

ESTABLISHMENT OF SNACKS CORNER IN POBLACION,  
BILAR, BOHOL

College of Technology and Allied Sciences  
Bohol Island State University  
Zamora, Bilar, Bohol

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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

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

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Legene C. Cabahug  
Rhea Crabajales  
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August 2022

**APPROVAL SHEET**

This feasibility study entitled “**ESTABLISHMENT OF SNACKS CORNER IN POBLACION, BILAR, BOHOL**”, prepared and submitted by Jessa L. Baay, Legene Cabahug, Rhea Crabajales, Rosemarie R. Dumanacal, Nido A. Husay, Gina D. Labonite 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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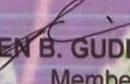
  
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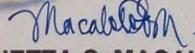
  
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The Researchers

## **ABSTRACT**

This study aimed to know the feasibility of Happy Tanan Snacks corner as a food business in Poblacion, Bilar, Bohol. This study used descriptive method to determine the viability of selling snacks. Based on the result of the survey there is a growing demand for snacks in the said area. Survey questionnaires were chosen as a data collecting instrument because it gathers data faster than any method and convenient among all other instruments. The expected demand and supply indicate an immediate increase in sales. The supply of snacks is not enough to meet the increasing demand in the consumers. Thus, the HAPPY-TANAN SNACKS CORNER wants to increase the supply of snacks in the town. And since the study turns feasible, the HAPPY-TANAN SNACKS CORNER will cater a large scale of consumers. The business will be situated in Purok4 Poblacion, Bilar, Bohol since it has a wide-open space and clearly visible in potential buyers as it is across in Bilar plaza. It was in a form of sole proprietorship for easier and faster creation of business. The researchers recommend such aspects to perform and provide the snack corner business and cater all the needs of every food establishment. The expected average net income forecast is Php109,914, with an average return on investment (ROI) of 137.02 and a payback period of 0.28 months. the business provided benefits to the municipality in the form of permits and licenses. and the proponent has inspired other students to participate in such an endeavor, thus it means the business is feasible.

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## Chapter 1

### THE PROBLEM AND ITS SCOPE

#### INTRODUCTION

##### Rationale

Filipinos are well-known for their culinary skills when it comes to making delicacies. As a matter of fact, Filipinos love to cook delicacies not just for special occasions but also during merienda time, which runs from midmorning and midafternoon, which proves that Filipinos are certified food lovers. Some of the dishes that Filipinos frequently prepare are suman, turon, corndog, and other delicacies. Street foods such as tempura, fish balls, kwek-kwek and isaw are also popular among Filipinos.

According to the study from the Rural Infrastructure and Agro- Industries Division. Street and snack foods are available almost everywhere in the world and have been on sale for thousands of years. In a survey conducted in poorer households in Bangkok it was observed that 67 percent of households cooked only once a day and bought one to two meals of ready- to- eat food street food vendors. The households interviewed explained that street food was more economical than home cooking. (Chung, C. Ritoper, s. & Take Moto, s. 2010). The survey also showed that street foods provide economic opportunities for low- and middle-income people, especially for women. This becomes true especially in economic recessions where people become street food vendors in addition to other jobs they may have.

In the Philippines, street vendors can be spot at the sidewalk, school, bus terminals, public market, churches, and almost everywhere. According to Wine Pico Maccario Estrosas, this way of life is the primary source of income for several Filipinos families. This enables them to sustain their daily needs, send children to school and evaluate their lifestyle. Snacking aids in reducing or preventing hunger, increasing nutrient intake, and a host of other benefits. (Neilsen, 2014). However, for some explanations, snacking may also see to provide nutritient- dense food that isn't offered or supplied during meals (Estrosas 2011).

Municipality of Bilar is a 4rth class municipality in the province of Bohol and it has a large number of populations, with this opportunity the researcher's reason in conducting this study was to determine the feasibility of putting up a snack corner venture in Bilar specifically in Poblacion.

## THE PROBLEM

### Statement of the Problem

The purpose of this study was to determine the feasibility of establishing "Happy-tanan snack corner" in Poblacion Bilar.

Specifically, the study aims to answer the following questions:

1. What is the profile of respondent in terms of?
  - 1.1 Target Market
    - 1.1.1 Age
    - 1.1.2 Gender
  - 1.2. Competitors
    - 1.2.1 Business Age
    - 1.2.2 Monthly Income
  
2. Is the proposed project feasible in terms of the following aspects?
  - 2.1 Market Aspect
  - 2.2 Technical Aspect
  - 2.3 Management Aspect
  - 2.4 Financial Aspect
  - 2.5 Socio- economic Aspect

## **Significance of the study**

This study is conducted to benefit the following:

**Investor:** This study would help the investors to determine the profitability of a business venture.

**Future researcher:** The result of the study, would serve as guide for those planning to make a business-like snacks bar.

**Researchers/ proponent:** The researcher would gain a lot of knowledge and skills that they can apply in their work as a result of conducting the study.

## **RESEARCH METHODOLOGY**

### **Design**

The proponents of this study used a descriptive guide interview research design to achieve their objectives. The researchers used qualitative research method to watch, interact with and comprehend individuals in a natural setting. Open-ended and conversational communication is used to gather data.

### **Environment and Participants**

The proponents conducted the study to illustrate what the study will do, which should reflect the statement of the problem. In order to know if the business is viable.

In computing the number of respondents, proponents decided to use the slovin's formula to get the needed participants.

$$n = N / (1 + Ne^2)$$

$$n = \frac{1656}{1 + 1656(0.10)^2}$$

$$n = 92$$

There were 92 respondents in Bilar, Bohol.

### **Instruments**

Qualitative interviews and questionnaires were used by researchers to acquire data. The questionnaire's content was kept concise and specific to make it easy for respondents to understand and respond. This serves as a tool for capturing and promoting local business prospects.

### **Data Gathering**

The proponents requested permission from researchers' research adviser, chairperson, college dean, campus director, Bilar Municipal Mayor, and Poblacion Bilar Barangay Captain.

### **Scope and Limitation**

The study focused on the snacks establishment as an inquiry-based strategy in Poblacion Bilar near at St. Isidore church and plaza. The study was conducted from August 2021 to August 2022. The data collection was conducted

to 92 respondents in Poblacion Bilar. The study was done through the distribution of questionnaire to the respondents as a survey and reference. By their strategy the researchers were able to know the quantity of their food to be prepare.

### **OPERATIONAL DEFINITION AND TERMS**

The following terms were operationally defined to provide a practical understanding of the words as they were used in the study.

**Snacks.** It is the subject of the study.

**Drinks.** It is a liquid intended for human consumption, In addition to their basic function of satisfying thirst.

**Corndog.** It is a sausage (usually a hot dog) on a stick that has been coated in a batter mixture and deep fried.

**Isaw.** It is a street food, made from grilled chicken intestines with flour and mixed with food coloring.

**Kwek- kwek.** It is made by deep-frying orange batter covered hard-boiled quail eggs.

**Lumpiang kamote.** It is a mashed sweet. potatoes into strips, mixed with sugar and then wrap into lumpia wrapper and fry in deep oil.

**Saging with Lumpiang Wrapper.** It is ripe bananas covered with lumpia wrapper and caramelized with white sugar then fry in deep oil.

**Suman balanghoy.** It is a rice cake that is comprised of grated cassava, brown sugar, and coconut cream. The mixture is wrapped and sealed using banana leaves.

## **Chapter 2**

### **MARKET ASPECT**

This chapter covers the relevant market research data gathered from the survey, which the researchers analyzed and interpreted. It includes a demand analysis as well as historical, current, and forecast demand. It also includes a supply analysis of current and future supply. It also covers demand supply gap analysis, market share, and marketing strategy. The respondents' qualities, preferences, and prospective benefits from HAPPY-TANAN snack corner are of particular importance to the researchers since they can use this information to ascertain whether or not the respondents are willing to avail the snacks corner.

#### **DEMAND ANALYSIS**

##### **Present demand**

The town of Bilar is an interior town northeast of Loboc which is considered as a fifth class municipalities. It is situated 40.9 kilometers from Tagbilaran and is reached from Loboc through the zigzag road often called by the locals as "tinae sa manok". The town of Bilar also rich in natural resources agricultural farming. There are also schools such as Immaculate Mother School (IMS), Central Elementary School, etc., Bilar also has a lot of stores selling food and beverages. There is a huge demand for snacks product particularly delicious foods in that area. Having seen these, the proponents decided to put up a food corner in the town of Bilar

specifically in barangay Poblacion. To cater the never-ending demand of the market.

A market survey of the proposed snacks corner 's target market was done to establish the viability of the demand for the proposed project. The residents of Poblacion Bilar's community were the intended market since Poblacion had the highest population. The data received from the survey was used as the foundation for the analysis of the presented demand in the table below.

Table 1 presents the demographic profile of the respondents who avail the proposed business. It shows that out of 92 respondents, 24 are ranges from 21-30 years old ranked the highest percentage (26%) This shows that there were a lot of consumers between these ages compared to any other age ranges. Those aged between 10-20 ranked the last or have the lowest percentage of all age range. This table also shows that female got the highest percentage in terms of respondent's gender equivalent to 61 % because most of our respondents are female marketers.

Table 1

Demographic Profile of Respondents

Age	Gender		Total	Percentage
	Female	Male		
10-20	9	3	12	13%
21-30	17	7	24	26%
31-40	15	6	21	23%
41-50	3	12	15	16%
51 and above	12	8	20	22%
<b>Total</b>	<b>56</b>	<b>36</b>	<b>92</b>	<b>100%</b>

Table 2 illustrates the preference of community residents who like snacks. As illustrated 99% of the respondents likely prefer to snacks, while 1% oppose. This shows that majority of the respondents like snacks since snacking is viewed primarily as a source of nutrition.

Table 2

## Preference of Community Residents Who Like Snacks

<b>Choices</b>	<b>Frequency</b>	<b>Percentage</b>
Yes	91	99%
No	1	1%
<b>Total</b>	<b>92</b>	<b>100%</b>

Table 3 displays the frequency of the community residents taking snacks every day. Two (2) times a day is the most preferred frequency of the respondents since they are used to doing it, especially at work. with a percentage of 47% while the least is four (4) times a day only got 2%. These gathered data gave an idea to the proponent to know the preferable frequency expected to take snacks every day.

Table 3

## Frequency of the Community Residents Taking Snacks Everyday

<b>Choices</b>	<b>Frequency</b>	<b>Percentage</b>
Once a day	27	29%
Two times a day	43	47%
Three times a day	12	13%
4 times a day	2	2%
others	8	9%
<b>Total</b>	<b>92</b>	<b>100%</b>

Table 4 presents the respondent's basis in choosing snacks. As presented, taste got the highest preference with the percentage of 73% and the lowest is 9% which is the price. This implies that majority of the respondent's basis in choosing snacks is taste since taste is the major influence on food selection.

Table 4  
Respondent's Basis in Choosing Snacks

<b>Choices</b>	<b>Frequency</b>	<b>Percentage</b>
Price	17	18%
Taste	67	73%
Service	8	9%
<b>Total</b>	<b>92</b>	<b>100%</b>

Table 4(a) shows the preference of respondents if they choose taste. 72% of the respondents of taste chose on affordable price with delicious taste since price also emerged as a primary influence in food purchases. and none of the respondents chose expensive with terrible taste as their basis.

Table 4(a)  
Respondent's Preference if they Choose Taste

<b>Taste</b>	<b>Frequency</b>	<b>Percentage</b>
Affordable with Delicious taste	48	72%
Expensive with a delectable flavor	12	18%
Expensive with a Satisfying taste	7	10%
<b>Total</b>	<b>67</b>	<b>100%</b>

Table 4(b) depicts the preference of respondents if they choose price. Affordable price got the highest rank with the percentage of 94% and the lowest got 0% which is the very expensive price.

Table 4(b)

Respondent's preference if they choose price

<b>Prices</b>	<b>Frequency</b>	<b>Percentage</b>
Affordable	16	94%
Expensive	1	6%
More Expensive	0	0%
<b>Total</b>	<b>17</b>	<b>100%</b>

Table 4(c) display the respondent's preference if they choose service. 50% of the respondents of services preferred on delivery because it is one of the simplest ways while take out got 12%.

Table 4(c)

Respondent's preference if they choose service

<b>Services</b>	<b>Frequency</b>	<b>Percentage</b>
Dine in	3	38%
Delivery	4	50%
Take out	1	12%
<b>Total</b>	<b>8</b>	<b>100%</b>

Table 5 reveals the consumer's budget in buying snacks every day. It was found out that the consumer's budget is 21-30 pesos since it is the only amount of respondents can afford. The proponents believe that if the price of snack products being sold would be less costly than usual it will attract more consumers.

Table 5  
Amount of buying products

<b>Amount</b>	<b>Frequency</b>	<b>Percentage</b>
5-15	8	9%
16-20	27	29%
21-30	30	33%
31-40	12	13%
41-50	9	10%
51-60	6	6%
<b>Total</b>	<b>92</b>	<b>100%</b>

Table 6 illustrates the preference of respondents on what types of snacks they usually buy. Turon got the highest rank since it is the most chosen by our respondents with the percentage of 17% and lowest is corn dog only got 4%.

Table 6  
Preference of Respondents on what Type of Snacks They Usually Buy

<b>Food</b>	<b>Frequency</b>	<b>Percentage</b>
Turun	43	17%
Saging with Lumpia wrapper	41	16%
Puto cheese	27	11%
Lumpiang kamote	25	10%
Kwek2	22	9%
Isaw	21	8%
Sandwich with mayonnaise	18	7%
Suman balinghoy	17	7%
Pitche-pitche	16	6%
Pop corn	13	5%
Corn dog	8	4%
<b>Total</b>	<b>251</b>	<b>100%</b>

Table 7 shows the Preference of respondents on what types of beverages they usually buy. Most of the respondents chose gulaman with the percentage of 25% and the lowest is ice water with the percentage of 6%.

