

**ESTABLISHMENT OF MEAL AND TEA HOUSE
IN POBLACION SUR, CARMEN, BOHOL**

**College of Technology and Allied Sciences
BOHOL ISLAND STATE UNIVERSITY
Zamora, Bilal, 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

In Partial Fulfilment
Of the Requirements of the Degree
In Bachelor of Science in Entrepreneurship

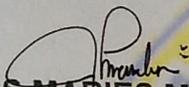
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APPROVAL SHEET

This feasibility study entitled "ESTABLISHMENT OF MEAL & TEA HOUSE IN POBLACION SUR, CARMEN, BOHOL", prepared and submitted by Venus M. Amoncio, Gina Q. Arausa, Judelyn B. Digal, Cristy Jane M. Doria, Honey Lynn C. Doria, Mailyn C. Espina, Irene Fe D. Lara, Jelly Marie B. Pacleb in partial fulfillment of the requirements for the degree Bachelor of Science in Entrepreneurship has been examined and recommended for acceptance and approval for oral defense.

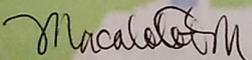
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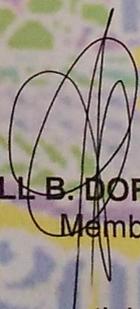
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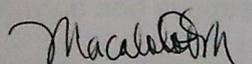

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The Researchers

ABSTRACT

Generally, this study aimed to determine the feasibility of establishing a meal and tea house in Poblacion Sur, Carmen, Bohol. Specifically, this answered the profile of the respondents, market aspects, technical aspects, management aspects, financial aspects and socio- economic aspects. The researchers utilized a descriptive research design. The study was conducted in Poblacion Sur, Carmen, Bohol wherein it has 100 randomly selected respondents that were ages 10-59, mostly the sellers in the market and by passers. The number of respondents were determined using the Slovin's formula. The study revealed that there is still a wide gap between the demand-supply for meal and tea house in Poblacion Sur, Carmen, Bohol. The proponent has to secure the franchise fee and other equipment in order to start the operation. The proposed business was not a complicated type so a sole proprietorship ownership would be suitable for easier and simple legal requirements. This has one employee who can multi-task and was trained to do the job accordingly. The business gave employment and the town was benefited through the licenses. Financially, the business is profitable and has a payback period of 9 months. Given all the data, establishing a meal and tea house in Carmen, Bohol is feasible.

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Chapter 1

THE PROBLEM AND ITS SCOPE

INTRODUCTION

Rationale

Filipinos are certified food lovers. Whether its breakfast, lunch, or dinner. Filipinos love to eat snacks at midmorning including “merienda” in the afternoon. Just recently, a new product entered the market. Milk tea and buffalo wings concept has gained popularity in the Philippines. Milk tea is popular not just because of its health benefits, but also because of its unique blend and taste, no wonder why a lot of customers are being addicted to it. It is a combination of milk and tea, which also comes up with different flavors and ingredients. For the buffalo wings, it uses chicken which are known as the most typical and densely populated species of bird here on Earth. Buffalo wings originated in the America, takes flight as it was brought here in the Philippines. This is a chicken wing, fried and coated with sauce, can be paired with rice for meal or chicken alone for snacks. Filipino entrepreneurs combine milk tea and buffalo wings for food business concept which was seen as a great opportunity to raise income and undoubtedly, it become a hit especially for the new generation.

On a survey on the average number of times fast food from quick service restaurants consumed per week in the Philippines, 45.88% of respondents in the Philippines stated they eat fast food one to three times per week. (Statista Research Department, 2018) This is quite an indication that Filipinos prefer fast

foods or on-the-go meals especially during weekdays where they are in rush. There are variants where customers can choose from. New generations customers fell in love with this new trend of product. With that, entrepreneurs consider this as a huge opportunity to raise income as well as develop a new and unique product out of the original ones. Just like coffee shops, milk tea shops are good venue for people hanging out, socializing, and spending their free time.

Filipinos were ranked to be the second highest drinker of milk tea in Southeast Asia. According to Grab Food (2019) data which caters thousands of milk tea brands throughout Southeast Asia, an individual in the Philippines consumes an average of five cups of milk tea per month. With the given data, it can be perceived that milk tea is one of the new trends of drinks most especially to the new generation.

Municipality of Carmen, Bohol is a second-class municipality and is a busy town. There are lots of business establishments which means there are many employees and it has a rich tourist destination.

A presence of a food establishment in the municipality would be a necessary thing to locals as well as tourists and a huge opportunity to entrepreneurs. With this, the researchers opt for a feasibility study in putting up a meal and tea house in Carmen, Bohol which offers chicken wings, milktea and fries.

THE PROBLEM

Statement of the Problem

The primary aim of the study was to determine the feasibility of establishing a meal and tea house in Carmen, Bohol.

Specifically, it sought to answer the following questions:

1. What is the profile of the respondents in terms of:
 - 1.1 Target Market
 - 1.1.1. Age
 - 1.1.2. Gender
 - 1.1.3. Working Status
 - 1.1.4 Monthly Income
 - 1.2 Competitors
 - 1.2.1. Business Age
 - 1.2.2. Annual Sales in Quantity
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
 - 2.5. Socio-economic Aspect

Significance of the Study

It is believed that this feasibility study would be beneficial to the following:

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

Prospective Investors/Capitalist. This study would help the investors/capitalist decide whether to pursue the plan to put up a meal and tea house in Carmen, Bohol or not. This study would serve as a guide in determining the technical, management, and capital requirements of the project because all these aspects are already included in this study.

Future Researchers. This feasibility study would serve as a reference for similar studies in the future. The output of this study would provide new related literature or studies to the researchers who are interested to conduct a study similar to this one.

RESEARCH METHODOLOGY

Design

The study was a survey research wherein researchers utilized a descriptive research design. Descriptive method of research was all about describing certain phenomena, characteristics or functions. This included

describing customers, competitors, market segments, and measuring performance.

Environment and Participants

This study was conducted in Poblacion Sur, Carmen, Bohol. It is a barangay in the municipality where the public market and business establishments are located.

The respondents of the study were the target market and competitors of the proposed business. For the target market, it has 100 respondents with the age bracket of 10-59 years old who were coming from the five neighboring barangays in the center most part of Carmen, Bohol namely, Poblacion Sur, Poblacion Norte, Guadalupe, La Paz, and Katipunan. The number of respondents was determined using the Slovin's formula and random sampling was used in choosing the target market who will respond the survey.

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

Where: n=sample size

N= 18,971(latest population of Municipality of Carmen Bohol)

E=margin error of 0.10 or 10%

$$n = \frac{N}{1+NE^2} \quad n = \frac{18,971}{1+18,971(0.1)^2} \quad n = \frac{18,971}{1+18,971 \times 0.01} \quad n = \frac{18,971}{190.71} \quad n = 99.48$$

The researchers have completely enumerated the 8 direct competitors.

Instrument

This study used a researcher-made survey questionnaire to gather related data. The questionnaire was composed of checklist questions. The first part of the questionnaire is the respondents' profile, next part is their buying experience, and the last part consists of questions to test the respondents' willingness to avail the products of the proposed business. For the competitors, questions were made by the researchers consisting of an open question that gives data about the history of their business and their estimated sales in a day.

Data Gathering Procedure

The researchers asked approval to conduct research from the office of BISU Campus Director, Office of the Municipal Mayor in Carmen and Office of Barangay Chairman in Poblacion Sur. Upon approval, survey was conducted. Due to the large amount of population in the municipality, the researchers used the sample survey method. Before the respondents were made to answer the questionnaire, they were given a brief explanation on what the study was all about. Data gathered from the respondents were tallied and were treated using the percentage.

Scope and Limitations

This study aimed to determine the feasibility of establishing meal and tea house in Poblacion Sur, Carmen, Bohol.

The 100 respondents of the study were from the five (5) barangays ages 10-59 that were randomly selected both males and females, and 8 competitors of the proposed business. It was conducted on 2021. The number of the respondents was determined using Slovin's Formula and Complete Enumeration respectively.

Aspects of this study were limited to market, technical, management, socio-economic, and financial aspects for the year 2020.

The level of analysis of the market was based only on the data gathered from the respondents.

OPERATIONAL DEFINITION OF TERMS

Beverages. This refers to anything liquid for consumption without alcohol contents such as milk tea.

Buffalo Wings. A chicken wing fried and coated in 8 different sauces and is part of the meal served.

ChikaTea. The business name. The name is derived from the combination of chicken and milk tea which are the main dishes served.

French Fries. Long, thin pieces of potato that are fried coated with different flavors eaten hot for snacks.

Meal. Is the combination of two buffalo wings, a cup of rice and a glass of iced tea in a serving tray which is served to the customer.

Milk Tea. The combination of milk and tea plus variety of flavors and then tapioca pearls were put in the bottom of the cup. This is the main drink of the proposed business.

Chapter 2

MARKET ASPECT

This chapter presents the market aspect to analyze the information gathered. It includes aspects of demand and supply analysis, projected demand, projected supply, demand-supply gap, and market share. Herewith also, is the profile of the respondents, background information, and perceptions on the present business factors and benefits of meal and tea house were considered in the feasibility study.

Demand Analysis

Present Demand

The researchers surveyed 100 respondents who are residents of Carmen, Bohol particularly in Poblacion Sur, Poblacion Norte, Guadalupe, La Paz, and Katipunan. with age range from 10 to 59. The research was conducted at Poblacion Sur, Carmen, Bohol. Table 1 to 11 present the responses during the data gathering.

Table 1 presents the profile of the respondents such as their age, gender, status, and monthly income. Most of the respondents were in the age bracket of 21-30 with 37%, mostly were female with 67%, employed with 39% and has an income of P3001-P5000 with 47%.

Table 1
Respondents' Profile

Age	Frequency	Percentage
10-20	32	32%
21-30	37	37%
31-40	18	18%
41-59	13	13%
Total	100	100%
Gender		
Male	33	33%
Female	67	67%
Total	100	100%
Working Status		
Employed	39	39%
Employed while studying	35	35%
Unemployed	11	11%
Student	15	15%
Total	100	100%
Monthly Income		
1,000-3,000	25	34%
3001-5,000	35	47%
5,001-7000	3	4%
7,000 up	11	15%
Total	74	100%

Table 2 presents the acceptability of respondents of the proposed business which shows that most of the respondents are willing to avail with 89% as their response compared to 11% as a result of unwillingness. This implies that this 89% will be the possible customers when the proposed business is established.

Table 2
Acceptability of the Proposed Business

Response	Frequency	Percentage
Yes	89	89%
No	11	11%

Table 3 shows the kind of products the proposed business has to offer and the choice of the respondents wherein milktea has the highest percentage with 52% and buffalo wings comes the lowest with 23%. This data will help the researchers in determining the purchases of the proposed business.

