pcs	5.96	9,285.23	55,311.10
Total					55,311.10
					712,659.51
Add 4.5%					744,729.18

Schedule 3- Cost of Goods Sold

	Year 1	Year 2	Year 3	Year 4	Year 5
Inventory beginning	0	23,458	25,6899	27,786	30,343
Add:					
Purchase:	521,292	571,087	617,457	674,279	744,729
Total goods available for sale	521,292	594,546	643,156	702,065	775,072
Less:					
Inventory End	23,458	25,699	27,786	30,343	33,513
Cost of Goods Sold	497,834	568,847	615,371	671,722	741,559

Schedule 4 – Building Construction Cost

Description	Quantity	Unit	Unit Price	Total
Floor mat	3	m	85.00	255.00
Wall art	20	m	85.00	170.00
Labor	1	Day	400.00	400.00
Roof	10	Pcs	300.00	3,000.00
Nail umbrella	1	Kl	150.00	150.00
Nail	1	Kl	200.00	200.00
Plywood	8	Pcs	300.00	2,400.00
Bamboo	2	String	100.00	200.00
Lumber	36	Pcs	150.00	5,400.00
Door lock	1	Pcs	150.00	150.00
rope	1	M	15.00	15.00
Bisagra	10	pcs	30.00	300.00
Total				12,640.00

Schedule 5 - Utilities Expense

Description	Year 1	Year 2	Year 3	Year 4	Year 5
Utilities	6,912.00	7,223.04	7,548.08	7,887.74	8,242.69
Total	6,912.00	7,223.04	7,548.08	7,887.74	8,242.69

Schedule 6 - Office Supplies

Description	Quantity	Unit	Cost(php)	Total
Pen	10	pcs	5	50.00
Paper	2	pad	40	80.00
Stapler	2	pcs	80	160.00
Staple	10	box	40	400.00
DTR	5	packs	30	150.00
Record book	1	pc	150	150.00
Total				990.00

Schedule 7 - Office Supplies for 5 Years

Description	Year 1	Year 2	Year 3	Year 4	Year 5
Office supplies	990.00	1,034.55	1,081.10	1,129.75	1,180.59
Total	990.00	1,034.55	1,081.10	1,129.75	1,180.59

Schedule 8- Tools and Equipment

Description	Quantity	Unit	Cost (php)	Total(php)
Pan	1	pc	350.00	350.00
Tong	1	pc	50.00	50.00
Scissor	1	pc	50.00	50.00
Food container	4	pc	35.00	140.00
Burner	1	pc	1,200.00	1,200.00
Strainer	1	pc	30.00	30.00
Freezer	1	pc	8,000.00	8,000.00
Ladle	1	pc	25.00	25.00
Knife	1	pc	20.00	20.00
Chopping board	1	pc	30.00	30.00
Tray	5	pcs	50.00	250.00
Gulaman container round	1	pcs	100.00	100.00
Canister	2	Pcs	25.00	50.00
Mini bowl	20	Pcs	8.00	160.00
Gas Stove	1	pc	2,100.00	2,100.00
TOTAL				16,045.00

Schedule 9 - Salaries Expense

	Frequency	Rate	Monthly	Yearly
Manager	26	366.00	9,516.00	114,192.00
TOTAL				114,192.00

Schedule 10- Salaries Expense for 5 Years

Description	Year 1	Year 2	Year 3	Year 4	Year 5
Salary	114,192.00	114,192.00	114,192.00	114,192.00	114,192.00
Less: employment Benefits	10,140.00	10,140.00	10,140.00	10,140.00	10,140.00
Total	104,052.00	104,052.00	104,052.00	104,052.00	104,052.00

Schedule 11 - Rent Expense

Rent	Monthly amount	Frequency	Total amount
Year 1	2,000.00	12	24,000.00
Year 2	2,000.00	12	24,000.00
Year 3	2,000.00	12	24,000.00
Year 4	2,000.00	12	24,000.00
Year 5	2,000.00	12	24,000.00

Schedule 12- Uniform Expense

Description	Quantity	Unit	Unit price	Total
Polo shirt	1	Pc	90.00	90.00
Apron	1	Pc	30.00	30.00
Hairnet	1	Pc	10.00	10.00
Gloves	1	Pc	25.00	25.00
Total				155.00

Schedule 13- Uniform Expense for 5 Years

Description	Year 1	Year 2	year 3	Year 4	Year 5
Uniform expense	155.00	162.00	169.00	177.00	185.00
Total	155.00	162.00	169.00	177.00	185.00