Table 7

Preference of Respondents on what Type of Drinks and Dessert they usually Buy

<b>Drinks</b>	<b>Frequency</b>	<b>Percentage</b>
Gulaman	37	25%
Soft drinks	29	20%
Ice Cream	23	15%
Ice Tea	15	10%
Ice Candy	14	9%
Shake	12	8%
Coffee	10	7%
Ice Water	9	6%
<b>TOTAL</b>	<b>149</b>	<b>100%</b>

Table 8 depicts the acceptability of the proposed business of snacks selling in Poblacion, Bilar, Bohol. 79% of the respondents agreed to the proposal since most of the respondents are in favor of putting up a snack corner in the area.

Table 8

Acceptability of the respondents to the proposed business.

<b>Choices</b>	<b>Frequency</b>	<b>Percentage</b>
Yes	72	79%
No	4	4%
Maybe	16	17%
<b>Total</b>	<b>92</b>	<b>100%</b>

## Historical Demand

The town of Bilar has 19 barangays, and the proponents chose Barangay Poblacion, which has a total population of 1656 people according to the 2020 barangay profile. Demand is expected to rise as the economy improves and the population continues to grow in this area.

The table below shows the total population of Poblacion Bilar Bohol. It showed that the year 2020 have the greatest growth, with the population of 1656. And the least is in the year 2016 only 1550.

Table 9

Total Population of Poblacion Bilar Bohol from 2016 to 2020

<b>Year</b>	<b>Population</b>
2016	1550
2017	1585
2018	1603
2019	1609
2020	1656

*Source: Poblacion Bilar Barangay Hall*

The table below present the target market. As presented, year 2020 got the highest target market with the amount of 1,308 and the lowest is 1,225 in year 2016.

Table 10  
Target market

Year	Population	Percentage of Target market	Target Market
2016	1550	79%	1225
2017	1585	79%	1252
2018	1603	79%	1266
2019	1609	79%	1271
2020	1656	79%	1308

*Source: Poblacion Bilar Barangay Hall*

Table 11 illustrate the historical demand for the past five years. As illustrated the demand was increasing.

Historical Demand = target market x frequency in buying (2) x average purchase of customer in peso(15) / average selling price cost(18) x 360 days

Year	Population 79%	Frequency in buying	Answers	Average Purchase of Customer in Pesos	Sales	Average Selling price	Daily Projected Demand in Quantity	Yearly Projected Demand In Quantity
2016	1,225	2	2,449	15	36,735	18	1,994	717,948
2017	1,252	2	2,504	15	37,565	18	2,039	734,160
2018	1,266	2	2,533	15	37,931	18	2,062	742,497
2019	1,271	2	2,542	15	38,133	18	2,070	745,276
2020	1,308	2	2,616	15	39,247	18	2,131	767,046

Table 12 indicates the demand average. As indicated, the highest increase of demand is in year 2020 with the amount of 21,770 and the lowest is 2,779 in year 2019.

Table 12  
Demand Average Increase

<b>Year</b>	<b>Demand</b>	<b>Increase</b>
2016	717,948	
2017	734,160	16,212
2018	742,497	8,337
2019	745,276	2,779
2020	767,046	21,770
<b>Average</b>		<b>12,275</b>

### **Projected demand**

The average arithmetical approach is used to calculate the projected demand based on historical demand. The table below depicts the historical demand of the community population that might be snack consumers from 2016 to 2020.

Table below depicts the actual demand based on the population of Poblacion, Bilar, Bohol. The probable increase of demand each year is based on average increase which is 12,275. The data below shows that there is increase of demand in the year 2021.

The increase of the demand based on average increase on the previous years, it indicated the increase in the projected demand in the next five (5) years

from 2021 to 2025. This shows a positive projection for the success of the proposed business.

Table 13

Projected Demand in Poblacion Bilar for the year 2021-2025

<b>Projected Year</b>	<b>Historical Demand</b>	<b>Increase</b>	<b>Projected Demand</b>
2021	767,046	12,275	779,321
2022	779,321	12,275	791,595
2023	791,595	12,275	803,870
2024	803,870	12,275	816,145
2025	816,145	12,275	828,419

## **SUPPLY ANALYSIS**

### **Present supply**

Table 14 shows the historical supply, the competitor's monthly production of snacks is increasing each year from 2016-2020.

Based on the survey questionnaire made by the researchers on respective competitors, there were just 5 competitors of snacks corner. The present supply of snack corner is insufficient to meet the demand for snacks in Poblacion Bilar Bohol. This demonstrates that setting up a snack corner is feasible.

Lists below are the 5 competitors operating snacks corner in Poblacion Bilar.

Pacita Jumawid. Selling homemade product like Vege-ball, Banana-turon, Pinay-pay and Gulaman.

Bubbles. Snacks corner selling fries, hotdog, chicken nuggets and drinks. near jojies.

Fe Bagolo. Within the Poblacion Bilar public market. selling alupe, puto balinghoy, puto bugas and moron.

Roslina Ceroy. Selling alupe outside in Bilar public market.

Angels Hamburger. Situated in Poblacion Bilar. the key they were successful in the market was because of their buy 1 take 1 deal.

Table 14  
Historical Data of Supply  
Competitors Daily

<b>List of Competitors</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>
Pacita Jumawid	75	76	78	80	85
Fe Bagolos	80	83	85	90	96
Rosalina Ciroy	65	66	68	70	78
Angel's Burger	300	302	308	315	318
Bubbles	190	193	196	200	203
<b>Total</b>	<b>710</b>	<b>720</b>	<b>735</b>	<b>755</b>	<b>780</b>

*Source: Actual Interview*

## Historical Supply

Table 15 Shows the historical supply of snacks from 2016-2020. It shows that year 2020 got the highest production of snacks which is 780 and the lowest is 710 in year 2016.

Table 15

Estimated Supply in Barangay Poblacion of Bilar for the Past Five Years

<b>Year</b>	<b>Estimated Supply</b>	<b>Days</b>	<b>Yearly Estimated Supply</b>
2016	710	360	255,600
2017	720	360	259,200
2018	735	360	264,600
2019	755	360	271,800
2020	780	360	280,800

Table 16 Represent the average of supply in the said location for the fast five years, 2020 got the highest increase of 9000 and the lowest increase is 3,600.

Table 16

Historical Data

<b>Year</b>	<b>Yearly Estimated Supply</b>	<b>Increase</b>
2016	255,600	
2017	259,200	3,600
2018	264,600	5,400
2019	271,800	7,200
2020	280,800	9,000
<b>Average</b>	<b>266,400</b>	<b>6,300</b>

## Projected Supply

Table 17 shows that the year 2025 has the largest demand rise to 312,300 while the year 2021 has the lowest percentage increase of 287,100. The supply demand was calculated using the average arithmetical approach. The expected supply difference between 2016 and 2020 is 25,200 divided by the total number of years, which is 4, resulting in a projected supply increase 6,300.

Below is the presentation in computing the projected supply for the year 2021-2025.

Table 17

Projected supply in Barangay Poblacion of Bilar for the Year (2021-2025)

<b>Year</b>	<b>Estimated Supply</b>	<b>Increase</b>	<b>Projected Demand</b>
2021	280,800	6,300	287,100
2022	287,100	6,300	293,400
2023	293,400	6,300	299,700
2024	299,700	6,300	306,000
2025	306,000	6,300	312,300

## Demand-Supply Analysis

The projected demand supply gap analysis over the next five years is shown in Table 18. For years to come, there will be a constant need of supply. The year 2025 has the largest estimated proportion of unsatisfied market, with 77,196 respondents while the year 2021 has the lowest with 73,825 respondents. The suggested business will focus on the percentage of dissatisfied customers.

Table 18

Projected Demand Gap Analysis of snack bar establishment 2021-2025

Year	Projected Demand	Projected Supply	Demand-Supply Gap	Percent Unsatisfied
2021	779,321	287,100	492,221	63%
2022	791,595	293,400	498,195	63%
2023	803,870	299,700	504,170	63%
2024	816,145	306,000	510,145	62%
2025	828,419	312,300	516,119	62%

### Market Share

Table 19 present the percentage catered by the proponents.

Table 19

Expected Proponents Capacity

Year	Demand-Supply Gap	Acceptance Factor (79%)	Expected proponents share only 18%
2021	492,221	388,854	88,600
2022	498,195	393,574	89,675
2023	504,170	398,294	90,751
2024	510,145	403,014	91,826
2025	516,119	407,734	92,901

Market share is derived by computing the formula:

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

Where:

Proponents Production Capacity- Gap/ Unsatisfied demand or percentage of the gap the  
proponents can cater competitors supply capacity- projected supply

The proponents used the given formula above to get the percentage for the market share. The computed data shown in the table below.

Table 20 shows the market share for the year 2021-2025. As shown in the table below that 2021 is the highest market share equivalent to 25.53% and the lowest is in the year 2025 with the percentage of 24.84%.

Table 20  
Market Share for the Year 2021-2025

Year	Competitors Supply Capacity(A)	Proponents Production Capacity(B)	A+B	Market Capacity of the proponents
2021	287,100	88,600	375,700	23.58%
2022	293,400	89,675	383,075	23.41%
2023	299,700	90,751	390,451	23.24%
2024	306,000	91,826	397,826	23.08%
2025	312,300	92,901	405,201	22.93%
<b>Average</b>	<b>299,700</b>	<b>90,751</b>	<b>390,451</b>	<b>23.25%</b>

### Marketing Mix

The marketing program plays an important in improving the business, maximizing revenue, and promoting the business product. The business used advertising and positioning strategies in order to increase sales.

## Product

The study focused on snacks and how to sell them to the location's target market. Snacks should be more appealing and presentable to customers than they expect. This proposed business produced a homemade product in which innovation can be apply.

Figure 1 presents the products of Happy-Tanan snacks corner. A. Suman Bulanghoy (Casava Suman), B. Lumpiang Kamote (Sweet Potato Lumpia), C. Puto Cheese, (steamed cake served with a toppings of cheese) D. Saging with Lumpia Wrapper (banana lumpia), E. Turon (snack made from cassava filled with banana), F. Sandwich with mayonnaise (food consisting of two pieces of bread with mayonnaise), G. Corndog (Hotdog Coated with Flour), H. Isaw (grilled Chicken Intestines Skewered on a Stick), I. Kwek-Kwek (Boiled Quiled Eggs Coated with an Orange batter) J. Popcorn (Papkorn), K. Piche-Piche (cassava roll).



Figure 1. Snacks

Figure 2 Present the Drinks and Desserts of Happy-Tanan snacks corner.

A. Gulaman (Flavored Gelatin), B. Shake (smoothie drink), C. Ice Tea (cold tea),  
D. Soft Drinks (carbonated beverage), E. Ice Water (tubig bugnaw), F. Ice Cream  
(Sorbetes), G. Coffee (Kape), H. Ice candy (freezie).

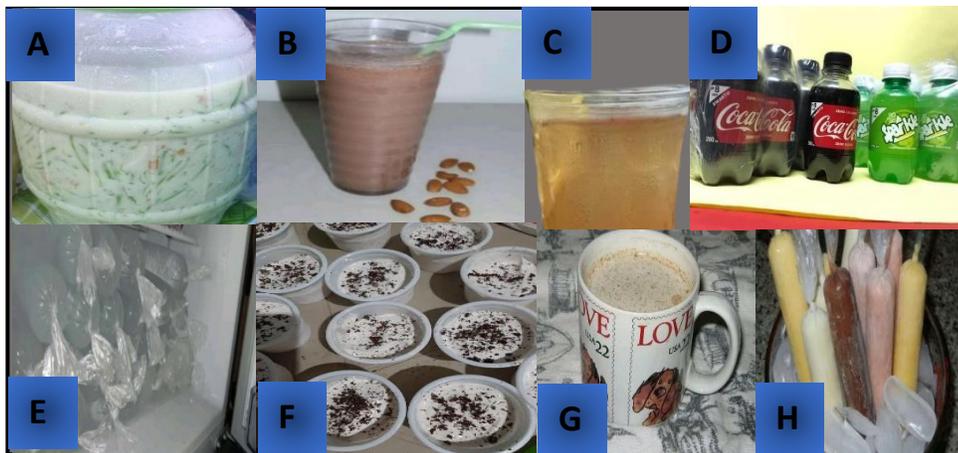


Figure 2 Drinks and Desserts

### Pricing

The pricing is based on the cost of ingredients, but the proponents also examine the prices of competitors' products. If the items are much more expensive than competitors. The proponents will adjust and cut price to compete effectively with the competitors.

Table 21 present the pricelist of the products.

Table 21

## Price List

<b>PRODUCT</b>	<b>PRICE</b>
Suman bulanghoy	5
Lumpiang kamote	10
Puto cheese	5
Saging with lumpia wrapper	5
Sandwich withn mayonnaise	10
Corndog	8
Isaw	10
Kwek-kwek	12
Popcorn	5
Pitche-pitche	10
Gulaman	5
Shake	35
Ice tea	5
Soft drinks	13
Ice water	2
Ice cream	12
Coffee	13
Ice candy	5

**Place**

A happy- tanan snack corner is located in front of the waiting shed close to Bilar public plaza, which is in front of the parish church of St. Isidore the Farmer.