Table 3

Product They Would Like to Avail

Response	Frequency	Percentage
Buffalo Wings	29	23%
Milk tea	65	52%
Fries	32	25%
Total	126	

Table 4 and 5 show the preferred milktea flavors and sizes of the respondents. Red velvet has the highest choice with 26% while cafe macchiato got the lowest as their other option for flavor with 1%.

For the sizes, small has the highest preference with 43% while large has the lowest response with 26%. The data will be used in determining the purchases of the proposed business.

Table 4

Preferred Milktea Flavor

Response	Frequency	Percentage
Caffe Macchiato	1	1%
Choco Hazelnut	5	8%
Dark Chocolate	15	23%
Okinawa	3	5%
Oreo Cookies & Cream	12	18%
Taro	3	5%
Red Velvet	17	26%
Wintermelon	9	14%
Total	65	100%

Table 5
Preferred Milktea Sizes

Response	Frequency	Percentage
Small	28	43%
Medium	20	31%
Large	17	26%
Total	65	

Table 6 shows the number of times the respondents will avail in a day. Forty six (46%) of respondents responded that they will avail once a day while two (2%) responded 4 times a day. This will help in determining the demand.

Table 6
Number of Times they Avail in a Day

Response	Frequency	Percentage
Once	46	52%
Twice	35	39%
Thrice	6	7%
4 times a day	2	2%
Others, specify	0	

Historical Demand

Historical demand is important in determining the trend of the products of the proposed business.

Presented on Table 7 is the total population of the municipality of Carmen, Bohol for the past 5 years (2016-2020) with ages 10-59. The researchers have

come up with this figure through data gathering from Office of Nutrition Unit of Carmen, Bohol.

Table 7

Total Population of Carmen, Bohol ages 10-59 from 2016-2020

Year	Total of Population
2016	16,720
2017	18,772
2018	19,382
2019	18,663
2020	18,971

Source: Office of Nutrition Unit in Carmen, Bohol

Table 8 represents the population of the included barangays in Carmen, Bohol. This data will be needed in order to determine the population of the target market. The total population of the five (5) included barangays is 5,351 or 28% of the total population of year 2020. This percentage will be used in determining the target market for the past four (4) years as presented on Table 9.

Table 8

Population of Included Barangays in Carmen, Bohol 2020

Included Barangays (Neighboring Barangays)	Population
Guadalupe	945
La Paz	559
Poblacion Norte	1225
Poblacion Sur	1246
Katipunan	1376
Total	5,351

Source: Office of Nutrition Unit in Carmen, Bohol

Table 9
Target Market

Year	Total Population	Percentage of Target Market	Target Market
2016	16,720	28%	4,682
2017	18,772	28%	5,256
2018	19,382	28%	5,427
2019	18,663	28%	5,226
2020	18,971	28%	5,312

Source: Office of Nutrition Unit in Carmen, Bohol

Historical Demand on Table 10 is computed by multiplying the target market by the times each participant avail in the said establishment. This historical demand will be the basis for the computation of the projected demand.

Table 10
Historical Demand

Year	Target Market	Once a Day (30 days/month)	12 months/year	Historical Demand (per pc.)
2016	4,682	30	12	1,685,376
2017	5,256	30	12	1,892,218
2018	5,427	30	12	1,953,706
2019	5,226	30	12	1,881,230
2020	5,312	30	12	1,912,277

Table 11 shows the increase of historical demand for the past 5 years by subtracting the current year and previous year. In determining the average increase, total increase was divided by 4 years (5-1). The average increase will be used in getting the projected demand.

Table 11
Demand Average Increase

Year	Historical Demand	Increase
2016	1,685,376	
2017	1,892,218	206,842
2018	1,953,706	61,488
2019	1,881,230	-72,475
2020	1,912,277	31,046
Average		56,725

Projected Demand

The projected demand for year 1 is computed by adding the historical demand of year 2020 and the average increase. Then, the projected demand will then be added by the average increase to get the projected demand for Year 2. The same goes for to projected demand for years 3 to 5, respectively.

Table 12
Projected Demand

Year	Demand	Average Increase	Projected Demand
2021	1,912,277	56,725	1,969,002
2022	1,969,002	56,725	2,025,727
2023	2,025,727	56,725	2,082,452
2024	2,082,452	56,725	2,139,178
2025	2,139,178	56,725	2,195,903

Supply Analysis

Present Supply

At present, there are 3 milk tea shops and 5 fried chicken stalls in the vicinity of Carmen, Bohol. Other milk tea shops started a year ago but most of

them started they're during pandemic. While fried chicken stalls started years ago and others were just recently.

The following were the milk tea shops and fried chicken stalls who are currently operating.

1. Go Tea House -offers milktea, siomai, fries, shake, gogo manju, fried chicken.
2. Milktea Ni Langga- offers buffalo chicken wings, milk tea, fries.
3. Aiz tea- offering variety of foods and snacks such as buffalo wings, fries,and milktea.
4. La Fortuna Chicken -They offer whole chicken lechon, wings, breast part, and leg part.
5. Genre's chicken- offers fried chicken.
6. Nat's Fried Chicken - offers fried chicken, whole chicken lechon.
7. Cristelicious Chicken - offers fried chicken, whole chicken lechon, chicken inasal.
8. GG's Fried Chicken – offers fried chicken, whole chicken lechon, chicken inasal.

Historical Supply

Table 13 shows the lists of the existing competitors in the area as well as their sales for the past 5 years. It can be interpreted that as years go by, more business has opened even with the pandemic and sales were distributed when new shops were established.

Table 13

Sales in Quantity of Milk tea Shops and Fried Chicken Stall

Competitors	2016	2017	2018	2019	2020
Go Tea House				64,585	54,915
Milktea ni Langga				63,305	50,068
Aiz Tea					28,972
La Fortuna	149,195	178,749	191,069	92,812	96,174
Genre's	163,530	193,468	208,740	108,384	101,284
Nat's Chicken				101,179	104,409
Cristelicious				66,249	75,469
GG's Fried Chicken				63,296	71,460
Total	312,725	372,217	399,809	559,810	582,751

Historical supply on Table 14 was computed by adding the sales in quantity of the existing competitors. The data below was used in computing the supply average increase.

Table 14

Historical Supply

Year	Historical Supply
2016	312,725
2017	372,217
2018	399,809
2019	559,810
2020	582,751

Table 15 shows the increase of supply yearly. The data will be used in determining the projected supply.

Increase= Current year – Previous year

$$\text{Average Increase} = \frac{\text{Total Increase}}{(5\text{years}-1)}$$

Table 15
Supply Average Increase

Year	Historical Supply	Increase
2016	312,725	
2017	372,217	59,492
2018	399,809	27,592
2019	559,810	160,001
2020	582,751	22,941
Average		67,507

Projected Supply

The projected supply on Table 16 was computed by adding the average increase to the historical supply of the year 2020. Then, the projected supply will then be added by the average increase to get projected supply for Year 2. The same goes to projected supply for years 3 to 5, respectively.

Table 16
Projected Supply

Year	Supply	Average Increase	Projected Supply
2021	582,751	67,507	650,258
2022	650,258	67,507	717,764
2023	717,764	67,507	785,271
2024	785,271	67,507	852,777
2025	852,777	67,507	920,284

Demand-Supply Analysis

Table 17 shows the gap of demand and supply. The data shows that there is still a big gap between the demand and supply which can be a good indication

for a need in establishing a new meal & tea house in the proposed location.

Table 17
Demand-Supply Gap

Year	Projected Demand	Projected Supply	Gap/Unsatisfied Demand	Percent Unsatisfied
2021	1,969,002	650,258	1,318,745	67
2022	2,025,727	717,764	1,307,963	65
2023	2,082,452	785,271	1,297,182	62
2024	2,139,178	852,777	1,286,401	60
2025	2,195,903	920,284	1,275,619	58

Table 18 below presents the expected proponents' capacity wherein the proposed business will cater 1% of the gap or unsatisfied demand making a capacity of 11,737 in the year 1.

Table 18
Expected Proponents Capacity

Year	Gap/Unsatisfied Demand	Acceptance Factor (89%)	Expected Proponents Capacity (1%)
2021	1,318,745	1,173,683	11,737
2022	1,307,963	1,164,087	11,641
2023	1,297,182	1,154,492	11,545
2024	1,286,401	1,144,897	11,449
2025	1,275,619	1,135,301	11,353

Market Share

Table 19 shows the market share of the competitors with the proponent's production capacity. The result depicts a 2% market share in year 1. It is computed using the formula:

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

Table 19

Market Share

Year	Competitor's Supply Capacity (A)	Proponents Production Capacity (B)	A+B	Market Share
2021	650,258	11,737	661,994	2%
2022	717,764	11,641	729,405	2%
2023	785,271	11,545	796,815	1%
2024	852,777	11,449	864,226	1%
2025	920,284	11,353	931,637	1%

Marketing Mix

Marketing mix is comprised of four (4) key elements or also known as 4Ps used when marketing the products. This includes product, price, place and promotion. Each is considered equally important in crafting a strategic marketing plan.

Product

The proposed meal and tea house have three main products namely Milktea, french fries, and buffalo wings. Milktea has small, medium, and large sizes. The competitive edge of the proposed business is that all the flavorings to be used are all premium and there is a standard measurement of all the ingredients.

Figure 1 presents the milktea flavors the proposed business will offer. The following will be served in small, medium and large.



Figure 1. Milktea Flavors

Figure 2 shows the other two products the proposed business will offer which are the French fries and buffalo wings. It will be served either “dine in or take out”.



Figure 2. French Fries & Buffalo Wings

Pricing

The proposed business will follow the markup pricing from JM Food and Products and prices were made affordable to attract customers in order to develop into the society.

Presented on Table 20 are the prices of all similar products of the competitors and the proposed business. Competitive pricing strategy was used in order to keep up with the existing market. Costing for determining the purchase price will also be considered in order to ensure that the proposed business gained profit. Computation for costing can be found in the appendices.

Table 20

Pricing

Name of Business	Price				
	Fries	Chicken	Milktea		
			Small	Medium	Large
Go Tea House	55	99	55	85	95
Milk Tea ni Langga	50	199	55	85	95
Aiz Tea			55	85	95
La fortuna		13			
Nat's Fried Chicken		13			
Genre's Fried Chicken		13			
Cristelicious		13			
Chika tea Meal & Tea House	35	69	55	85	95

Place

The proposed meal and tea house will be located along the highway near a school, public bus terminal, and public market making it accessible..

Promotion

As a business whose target market are middle-aged people, it is vital to have a social media presence such as Facebook Page to post witty captions. The physical store should also have attractive tarpaulins in order to attract millennials. Other than that, it will also use sales talk as a way of promoting the products to the customers. The staff is friendly and open for any comments and suggestions from the customers to further improve the business.