Schedule 14- Maintenance Expense

Description	Quantity	Unit	Unit price	Total
Brooms	1	Pc	45.00	45.00
Dust pan	1	Pc	80.00	80.00
Duster	1	Pc	30.00	30.00
Trash can	1	Pc	50.00	50.00
Sanitizer	1	Bot	40.00	40.00
Total				245.00

Schedule 15- Maintenance Expense for 5 Years

Description	Year 1	Year 2	Year 3	Year 4	Year 5
Maintenance Expense	245.00	256.03	267.55	279.59	292.17
Total	245.00	256.03	267.55	279.59	292.17

Schedule 16 - Permits and Licenses

Government and Legal Requirements	Amount (php)
Barangay Clearance	70.00 (annual)
Business Permit	250.00(annual)
DTI Permit	400.00
Mayor's Permit	300.00(annual)
Sanitary permit	200.00
Fire and Safety permit	300.00
Total	1,520.00

Schedule 17- Permits and Licenses for 5 years

Description	Year 1	Year 2	Year 3	Year 4	Year 5
Permits And Licenses	1,520.00	1,588.40	1,659.88	1,734.57	1,812.63
Total	1,520.00	1,588.40	1,659.88	1,734.57	1,812.63

Schedule 18 - Furniture and Fixture

Description	Quantity	Unit	Unit price	Total
Shelves(materials/labor)	1	pc	3,000.00	3,000.00
Table	2	pcs	3,000.00	6,000.00
Chairs	6	pcs	400.00	2,400.00
Stantee	1	Pc	1,100.00	1, 100.00
Total				12,500.00

Schedule 19 - Miscellaneous Expense

	Monthly	Frequency	TOTAL
Miscellaneous Expense	612.30	12	7,347.60
total			7,347.60

Schedule 20 - Miscellaneous Expense for 5 Years

Description	Year 1	Year 2	Year 3	Year 4	Year 5
Miscellaneous Expense	7,347.60	7,678.24	8,023.76	8,384.83	8,762.15
Total	7,347.60	7,678.24	8,023.76	8,384.83	8,762.15

Schedule 21 - Employment Benefits

Description	SSS	Phil Health	Pag- ibig	Monthly	Yearly
Store Assistant	495.00	150.00	200.00	845.00	10,040.00
Total				845.00	10,040.00

Schedule 22- Supplies

Description	Quantity	Unit	Cost	Total
toothpick	100	box	15.00	1,500.00
Plastic cellophane	250	Packs	25.00	6,250.00
Gas tank and refill	24	Tank	1,200.00	28,800.00
Total				36,550.00

Schedule 23 - Employments Benefits for 5 Years

Description	Year 1	Year 2	Year 3	Year 4	Year 5
Employment Benefits	15,540.00	15,540.00	15,540.00	15,540.00	15,540.00
Total	15,540.00	15,540.00	15,540.00	15,540.00	15,540.00

Schedule 24 –ER Benefits

EE And ER Benefits	ER	EE	TOTAL
Sss	945.00	495.00	1,440.00
Phil-Health	150.00	150.00	300.00
Pag-Ibig	200.00	200.00	400.00
Total Monthly	1,295.00	845.00	2,140.00
Total Annually	15,540.00	10,140.00	25,680.00

Schedule 25 - Depreciation scrap value

Depreciation Expense	Total Cost	Scrap value	Life span	Depreciation Value
Tools and Equipment	16,045.00		5	3,209.00
Building construction cost	12,640.00		5	2,528.00
Furniture and Fixture	12,500.00		5	2,500.00
Total	41,185.00			8,237.00

Schedule 26 - Supplies for 5 Years

Description	Year 1	Year 2	Year 3	Year 4	Year 5
Supplies	36,550.00	38,194.75	39,913.51	41,709.62	43,586.55
Total	36,550.00	38,194.75	39,913.51	41,709.62	43,586.55

Schedule 27- Depreciation Expense for 5 Years

Fixed Asset	Cost	Year 1	Year 2	Year 3	Year 4	Year 5
Tools and equipment	16,045.00	3,209.00	3,209.00	3,209.00	3,209.00	3,209.00
Building construction cost	12,640.00	2,528.00	2,528.00	2,528.00	2,528.00	2,528.00
Furniture and fixtures	12,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00
Total	41,185.00	8,237.00	8,237.00	8,237.00	8,237.00	8,237.00

RESEARCHER'S BIODATA

Personal Information

Name : VIA L. CAGULANG
Address : Omjon, Valencia, Bohol
Date of Birth : 03, April 1999
Place of Birth : Omjon, Valencia, Bohol
Civil Status : Single
Religion : Faith Tabernacle Church
Parents : Fernando Cagulang Jr.
Vevencia Cagulang



Educational Background

Elementary : Omjon, Elementary, School
Omjon, Valencia, Bohol
2011-2012

Secondary : Mayor Pablo O. Lim Memorial High School
Marawis, Valencia, Bohol
2017-2018

Tertiary : Bohol Island State University Bilar Campus with
course Bachelor of Entrepreneurship
Zamora, Bilar, Bohol
2021-2022

Skills and interest : Fond of singing, reading, and watching movies.