**Promotion**

Promotional techniques are a way to sell a product in many ways. Visual advertising has been shown to improve sales. The proponent provided and used an internet platform for posting and ordering products such as creating Facebook page, also using tarpaulins, and providing free delivery within the Bilar area. On

The soft opening day, the proponents will provide buy one, get one deals on select items, as well as freebies to the first twenty customers.

Figure 3 shows the promotional strategy of the business where in the left depicts the tarpaulin while on the right is the facebook page of the business.

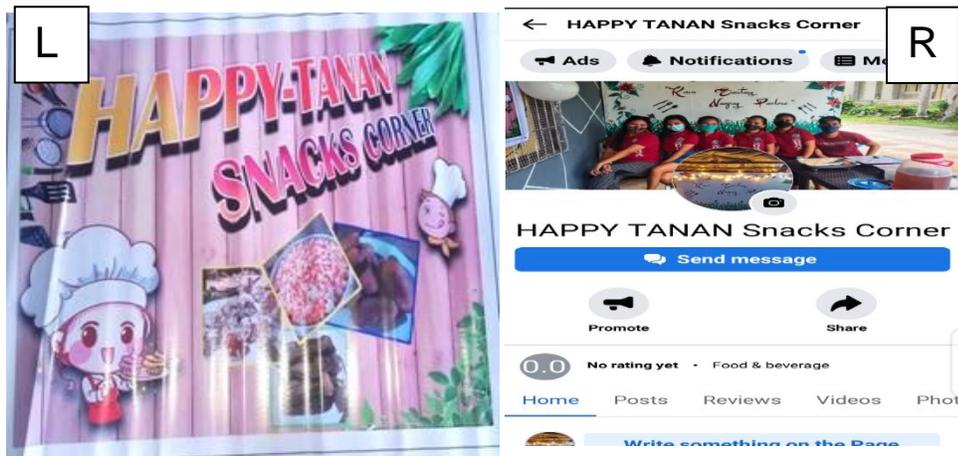


Figure 3 Promotional Strategy

## **Chapter 3**

### **TECHNICAL ASPECT**

The project's suggested business operation flow, technicalities, and basic structure were all discussed in this chapter. This section also featured the proponent's business schedule, location, and description, as well as the nearby map, store description, business perspective, and business flow plan.

This chapter also covers the prospective business's overall expenses, including the bill of materials, maintenance, incidental expense, supplies and purchases, labor expense, utilities, and legal paperwork.

#### **Business offering**

The Happy-tanan snacks corner offered delicious and reasonably priced items as well as excellent service. This encouraged customer to purchase products such as snacks and palamig based on their financial capacity.

#### **Business Process**

Happy –tanan snacks corner selling snacks. The processing of happy–tanan snacks will be done through home-made. Purchase the components, get the kitchen tools and supplies ready, then measure, combine, and make the product. Serve the delicious food and render excellent services and collect payment.

Figure 4 illustrates the flow of the process and services of the business.

### Process flow diagram

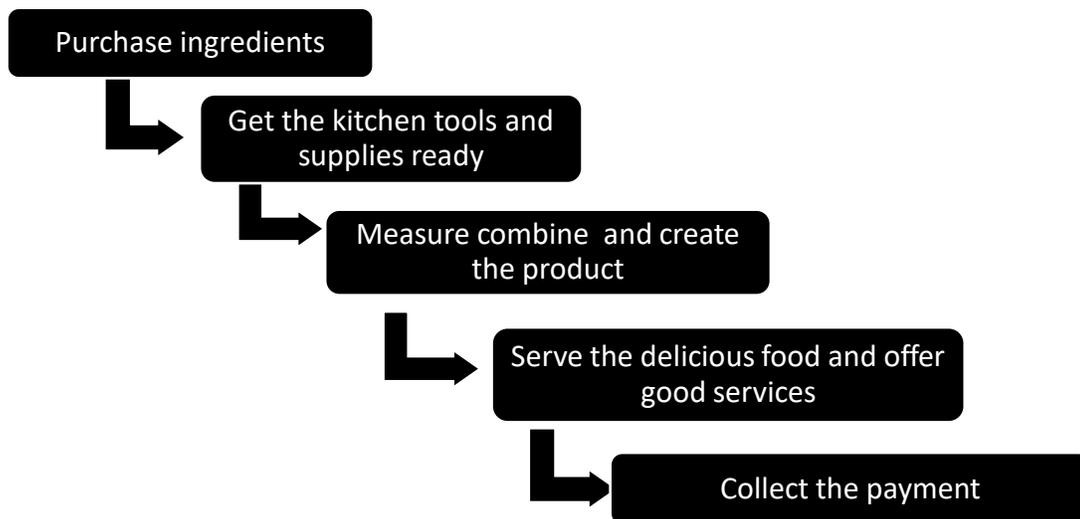


Figure 4. Process and Services Diagram

The seller will make sure that the potential buyers can choose the best quality of snacks. To achieve this, the seller will purchase fresh ingredients. Prepare the necessary kitchen equipment and materials, measure combine and create the product then serve the delicious food and offer good services then collect then payment.

### Business Schedule

The business is open every day, the operating hours start 9:00 in the morning starting with cleaning the area and display the products in front and will be closed at 5:00 in the afternoon. The proposed business will operate and entertain customers within 8 hours a day.

## Location

The snacks corner will be in Poblacion, Bilar, Bohol. It is near in Poblacion Bilar church, plaza, and public market. It is 41 kilometers away from Tagbilaran City and it is interior town northeast of Loboc, Bohol. It is also the home of Bilar man-made forest, a well-known tourist destination in Bohol. Figure 5 show the location of the town of Bilar.



Figure 5. Location map

## Vicinity Map

The vicinity map sketches the proposed site of the specific landmark.

Figure 6 present the vicinity map of the proposed business, that shown in the next page.

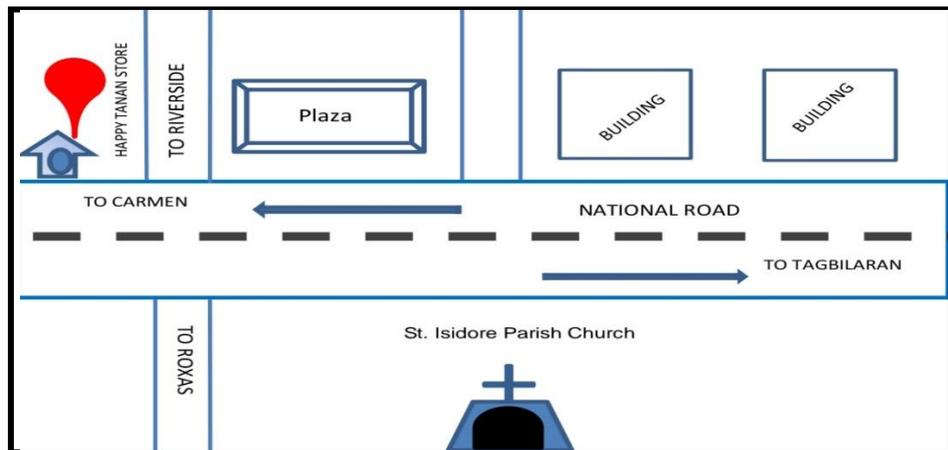


Figure 6. Vicinity Map

## Building

The refrigerator and this facility are both rented, however the costs associated with the utilities are not included.

Table 22 shows the rental expense of happy tanan snacks corner.

Table 22

### Rental Expense

	Monthly	Yearly
Refrigerator rental	300	3,600
Space Rental Expense	500	6,000
<b>Total</b>		<b>9,600</b>

## Lay Out

A project plan is a comprehensive document that guides a project team during the execution stage of a project. Figure 7 depicts the display and dining area of Happy-Tanan snacks corner.

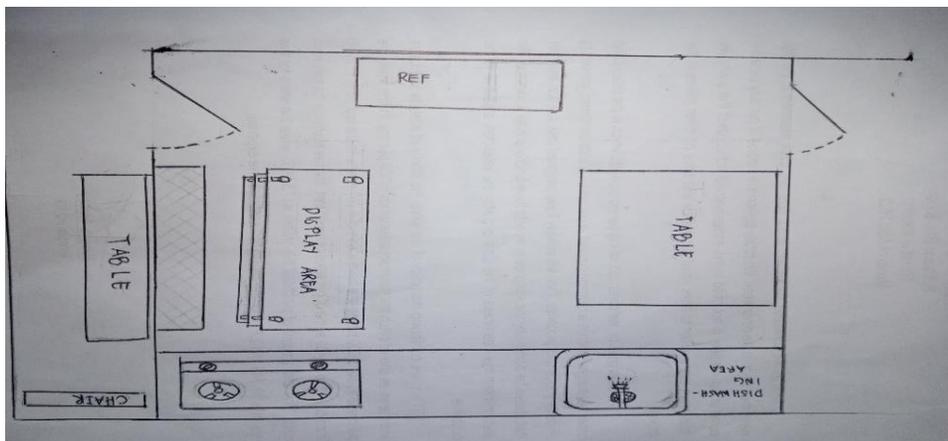


Figure 7. Lay Out Plan

## Furniture and Fixtures

The table below depicts the furniture and fixture expenses of Happy-Tanan Snacks Corner.

Table 23

### Total Cost of Furniture and Fixtures

Description	Amount	Unit Price	Useful Life	Depreciation
Stall/extension	3,170	3,170	60	52.83
<b>Total</b>				<b>52.83</b>

## Tools and Equipment/ Utensils

This could be the tools and equipment to be use in preparing the product and maintaining the cleanliness of the store.

Table 24  
Tools and Utensils

Description	Quantity	Unit	Unit Cost	Total	Useful lifespan in months	Depreciation
Mixing Bowl	5	Pc	120	600	60	10.00
Scissor	3	Pc	50	150	60	2.50
Super Kalan	2	Pc	1550	3,100	60	51.67
Pan	3	Pc	320	960	60	16.00
Gulaman container	4	Pc	100	400	60	8.33
Puto Cheese molder	2	Doz	60	120	60	6.67
Ladle	4	Pcs	20	80	60	2.00
Measuring Spoons/cups	2	Set	56	112	60	1.33
Sifter	5	Pc.	79	395	60	1.87
Steamer	2	Pc.	450	900	60	6.58
Hand mixer	2	Pc.	300	600	60	15.00
Sauce Container	6	Pcs	50	300	60	10.00
Plate	1	Doz	420	420	60	5.00
Tong	3	Pc.	50	150	60	7.00
Knife	4	Pc.	50	200	60	2.50
Thermos	2	Pc.	285	570	60	3.33
Food Tray	11	Pcs	50	550	60	9.50
kettle	2	Pcs.	300	600	60	9.17
Blender	2	Pcs	900	1,800	60	10.00
Broom	5	Pc.	30	150	60	2.50
Dustpan	5	Pc.	55	275	60	4.58
Trash Can	6	Pcs	326	1,956	60	32.60
Grater	5	Pc	100	500	60	8.33
Ice crusher	2	Pc.	2,400	2,400	60	40.00
<b>Total</b>				<b>17,288</b>		<b>288.13</b>

## Leasehold Improvements

The table below shows the expenses for the renovation or improvements of the store.

Table 25  
Leasehold Improvements

<b>Description</b>	<b>Quantity</b>	<b>Unit</b>	<b>Unit Cost</b>	<b>Total</b>
Floor mat	6	Meter	100	600
Paint	1	Gallon	459	918
Paint Roller	2	Pcs.	50	100
Labor	1	Day	400	400
<b>Total</b>				<b>2,018</b>

## Store Supplies

The table below shows the needed store supplies of Happy-tanan Snacks Corner.

Table 26  
Store Supply

<b>Description</b>	<b>Unit</b>	<b>Quantity</b>	<b>Unit Price</b>	<b>Total</b>
Super kalan	Tank	30	400	12,000
Cellophane	Pack	20	50	1,000
Firewood	Bdl	300	50	15,000
<b>Total</b>				<b>28,000</b>

## Office Supplies

Supplies are items that aid in the operation of your business good for 1 year. These include items such paper, pens, columnar book etc. The table below shows the supplies for the recording every transaction.

Table 27

### Office Supply

Description	Quantity	Unit	Unit Cost	Total
Ball pen	2	Box	192	384
Columnar	8	Pcs.	40	320
White ink (liquid eraser)	5	Pcs.	30	150
Record book	2	Pc.	300	600
Calculator	1	Pc.	150	150
<b>Total</b>				<b>1,604</b>

Table 28 to 32 illustrate the advertisement, utilities, transportation, and legal requirements expenses of happy-tanan snacks corner.

Table 28

### Advertisement Expenses

Description	Quantity	Unit	Unit Cost	Total
Tarpaulin	2	Pc.	125	250
<b>Total</b>				<b>250</b>

Table 29

## Utilities expense

	<b>Monthly</b>	<b>Yearly</b>
Electricity	500	6,000
Water bill	200	2,400
<b>Total</b>		<b>8,400</b>

Table 30

## Transportation

	<b>Monthly</b>	<b>Yearly</b>
Transportation	240	2,880
<b>Total</b>		<b>2,880</b>

Table 31

## Legal Requirements

<b>Description</b>	<b>Amount</b>
Barangay Clearance	50
Police Clearance	75
Business Permit	720
Fire Clearance	500
Health Card	100
<b>Total Cost</b>	<b>1,445</b>

Table 32

## Cost of DTI Registration

<b>Description</b>	<b>Amount</b>
DTI Registration	500
<b>Total Cost</b>	<b>500</b>

**Waste Disposal**

The proponents will practice the proper segregation and waste disposal. In our snack bar we have three (3) trash cans the biodegradable, non-biodegradable and hazardous.