Figure 3 and 4 show the promotional tools of the proposed business.



Figure 3. Tarpaulin



Figure 4. Facebook Page

Chapter 3

TECHNICAL ASPECT

This chapter discusses the business offerings, process, schedule and capacity. This also includes tools, equipment, furniture and fixtures necessary in order for the business to operate, the location, layout of the store, and the annual costs of supplies, labor, utilities, transportation, miscellaneous, and government and legal requirements.

Business Offerings

The proposed business is a meal and tea house, a food establishment, that offers milk tea, fries, and buffalo wings. Milk tea has 8 variety of flavors namely, caffe macchiato, choco hazelnut, dark chocolate, oreo cookies & cream, okinawa, taro, red velvet, and wintermelon. It will be served either in small, medium, and large sizes. The proposed business will be offering dine-in, take out, and delivery from orders taken online.

Business Process

Business process is a set of tasks by the owner/manager and staff wherein a specific sequence produces a service or product to the customers. The proposed business consists of purchase flow, production flow for milktea, fries, and buffalo wings, and a service flow to the customers that will make sure resources are used efficiently.

The proposed business shall follow the steps and actions necessary to complete a purchase.

Figure 5 shows the purchase flow of the business. Presented are the steps needed to be done when purchasing supplies.

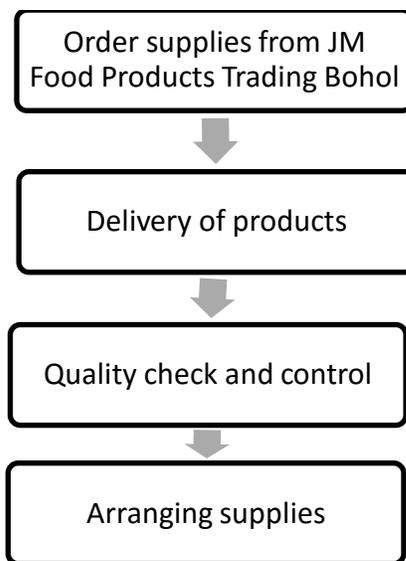


Figure 5. Purchase Flow

1. The purchaser will place order to the designed supplier, JM Food Products Trading Bohol every Tuesday so that the order can be covered by the free delivery the next day.
2. Products ordered will be delivered by the supplier every Wednesday giving free delivery to its clients.
3. Upon arrival of the products, the staff, particularly the auditor and Inventory clerk will check the correctness of the quantity as well as the quality of the products delivered. Cashier will pay the total payment of the ordered supplies.
4. Lastly, put them in their designated places that is safe and clean.

Figure 6 presents the process in preparing the milktea. The following must be followed in order to provide quality product.

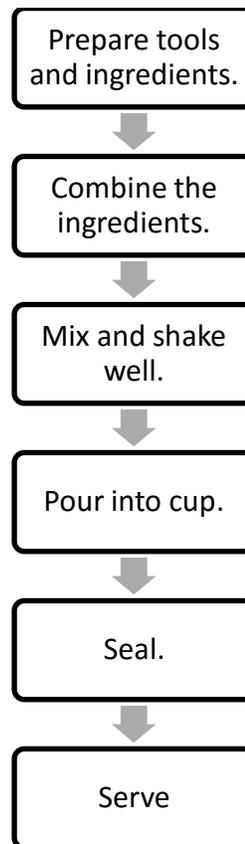


Figure 6. Milktea Preparation

1. Prepare necessary tools such as shaker, jigger, and stirrer. For the ingredients, must follow the standard measurements for the flavor, creamer, tea, and fructose.
2. Combine all the ingredients into the shaker, adding ice cubes in it.
3. Shake well until the ingredients fully dissolved.
4. Pour into the cup with tapioca pearls.
5. Lastly, seal it with the sealing machine and serve.

French fries are long and thin strips of potatoes, deep fried in oil. Coated with cheese powder to add flavor, reason why almost everyone eat the products. To ensure uniformity of the quantity served to every customer, it should be weighed before cooking.

Figure 7 presents the process flow in preparing French fries. This must be followed so that the product is served properly.

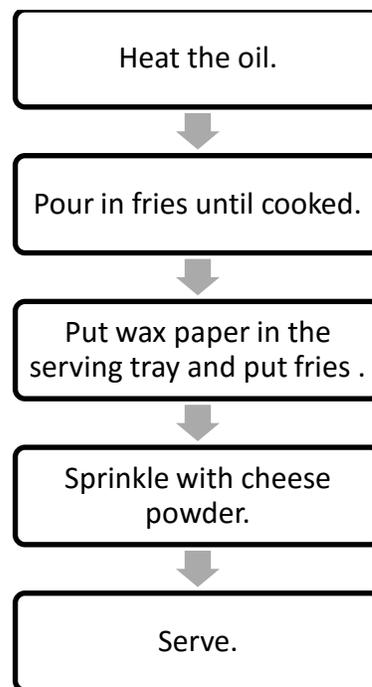


Figure 7. Fries Preparation

1. Preheat oil in the deep fryer.
2. Put in the fries for 3-5 minutes until desired crispiness is achieved.
3. Flatten wax paper in a serving tray where fries is put when cooked. Wax paper will drain the oil from the fries.
4. Sprinkle with cheese powder the top of it and serve.

Buffalo wings are usually the wing-part of a chicken, deep fried and coated in sauce. According to TIME (2009), the first plate of wings was served in 1964 at a family-owned establishment in Buffalo called the Anchor bar by Teresa Bellissimo.

Figure 8 below depicts the flow in preparation of buffalo wings so that the proposed business will be achieve a quality product.

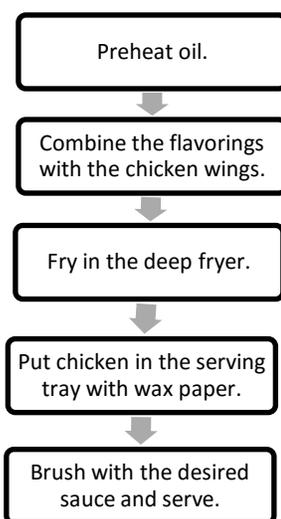


Figure 8. Buffalo Wings Preparation

1. Preheat oil in the deep fryer where the chicken will be cooked.
2. Combine flour, salt, pepper, seasoning, and lemon with the chicken wings.
3. Fry it in the deep fryer in about 8-10 minutes or until chicken is golden brown.
4. Put wax paper in the serving tray where the chicken will be served in order to drain excess oil in it.
5. Brush the chicken according to the customer's desired sauce and serve along with one cup of rice and a glass of iced tea.

Figure 9 shows the process flow in serving the customers which is crucial in order to maintain harmonious environment with them.

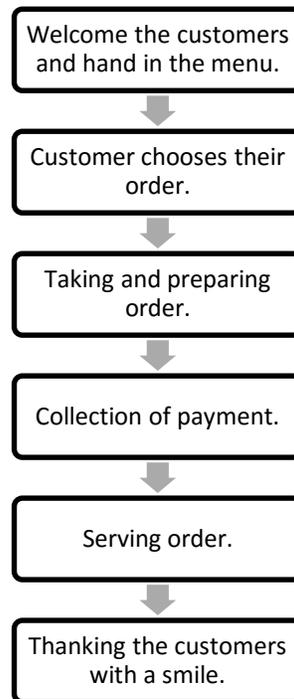


Figure 9. Service Flow

1. Wear a mask and welcome the customer with a smile and then hand them the menu.
2. As the customer chooses his/her order, the staff will assist him/her and answer questions about the products and store offerings.
3. The staff will jot down the order and prepare the best quality of product the store could offer.
4. Compute the total amount of the order, hand in the bill, and collect the payment accordingly.
5. The staff will serve the order, may it be dine-in or take out.
6. Thank the customers sincerely.

Business Schedule and Capacity

The proposed meal and tea house will operate Sunday to Saturday, from 8:00 am to 5:00pm, making it open for 8 hours a day in order to meet the customer's needs. The proposed business layout has 3 tables that has 8-person capacity.

Location

The proposed business is particularly located in Poblacion Sur, Carmen, Bohol. This is where most business establishments can be found as well as the public market. It is adjacent to McManok, J&T Express the front face of the building.

Figure 10 and 11 shows the location and vicinity map of the proposed business. Figure 10 is the location or the whole Poblacion Sur, Carmen, Bohol and the next figure presents the landmarks or stores near the exact location.

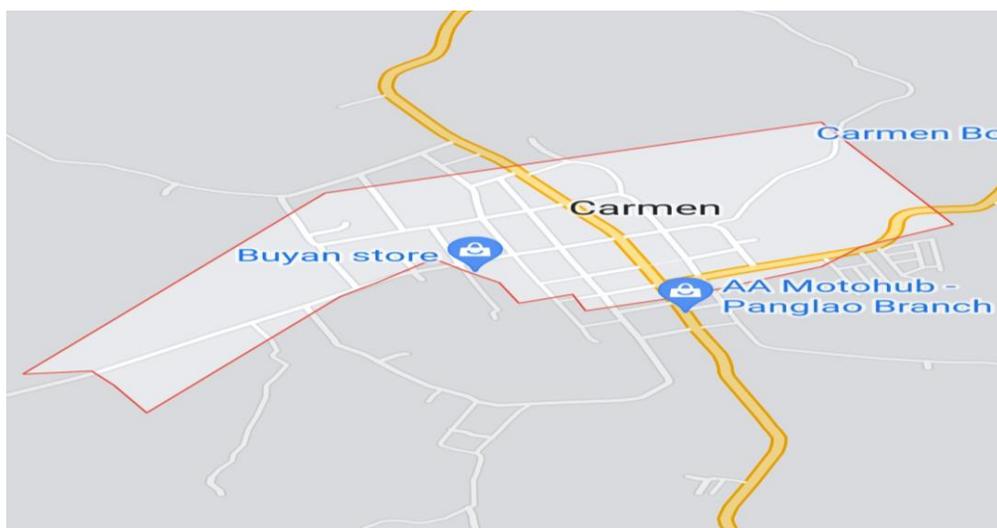


Figure 10. Location Map

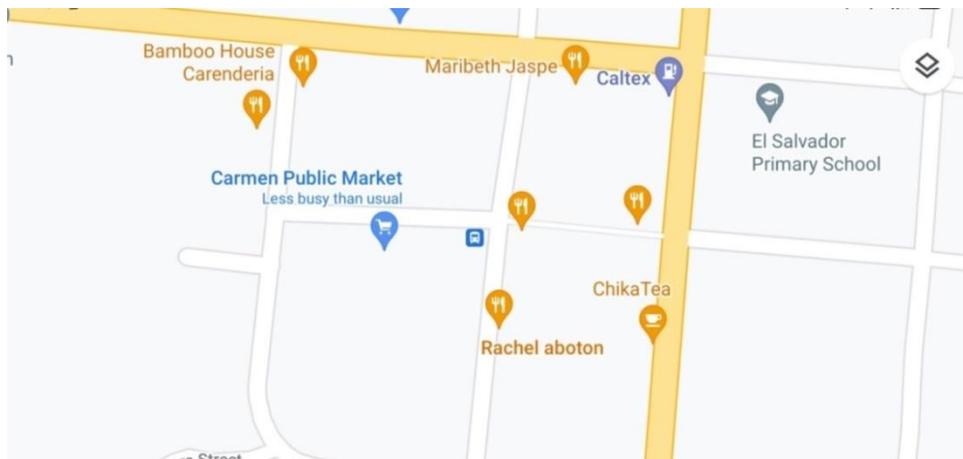


Figure 11. Vicinity Map

Building

Table 21 below shows the rent expense to be incurred for 1 year operation of the business. The payment for rent is to be paid monthly. Rental fee covers only the building. A cost of improvement for the building is shown on Table 22.