Motto : "There's no such thing as failure, it's just a
temporary postponement of success"

Personal Information

Name : ANNA MARIE P. INGUIITO
 Address : Pandol, Corella, Bohol
 Date of Birth : 30, April 2000
 Place of Birth : Pandol, Corella, Bohol
 Civil Status : Single
 Religion : Roman Catholic
 Parents : Mr. Juanito Inguito Sr.
 Mrs. Marites Inguito



Educational Background

Elementary : Corella Central Elementary School
 Poblacion, Corella, Bohol
 2011-2012

Secondary : Corella National High School
 Corella Poblacion Bohol
 2017-2018

Tertiary : Bohol Island State University Bilar Campus with
 course Bachelor of Entrepreneurship
 Zamora, Bilar, Bohol
 2021-2022

Skills and interest : Good at baking and reading books.

Motto : " Good things never came from comfort zones"

Personal Information

Name : EVELYN G. LENTERIA
Address : Poblacion, Dagohoy, Bohol
Date of Birth : 24 February 1999
Place of Birth : Poblacion, Dagohoy, Bohol
Civil Status : Single
Religion : Roman Catholic
Parents : Mr. Virgilio Lenteria
Mrs. Estrellia Lenteria



Educational Background

Elementary : Dagohoy, Elementary School
Poblacion, Dagohoy, Bohol
2011-2012

Secondary : Dagohoy National High School
Poblacion Dagohoy Bohol
2017-2018

Tertiary : Bohol Island State University Bilar Campus with
course Bachelor of Entrepreneurship
Zamora, Bilar, Bohol
2021-2022

Skills and interest : Good at interacting and playing soft ball.

Motto : "Trust takes times and times takes trust"

Personal Information

Name : NIEL N. POLINAR
Address : Ewon, Sevilla Bohol
Date of Birth : 22, October 1999
Place of Birth : Ewon, Sevilla, Bohol
Civil Status : Single
Religion : Roman Catholic
Parents : Mr. Crisente Polinar
Mrs. Merlinda Polinar



Educational Background

Elementary : Licolico Elementary School
Licolico, Sevilla, Bohol
2011-2012

Secondary : Sevilla National High School
Poblacion, Sevilla, Bohol
2017-2018

Tertiary : Bohol Island State University Bilar Campus with
course Bachelor of Entrepreneurship
Zamora, Bilar, Bohol
2021-2022

Skills and interest : Good in communicating and aspiring artist.

Motto : "Don't let pressure get a hold of you"

Personal Information

Name : RICA S. SOLIS
Address : Bonbon, Loay, Bohol
Date of Birth : 30, March 2000
Place of Birth : Bonbon, Loay, Bohol
Civil Status : Single
Religion : Roman Catholic
Parents : Mr. Nestor Solis
Mrs. Zenaida Solis



Educational Background

Elementary : Concepcion, Elementary School
Concepcion, Loay, Bohol
2011-2012

Secondary : Hinawanan, National High School
Hinawanan, Loay, Bohol
2017-2018

Tertiary : Bohol Island State University Bilar Campus with
course Bachelor of Entrepreneurship
Zamora, Bilar, Bohol
2021-2022

Skills and interest : Reading and love watching sunrise and sunsets.

Motto : "Your comfort zones will kill your dreams"

Personal Information

Name : JESSA B. TAGHAP
Address : Licolico, Sevilla Bohol
Date of Birth : 15, December 1998
Place of Birth : Licolico, Sevilla Bohol
Civil Status : Single
Religion : Roman Catholic
Parents : Mr. Paciencia Taghap Sr.
Mrs. Dominga Taghap



Educational Background

Elementary : Licolico Elementary School
Licolico, Sevilla, Bohol
2011-2012

Secondary : Sevilla National High School
Poblacion, Sevilla, Bohol
2017-2018

Tertiary : Bohol Island State University Bilar Campus with
course Bachelor of Entrepreneurship
Zamora, Bilar, Bohol
2021-2022

Skills and Interest : Good at cooking, fond of watching Korean dramas.

Motto : Believe in yourself, push your limit