## Chapter 4

### MANAGEMENT ASPECT

#### Legal Form of Business Organization

This snack corner is basically a sole proprietorship. This is owned, managed and control by a single person. All capitalization that is needed in this business shall be shouldered by the owner. The business owner will hire one additional employee/ sales worker.

#### Organizational Chart

An organizational chart shows the internal structure of an organization or business. Figure 8 below present the Organizational Chart of the proposed business.

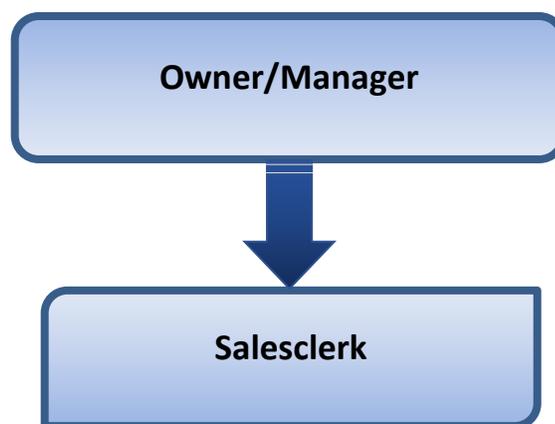


Figure 8. Organizational Chart

## Responsibility Matrix

Table 33 shows the responsibility matrix which comprises the position, salary and benefits, qualification and responsibility of the business personnel.

Table 33

Responsibility Matrix

<b>Position</b>	<b>Qualification</b>	<b>Responsibility</b>	<b>Salary and Benefit</b>
Owner/ Auditor/ Purchaser/ Cashier/  Product maker/	<ul style="list-style-type: none"> <li>• Flexible and with sense of responsibility</li> <li>• Must have organizational skills, problem solving skills and leadership skills</li> </ul>	<ul style="list-style-type: none"> <li>• In charge of auditing cash.</li> <li>• Purchased all the needed materials and suppliers for the operation.</li> <li>• Responsible for collecting received payment.</li> <li>• In charge of making and cooking products.</li> </ul>	
Salesclerk/ Bookkeeper/ Inventory controller/	<ul style="list-style-type: none"> <li>✓ Excellent Verbal Communication</li> <li>✓ Ability to approach and interact others</li> <li>✓ Must have a knowledge, skills and experience</li> </ul>	<ul style="list-style-type: none"> <li>❖ In charge of assisting customer in the store.</li> <li>❖ Counts the remaining product items/Keeping tracks of the business operations and keep records on all business transaction.</li> </ul>	Php 10,980.00 per month  Plus: 13 <sup>th</sup> month pay SSS, PhilHealth, Pag-ibig

## Labor Requirements

This is the monthly salary of the employee, less the employee shares on their contribution. Plus, the 13<sup>th</sup> month pay of the employee. Table 34 shows the annual salaries. The computation of the annual salary of employee can be seen in schedule 15.

Table 34  
Labor Requirements

<b>Salaries Expense</b>	<b>No. of workers</b>	<b>Daily</b>	<b>Monthly</b>	<b>Annual</b>
Salaries	1	366	10,980	133,800
<b>Total</b>				<b>133,800</b>

## Employee Benefits and Management Policies

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

Table 35  
Monthly Contribution

<b>Employee Benefits</b>	<b>Employer Contribution</b>	<b>Employee Contribution</b>
SSS	945	495
Pag-Ibig	100	100
PhilHealth	150	150
<b>Total</b>	<b>1,195</b>	<b>745</b>

### **Hiring of Employees**

As the owner of the proposal business the proprietor will be the one who hire and select the employee.

### **Training of Employees**

Only the owner will train and orient the employee. It also informs the employee about its position and task. Together with the rule and regulations.

### **Termination of Employees**

Employee termination occurs when an employee violates a rule, such as being absent without leave, terminating a contract, or any other serious breach harmful behavior towards customers or theft from company property.

### **Project Time table**

The proponents prepare the feasibility study in June, during the month of July the proponents work on raising capital to start the proposed business this time. The proponents concentrate on obtaining permits and licenses for business, renovating shops, and buying supplies and materials in August. Following that, the business open in September. The table below is the systematic flow of the project.



## **Chapter 5**

### **FINANCIAL ASPECT**

This study exhibits the different estimations, assumption, evaluation, and assessment of the project to determine the ability to generate income of the proposed business.

#### **Major Assumptions:**

##### **Revenue Assumptions**

- Sales were on cash basis. The main source of revenue was sales from snacks.
- The sales expected to increase by 4.5% annually due to price inflation.

##### **Expense Assumptions**

- Inventory is at 4.5% of gross sales of prior years.
- Selling and administrative expense will increase 4.5% annually.
- Salaries are based on minimum wage which is 366 per day.

##### **Asset**

- Stall, tools and utensils are considered to be the researchers fix asset.

##### **Liabilities**

- The proposed business has no liabilities incurred.

## Equity

- The capital of the business financed by the proprietor.

## Others

- All computation was rounded off to the nearest peso.

## Total Project Cost

The table below depicts the total project cost of the business

Table 37  
Total Project Cost

	Amount	Total
<b>A. Pre-Operation Cost</b>		
Business Plan	1,000	
Permits and Licenses (schedule 13)	1,945	
Promotion (Schedule 4)	250	
<b>Sub Total</b>		<b>3,195</b>
<b>B. Fixed Assets Requirements</b>		
Tools (Schedule 7)	17,288	
Furniture and Fixture (Schedule 5)	3,170	
<b>Sub Total</b>		<b>20,458</b>
<b>C. Working Capital Requirements (1 Month)</b>		
Total Purchases (Schedule 2)	21,950	
Salaries (Schedule 14)	10,980	
Government Standard Salary Payable (Table 34)	1,195	
Office (Schedule 9)	134	
Utilities (Schedule 11)	700	
Rental (Schedule 4)	800	
Store Supplies (Schedule 8)	2,333	
Leasehold Improvements (Schedule 6)	2,018	
Transportation (Schedule 12)	240	
<b>Sub Total</b>		<b>40,350</b>
<b>Total</b>		<b>64,003</b>

**Source of financing**

The proponent owner will be the main source of financing of the proposed Snacks corner establishment. As a sole proprietor of this business, I will receive all the fruits of this business.

**Projected Financial Statements**

Projected Financial statements incorporate current trends and expectations arrive at a financial picture that management believes it can attain as of a future date. At a minimum, projected financial statements will show a summary-level income statement and balance sheet. This information is typically derived from a revenue trend line, as well as expense percentages that are based on current proportions of expenses to revenues. Projections are based on financial modeling techniques and provide the answers to questions that may come from lenders, investors and other business stakeholders.

<b>PARTICULAR</b>	<b>YEAR 1</b>	<b>YEAR 2</b>	<b>YEAR 3</b>	<b>YEAR 4</b>	<b>YEAR 5</b>
Sale (Schedule 1)	794,978	843,862	892,417	943,622	997,630
Less: Cost of Goods Sold					
Beginning Inventory		23,706	24,912	26,192	27,527
Purchases (Schedule 2)	526,810	553,602	582,036	611,720	644,139
Total Goods Available for sale	526,810	577,308	606,948	637,912	671,666
Less: Inventory End	23,706	24,912	26,192	27,527	28,986
Total Cost of Goods sold (schedule 3)	503,103	552,396	580,757	610,384	642,680
Gross Profit	291,875	291,466	311,660	333,238	354,950
Less: Expenses					
Advertisement (schedule 10)	-	261	273	285	298
Utilities expense (schedule 11)	8,400	8,778	9,173	9,586	10,017
rental Expense (schedule 4)	9,600	10,032	10,483	10,955	11,448
Salaries Expense (schedule 14)	133,800	133,800	133,800	133,800	133,800
Office Supply (schedule 9)	1,604	1,676	1,752	1,830	1,913
Transportation (schedule 12)	2,880	3,010	3,145	3,278	3,434
Permits and licenses (Schedule 13)	-	2,033	2,124	2,220	2,319
Leasehold improvements (Schedule 6)	2,018				
Store supply (schedule 8)	28,000	29,260	30,577	31,953	33,391
Sss (schedule 15)	11,340	11,340	11,340	11,340	11,340
Phil health (schedule 15)	1,800	1,800	1,800	1,800	1,800
Pag- ibig(Schedule 15)	1,200	1,200	1,200	1,200	1,200
Depreciation Expense (schedule 16)	341	341	341	341	341
Total Expenses	204,178	203,531	206,008	208,596	211,302
Net Profit	<b>87,697</b>	<b>87,935</b>	<b>105,652</b>	<b>124,642</b>	<b>143,648</b>

**HAPPY-TANAN SNACKS CORNER**  
**STATEMENT OF CASH FLOW FOR FIVE (5) YEARS**

PARTICULAR	PRE- OPERATION	Year 1	Year 2	Year 3	Year 4	Year 5
Cash flow from Operating CASH INFLOWS						
Cash Sales (Schedule 1)		794,976	843,862	892,417	943,622	997,630
Total Cash Inflows		794,976	843,862	892,417	943,622	997,630
CASH OUTFLOWS						
Purchases (Schedule 2)		526,810	553,602	582,036	611,720	644,139
Add: Expenses						
Selling and Administrative		200,642	203,190	205,667	208,255	210,961
Total Cash Outflows		727,452	756,792	787,703	819,975	855,100
<b>Net Cash Flow from Operating</b>		<b>67,526</b>	<b>87,070</b>	<b>104,714</b>	<b>123,647</b>	<b>142,530</b>
<b>Cash flow from financing Act</b>	64,003					
Owner's Equity						
Cash flow from investing						
Less: Fixed Investment	20,458					
Pre- operation	3,195					
Net Cash Flow from Financing Act	<b>40,350</b>					
Add: Beg. Balance		40,350	107,877	194,947	299,661	423,308
Ending Balance	<b>40,350</b>	<b>107,877</b>	<b>194,947</b>	<b>299,661</b>	<b>423,308</b>	<b>565,838</b>

**HAPPY-TANAN SNACKS CORNER**

**BALANCE SHEET**

	Pre-operation	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
<b>ASSETS</b>						
Current Assets						
Cash	40,350	107,877	194,947	299,661	423,308	565,838
Inventory		23,706	24,912	26,192	27,527	28,986
<b>Total Current Assets</b>	<b>40,350</b>	<b>131,583</b>	<b>219,859</b>	<b>325,852</b>	<b>450,835</b>	<b>594,824</b>
Non-current Assets						
Fixed Investment	20,458	20,458	20,117	19,776	19,435	19,094
Less: Depreciation		341	341	341	341	341
Net Fixed investment	20,458	20,117	19,776	19,435	19,094	18,753
Pre- operation	3,195					
<b>Total Non- current Assets</b>	<b>23,653</b>	<b>20,117</b>	<b>19,776</b>	<b>19,435</b>	<b>19,094</b>	<b>18,753</b>
<b>Total Assets</b>	<b>64,003</b>	<b>151,700</b>	<b>239,635</b>	<b>345,287</b>	<b>469,929</b>	<b>613,577</b>
<b>LIABILITIES AND OWNER'S EQUITY</b>						
Owner's Equity						
Capital	64,003	64,003	151,700	239,635	345,287	469,929
Profit/Loss		87,697	87,935	105,652	124,642	143,648
<b>Total Liabilities and owner Equity</b>	<b>64,003</b>	<b>151,700</b>	<b>239,635</b>	<b>345,287</b>	<b>469,929</b>	<b>613,577</b>

## Financial Analysis

**Return on Investment (ROI)** or return on costs is a ratio between net income and investment. A high ROI means the investments gains compare favorably to its cost.

Based on the result, the business shows increasing percentage from first year to fifth year of operation with an average ROI 171.73, thus the proposed business implies a positive result which is good for the venture.

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

	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
Net Income	87,697	87,935	105,652	124,642	143,648
Cost of investment	64,003	64,003	64,003	64,003	64,003
<b>ROI</b>	<b>137.02</b>	<b>137.39</b>	<b>165.07</b>	<b>194.74</b>	<b>224.44</b>

**Payback Period** is the length of time it takes to recover the cost of an investment or the length of the time an investor needs to reach a breakeven point.

The analysis below implies that the proposed business may take 7 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	64,003	64,003	64,003	64,003	64,003
Cash flow per year	107,877	194,947	299,661	423,308	565,838
Payback period	0.59 7 month	0.33 4 month	0.21 3 month	0.15 2 month	0.11 1 month

### Break- even Analysis

**Break-even Point** shows the number of peso sales in peso and units produced in the proposed business be able to meet so that it would operate neither loss or gain.

The break-even in peso indicates that the business must take an average of 532,667 so that there is no gain or loss.

The proposed business must take an average of 54,302 in units to be sold to ensure no profit nor gain.

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

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

	Year1	Year2	Year 3	Year 4	Year 5
Fixed Cost	163,294	160,545	161,088	161,656	162,249
CMR	0.32	0.29	0.30	0.30	0.31
<b>BEP in Peso</b>	<b>517,211</b>	<b>545,227</b>	<b>538,943</b>	<b>532,809</b>	<b>529,146</b>
CMU	2.83	2.77	2.94	3.12	3.29
<b>BEP in Unit</b>	<b>57,643</b>	<b>57,940</b>	<b>54,806</b>	<b>51,849</b>	<b>49,275</b>

**Contribution Margin** shows you the aggregate amount of revenue available after variable costs to cover fixed expenses and provide profit to the business. To get the contribution margin ratio sales divide contribution margin.

$$\text{Contribution Margin Ratio} = \frac{\text{sales}}{\text{Contribution Margin}}$$

	<b>Year1</b>	<b>Year2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
Sales	794,978	843,862	892,417	943,622	997,630
Less: Variable Cost	543,987	595,381	625,676	657,325	691,733
Contribution Margin	250,991	248,481	226,741	286,297	305,897
<b>CM Ratio</b>	<b>0.32</b>	<b>0.29</b>	<b>0.30</b>	<b>0.30</b>	<b>0.31</b>

## Chapter 6

### SOCIO ECONOMIC STUDY

Economic feasibility studies analyze the relation between the costs and benefits of a project. The proposed business offers social, and economic benefits. The government and the proponent of the social business gain from the development of the said firm.