Table 21

Annual Rental Expense

Description	Monthly	Total
Space Rental	6,500	78,000
Total		78,000

Table 22

Leasehold Improvement

Description	Quantity	Unit	Unit Cost	Total Cost
Floormat	8	M	55	440
Wall Paper	15	Pcs	109	1,635
Sand Paper	12	Pcs	65	780
Flower	24	Rolls	130	3,120
Decoration	6	Strips	65	390
Labor	3	Days	500	1,500
Total				7,865

Layout

The floor area has a width of 3.06 meters and 4.64 meters height. In order to utilize the space and function, tables will be attached to the wall and 8 chairs will be spread out. Near the counter will be the fridge at the end of the wall with the sink beside it. Within the counter will be cashier area and the preparation area wherein stocks are reachable.

Figure 12 presents the exterior perspective of the proposed business building. Interior perspective and floor plan can be seen in the Appendix.



Figure 12. Perspective

Furniture and Fixtures

Furniture and Fixtures are tangible assets used by the proposed business to carry out its core operations and generate profits. And are assets that depreciate over their useful life.

Table 23 and 24 on the next page shows the total purchases of needed furniture and fixtures of the proposed business and their depreciation expense, respectively.

Table 23
Total Cost of Furniture and Fixtures

Description	Unit	Unit Cost	Total Cost
Tables	3	625	1,875
Chairs	8	150	1,200
Countertop	1	2,200	2,200
Wooden Table	1	820	820
Portable Sink	1	3,400	3,400
Spotlight	4	1,200	4,800
Total			14,295

Table 24
Depreciation Expenses of Furniture and Fixtures

Description	Total Cost	Estimated Useful Life	Salvage Value	Depreciation
Tables	1,875	5	188	338
Chairs	1,200	3	120	360
Countertop	2,200	6	220	330
Wooden Table	820	5	82	148
Portable Sink	3,400	5	340	612
Spotlight	4,800	3	480	1,440
Total				3,227

Utensils and Equipment

The proposed business will acquire the following equipment before the operation as presented on Table 25. The following utensils and equipment are to be sourced out locally to support local business establishments and to reduce transportation costs.

Table 25
Total Cost of Utensils and Equipment

Description	Quantity	Unit Cost	Total Cost
Utensils			
Canisters	10	20	200
Knife	1	50	50
Tea net	1	85	85
Food thong	1	30	30
Strainer	1	50	50
Equipments			
Refrigerator	1	13,500	13,500
Wall Fan	2	1,200	2,400
Rice Cooker	1	970	970
Stove	1	2,000	2,000
Cooler	1	3,000	3,000
Kitchen Scale	1	320	320
Total			22,605

The depreciation expense of utensils and equipment is presented below on Table 26. This will be deducted from gross profit to allow for a reduction in the value of utensils and equipment because of its age or how much it has been used. Same goes for the other assets.

Table 26
Depreciation Expenses of Utensils and Equipment

Description	Total Cost	Estimated Useful Life	Salvage Value	Depreciation
Utensils				
Canisters	200	3	20	36
Knife	50	5	-	10
Tea net	85	2	2	38
Food thong	30	5	5	6
Strainer	50	5	-	10
Equipments				
Refrigerator	13,500	7	1,350	1,736
Wall Fan	2,400	5	240	432
Rice Cooker	970	5	97	175
Stove	2,000	5	200	360
Cooler	3,000	5	300	540
Kitchen Scale	320	3	5	105
Total				3,448

Franchise Fee, Equipment, and Supplies Package

Table 27 shows the inclusions of the franchise from JM Food Products Trading Bohol. This includes the franchise fee, utensils and equipment, and supplies that have a total of P 36,000.

Table 27

Franchise Package

Description	Quantity	Unit Cost	Total Cost
Franchise Fee			15,000
Utensils & Equipments			
Tea Barrel	1	1,850	1,850
Sealing Machine	1	4,999	4,999
Shaker	1	255	255
Measuring Jigger	1	95	95
Stirrer Long Spoon	1	125	125
Powder Spoon	1	60	60
Tapioca Scooper	1	125	125
Foodbrush	1	225	225
Deep Fryer	1	2,550	2,550
Serving Tray	10	42	420
Subtotal			10,704
Supplies			
Sealing Film	5,000	0.199	995
Black Tea	1	315	315
Fructose	3	120	360
Wintermelon	1	345	345
Creamer	2	160	320
Chicken Wings Sauce	12	215	2,577
Breadings	6	235	1,410
Tapioca	2	125	250
12oz U Cups	100	2.9	290
16oz U Cups	100	3.05	305
22oz U Cups	100	3.5	350
Boba Straw	200	1.25	250
Okinawa Powder	1	415	415
Taro Powder	1	285	285
Oreo Cookies & Cream	1	340	340
Caffe Macchiato Powder	1	370	370
Dark Choco Powder	1	399	399
Red Velvet Powder	1	415	415
Paperbox	1	135	135
Gloves	1	170	170
Subtotal			10,296
Total			36,000

Table 28 shows the depreciation expense derived from the utensils and equipment from franchising.

Table 28

Depreciation Expenses of Utensils and Equipment from Franchising

Description	Total Cost	Estimated Useful Life	Salvage Value	Depreciation
Tea Barrel	1,850	3	185	555
Sealing Machine	4,999	10	500	450
Shaker	255	3	26	77
Measuring Jigger	95	3	10	29
Stirrer Long Spoon	125	5	13	23
Powder Spoon	60	2	6	27
Tapioca Scooper	125	3	13	38
Foodbrush	225	2	23	101
Deep Fryer	2,550	5	255	459
Serving Tray	420	4	42	95
Total				1,852

Supplies

Supplies are a fundamental source that can help proposed business to remain profitable. The main importance of supplies into a business is the quantity of product of the proposed business has to offer to its customer at a particular point in time.

Supplies include store supplies which are consumable items, maintenance supplies that are needed in maintaining the cleanliness of the store, and office supplies which is very useful in record keeping, monitoring attendance, and other office works. Supplies are presented in Table 29 to Table 31.

Table 29
Annual Cost of Store Supplies

Description	Quantity	Unit Cost	Total Cost
Water Gallon	96	30	2,880
Toothpick	5	55	275
Cellophane	5	25	125
Bulsita	30	45	1,350
Gas Refill	5	1,200	6,000
Printed Menu	2	50	100
Total			10,730

Table 30
Total Annual Cost of Maintenance Supplies

Description	Quantity	Unit Cost	Total Cost
Broom	4	30	120
Doormat	2	25	50
Dustpan	1	50	50
Cleaning Cloth	5	10	50
Garbage Bag	15	100	1,500
Garbage Bins	3	50	150
Dipper	1	30	30
Dishwashing Soap & Sponge	15	25	375
Bucket	1	50	50
Total			2,375

Table 31
Total Annual Cost of Office Supplies

Description	Quantity	Unit Cost	Total Cost
Ballpen	12	7	84
Record Book	5	153	765
Scissors	1	65	65
Tissue	12	65	780
Calculator	1	500	500
Total			2,194

Utilities

Utilities are essential services that play a vital role in economic and social development most especially in the business sector wherein most operations were operated with electricity.

Water and electricity expenses are not included in the rental expense and therefore, the business will pay for the monthly electricity. Water is excluded since the municipality offers free water fees to their people.

For the electricity expense, it is estimated to incur 63 watts every month with the rate of Php10 every watt as presented on Table 32. The electricity is already installed in the building.

Table 32

Annual Utilities Expenses

Description	Watts	Rate	Total
Electricity-Monthly	63	10	630
x12 months			7,560

Transportation

Even if the designated supplier offers free delivery of supplies, the business would still incur transportation expense for other products necessary in the business that are not available in the supplier.

As presented below, it was estimated to incur Php150 of transportation a month since most products are just locally available.

Table 33
Annual Transportation Expenses

Description	Monthly	Months
Transportation	150	12
Total		1,800

Miscellaneous

These are expenses incurred in the business that are only in little amount but not exceeding Php1,000 in total.

Table 34
Annual Miscellaneous Expenses

Description	Monthly	Months
Miscellaneous	83.33	12
Total		1,000

Government and Legal Requirements

In order for a business operator to be allowed to conduct business in a government jurisdiction, it is necessary to comply the needed permits and licenses.

The following tables present the different government requirements and legal fees for business registration and annual recurring fees. Table 35 is the fees and permits to be secured and paid every year in the barangay and municipal level. Table 36 is the one-time fees related to the registration and starting a business.

Table 35
Taxes and Permits

Description	Amount
Barangay Clearance	300
Community Tax	75
Business Permit	2,925
Police Clearance	100
Health & Sanitary Permit	100
Fire Certification	650
Total	4,150

Table 36
Cost of BIR and DTI Registrations

Description	Amount
BIR Registration	2,000
DTI Registration	500
Total	2,500

Waste Disposal

The proposed business must comply with the municipality's ordinances on waste management. Proper segregation on biodegradable, non-biodegradable, and hazardous materials must be observed so that the waste management team of the municipality will collect the garbage. This is also a way of the business to protect the environment and to observe a clean and safe business especially that it handles food.

Chapter 4

MANAGEMENT ASPECT

Legal Form of Business Organization

The proposed meal and tea house will be in a sole proprietorship type of ownership because it is the simplest and least business structure to establish. A business that is run by a single individual who makes all the decisions and the startup cost is low.

Organizational Chart

The proposed business will utilize the owner as the manager in which he will manage only one employee to do the tasks needed to complete.

Figure 13 presents the organizational chart of the proposed business.

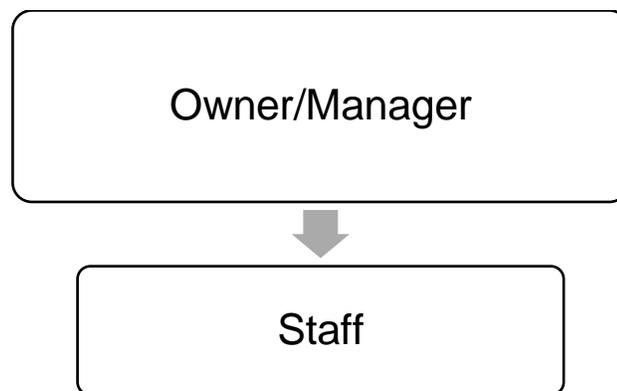


Figure 13. Organizational Chart

Responsibility Matrix

Table 37 shows the duties and responsibilities of the owner and staff.

Table 37
Responsibility Matrix

Positions	Qualification	Responsibilities
Owner/Manager		Will manage the store operations as well as Facebook page, purchase supplies, and will replace the employee during day off.
Staff	Pleasing personality, trustworthy,	Will entertain the customer, prepare their order, clean the store, and act as cashier

Labor Requirements

The proposed meal and tea house will offer a regular job to the employee. The employee will be paid according to the number of days he/she is present with the minimum rate of the province and will have a one day off every week. Labor Requirement is presented on Table 38.

Table 38
Labor Requirement

Description	Number of Employees	Daily Rate	Monthly Rate	Annual Cost
Staff	1	366	9,516	114,192
Less: EE Share				9,330
Total				104,862

EE Share: Employee Share of SSS, Pag-ibig, and PhilHealth

Employment Benefits and Management Policies

The employee will receive benefits like SSS, PhilHealth, and Pag-ibig. Table 39 shows the annual contribution of the employee and the share of the employer.

Table 39
Monthly Contribution

Employee Benefits	Employer Contribution	Employee Contribution
SSS	817.50	427.50
PhilHealth	150.00	150.00
Pag-ibig	200.00	200.00
Monthly Total	1,167.50	777.50
Yearly Total	14,010.00	9,330.00

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

Hiring of Employees

As the owner of the proposed business, the proprietor will be the one to hire and select employee.

Training of Employees

The hired employee will be trained by a private business institution regarding the process of making the products. Training programs can educate employees about new skills or provide updates on existing skills to enhanced productivity and knowledge about the products

Termination of Employees

An employee will be terminated for her job for the following reasons:

- a. Too much absences without permission
- b. Stealing from the business property
- c. Harms the customer
- d. Extreme misconduct
- e. Negligence of duty
- f. Analogous causes
- g. Willful disobedience
- h. Attendance issues (chronic tardiness)

Project Time Table

The project time table establishes the structure for the business, guiding when to enter each phase. Creating a time table allows to determine if project is on track to meet the designated delivery date. Understanding the components that go into the timetable allows to develop the project accurately for fewer adjustments once the project begins. In this timetable, feasibility study is conducted on June 2020, acquisition of capital and all supplies and materials needed on July and to start operation on September. Presented on page 48 is the project time table of the proposed business.

Chapter 5

FINANCIAL ASPECT

This chapter represents the financial aspect of the study. It shows the different estimates, assumptions, and evaluations of the project to determine the viability of the proposed business.

Major Assumptions

Revenue Assumptions

Sales were expected to have an increase each year and that it is in cash sales.

Expense Assumptions

1. Purchases of the products would increase by 4.5% annually.
2. Inventory end was assumed to be 5% of the purchases.
3. Expenses would increase by 4.5% annually. This includes:
 - a. Office Supplies
 - b. Utilities Expense
 - c. Salaries Expense
 - d. Miscellaneous Expense
 - e. Taxes and Licenses
 - f. Rental Expense
 - g. Maintenance Expense

h. Transportation Expense

i. Store Supplies

4. Leasehold improvement was assumed to be 1,000 per year after the major renovation in the year 1.

Asset

Property	Estimated Life	Estimated Salvage Value
Furniture and Fixtures	5 years	1,430
Equipment	5 years	3,291

Liabilities

The proposed business does not have liabilities.

Equity

The net profit for each year will be used as an additional capital.

Others

All computations were rounded off to the nearest peso.

Total Project Cost

Table 40 shows the total project cost of the proposed business that includes pre-operating expenses, fixed asset and working capital requirement.

Table 40
Total Project Cost

Description	Amount	Total
A. Pre-Operating Expenses		
Feasibility Study	1,000	
Promotion Cost	2,655	
Taxes and Permits	4,150	
BIR and DTI Registrations	2,500	10,305
B. Fixed Asset Requirement		
Utensils & Equipment	22,605	
Furniture & Fixtures	14,295	
Equipment from Franchising	10,704	
Franchise	15,000	62,604
C. Working Capital Requirement		
Leasehold Improvement	655	
Office Supplies	183	
Utility Expense	630	
Rental Expense	6,500	
Salaries	9,516	
Transportation Expense	150	
Miscellaneous Expense	83	
Maintenance Expense	198	
Store Supplies	894	
Employer Contribution	1,168	
Purchases	31,097	
Supplies from Franchising	10,296	61,371
Total		134,280

Sources of Financing

The capital or equity will be from the personal money of the owner.

Projected Financial Statements

Projected financial statements are a collection of reports about the business' financial results, financial position, and cash flows. Financial statements help in determining the ability of the business to generate cash, and

the sources and uses of that cash. It can also derive financial ratios from the statements that can indicate the condition of the business. This includes a projected income statement, projected statement of cash flows, and projected statement of financial condition.

The first financial statement is the projected statement of income. This shows the performance of the business. For year 1, it generates a net profit of 221,225 and varies in the next years up to year 5. The result implies that the proposed business is profitable that shows being a good business.

Next is the projected statement of cash flows. This shows all the ingoing and outgoing financial transactions of the proposed business. Year 1 has an ending balance of P283, 658 and has an increasing amount every year until year 5.

Lastly, the statement of financial position or commonly termed as the balance sheet. This will show all the assets, liabilities, and equity of the business. Year 1 has P355, 505 assets which equate with the total liabilities and equity. This implies a good financial standing of the business.

CHIKATEA SNACK HOUSE
 Projected Statement of Income
 For five Years Ended December 31

		Year 1	Year 2	Year 3	Year 4	Year 5
Sales	Schedule # 2	825,850	855,058	887,103	919,318	952,636
Less: Cost of Goods Sold						
Beginning Inventory		-	17,770	18,418	19,088	19,781
Purchases	Schedule # 5	<u>373,167</u>	<u>386,772</u>	<u>400,845</u>	<u>415,401</u>	<u>494,456</u>
Total goods available for sale		373,167	404,542	419,263	434,489	450,237
Less: Ending Inventory	Schedule # 6	<u>17,770</u>	<u>18,418</u>	<u>19,088</u>	<u>19,781</u>	<u>20,498</u>
Total cost of goods sold		<u>355,397</u>	<u>386,124</u>	<u>400,175</u>	<u>414,708</u>	<u>429,739</u>
Gross Profit		470,453	469,834	486,928	504,609	522,896
Less: Expenses						
Selling and Administrative	Schedule # 8	<u>249,227</u>	<u>245,844</u>	<u>255,782</u>	<u>266,490</u>	<u>277,411</u>
Net Profit/Loss		<u>221,225</u>	<u>223,990</u>	<u>231,146</u>	<u>238,119</u>	<u>245,485</u>

(In Philippine Peso)

CHIKATEA SNACK HOUSE
 Projected Statement of Cash Flow
 For five Years Ended December 31

	Pre-op	Year 1	Year 2	Year 3	Year 4	Year 5
Cash Flow from Operating						
CASH INFLOWS						
Cash Sales		825,850	855,958	887,103	919,318	952,636
Total Cash Flow		825,850	855,958	887,103	919,318	952,636
CASH OUTFLOWS						
Purchases		373,167	386,772	400,845	415,401	430,456
Add: Selling and Administrative Expense		230,396	237,251	247,252	257,703	268,625
Total Cash Outflow		603,563	624,023	648,097	673,104	699,081
Net Cash Flow from Operating		222,287	231,935	239,006	246,213	253,555
Cash Flow from Financing Act						
Owner's Equity	Table 40	134,280				
Cash Flow from Investing						
Less: Fixed Investment	Schedule # 22	62,604				
Pre-Operating	Schedule # 25	10,305				
Net Cash Flow From Financing Act		61,371				
Add: Beginning Balance		0	61,371	283,658	515,593	754,598
Ending Balance		61,371	283,658	515,593	754,598	1,000,812

CHIKATEA SNACK HOUSE

Projected Statement of Financial Position For five Years Ended December 31

		Pre-op	Year 1	Year 2	Year 3	Year 4	Year 5
ASSETS							
Current Assets							
Cash		61,371	283,658	515,593	754,598	1,000,812	1,254,367
Merchandise Inventory		0	17,770	18,418	19,088	19,781	20,498
Total Current Assets		61,371	301,428	534,010	773,686	1,020,593	1,274,865
Non-Current Assets							
Fixed Investment	Schedule #22	62,604	62,604	54,078	45,485	36,956	28,168
Less: Depreciation	Schedule #23	0	8,526	8,592	8,530	8,787	8,787
Net Fixed Investment		62,604	54,078	45,485	36,956	28,168	19,381
Pre-Operating	Schedule #25	10,305					
Total Non-Current Assets		72,909	54,078	45,485	36,956	28,168	19,381
Total Assets		134,280	355,505	579,496	810,642	1,048,761	1,294,246
LIABILITIES & OWNER'S EQUITY							
Owner's Equity		134,280	134,280	355,505	579,496	810,642	1,048,761
Profit/Loss			221,225	223,990	231,146	238,119	245,485
Total Liabilities & Owners' Equity		134,280	355,505	579,496	810,642	1,048,761	1,294,246

Financial Analysis

Return on Investment (ROI)

ROI is used by businesses to determine the profitability of expenditure. Though analysis of return of investment, the owner can decide whether or not to undertake the business idea.

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

	Year 1	Year 2	Year 3	Year 4	Year 5
Net Income	221,225	223,9990	231,146	238,119	245,485
Investment	134,280	134,280	134,280	134,280	134,280
ROI	165	167	172	177	183

It can be interpreted based on the return on investment that the proposed business is feasible with 165% return for the first year and increases in the following year.

Payback Period

Payback period refers to the amount of time it takes to recover the cost of an investment. It is the length of time an investment reaches a break-even point. The shorter payback an investment has, the more attractive it becomes.

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

	Year 1	Year 2	Year 3	Year 4	Year 5
Initial Investment	134,280	134,280	134,280	134,280	134,280
Cash flow per year	283,658	515,593	754,598	1,000,812	1,254,37
Payback period	0.47	0.26	0.18	0.13	0.11
Payback period in months	6	3	2	2	1

For the payback period of the proposed business, it is a very good one because the investment will be back after 6 months in the first year. It can be seen in the above tables that as years go on, the payback period decreases.