Business improves the quality of life as it provides high-quality goods and service to the people required for their employment, comfort, and health. A business offers employment opportunities to the people by which they can generate income and improve the quality of life.

This project will benefit the properties and the residents of barangay Poblacion and other near barangays as well as the Municipality of Bilar.

- a. The Happy-tanan Snacks Corner will pay for the registration and permits, which is advantageous to the Barangay and also to the community.
- b. The suppliers of the ingredients will be benefited for they can earn more income on their profit through the proposed business.
- c. Hiring employees.

## **Chapter 7**

### **SUMMARY OF FINDINGS, CONCLUSIONS AND RECOMMENDATIONS**

This chapter presents the summary of findings, conclusions, and recommendations drawn from the findings.

#### **Summary of Findings**

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

As to Market Aspect, the Happy-Tanan snack corner is viable in terms of marketing. Students, drivers, passengers, passers-by, and residents of Poblacion Bilar and adjacent barangays are the target market. According to a survey, 79 percent of respondents are willing to avail the suggested snack corner, and there was a significant demand for snacks totaling 779,321 while only 266,400 were available. And the demand gap is 492,221, but we only catered 88,600 people, or 18 % of the demand gap. Even though we have competitors, there is such a high demand that our current competitors are unable to meet all the needs of their customers that opening a snack corner is viable.

As to Technical Aspect, the proposed snack corner is also viable. This is due to the project's strategic position, which is just across from the Bilar plaza and next to the Poblacion Bilar church and public market, where most of the target market will pass and find a convenient way to satisfy their hunger. Aside from the

fact that it is in an area with a lot of businesses, the planned firm would use high-quality and easily available machinery, equipment, and ingredients.

As to Management Aspect, the proposed firm is a sole proprietorship, which creates no conflict because it is simple to run and does not require many employees. It merely necessitates multitasking and time management.

As to Financial Aspect, the proposed business's start-up capital is Php 64,003 which will be paid entirely by the owner's own resources. The expected average net income is Php 109, 915, with an average return on investment of (ROI) 137.02 and 0.28 payback period.

As to Socio-Economic Aspect, happy-Tanan snack corner has served travelers, drivers, and by-passers with snacks, and it is conveniently located for those in the area. Similarly, the business provided benefits to the municipality in the form of permits and licenses.

## **Conclusion**

Based on the findings of the study, the researchers made the following conclusions:

As a result of our findings, the Happy-Tanan snacks corner is viable in terms of marketing. Even with competitors, there is a high demand, which our existing competitors cannot supply. Because of the project's ideal location, the intended snacks corner is also technically feasible. Which is directly across from the Bilar

plaza and adjacent to the Poblacion Bilar church and public market, where most of the target market will pass and obtain food. Aside from that, the proposed business is a sole proprietorship, which poses no conflict because it is simple to operate and does not require many employees. The start-up capital is php 64, 003, which will be covered totally by the proprietors' funds. The expected average net income forecast is Php109,915, with an average return on investment (ROI) of 137.02 and a payback period of 0.28 months. the business provided benefits to the municipality in the form of permits and licenses. and the proponent has inspired other students to participate in such an endeavor, thus it means the business is feasible.

### **Recommendations**

Based on the conclusions, the researcher strongly recommends the following:

- In the food industry, taste should be constant and the number one reference, therefore components should be accurately measured.
- Records should be kept carefully, especially inventory to avoid losses.
- Find ways to boost sales while lowering costs to fulfill profit.
- The employee must maintain cleanliness and hygiene, as well as proper tool and equipment sanitation.
- Improve good customer relation.

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## **APPENDICES**

## APPENDIX A

### Instrument

Instruction:

Kindly fill up this survey questionnaire. Your input is very much important in the success of this study. Thank you.

Name (Optional): \_\_\_\_\_

Age: [ ] below 10                      [ ] 21-25

                  [ ] 10-15                      [ ] 26-30

                  [ ] 16-20                      [ ] 31-50

Sex: Male: \_\_\_\_\_      Female: \_\_\_\_\_

1. Do you like Snacks?

Yes     No

2. How often you take snacks?

3 times a day

2 times a day

Once a day

Other: \_\_\_\_\_

3. What are your basis in terms of choosing what snacks to eat?

Price

Taste

Services

If price:

affordable       expensive       more expensive

If taste:

affordable with delicious taste     expensive with delicious taste

expensive with terrible taste

If service:

self-service                       dine in       delivery



**INTERVIEW GUIDE QUESTIONS FOR SNACKS BUSINESS OWNERS**

1. When did you start your business?
2. What urged you to put this kind of business?
3. How much was your starting capital?
4. How many employees do you have? Please give their specific positions.
5. What are their specific duties?
6. What kind of product do you serve?
7. How much does each product cost?
8. What is the mode of payment of your customers?
9. What is the best seller of your product?
10. Are your product homemade production or you prefer buy and selling?
11. How much/many do you purchase or produce in your everyday operation?
12. Does all of your product gets sold out daily? If not, how many of it usually remains unsold/
13. What are the strategies that you are going to apply for unsold items so that it won't be damage or rotten?
14. Do you have regular costumers? Can you give as percentage per classification -employees, students, residents, others?
15. How often do they avail of your product?
16. What are your strategies to attract customers?
17. What are your ingredients, machinery, tools and equipment used for the business operation?
18. How much is the cost in each item?
19. What are the problems that you encountered in this kind of business?
20. How did you cope with these problems?
21. What tips can you give to those who want to open the same kind of business?
22. What are the problems that you encountered in this kind of business?
23. How did you cope with these problems?

**APPENDIX B**

Letter



Republic of the Philippines  
**Bohol Island State University- Bilar Campus**  
 Zamora, Bilar, Bohol

July 14, 2021

**DR. MARIETTA C. MACALOLOT**

Campus Director  
 BISU-Bilar

Dear Dr. Macalolot:

Good day!

We, the **BACHELOR OF SCIENCE IN ENTREPRENEURSHIP 3<sup>RD</sup> YEAR STUDENTS** will be conducting a feasibility entitled “**ESTABLISHMENT OF HAPPY-TANAN SNACKS CORNER IN BILAR**” in partial fulfillment of the requirements for the degree of Entrepreneurship at Bohol Island State University Bilar Campus. The proposed business will be located at Poblacion Bilar, Bohol. It will offer healthy snack products and beverages and also serve from 8:00 AM to 8:00 PM every day.

In this connection, we would like to request from your good office to allow us to conduct the said activity in our respondents which is 92 market buyers in Poblacion Bilar public market by observing health protocols. We request also the approval of Municipal Mayor and Barangay Captain of Poblacion Bilar Bohol. Your approval is a great contribution for the success of this activity to a better development of our study.

Thank you and more power.

Respectfully yours,

The Researchers

Noted by:

**(Sgd) WENDELL B. DORIA, MSBA, JD**  
 Feasibility Adviser

**(Sgd) MAE S. DAGUPAN, MBA**  
 Chairperson, DBOA

Recommending Approval

**(Sgd) ARLEN B. GUDMALIN, Ph.D.**  
 Dean, CTAS

Approved:

**(Sgd) MARIETTA C. MACALOLOT, Ph.D.**  
 Campus Director



Republic of the Philippines  
**Bohol Island State University- Bilar Campus**  
Zamora, Bilar, Bohol

July 14,2021

**Hon. Manuel Ganas Jayectin**  
Municipal Mayor  
Municipal Mayor Office

Dear Mayor:

Good day!

We, the **BACHELOR OF SCIENCE IN ENTREPRENEURSHIP 3<sup>RD</sup> YEAR STUDENTS** will be conducting a feasibility entitled "**ESTABLISHMENT OF HAPPY-TANAN SNACKS BAR IN BILAR**" in partial fulfillment of the requirements for the degree of Entrepreneurship at Bohol Island State University Bilar Campus. The proposed business will be located at Poblacion Bilar, Bohol. It will offer healthy snack products and beverages and also serve from 8:00 AM to 8:00 PM every day.

In this connection, we would like to request from your good office to allow us to conduct the said activity in our respondents which is 92 market buyers in Poblacion Bilar public market by observing health protocols. We request also the approval of Campus Director of BISU - Bilar Campus and Barangay Captain of Poblacion Bilar Bohol. Your approval is a great contribution for the success of this activity to a better development of our study.

Thank you and more power.

Respectfully yours,

The Researchers

Noted by:

**(Sgd) WENDELL B. DORIA, MSBA, JD**

Feasibility Adviser

Approved:

**(Sgd) HON. MANUEL GANAS JAYECTIN**

Municipal Mayor



Republic of the Philippines  
**Bohol Island State University- Bilar Campus**  
 Zamora, Bilar, Bohol

July 14, 2021

Respondents  
 Poblacion, Bilar, Bohol

Dear Respondents:

Good day!

We, the **BACHELOR OF SCIENCE IN ENTREPRENEURSHIP 3<sup>RD</sup> YEAR STUDENTS** will be conducting a feasibility entitled “**ESTABLISHMENT OF HAPPY-TANAN SNACKS BAR IN BILAR**” in partial fulfillment of the requirements for the degree of Entrepreneurship at Bohol Island State University Bilar Campus. The proposed business will be located at Poblacion Bilar, Bohol. It will offer healthy snack products and beverages and also serve from 8:00 AM to 8:00 PM every day.

In this connection, we would like to request from your good office to allow us to conduct the said activity in our respondents which is market buyers in Poblacion Bilar public market by observing health protocols. We request also the approval of Municipal Mayor and Barangay Captain of Poblacion Bilar Bohol. Your approval is a great contribution for the success of this activity to a better development of our study.

Thank you very much

Respectfully yours,

The Researchers

Noted by:

**(Sgd) WENDELL B. DORIA, MSBA, JD**  
 Feasibility Adviser

**(Sgd) MAE S. DAGUPAN, MBA**  
 Chairperson, DBOA

Recommending Approval

**(Sgd) ARLEN B. GUDMALIN, Ph.D**  
 Dean, CTAS

Approved:

**(Sgd) MARIETTA C. MACALOLOT, Ph.D**  
 Campus Director



Republic of the Philippines  
**Bohol Island State University- Bilar Campus**  
Zamora, Bilar, Bohol

July 14, 2021

**GENEROSO L. ABAYA III**  
Baranggay Captain

Good day!

We, the **BACHELOR OF SCIENCE IN ENTREPRENEURSHIP 3<sup>RD</sup> YEAR STUDENTS** will be conducting a feasibility entitled “**ESTABLISHMENT OF HAPPY-TANAN SNACKS BAR IN BILAR**” in partial fulfillment of the requirements for the degree of Entrepreneurship at Bohol Island State University Bilar Campus. The proposed business will be located at Poblacion Bilar, Bohol. It will offer healthy snack products and beverages and also serve from 8:00 AM to 8:00 PM every day.

In this connection, we would like to request from your good office to allow us to conduct the said activity in our respondents which is 92 public market in Poblacion Bilar public market by observing health protocols. We request also the approval of Municipal Mayor of Poblacion Bilar and Campus Director of BISU - Bilar Campus. Your approval is a great contribution for the success of this activity to a better development of our study.

Thank you and more power.