Break-Even Analysis

The break-even point shows the amount of sales the business should be able to meet so that the operation of business has no loss and no profit, it just “broke even”. This will help the owner to decide if the business idea is viable and be realistic about costs, as well as think through the pricing strategy.

For break-even point in units, these are the quantity of the products the business should sell in order to broke-even, no profit and no loss.

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

	Year 1	Year 2	Year 3	Year 4	Year 5
Fixed cost	226,943	222,557	231,447	241,060	250,837
Sales Price per unit	70	74	77	80	84
Less: Variable cost per unit	32	34	35	37	38
Break-even point in units	5,943	5,580	5,555	5,539	5,518

For break-even point in peso of the proposed business, it needs to have a sales of P418,193 in year 1 which is based on the income statement is attainable. With that, the proposed meal and tea house is a good business opportunity.

The proposed business needs to sell 5,901 units of products for the first year in order to cover all the expenses incurred and broke even, no profit, no loss.

For break-even point sales in peso, it shows the amount needed for the business to sell in order to at least cover the costs.

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

	Year 1	Year 2	Year 3	Year 4	Year 5
CMU	38	40	42	44	45
Fixed Cost	226,943	222,557	231,447	241,060	250,837
BE in unit	5,943	5,580	5,555	5,539	5,518
Break-even point in Peso	418,193	410,278	426,845	444,763	465,001

The contribution margin ratio shows the total percentage of the proposed business' remaining to cover fixed expenses and profit after covering all variable costs of producing a product. The proposed business shows high margin that means it has more money available to cover the business's fixed costs.

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

	Year 1	Year 2	Year 3	Year 4	Year 5
Sales	965,521	1,002,347	1,065,044	1,025,033	1,094,272
Less: Variable Cost Per Unit	437,788	454,638	482,667	466,544	497,485
Contribution Margin Ratio	527,733	547,709	582,377	558,489	596,787
CM Ratio	0.55	0.55	0.55	0.54	0.55

Contribution margin ratio of the proposed business shows a good performance because it is higher, 0.55 in exact that will cover the business' fixed costs.

Chapter 6

SOCIO-ECONOMIC ASPECT

Business is important to the economy's success as it can address to every country's problem especially on employment and poverty. It is the reason why governments are encouraging people to start even small businesses at home.

The Philippine government recognizes entrepreneurship as an engine for the growth of the economy. Entrepreneurship is the process of starting and developing a business, with the aim of delivering something new or improved to the market, or by organizing the means of production in a superior way. In this way, it has raised the quality of life.

Currently, entrepreneurship is given more emphasis and recognition due to the benefits it has given the people and the entrepreneur itself. An entrepreneur is someone who takes risks and needs to be creative in order to run a business. Entrepreneurs can help keep the economy's equilibrium running efficiently. For these reasons, putting up a meal and tea house in Carmen, Bohol will not only benefits the customers but to the community as well through the following:

- a. Provides employment opportunities that could help the problem of unemployment which in turn can lessen poverty
- b. Additional income for the government through the permits and licenses that will be secured annually.

- c. Provides competition that could enhance other similar type of the business to upgrade their facilities and services.
- d. Utilization of the local materials. During the renovation of the building, materials for construction needs are sourced locally. Other needs also are sourced locally.

The drawback in putting up a meal and tea house is that it will add up to the customers of the barangay's water supply making it more insufficient.

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 target market, majority of the respondents belong to the age range of 21-30, millennials, with 37% and mostly were female with 67%. Respondents were mostly employed with 39% and mostly have a monthly income of 3,001-5,000 (in Philippine peso) with 35%. As to competitors, majority of them started business in 2019 with 88% and sales are increasing for most of the newly opened businesses making the old ones decreased.

As to Market Aspect, the projected demand in the first year is 1,969,002 and the projected supply is 650, 258. Being a new player in the market and with the pandemic, the proponent capacity is 1% of the unsatisfied demand or gap. So, the market share of the proponents in the first year is 2% from the total supply in the market. The proposed business offers milktea in variety of flavors and sizes, buffalo wings, and fries. The average price for the said the products is P70.

As to Technical Aspect, the location of the business is in Poblacion Sur, Carmen, Bohol near a school, a public bus terminal and a public market. The proposed business will have the franchise fee which is one of the major expenses. The proposed business will open on September 18, 2022.

As to Management Aspect, the proposed business will have a sole proprietorship as its form of ownership and will need only one employee and has the corresponding benefits for a regular employee.

As to Financial Aspect, the proposed business total project cost is P134,280. It will have an income of P221,225 in the first year. The return of investment in the first year is 165% and its payback period is within nine months.

As to Socio-economic Aspect, the proposed business will provide employment opportunities, provide additional income to government, and provide quality food to the community.

Conclusions

Majority of the target market respondents were female with an age between 21-30 years old who were millennials and most of them were employed with a monthly income of P3,001- 5,000.00. For the competitors, majority of them started business in 2019 and the sales are increasing for the newly opened ones making the old ones decreased. The projected demand is higher than the projected supply. It means that there is a higher percentage of unsatisfied demand making it available for the proponents to become a new market player.

The location of the proposed business is good because it is near from school, other business establishments and public market. The needed supplies for the products have a consistent supplier and the tools, equipment, and furniture can be sourced out locally. Sole proprietorship form of business is appropriate for the type of business since it is not a complicated one which just needs a simple management and one employee is enough to run the business. The proposed business will have a good performance and growth because it projected a high value profit. It would also be helpful to the society as it offers job and quality food to the society. Therefore, the proposed business is **feasible**.

Recommendations

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

- Provide products and pricing affordable yet quality food to the target market and following the right marketing program to be used.
- The proposed business should be implemented in Poblacion Sur, Carmen, Bohol.
- Proposed business must be registered first before operation and must be renewed annually, if necessary.
- Maintain cleanliness and proper waste disposal of the area as to maintain the trust of the customers.
- The proponent must hire a responsible employee to train in order for the business to grow as well.

- Proponents must have accurate recording of all transactions, prepare financial statements in order to monitor the business in terms of financial aspect.

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APPENDICES

APPENDIX A

Instruments



Republic of the Philippines
BOHOL ISLAND STATE UNIVERSITY
 Bilar Campus
 Zamora, Bilar, Bohol

Vision: A premier S & T university for the formation of a world class and virtuous human resource for sustainable development in Bohol and the country.

Mission: BISU is committed to provide quality higher education in the arts and sciences, as well as in the professional and technological fields; undertake research and development, and extension services for the sustainable development of Bohol and the country.

SURVEY-QUESTIONNAIRE FOR TARGET MARKET

Dear Respondent,

We, the Third Year Students of BS Entrepreneurship will be conducting a Market Study on Establishment of Meal & Tea House in Poblacion Sur, Carmen, Bohol in partial fulfillment of the requirements for the degree of BS Entrepreneurship at Bohol Island State University-Bilar Campus. It will offer milktea, fries, and buffalo wings and would serve from 8:00 AM to 5:00 PM.

In this regard, we would like to ask your full cooperation in this short survey. Your honest and sincere answers are greatly appreciated. Rest assured that all your answers will be held confidential and these shall be used for study purposes only.

Thank you very much!

The Researchers

I. PROFILE

Name: _____

Age:

- (10-20)
- (21-30)
- (31-40)
- (41-59)

Gender: ___Male ___Female

Home Address: _____

Status:

- Working, (please specify) _____
- Studying, (please indicate what level) _____
- Working/Studying
- Not Working/Not Studying

Monthly Income:

- 1,000.00 to 3,000.00
- 3,001.00 to 5,000.00
- 5,001.00 to 7,000.00
- 7,001 up

II. BUYING EXPERIENCE

1. Have you availed for any food in the meal & tea house?
 - Yes
 - No
2. Where did you avail most?
 - Online Delivery
 - Meal & Tea House
 - Stall
3. How much did you spend for food?
 - 50.00 to 70.00
 - 71.00 to 90.00
 - 91.00 to 110.00
 - 111.00 to 130.00
 - 131.00 above

II. PRODUCT AND MARKET SIZE

1. Granting to offer here a meal and tea house given its business overview in the first page, are you willing to avail in it?
 - Yes (Proceed to the next question)
 - No (Close Interview)
2. What products would you like to avail?
 - Buffalo wings
 - Milktea
 - Fries

2-A. If you choose milktea, what is your preferred flavor?

- Caffe Machiatto
- Choco hazelnut
- Dark Choco
- Okinawa
- Oreo Cookies & Cream
- Taro
- Red Velvet
- Wintermelon

2-B. If you choose milktea, what size do you prefer?

- Small
- Medium
- Large

3. How many times would you like to avail the food every day?

- Once
- Twice
- Thrice
- 4 times a day
- Others specify _____

Thank you for taking the time to fill out this questionnaire. Each response is extremely important to us. If you would like to receive further information about the food house once its open please leave some contact details.

Cellphone Number: _____



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SURVEY-QUESTIONNAIRE FOR COMPETITORS

I. BUSINESS PROFILE

1. Business Owner: _____
2. Business Name: _____
3. Business Location: _____
4. Start of Operation: _____
5. Number of Employees: _____
6. What products do you offer? (kindly check as many products available)
 - Fried Chicken/Buffalo wings
 - Fries
 - Milktea
7. Product prices:
 - Fried chicken/Buffalo wings
 - Fries
 - Milktea
8. What is your estimated number or quantity of products sold in a day? (please specify each product if there are multiple products offered)

APPENDIX B

Letters



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June 14, 2021

DR. MARIETTA C. MACALOT, Ph.D

Campus Director
 BISU-Bilar Administration's Office

Dear Dr. Macalot:

Good Day!

We, the 3rd year Bachelor of Science in Entrepreneurship students will be conducting a Market Survey for Feasibility Study entitled "**ESTABLISHMENT OF MEAL & TEA HOUSE IN CARMEN, BOHOL**" in partial fulfillment of the requirements for the degree of BS 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 survey to 100 respondents in Carmen Public Market. We will make sure to request also the approval of the Municipal Mayor and Barangay Captain and observe health and safety protocols. 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 matter.

Thank you and more power.

Respectfully yours,

(Sgd.) VENUS M. AMONCIO
 (Sgd.) JUDELYN B. DIGAL
 (Sgd.) IRENE FE D. LARA
 (Sgd.) HONEY LYNN C. DORIA

(Sgd.) GINA Q. ARAUSA
 (Sgd.) CRISTY JANE M. DORIA
 (Sgd.) JELLY MARIE B. PACLEB
 (Sgd.) MAILYN C. ESPINA

Noted by:

(Sgd.) JES MARIES M. MENDEZ
 Adviser, Feasibility Study

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

Recommending Approval:

(Sgd.) ARLEN B. GUDMALIN, PhD
 Dean, CTAS

Approved:

(Sgd.) MARIETTA C. MACALOT, PhD
 Campus Director



Republic of the Philippines
BOHOL ISLAND STATE UNIVERSITY
 Bilar Campus
 Zamora, Bilar, Bohol

June 14, 2021

HON. RICARDO FRANCISCO A. TORIBIO
 Municipal Mayor
 Carmen, Bohol

Dear Mayor Toribio:

Good Day!