Respectfully yours

The Researchers

Noted by:

**(Sgd) WENDELL B. DORIA, MSBA, JD**  
Feasibility Adviser

Approved:

**(Sgd) GENEROSO L. ABAYA III**  
Baranggay Captain

## APPENDIX C

### Schedules

#### Schedule 1

Sales

Year 1

<b>Snacks</b>	<b>Percentage</b>	<b>Total Quantity</b>	<b>Quantity</b>	<b>Sales Price</b>	<b>Sales</b>
Turon	0.085	88,600	7,531	5	34,790
Saging with lumpia wrapper	0.08	88,600	7,088	10	70,880
Puto cheese	0.055	88,600	4,873	5	24,365
Lumpiang camote	0.05	88,600	4,430	5	22,150
Isaw	0.045	88,600	3,987	10	39,870
Kwek-kwek	0.04	88,600	3,544	12	42,528
Sandwich with mayonnaise	0.035	88,600	3,101	10	31,010
Suman balanghuy	0.035	88,600	3,101	5	15,505
popcorn	0.025	88,600	2,215	5	11,075
Pitche-pitche	0.03	88,600	2,658	10	26,580
Corn dog	0.02	88,600	1,772	8	14,176
gulaman	0.125	88,600	11,075	5	55,375
Softdrinks	0.1	88,600	8,860	13	115,180
Ice cream	0.075	88,600	6,645	12	79,740
Ice tea	0.05	88,600	4,430	5	22,150
Shake	0.04	88,600	3,544	35	124,040
Coffee	0.03	88,600	3,101	13	40,313
Ice water	0.03	88,600	2,658	2	5,316
Ice candy	0.045	88,600	3,987	5	19,935
<b>Total</b>					<b>794,978</b>

## Sales

Year 2

<b>Snacks</b>	<b>Percentage</b>	<b>Total Quantity</b>	<b>Quantity</b>	<b>Sales Price</b>	<b>Sales</b>
Turon	0.085	89,675	7,622	5.23	39,827
Saging with lumpia wrapper	0.08	89,675	7,174	10.45	74,968
Puto cheese	0.055	89,675	4,932	5.23	25,770
Lumpiang camote	0.05	89,675	4,484	5.23	23,428
Isaw	0.045	89,675	4,035	10.45	42,170
Kwek-kwek	0.04	89,675	3,587	12.54	44,981
Sandwich with mayonnaise	0.035	89,675	3,139	10.45	32,799
Suman balanghuy	0.035	89,675	3,139	5.23	16,399
Popcorn	0.025	89,675	2,242	5.23	11,714
Pitche –pitche	0.03	89,675	2,690	10.45	28,113
Corndog	0.02	89,675	1,794	8.36	14,994
Gulaman	0.125	89,675	11,209	5.23	58,569
Softdrinks	0.1	89,675	8,968	13.59	121,823
Ice cream	0.075	89,675	6,726	12.54	84,339
Ice tea	0.05	89,675	4,484	5.23	23,428
Shake	0.04	89,675	3,587	36.58	131,195
Coffee	0.03	89,675	3,139	13.59	42,638
Ice water	0.03	89,675	2,690	2.09	5,623
Ice candy	0.045	89,675	4,035	5.23	21,085
<b>total</b>					<b>843,862</b>

## Sales

Year 3

<b>Snacks</b>	<b>Percentage</b>	<b>Total Quantity</b>	<b>Quantity</b>	<b>Sales Price</b>	<b>Sales</b>
Turon	0.085	90,751	7,714	5.5	42,118
Saging with lumpia wrapper	0.08	90,751	7,260	10.9	79,282
Puto cheese	0.055	90,751	4,991	5.5	27,253
Lumpiang kamote	0.05	90,751	4,538	5.5	24,776
Isaw	0.045	90,751	4,084	10.9	44,569
Kwek-kwek	0.04	90,751	3,630	13.1	47,569
Sandwich with mayonnaise	0.035	90,751	3,176	10.9	34,686
Suman balanghoy	0.035	90,751	3,176	5.5	17,343
Popcorn	0.025	90,751	2,269	5.5	12,388
Pitche-pitche	0.03	90,751	2,723	10.9	29,731
Corn dog	0.02	90,751	1,815	8.7	15,856
Gulaman	0.125	90,751	11,344	5.5	61,939
Softdrinks	0.1	90,751	9,075	14.2	128,833
Ice cream	0.075	90,751	6,806	13.1	89,192
Ice tea	0.05	90,751	4,538	5.5	24,776
Shake	0.04	90,751	3,630	38.2	138,743
Coffee	0.03	90,751	3,176	14.2	45,092
Ice water	0.03	90,751	2,723	2.2	5,946
Ice candy	0.045	90,751	4,084	5.5	22,298
<b>Total</b>					<b>892,417</b>

## Sales

Year 4

<b>Snacks</b>	<b>Percentage</b>	<b>Total Quantity</b>	<b>Quantity</b>	<b>Sales Price</b>	<b>Sales</b>
Turon	0.085	91,826	7,805	5.71	44,535
Saging with lumpia wrapper	0.08	91,826	7,346	11.41	83,831
Puto cheese	0.055	91,826	5,050	5.71	28,817
Lumpiang kamote	0.05	91,826	4,591	5.71	26,197
Isaw	0.045	91,826	4,132	11.41	47,155
Kwek-kwek	0.04	91,826	3,673	13.69	50,299
Sandwich with mayonnaise	0.035	91,826	3,214	11.41	36,676
Suman balanghoy	0.035	91,826	3,214	5.71	18,338
Popcorn	0.025	91,826	2,296	5.71	13,099
Pitche-pitche	0.03	91,826	2,755	11.41	31,437
corndog	0.02	91,826	1,837	9.13	16,766
Gulaman	0.125	91,826	11,478	5.71	65,493
Softdrinks	0.1	91,826	9,183	14.84	136,225
Ice cream	0.075	91,826	6,887	13.69	94,310
Iced tea	0.05	91,826	4,591	5.71	26,197
Shake	0.04	91,826	3,673	39.94	146,704
Coffee	0.03	91,826	3,214	14.84	47,679
Ice water	0.03	91,826	2,755	2.28	6,287
Ice candy	0.045	91,826	4,132	5.71	23,577
<b>Total</b>					<b>943,622</b>

## Sales

Year 5

<b>Snacks</b>	<b>Percentage</b>	<b>Total Quantity</b>	<b>Quantity</b>	<b>Sales Price</b>	<b>Sales</b>
Turon	0.085	92,901	7,897	5.96	47,084
Saging with mayonnaise	0.08	92,901	7,432	11.93	88,629
Puto cheese	0.055	92,901	5,110	5.96	30,466
Lumpiang kamote	0.05	92,901	4,645	5.96	27,697
Isaw	0.045	92,901	4,181	11.93	49,854
Kwek-kwek	0.04	92,901	3,716	14.31	53,177
Sandwich with mayonnaise	0.035	92,901	3,252	11.93	38,775
Suman balanghoy	0.035	92,901	3,252	5.96	19,388
Popcorn	0.025	92,901	2,323	5.96	13,848
Pitche-pitche	0.03	92,901	2,787	11.93	33,236
Corndog	0.02	92,901	1,858	9.54	17,726
Gulaman	0.125	92,901	11,613	5.96	69,241
softdrinks	0.1	92,901	9,290	15.50	144,022
Ice cream	0.075	92,901	6,968	14.31	99,708
Ice tea	0.05	92,901	4,645	5.96	27,697
Shake	0.04	92,901	3,716	41.74	155,101
Coffee	0.03	92,901	3,252	15.50	50,408
Ice water	0.03	92,901	2,787	2.39	6,647
Ice candy	0.045	92,901	4,181	5.96	24,927
<b>Total</b>					<b>997,630</b>

## Schedule 2

Purchases

Year 1

Product	Ingredients	Unit	Quantity	Unit Cost	Total
Snacks					
Turon	Saging	Pcs.	2,510	2.00	5,021
	Bulanhoy	Kg	377	10.00	3,765
	Oil	L	360	20.00	7,200
	Brown Sugar	Kg	90	36.00	3,240
<b>Sub-total</b>					<b>19,226</b>
Saging with LW	Saging	Pcs	3,544	2.00	7,088
	Lumpia Wrapper	Pack	122	20.00	2,444
	Oil	L	142	20.00	3,566
<b>Sub-total</b>					<b>13,098</b>
Puto Cheese	Cake Flour	Kg	135	28.00	3,790
	White Sugar	Kg	90	50.00	4,500
	Baking Powder	Sachet	360	5.00	1,800
	Egg	Tray	48	170.00	8,160
	Paper Cups	Pck	61	12.00	831
	Cheese	Sachet	360	15.00	5,400
<b>Sub-total</b>					<b>24,381</b>
Lumpiang Kamote	Kamote	Kg	76	30.00	2,291
	Lumpia Wrapper	Pack	89	20.00	1,772
	White Sugar	Kg	45	50.00	2,250
	Oil	L	180	20.00	3,600
<b>Sub-total</b>					<b>9,913</b>
Isaw	Chicken Intestine	Kg	13	120.00	1,595
	3 <sup>rd</sup> Class Flour	Kg	90	25.00	2,250
	Oil	L	360	20.00	7,200
	Vinegar	L	360	10.00	3,600
	Onion	Pcs	360	5.00	1,800
	BBQ Stick	Bdl	80	10.00	797
	Chilli Pepper	Kg	45	200.00	9,000
<b>Sub-total</b>					<b>26,242</b>
Kwek-kwek	Egg	Tray	118	170.00	20,083
	3 <sup>rd</sup> Class Flour	Kg	180	25.00	4,500
	Food Color	Pcs	360	2.00	720
	Salt	Kg	2	10.00	20
	Onion	Pcs	360	5.00	1,800

	Vinegar	L	360	10.00	3,600
	Baking Powder	Pack	360	15.00	5,400
	Oil	L	360	20.00	7,200
	Cellophane	Pack	35	10.00	354
	Chili Pepper	kg	45	200.00	9,000
<b>Sub-total</b>					<b>52,677</b>
Sandwich with mayonnaise	Slice bread	Pack	310	25.00	7,753
	cellophane	Pack	31	10.00	310
	Mayonnaise	Sachet	360	80.00	28,800
<b>Sub-total</b>					<b>36,863</b>
Suman Balanghoy	Balanghoy	Kg	163	10.00	1,632
	Lube	Pcs	360	15.00	5,400
	Brown Sugar	Kg	180	36.00	6,480
<b>Sub-total</b>					<b>13,512</b>
Pop Corn	Pop corn	Pack	37	40.00	1,477
	Cheese Powder	Pack	120	30.00	3,600
	Ice wrapper	Pack	22	20.00	443
	Oil	L	360	20.00	7,200
<b>Sub-total</b>					<b>12,720</b>
Piche-Piche	Coconut	Pcs	180	15.00	2,700
	Balanghoy	Kg	140	8.00	1,399
	Brown Sugar	Kg	90	36.00	3,240
	Food Color	Pcs	360	2.00	720
<b>Sub-total</b>					<b>8,059</b>
Corndog	Hotdog	Pack	127	28.00	3,544
	3 <sup>rd</sup> Class Flour	Kg	45	25.00	1,125
	Ketchup	Sachet	360	9.00	3,600
	Egg	Tray	12	170.00	2,040
	Salt	Kg	2	10.00	20
	BBQ Stick	bdl	35	10.00	354
	Oil	L	180	20.00	3,600
<b>Sub-total</b>					<b>14,283</b>
Gulaman	Gulaman Powder	Pack	360	8.00	2,880
	Condense	Can	720	23.00	23,760
	White Sugar	Kg	90	50.00	4,500
	Disposable	Pack	222	30.00	6,645
	Water	Con.	111	20.00	2,215
<b>Sub-total</b>					<b>40,000</b>
Softdrinks		Pcs	8,860	9.00	79,740
<b>Sub-total</b>					<b>79,740</b>
Ice Cream	All Purpose Cream	Pcs	665	62.00	41,199

	Condense	Can	332	38.00	14,027
	Salad Cups	Pack	266	50.00	13,290
	Disposable spoon	Pack	66	50.00	3,323
	Binggo(Biscuits)	Pack	120	50.00	6,000
<b>Sub-total</b>					<b>76,437</b>
IceTea	Nestea	Pack	720	20.00	14,400
	White Sugar	Kg	180	50.00	9,000
	Disposable	Pack	89	30.00	2,658
	Water	Con.	49	20	886
<b>Sub-total</b>					<b>26,944</b>
Shake	Ice	Pcs	1,181	2.00	2,363
	White Sugar	Kg	45	50.00	2,250
	Disposable	Pack	71	30.00	2,126
	Manggopuree	Gal	11	140.00	1,575
<b>Sub-total</b>					<b>8,314</b>
Coffee	Coffee Powder	Sachet	1,551	8.00	12,404
	Magic Paper cups	Pack	62	45.00	2,791
<b>Sub-total</b>					<b>15,195</b>
Ice Water	Water	Container	38	20.00	759
	Ice Wrapper	Pack	27	20.00	532
<b>Sub-total</b>					<b>844</b>
Ice candy	Cocoa	Kg	45	140.00	6,300
	Condense	Can	180	30.00	5,400
	Evaporated Milk	Can	180	25.00	4,500
	White Sugar	Kg	90	50.00	4,500
	Corn starch	Kg	90	45.00	4,050
	Ice candy Wrapper	Pack	40	12.00	478
<b>Sub-total</b>					<b>25,228</b>
<b>Total</b>					<b>504,124</b>
<b>Total with 4.5%</b>					<b>526,810</b>

## Purchases

Year 2

Products	Ingredients	Unit	Quantity	Unit Cost	Total
Snacks					
Turon	Saging	Pcs.	2,541	2.09	5,310
	Bulanghoy	Kg	381	10.45	3,983
	Oil	L	360	20.90	7,524
	Brown Sugar	Kg	90	37.62	3,386
<b>Sub-total</b>					<b>20,203</b>
Saging with LW	Saging	Pcs	3,587	2.09	7,497
	Lumpia Wrapper	Pack	124	20.90	2,585
	Oil	L	143	20.90	3,501
<b>Sub-total</b>					<b>10,429</b>
Puto Cheese	Cake Flour	Kg	137	29.26	4,009
	White Sugar	Kg	90	52.25	4,703
	Baking Powder	Sachet	360	5.23	1,881
	Egg	Tray	48	177.65	8,527
	Paper Cups	Pack	62	12.54	773
	Cheese	Sachet	360	15.68	5,643
<b>Sub-total</b>					<b>25,536</b>
Lumpiang Kamote	Kamote	Kg	77	31.35	2,424
	Lumpia Wrapper	Pack	90	20.90	1,874
	White Sugar	Kg	45	52.25	2,351
	Oil	L	180	20.90	3,762
<b>Sub-total</b>					<b>10,411</b>
Isaw	Chicken Intestine	Kg	13	125.40	1,687
	3 <sup>rd</sup> Class Flour	Kg	90	26.13	2,351
	Oil	L	360	20.90	7,524
	Vinegar	L	360	10.45	3,762
	Onion	Pcs	360	5.23	1,881
	BBQStick	Bdl	81	10.45	843
	Chilli Pepper	Kg	45	209.00	9,405
<b>Sub-total</b>					<b>27,453</b>
Kwek-kwek	Egg	Tray	120	177.65	21,241
	3 <sup>rd</sup> Class Flour	Kg	180	26.13	4,703
	Food Color	Pcs	360	2.09	752
	Salt	Kg	2	10.45	21
	Onion	Pcs	360	5.23	1,881
	Vinegar	L	360	10.45	3,762

	Baking Powder	Pack	360	15.68	5,643
	Oil	L	360	20.90	7,524
	Cellophane	Pack	36	10.45	375
	Chili Pepper	kg	45	209.00	9,405
<b>Sub-total</b>					<b>55,307</b>
Sandwich with mayonnaise	Slice bread	Pack	314	26.13	8,200
	Cellophane	Pack	31	10.45	328
	Mayonnaise	Sachet	360	83.60	30,096
<b>Sub-total</b>					<b>38,624</b>
Suman Balanghoy	Balanghoy	Kg	165	10.45	1,726
	Lube	Pcs	360	15.68	5,643
	Brown Sugar	Kg	180	37.62	6,772
<b>Sub-total</b>					<b>14,141</b>
Pop Corn	Pop corn	Pack	37	41.80	1,562
	Cheese Powder	Pack	120	31.35	3,762
	Ice wrapper	Pack	22	20.90	469
	Oil	L	360	20.90	7,524
<b>Sub-total</b>					<b>13,316</b>
Piche-Piche	Coconut	Pcs	180	15.68	2,822
	Balanghoy	Kg	142	10.45	1,480
	Brown Sugar	Kg	90	37.62	3,386
	Food Color	Pcs	360	2.09	752
<b>Sub-total</b>					<b>8,439</b>
Corndog	Hotdog	Pack	128	29.26	3,748
	3 <sup>rd</sup> Class Flour	Kg	45	26.13	1,176
	Ketchup	Sachet	360	10.45	3,762
	Egg	Tray	12	177.65	2,132
	Salt	Kg	2	10.45	21
	BBQ Stick	Bdl	36	10.45	375
	Oil	L	180	20.90	3,762
<b>Sub-total</b>					<b>14,976</b>
Gulaman	Gulaman Powder	Pack	360	8.36	3,010
	Condense	Can	720	34.49	24,829
	White Sugar	Kg	90	52.25	4,703
	Disposable	Pack	224	31.35	7,028
	Water	Container	112	20.90	2,343
<b>Sub-total</b>					<b>41,912</b>
Softdrinks			8,968	9.27	84,339
<b>Sub-total</b>					<b>84,339</b>
Ice Cream	All Purpose Cream	Pcs	673	64.79	43,575
	Condense	Can	336	39.71	13,354

	Salad Cup	Packs	269	52.25	14,057
	Disposable Spoons	Packs	67	52.25	3,514
	Bingo(Biscuits)	Pack	120	52.25	6,270
<b>Sub-total</b>					<b>80,770</b>
Ice Tea	Nestea	sachet	720	20.90	15,048
	White Sugar	Kg	180	52.25	9,405
	Disposable	Pack	90	31.35	2,811
	Water	Container	50	20.60	937
<b>Sub-total</b>					<b>28,201</b>
Shake	Ice	Pcs	1,196	2.09	2,499
	White Sugar	Kg	45	52.25	2,351
	Disposable	Pack	72	31.35	2,249
	Manggopuree	Gal	11	146.30	1,646
<b>Sub-total</b>					<b>8,745</b>
Coffee	Coffee Powder	Sachet	1,569	8.36	14,352
	Magic Paper Cups	Pack	63	47.03	2,952
<b>Sub-total</b>					<b>16,071</b>
Ice Water	Water	Container	43	15.60	803
	Ice wrapper	Pack	27	20.90	562
<b>Sub-total</b>					<b>1,365</b>
Ice candy	Cocoa	Kg	45	146.30	6,584
	Condense	Can	180	31.35	5,643
	Evaporated Milk	Can	180	26.13	4,703
	White Sugar	Kg	90	52.25	4,703
	corn starch	Kg	90	47.03	4,232
	Ice Candy wrapper	Pack	40	12.54	506
<b>Sub-total</b>					<b>26,370</b>
<b>Total</b>					<b>529,763</b>
<b>Total with 4.5%</b>					<b>553,602</b>

## Purchases

Year 3

Products	Ingredients	Unit	Quantity	Unit Cost	Total
Snacks					
Turon	Saging	Pcs.	2,571	2.18	5,616
	Bulanghoy	Kg	386	10.92	4,212
	Oil	L	360	21.84	7,863
	Brown Sugar	Kg	90	39.31	3,538
<b>Sub-total</b>					<b>21,228</b>
Saging with LW	Saging	Pcs	3,630	2.18	7,928
	Lumpia Wrapper	Pack	125	21.84	2,734
	Oil	L	145	21.84	3,580
<b>Sub-total</b>					<b>14,242</b>
Puto Cheese	Cake Flour	Kg	139	30.58	4,239
	White Sugar	Kg	90	54.60	4,914
	Baking Powder	Sachet	360	5.46	1,966
	Egg	Tray	48	185.64	8,911
	Paper Cups	Pack	62	13.10	818
	Cheese	Sachet	360	16.38	5,897
<b>Sub-total</b>					<b>26,745</b>
Lumpiang Kamote	Kamote	Kg	78	32.76	2,563
	Lumpia Wrapper	Pack	91	21.84	1,982
	White Sugar	Kg	45	54.60	2,457
	Oil	L	180	21.84	3,931
<b>Sub-total</b>					<b>10,933</b>
Isaw	Chicken Intestine	Kg	14	131.04	1,784
	3 <sup>rd</sup> Class Flour	Kg	90	27.30	2,457
	Oil	L	360	21.84	7,863
	Vinegar	L	360	10.92	3,931
	Onion	Pcs	360	5.23	1,966
	BBQStick	Bdl	82	10.45	892
	Chilli Pepper	Kg	45	218.41	9,828
<b>Sub-total</b>					<b>28,721</b>
Kwek-kwek	Egg	Tray	121	185.64	22,463
	3 <sup>rd</sup> Class Flour	Kg	180	27.30	4,914
	Food Color	Pcs	360	2.18	786
	Salt	Kg	2	10.92	22
	Onion	Pcs	360	5.46	1,966
	Vinegar	L	360	10.92	3,931
	Baking Powder	Pack	360	16.38	5,897

	Oil	L	360	21.84	7,863
	Cellophane	Pack	36	10.45	379
	Chili Pepper	kg	45	218.41	9,828
<b>Sub-total</b>					<b>58,049</b>
Sandwich with mayonnaise	Slice bread	Pack	318	27.30	8,671
	Cellophane	Pack	32	10.90	347
	Mayonnaise	Sachet	360	87.36	31,450
<b>Sub-total</b>					<b>40,469</b>
Suman Balanghoy	Balanghoy	Kg	167	10.92	1,826
	Lube	Pcs	360	16.38	5,897
	Brown Sugar	Kg	180	39.31	7,076
<b>Sub-total</b>					<b>14,799</b>
Pop Corn	Pop corn	Pack	38	43.68	1,652
	Cheese Powder	Pack	120	32.76	3,931
	Ice wrapper	Pack	23	21.84	496
	Oil	L	360	21.84	7,863
<b>Sub-total</b>					<b>13,941</b>
Piche-Piche	Coconut	Pcs	180	16.38	2,948
	Balanghoy	Kg	143	10.90	1,565
	Brown Sugar	Kg	90	39.31	3,538
	Food Color	Pcs	360	2.18	786
<b>Sub-total</b>					<b>8,838</b>
Corndog	Hotdog	Pack	130	30.58	3,964
	3 <sup>rd</sup> Class Flour	Kg	45	27.30	1,229
	Ketchup	Sachet	360	10.92	3,931
	Egg	Tray	12	185.64	2,228
	Salt	Kg	2	10.92	22
	BBQ Stick	Bdl	36	10.92	396
	Oil	L	180	21.84	3,931
<b>Sub-total</b>					<b>15,701</b>
Gulaman	Gulaman Powder	Pack	360	8.74	3,145
	Condense	Can	720	36.04	25,947
	White Sugar	Kg	90	54.60	4,914
	Disposable	Pack	227	32.76	7,433
	Water	Container	113	21.84	2,478
<b>Sub-total</b>					<b>43,916</b>
Softdrinks			9,075	9.83	89,192
<b>Sub-total</b>					<b>89,192</b>
Ice Cream	All Purpose Cream	Pcs	681	67.71	46,083
	Condense	Can	340	41.50	14,122
	Salad Cup	Packs	272	54.60	14,865

	Disposable Spoons	Packs	68	54.60	3,716
	Bingo(Biscuits)	Pack	120	54.60	6,552
<b>Sub-total</b>					<b>85,339</b>
Ice Tea	Nestea	sachet	720	21.84	15,725
	White Sugar	Kg	180	54.60	9,828
	Disposable	Pack	91	32.76	2,973
	Water	Container	45	21.84	991
<b>Sub-total</b>					<b>29,517</b>
Shake	Ice	Pcs	1,210	2.18	2,643
	White Sugar	Kg	45	54.60	2,457
	Disposable	Pack	73	32.76	2,378
	Manggopuree	Gal	11	152.88	1,720
<b>Sub-total</b>					<b>9,198</b>
Coffee	Coffee Powder	Sachet	1,588	8.74	13,874
	Magic Paper Cups	Pack	64	49.14	3,122
<b>Sub-total</b>					<b>16,996</b>
Ice Water	Water	Container	45	21.84	991
	Ice wrapper	Pack	27	21.84	595
<b>Sub-total</b>					<b>1,586</b>
Ice candy	Cocoa	Kg	45	152.88	6,880
	Condense	Can	180	32.76	5,897
	Evaporated Milk	Can	180	27.30	4,914
	White Sugar	Kg	90	54.60	4,910
	corn starch	Kg	90	49.14	4,423
	Ice Candy wrapper	Pack	41	13.10	535
<b>Sub-total</b>					<b>27,563</b>
<b>Total</b>					<b>556,972</b>
<b>Total with 4.5%</b>					<b>582,036</b>

Year 4

Purchases

Products	Ingredients	Unit	Quantity	Unit Cost	Total
Snacks					
Turon	Saging	Pcs.	2,602	2.28	5,938
	Bulanghoy	Kg	390	11.41	4,454
	Oil	L	360	22.82	8,216
	Brown Sugar	Kg	90	41.08	3,697
<b>Sub-total</b>					<b>22,305</b>
Saging with LW	Saging	Pcs	3,673	2.28	8,383
	Lumpia Wrapper	Pack	127	22.82	2,891
	Oil	L	147	22.82	3,580
<b>Sub-total</b>					<b>14,854</b>
Puto Cheese	Cake Flour	Kg	140	31.95	4,483
	White Sugar	Kg	90	57.06	5,135
	Baking Powder	Sachet	360	5.71	2,054
	Egg	Tray	48	194	9,312
	Paper Cups	Pack	63	13.69	865
	Cheese	Sachet	360	17.12	6,162
<b>Sub-total</b>					<b>28,011</b>
Lumpiang Kamote	Kamote	Kg	79	34.23	2,710
	Lumpia Wrapper	Pack	92	22.82	2,096
	White Sugar	Kg	45	57.06	2,568
	Oil	L	180	22.82	4,108
<b>Sub-total</b>					<b>11,482</b>
Isaw	Chicken Intestine	Kg	14	136.94	1,886
	3 <sup>rd</sup> Class Flour	Kg	90	28.53	2,568
	Oil	L	360	22.82	8,216
	Vinegar	L	360	11.41	4,108
	Onion	Pcs	360	5.71	2,054
	BBQStick	Bdl	83	11.41	943
	Chilli Pepper	Kg	45	228.23	10,270
<b>Sub-total</b>					<b>30,046</b>
Kwek-kwek	Egg	Tray	122	194	23,752
	3 <sup>rd</sup> Class Flour	Kg	180	28.53	5,135
	Food Color	Pcs	360	2.28	822
	Salt	Kg	2	11.41	23
	Onion	Pcs	360	5.71	2,054
	Vinegar	L	360	11.41	4,108

	Baking Powder	Pack	360	17.12	6,162
	Oil	L	360	22.82	8,216
	Cellophane	Pack	37	11.41	401
	Chili Pepper	kg	45	228.23	10,270
<b>Sub-total</b>					<b>60,944</b>
Sandwich with mayonnaise	Slice bread	Pack	321	28.53	9,169
	Cellophane	Pack	32	11.41	367
	Mayonnaise	Sachet	360	91.29	32,866
<b>Sub-total</b>					<b>42,401</b>
Suman Balanghoy	Balanghoy	Kg	169	11.41	1,930
	Lube	Pcs	360	17.12	6,162
	Brown Sugar	Kg	180	41.08	7,395
<b>Sub-total</b>					<b>15,487</b>
Pop Corn	Pop corn	Pack	38	45.65	1,746
	Cheese Powder	Pack	120	34.23	4,108
	Ice wrapper	Pack	23	22.82	524
	Oil	L	360	22.82	8,216
<b>Sub-total</b>					<b>14,595</b>
Piche-Piche	Coconut	Pcs	180	17.12	3,081
	Balanghoy	Kg	145	11.41	1,655
	Brown Sugar	Kg	90	41.08	3,697
	Food Color	Pcs	360	2.28	822
<b>Sub-total</b>					<b>9,255</b>
Corndog	Hotdog	Pack	131	31.95	4,192
	3 <sup>rd</sup> Class Flour	Kg	45	28.53	1,284
	Ketchup	Sachet	360	11.41	4,108
	Egg	Tray	12	194	2,328
	Salt	Kg	2	11.41	23
	BBQ Stick	Bdl	55	11.41	629
	Oil	L	180	22.82	4,108
<b>Sub-total</b>					<b>16,671</b>
Gulaman	Gulaman Powder	Pack	360	9.13	3,287
	Condense	Can	720	37.66	27,114
	White Sugar	Kg	90	57.06	5,135
	Disposable	Pack	230	34.23	7,859
	Water	Container	115	22.82	2,620
<b>Sub-total</b>					<b>46,015</b>
Softdrinks			9,183	10.27	94,310
<b>Sub-total</b>					<b>94,310</b>
Ice Cream	All Purpose Cream	Pcs	689	70.75	48,727
	Condense	Can	344	43.36	14,932