We, the 3rd year Bachelor of Science in Entrepreneurship students will be conducting a Market Survey for Feasibility Study entitled "**ESTABLISHMENT OF MEAL & TEA HOUSE IN CARMEN, BOHOL**" in partial fulfillment of the requirements for the degree of BS 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 survey to 97 respondents in Carmen Public Market. We will make sure to request also the approval of the Barangay Captain and observe health and safety protocols. 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 matter. Thank you and more power.

Respectfully yours,

(Sgd.) VENUS M. AMONCIO

(Sgd.) GINA Q. ARAUSA

(Sgd.) JUDELYN B. DIGAL

(Sgd.) CRISTY JANE M. DORIA

(Sgd.) IRENE FE D. LARA

(Sgd.) JELLY MARIE B. PACLEB

(Sgd.) HONEY LYNN C. DORIA

(Sgd.) MAILYN C. ESPINA

Noted by:

(Sgd.) JES MARIES M. MENDEZ
 Adviser, Feasibility Study

Approved:

(Sgd.) HON. RICARDO FRANCISCO A. TORIBIO
 Municipal Mayor

APPENDIX C

Schedules

Schedule 1- Projected Sales in Quantity

Year 1

Product	Capacity	Percentage	Projected Sales in Quantity
Milktea Small	6,103	43%	2,624
Caffe Machiatto		1%	26
Choco Hazelnut		8%	210
Dark Choco		23%	604
Okinawa		5%	131
Cookies & Cream		18%	472
Taro		5%	131
Red Velvet		26%	682
Wintermelon		14%	367
Milktea Medium	6,103	31%	1,892
Caffe Machiatto		1%	19
Choco Hazelnut		8%	151
Dark Choco		23%	435
Okinawa		5%	95
Cookies & Cream		18%	341
Taro		5%	95
Red Velvet		26%	492
Wintermelon		14%	265
Milktea Large	6,103	26%	1,587
Caffe Machiatto		1%	16
Choco Hazelnut		8%	127
Dark Choco		23%	365
Okinawa		5%	79
Cookies & Cream		18%	286
Taro		5%	79
Red Velvet		26%	413
Wintermelon		14%	222
Fries	2,934		2,934
Buffalo Wings	2,699		2,699
TOTAL			11,737

Year 2

Product	Capacity	Percentage	Projected Sales in Quantity
Milktea Small	7,089	43%	3,048
Caffe Machiatto		1%	30
Choco Hazelnut		8%	244
Dark Choco		23%	701
Okinawa		5%	152
Cookies & Cream		18%	549
Taro		5%	152
Red Velvet		26%	792
Wintermelon		14%	427
Milktea Medium	7,089	31%	2,197
Caffe Machiatto		1%	22
Choco Hazelnut		8%	176
Dark Choco		23%	505
Okinawa		5%	110
Cookies & Cream		18%	396
Taro		5%	110
Red Velvet		26%	571
Wintermelon		14%	308
Milktea Large	7,089	26%	1,843
Caffe Machiatto		1%	18
Choco Hazelnut		8%	147
Dark Choco		23%	424
Okinawa		5%	92
Cookies & Cream		18%	332
Taro		5%	92
Red Velvet		26%	479
Wintermelon		14%	258
Fries	3,408		3,408
Buffalo Wings	3,135		3,135
TOTAL			13,632

Year 3

Product	Capacity	Percentage	Projected Sales in Quantity
Milktea Small	6,003	43%	2,581
Caffe Machiatto		1%	26
Choco Hazelnut		8%	207
Dark Choco		23%	594
Okinawa		5%	129
Cookies & Cream		18%	465
Taro		5%	129
Red Velvet		26%	671
Wintermelon		14%	361
Milktea Medium	6,003	31%	1,861
Caffe Machiatto		1%	19
Choco Hazelnut		8%	149
Dark Choco		23%	428
Okinawa		5%	93
Cookies & Cream		18%	335
Taro		5%	93
Red Velvet		26%	484
Wintermelon		14%	261
Milktea Large	6,003	26%	1,561
Caffe Machiatto		1%	16
Choco Hazelnut		8%	125
Dark Choco		23%	359
Okinawa		5%	78
Cookies & Cream		18%	281
Taro		5%	78
Red Velvet		26%	406
Wintermelon		14%	219
Fries	2,886		2,886
Buffalo Wings	2,655		2,655
TOTAL			11,545

Year 4

Product	Capacity	Percentage	Projected Sales in Quantity
Milktea Small	5,953	43%	2,560
Caffe Machiatto		1%	26
Choco Hazelnut		8%	205
Dark Choco		23%	589
Okinawa		5%	128
Cookies & Cream		18%	461
Taro		5%	128
Red Velvet		26%	666
Wintermelon		14%	358
Milktea Medium	5,953	31%	1,846
Caffe Machiatto		1%	18
Choco Hazelnut		8%	148
Dark Choco		23%	424
Okinawa		5%	92
Cookies & Cream		18%	332
Taro		5%	92
Red Velvet		26%	480
Wintermelon		14%	258
Milktea Large	5,953	26%	1,548
Caffe Machiatto		1%	15
Choco Hazelnut		8%	124
Dark Choco		23%	356
Okinawa		5%	77
Cookies & Cream		18%	279
Taro		5%	77
Red Velvet		26%	402
Wintermelon		14%	217
Fries	2,862		2,862
Buffalo Wings	2,633		2,633
TOTAL			11,449

Year 5

Product	Capacity	Percentage	Projected Sales in Quantity
Milktea Small	5,904	43%	2,539
Caffe Machiatto		1%	25
Choco Hazelnut		8%	203
Dark Choco		23%	584
Okinawa		5%	127
Cookies & Cream		18%	457
Taro		5%	127
Red Velvet		26%	660
Wintermelon		14%	355
Milktea Medium	5,904	31%	1,830
Caffe Machiatto		1%	18
Choco Hazelnut		8%	146
Dark Choco		23%	421
Okinawa		5%	92
Cookies & Cream		18%	329
Taro		5%	92
Red Velvet		26%	476
Wintermelon		14%	256
Milktea Large	5,904	26%	1,535
Caffe Machiatto		1%	15
Choco Hazelnut		8%	123
Dark Choco		23%	353
Okinawa		5%	77
Cookies & Cream		18%	276
Taro		5%	77
Red Velvet		26%	399
Wintermelon		14%	215
Fries	2,838		2,838
Buffalo Wings	2,611		2,611
TOTAL			11,353

Schedule 2- Projected Sales

Year 1

Product	Quantity	Selling Price	Projected Sales
Milktea Small			
Caffe Machiatto	26	55	1,443
Choco Hazelnut	210	55	11,547
Dark Choco	604	55	33,198
Okinawa	131	55	7,217
Cookies & Cream	472	55	25,981
Taro	131	55	7,217
Red Velvet	682	55	37,528
Wintermelon	367	55	20,208
Milktea Medium			
Caffe Machiatto	19	85	1,608
Choco Hazelnut	151	85	12,865
Dark Choco	435	85	36,988
Okinawa	95	85	8,041
Cookies & Cream	341	85	28,947
Taro	95	85	8,041
Red Velvet	492	85	41,813
Wintermelon	265	85	22,515
Milktea Large			
Caffe Machiatto	16	95	1,507
Choco Hazelnut	127	95	12,060
Dark Choco	365	95	34,672
Okinawa	79	95	7,537
Cookies & Cream	286	95	27,135
Taro	79	95	7,537
Red Velvet	413	95	39,194
Wintermelon	222	95	21,105
Fries	2,934	35	102,697
Buffalo Wings	2,699	99	267,248
TOTAL			825,850

Year 2

Product	Quantity	Selling Price	Projected Sales
Milktea Small			
Caffe Machiatto	26	57	1,496
Choco Hazelnut	208	57	11,968
Dark Choco	599	57	34,408
Okinawa	130	57	7,480
Cookies & Cream	469	57	26,928
Taro	130	57	7,480
Red Velvet	677	57	38,896
Wintermelon	364	57	20,944
Milktea Medium			
Caffe Machiatto	19	89	1,667
Choco Hazelnut	150	89	13,334
Dark Choco	432	89	38,337
Okinawa	94	89	8,334
Cookies & Cream	338	89	30,003
Taro	94	89	8,334
Red Velvet	488	89	43,337
Wintermelon	263	89	23,335
Milktea Large			
Caffe Machiatto	16	99	1,562
Choco Hazelnut	126	99	12,499
Dark Choco	362	99	35,936
Okinawa	79	99	7,812
Cookies & Cream	283	99	28,124
Taro	79	99	7,812
Red Velvet	409	99	40,623
Wintermelon	220	99	21,874
Fries	2,910	37	106,441
Buffalo Wings	2,677	103	276,990
TOTAL			855,958

Year 3

Product	Quantity	Selling Price	Projected Sales
Milktea Small			
Caffe Machiatto	26	60	1,550
Choco Hazelnut	207	60	12,404
Dark Choco	594	60	35,660
Okinawa	129	60	7,752
Cookies & Cream	465	60	27,908
Taro	129	60	7,752
Red Velvet	671	60	40,312
Wintermelon	361	60	21,706
Milktea Medium			
Caffe Machiatto	19	93	1,727
Choco Hazelnut	149	93	13,820
Dark Choco	428	93	39,732
Okinawa	93	93	8,637
Cookies & Cream	335	93	31,094
Taro	93	93	8,637
Red Velvet	484	93	44,914
Wintermelon	261	93	24,184
Milktea Large			
Caffe Machiatto	16	104	1,619
Choco Hazelnut	125	104	12,954
Dark Choco	359	104	37,244
Okinawa	78	104	8,096
Cookies & Cream	281	104	29,147
Taro	78	104	8,096
Red Velvet	406	104	42,101
Wintermelon	219	104	22,670
Fries	2,886	38	110,314
Buffalo Wings	2,655	108	287,069
TOTAL			887,103

Year 4

Product	Quantity	Selling Price	Projected Sales
Milktea Small			
Caffe Machiatto	26	63	1,607
Choco Hazelnut	205	63	12,854
Dark Choco	589	63	36,955
Okinawa	128	63	8,034
Cookies & Cream	461	63	28,922
Taro	128	63	8,034
Red Velvet	666	63	41,776
Wintermelon	358	63	22,495
Milktea Medium			
Caffe Machiatto	18	97	1,790
Choco Hazelnut	148	97	14,322
Dark Choco	424	97	41,174
Okinawa	92	97	8,951
Cookies & Cream	332	97	32,223
Taro	92	97	8,951
Red Velvet	480	97	46,545
Wintermelon	258	97	25,063
Milktea Large			
Caffe Machiatto	15	108	1,678
Choco Hazelnut	124	108	13,425
Dark Choco	356	108	38,596
Okinawa	77	108	8,390
Cookies & Cream	279	108	30,206
Taro	77	108	8,390
Red Velvet	402	108	43,630
Wintermelon	217	108	23,493
Fries	2,862	40	114,320
Buffalo Wings	2,633	113	297,494
TOTAL			919,318