	Salad Cup	Packs	275	57.06	15,718
	Disposable Spoons	Packs	69	57.06	3,930
	Bingo(Biscuits)	Pack	120	57.06	6,847
<b>Sub-total</b>					<b>90,154</b>
Ice Tea	Nestea	sachet	720	22.82	16,433
	White Sugar	Kg	180	57.06	10,270
	Disposable	Pack	92	34.23	3,144
	Water	Container	46	22.82	1,048
<b>Sub-total</b>					<b>30,895</b>
Shake	Ice	Pcs	1,224	2.28	2,794
	White Sugar	Kg	45	57.06	2,568
	Disposable	Pack	73	34.23	2,485
	Manggopuree	Gal	11	159.76	1,797
<b>Sub-total</b>					<b>9,645</b>
Coffee	Coffee Powder	Sachet	1,603	9.13	14,670
	Magic Paper Cups	Pack	64	51.35	3,301
<b>Sub-total</b>					<b>17,971</b>
Ice Water	Water	Container	39	22.82	898
	Ice wrapper	Pack	28	22.82	629
<b>Sub-total</b>					<b>1,527</b>
Ice candy	Cocoa	Kg	45	159.76	7,189
	Condense	Can	180	34.23	6,162
	Evaporated Milk	Can	180	28.53	5,135
	White Sugar	Kg	90	57.06	5,135
	corn starch	Kg	90	51.35	4,622
	Ice Candy wrapper	Pack	41	13.69	566
<b>Sub-total</b>					<b>28,810</b>
<b>Total</b>					<b>585,378</b>
<b>Total with 4.5%</b>					<b>611,720</b>

## Purchases

Year 5

Products	Ingredients	Unit	Quantity	Unit Cost	Total
Snacks					
Turon	Saging	Pcs.	2,632	2.39	6,278
	Bulanghoy	Kg	395	11.93	4,708
	Oil	L	360	23.85	8,586
	Brown Sugar	Kg	90	42.93	3,864
<b>Sub-total</b>					<b>23,436</b>
Saging with LW	Saging	Pcs	3,716	2.39	8,863
	Lumpia Wrapper	Pack	128	23.85	3,056
	Oil	L	149	23.85	3,705
<b>Sub-total</b>					<b>15,624</b>
Puto Cheese	Cake Flour	Kg	168	33.39	5,610
	White Sugar	Kg	90	59.63	5,366
	Baking Powder	Sachet	360	5.96	2,147
	Egg	Tray	48	202.73	9,731
	Paper Cups	Pack	62	14.31	914
	Cheese	Sachet	360	17.89	6,440
<b>Sub-total</b>					<b>30,207</b>
Lumpiang Kamote	Kamote	Kg	80	35.78	2,865
	Lumpia Wrapper	Pack	110	23.85	2,624
	White Sugar	Kg	45	59.63	2,683
	Oil	L	180	23.85	4,293
<b>Sub-total</b>					<b>12,465</b>
Isaw	Chicken Intestine	Kg	14	143.10	1,994
	3 <sup>rd</sup> Class Flour	Kg	90	29.81	2,683
	Oil	L	360	23.85	8,586
	Vinegar	L	360	11.93	4,293
	Onion	Pcs	360	5.96	2,147
	BBQStick	Bdl	84	11.93	997
	Chilli Pepper	Kg	45	238.50	10,733
<b>Sub-total</b>					<b>31,433</b>
Kwek-kwek	Egg	Tray	124	202.73	25,112
	3 <sup>rd</sup> Class Flour	Kg	180	29.81	5,366
	Food Color	Pcs	360	2.39	859
	Salt	Kg	2	11.93	24
	Onion	Pcs	360	5.96	2,147
	Vinegar	L	360	11.93	4,293

	Baking Powder	Pack	360	17.89	6,440
	Oil	L	360	23.85	8,586
	Cellophane	Pack	36	11.41	424
	Chili Pepper	kg	45	238.50	10,733
<b>Sub-total</b>					<b>63,982</b>
Sandwich with mayonnaise	Slice bread	Pack	325	29.81	9,694
	Cellophane	Pack	33	11.93	388
	Mayonnaise	Sachet	360	95.400	34,345
<b>Sub-total</b>					<b>44,426</b>
Suman Balanghoy	Balanghoy	Kg	171	11.93	2,041
	Lube	Pcs	360	17.89	6,440
	Brown Sugar	Kg	180	42.93	7,728
<b>Sub-total</b>					<b>16,208</b>
Pop Corn	Pop corn	Pack	39	47.70	1,846
	Cheese Powder	Pack	120	35.78	4,293
	Ice wrapper	Pack	23	23.85	554
	Oil	L	360	23.85	8,586
<b>Sub-total</b>					<b>15,280</b>
Piche-Piche	Coconut	Pcs	180	17.89	3,220
	Balanghoy	Kg	147	11.93	1,749
	Brown Sugar	Kg	90	42.93	3,864
	Food Color	Pcs	360	2.39	859
<b>Sub-total</b>					<b>9,691</b>
Corndog	Hotdog	Pack	133	33.39	4,431
	3 <sup>rd</sup> Class Flour	Kg	45	29.81	1,342
	Ketchup	Sachet	360	11.93	4,293
	Egg	Tray	12	202.73	2,433
	Salt	Kg	2	11.93	24
	BBQ Stick	Bdl	37	11.93	443
	Oil	L	180	23.85	4,293
<b>Sub-total</b>					<b>17,259</b>
Gulaman	Gulaman Powder	Pack	360	9.54	3,434
	Condense	Can	720	39.35	28,334
	White Sugar	Kg	90	52.25	5,366
	Disposable	Pack	232	35.78	8,309
	Water	Container	116	23.85	2,770
<b>Sub-total</b>					<b>48,214</b>
Softdrinks			9,290	10.73	99,708
<b>Sub-total</b>					<b>84,339</b>
Ice Cream	All Purpose Cream	Pcs	697	73.94	51,516
	Condense	Can	336	45.32	15,787

	Salad Cup	Packs	279	59.63	16,618
	Disposable Spoons	Packs	70	59.63	4,154
	Bingo(Biscuits)	Pack	120	59.63	7,155
<b>Sub-total</b>					<b>95,230</b>
Ice Tea	Nestea	sachet	720	23.85	17,172
	White Sugar	Kg	180	59.63	10,733
	Disposable	Pack	93	35.78	3,324
	Water	Container	46	23.85	1,108
<b>Sub-total</b>					<b>32,336</b>
Shake	Ice	Pcs	1,239	2.39	2,954
	White Sugar	Kg	45	59.63	2,683
	Disposable	Pack	74	35.78	2,659
	Manggopuree	Gal	11	166.95	1,878
<b>Sub-total</b>					<b>10,175</b>
Coffee	Coffee Powder	Sachet	1,626	9.54	15,510
	Magic Paper Cups	Pack	65	53.66	3,490
<b>Sub-total</b>					<b>16,071</b>
Ice Water	Water	Container	40	23.85	950
	Ice wrapper	Pack	28	23.85	665
<b>Sub-total</b>					<b>1,614</b>
Ice candy	Cocoa	Kg	45	146.30	7,513
	Condense	Can	180	31.35	6,440
	Evaporated Milk	Can	180	26.13	5,366
	White Sugar	Kg	90	52.25	5,366
	corn starch	Kg	90	47.03	4,830
	Ice Candy wrapper	Pack	40	12.54	598
<b>Sub-total</b>					<b>30,113</b>
<b>Total</b>					<b>616,401</b>
<b>Total with 4.5%</b>					<b>644,139</b>

## Schedule 3

## Cost of Goods Sold

	Year 1	Year 2	Year 3	Year 4	Year 5
Inventory Beginning		23,706	24,912	26,192	27,527
Add: Purchases	526,810	553,602	582,036	611,720	644,139
Total Goods Avail. for Sales	526,810	577,308	606,948	637,912	671,666
Less: Inventory End	23,706	24,912	26,192	27,527	28,986
Cost of goods sold	503,103	552,396	580,757	610,384	642,680

## Schedule 4

## Rental Expense

	Year 1	Year 2	Year 3	Year 4	Year 5
9,600x100%	9,600				
9,600x104.5%		10,032			
10,032x104.5%			10,483		
10,483x104.5%				10,955	
10,955x104.5%					11,448

## Schedule 5

## Furniture and fixture

Description	Quantity	Unit	Unit Cost	Total
Nipa	100	Pcs.	3	300
Wood 2x2x8	6	Pcs.	80	480
Wood 2x4x8	8	Pcs.	120	960
Rattan	1	Bulk	120	120
Nail # 4	1	Kl	60	60
Nail # 3	1	Kl	50	50
Labor	1	day	1200	1200
<b>Total</b>				<b>3,170</b>

## Schedule 6

## Leasehold Equipment

Description	Quantity	Unit	Unit Cost	Total
Floor mat	6	Meter	100	600
Paint	1	Gallon	459	918
Paint Roller	2	Pcs.	50	100
Labor	1	day	400	400
<b>Total</b>				<b>2,018</b>

## Schedule 7

## Tools and Utensils

Description	Quantity	Unit	Unit Cost	Total
Mixing Bowl	5	Pc.	120	600
Scissor	3	Pc.	50	150
Super Kalan	2	Pc.	1550	3100
Pan	3	Pc.	320	960
Gulaman container	4	Pcs.	100	400
Puto Cheese molder	2	Doz.	60	120
Ladle	4	Pcs	20	80
Measuring Spoons/cups	2	Set	56	112
Sifter	5	Pc.	79	395
Steamer	2	Pc.	450	900
Hand mixer	2	Pc.	300	300
Sauce Container	6	Pcs.	50	300
Plate	1	Doz	420	420
Tong	3	Pc.	50	150
Knife	4	Pc.	50	200
Thermos	2	Pc.	285	570
Food Tray	11	Pcs	50	550
Kettle	2	Pc.	300	600
Blender	2	Pcs	900	1,800
Broom	5	Pc.	30	150
Dustpan	5	Pc.	55	275
Trash Can	6	Pcs	326	1,956
Grater	5	Pcs.	100	500
Ice crusher	2	Pc.	1200	2400
Stall	1		3170	3170
<b>Total</b>				<b>17,288</b>

## Schedule 8

## Store Supply

	Year 1	Year 2	Year 3	Year 4	Year 5
28,000x 100%	28,000				
28,000x104.5%		29,260			
29,260x 104.5%			30,577		
30,577x 104.5%				31,953	
31,953x 104.5%					33,391

## Schedule 9

## Office Supply

	Year 1	Year 2	Year 3	Year 4	Year 5
1,604x100%	1,604				
1,604x104.5%		1,676			
1,676x104.5%			1,752		
1,752x104.5%				1,830	
1,830x104.5%					1,913

## Schedule 10

## Advertisement

	Year 1	Year 2	Year 3	Year 4	Year 5
250 x 100%	250				
240 x 104.5%		261			
261 x 104.5%			273		
273 x 104.5%				285	
285 x 104.5%					298

## Schedule 11

## Utility expenses

	Year 1	Year 2	Year 3	Year 4	Year 5
8,400 x100%	8,400				
8,400x104.5%		8,778			
8,778x104.5%			9,173		
9,173x104.5%				9,586	
9,586x104.5%					10,017

## Schedule 12

## Transportation

	Year 1	Year 2	Year 3	Year 4	Year 5
2,880x100%	2,880				
2,880 x104.5%		3,010			
3,010 x104.5%			3,145		
3,145 x104.5%				3,287	
3,287 x104.5%					3,434

## Schedule 13

## Government &amp; Legal Requirements

	Year 1	Year 2	Year 3	Year 4	Year 5
1,945 x 100%	1,945				
1,945 x 104.5%		2,033			
2,033 x 104.5%			2,124		
2,124 x 104.5%				2,220	
2,220 x 104.5%					2,319

## Schedule 14

## Salaries Expenses

	Year 1	Year 2	Year 3	Year 4	Year 5
133,800 x 100%	133,800	133,800	133,800	133,800	133,800

## Schedule 15

## Government Standard Salary Payable

			Monthly			Yearly		
			ER	EE	Total	ER	EE	Total
Min. Salary	366	SSS	945	495	1,440	11,340	5,490	17,280
No. of Days	30	Phil-Health	150	150	300	1,800	1,800	3,600
Monthly Salary	10,980	PAG-IBIG	100	100	200	1,200	1,200	2,400
Annual Salary	131,760	Monthly Total	1,195	745	1,940	14,340	8,940	23,280

## Schedule 16

## Government Standard Salary Payable

	ER	Year 1	Year 2	Year 3	Year 4	Year 5
SSS	945	11,340	11,340	11,340	11,340	11,340
PAG-IBIG	150	1,800	1,800	1,800	1,800	1,800
Phil-health	100	1,200	1,200	1,200	1,200	1,200
Total	1,195	14,340	14,340	14,340	14,340	14,340



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