Year 5

Product	Quantity	Selling Price	Projected Sales
Milktea Small			
Caffe Machiatto	25	66	1,665
Choco Hazelnut	203	66	13,320
Dark Choco	584	66	38,295
Okinawa	127	66	8,325
Cookies & Cream	457	66	29,970
Taro	127	66	8,325
Red Velvet	660	66	43,290
Wintermelon	355	66	23,310
Milktea Medium			
Caffe Machiatto	18	101	1,855
Choco Hazelnut	146	101	14,841
Dark Choco	421	101	42,667
Okinawa	92	101	9,275
Cookies & Cream	329	101	33,391
Taro	92	101	9,275
Red Velvet	476	101	48,232
Wintermelon	256	101	25,971
Milktea Large			
Caffe Machiatto	15	113	1,739
Choco Hazelnut	123	113	13,911
Dark Choco	353	113	39,995
Okinawa	77	113	8,695
Cookies & Cream	276	113	31,300
Taro	77	113	8,695
Red Velvet	399	113	45,212
Wintermelon	215	113	24,345
Fries	2,838	42	118,463
Buffalo Wings	2,611	118	308,276
TOTAL			952,636

Schedule 3- Projected Purchases in Quantity

Year 1

Product	Capacity	Percentage	Projected Purchases in Quantity
Milktea Small	6,103	43%	2,624
Caffe Machiatto		1%	26
Choco Hazelnut		8%	210
Dark Choco		23%	604
Okinawa		5%	131
Cookies & Cream		18%	472
Taro		5%	131
Red Velvet		26%	682
Wintermelon		14%	367
Milktea Medium	6,103	31%	1,892
Caffe Machiatto		1%	19
Choco Hazelnut		8%	151
Dark Choco		23%	435
Okinawa		5%	95
Cookies & Cream		18%	341
Taro		5%	95
Red Velvet		26%	492
Wintermelon		14%	265
Milktea Large	6,103	26%	1,587
Caffe Machiatto		1%	16
Choco Hazelnut		8%	127
Dark Choco		23%	365
Okinawa		5%	79
Cookies & Cream		18%	286
Taro		5%	79
Red Velvet		26%	413
Wintermelon		14%	222
Fries	2,934		2,934
Buffalo Wings	2,699		2,699
TOTAL			11,737
Add: Inventory End (5%)			587
Total Purchases			12,324

Year 2

Product	Capacity	Percentage	Projected Purchases in Quantity
Milktea Small	6,053	43%	2,603
Caffe Machiatto		1%	26
Choco Hazelnut		8%	208
Dark Choco		23%	599
Okinawa		5%	130
Cookies & Cream		18%	469
Taro		5%	130
Red Velvet		26%	677
Wintermelon		14%	364
Milktea Medium	6,053	31%	1,877
Caffe Machiatto		1%	19
Choco Hazelnut		8%	150
Dark Choco		23%	432
Okinawa		5%	94
Cookies & Cream		18%	338
Taro		5%	94
Red Velvet		26%	488
Wintermelon		14%	263
Milktea Large	6,053	26%	1,574
Caffe Machiatto		1%	16
Choco Hazelnut		8%	126
Dark Choco		23%	362
Okinawa		5%	79
Cookies & Cream		18%	283
Taro		5%	79
Red Velvet		26%	409
Wintermelon		14%	220
Fries	2,910		2,910
Buffalo Wings	2,677		2,677
TOTAL			11,641
Add: Inventory End (5%)			582
Total Purchases			12,223

Year 3

Product	Capacity	Percentage	Projected Purchases in Quantity
Milktea Small	6,003	43%	2,581
Caffe Machiatto		1%	26
Choco Hazelnut		8%	207
Dark Choco		23%	594
Okinawa		5%	129
Cookies & Cream		18%	465
Taro		5%	129
Red Velvet		26%	671
Wintermelon		14%	361
Milktea Medium	6,003	31%	1,861
Caffe Machiatto		1%	19
Choco Hazelnut		8%	149
Dark Choco		23%	428
Okinawa		5%	93
Cookies & Cream		18%	335
Taro		5%	93
Red Velvet		26%	484
Wintermelon		14%	261
Milktea Large	6,003	26%	1,561
Caffe Machiatto		1%	16
Choco Hazelnut		8%	125
Dark Choco		23%	359
Okinawa		5%	78
Cookies & Cream		18%	281
Taro		5%	78
Red Velvet		26%	406
Wintermelon		14%	219
Fries	2,886		2,886
Buffalo Wings	2,655		2,655
TOTAL			11,545
Add: Inventory End (5%)			577
Total Purchases			12,122

Year 4

Product	Capacity	Percentage	Projected Purchases in Quantity
Milktea Small	5,953	43%	2,560
Caffe Machiatto		1%	26
Choco Hazelnut		8%	205
Dark Choco		23%	589
Okinawa		5%	128
Cookies & Cream		18%	461
Taro		5%	128
Red Velvet		26%	666
Wintermelon		14%	358
Milktea Medium	5,953	31%	1,846
Caffe Machiatto		1%	18
Choco Hazelnut		8%	148
Dark Choco		23%	424
Okinawa		5%	92
Cookies & Cream		18%	332
Taro		5%	92
Red Velvet		26%	480
Wintermelon		14%	258
Milktea Large	5,953	26%	1,548
Caffe Machiatto		1%	15
Choco Hazelnut		8%	124
Dark Choco		23%	356
Okinawa		5%	77
Cookies & Cream		18%	279
Taro		5%	77
Red Velvet		26%	402
Wintermelon		14%	217
Fries	2,682		2,862
Buffalo Wings	2,633		2,633
TOTAL			11,449
Add: Inventory End (5%)			572
Total Purchases			12,021

Year 5

Product	Capacity	Percentage	Projected Purchases in Quantity
Milktea Small	5,904	43%	2,539
Caffe Machiatto		1%	25
Choco Hazelnut		8%	203
Dark Choco		23%	584
Okinawa		5%	127
Cookies & Cream		18%	457
Taro		5%	127
Red Velvet		26%	660
Wintermelon		14%	355
Milktea Medium	5,904	31%	1,830
Caffe Machiatto		1%	18
Choco Hazelnut		8%	146
Dark Choco		23%	421
Okinawa		5%	92
Cookies & Cream		18%	329
Taro		5%	92
Red Velvet		26%	476
Wintermelon		14%	256
Milktea Large	5,904	26%	1,553
Caffe Machiatto		1%	15
Choco Hazelnut		8%	123
Dark Choco		23%	353
Okinawa		5%	77
Cookies & Cream		18%	276
Taro		5%	77
Red Velvet		26%	399
Wintermelon		14%	215
Fries	2,868		2,838
Buffalo Wings	2,611		2,611
TOTAL			11,353
Add: Inventory End (5%)			568
Total Purchases			11,921

Schedule 4-Costing of Ingredients

Common Ingredients for Small Milktea

Raw Materials	Capacity	Measurement	Total	Quantity Per Pack	Packs Needed	Price per Pc	Total
Creamer	2,624	7.00g	18,370g	1,000g	18	160	2,939
Fructose	2,624	5.00g	13,122g	1,000g	13	120	1,575
Tea	2,624	2.00g	5,249g	500g	10	315	3,307
Ice (1/2)	2,624	0.50pack	1,312packs	1pack	1,312	3	3,937
Black Pearls	2,624	17.00g	44,614g	1,000g	45	125	5,577
Cup	2,624	1.00pc	2,624pcs	1pc	2,624	2.90	7,611
Sealing Film	2,624	1.00pc	2,624pcs	1pc	2,624	0.20	522
Boba Straw	2,624	1.00pc	2,624pcs	1pc	2,624	1.25	3,280
TOTAL							28,747
Total Amount each Cup							11

Flavors for Small Milktea

Raw Materials	Capacity	Measurement	Total	Grams per Pack	Packs Needed	Price Per Pack	Total for Flavor	Total Amount for Common Ingredients	Total Amount Annually	Purchase Price
Caffe Machiatto	26	35	919	1,000	1	370	340	287	627	24
Choco Hazelnut	210	35	7,348	1,000	7	399	2,932	2,300	5,232	25
Dark Chocolate	604	35	21,126	1,000	21	399	8,429	6,612	15,041	25
Okinawa	131	35	4,593	1,000	5	415	1,906	1,437	3,343	25
Oreo Cookies & Cream	472	35	16,533	1,000	17	340	5,621	5,174	10,796	23
Taro	131	35	4,593	1,000	5	285	1,309	1,437	2,746	21
Red Velvet	682	35	23,882	1,000	24	415	9,911	7,474	17,385	25
Wintermelon	430	35	15,034	1,000	15	345	5,187	4,705	9,892	23

Common Ingredients for Medium Milktea

Raw Materials	Capacity	Measurement	Total	Quantity Per Pack	Packs Needed	Price per Pc	Total
Creamer	1,892	14.00g	26,488g	1,000g	26	160	4,238
Fructose	1,892	10.00g	18,920g	1,000g	19	120	2,270
Tea	1,892	4.00g	7,568g	500g	15	315	4,768
Ice (3/4)	1,892	0.75pack	1,419packs	1pack	1,419	3	4,257
Black Pearls	1,892	20.00g	37,840g	1,000g	38	125	4,730
Cup	1,892	1.00pc	1,892pcs	1pc	1,892	3.05	5,771
Sealing Film	1,892	1.00pc	1,892pcs	1pc	1,892	0.20	377
Boba Straw	1,892	1.00pc	1,892pcs	1pc	1,892	1.25	2,365
TOTAL							28,775
Total Amount each Cup							15

Flavors for Medium Milktea

Raw Materials	Capacity	Measurement	Total	Grams per Pack	Packs Needed	Price Per Pack	Total for Flavor	Total Amount for Common Ingredients	Total Amount Annually	Purchase Price
Caffe Machiatto	19	42	795	1,000	1	370	294	288	582	31
Choco Hazelnut	151	42	6,357	1,000	6	399	2,536	2,302	4,838	32
Dark Chocolate	435	42	18,276	1,000	18	399	7,292	6,618	13,911	32
Okinawa	95	42	3,973	1,000	4	415	1,649	1,439	3,088	33
Oreo Cookies & Cream	341	42	14,303	1,000	14	340	4,863	5,180	10,043	29
Taro	95	42	3,973	1,000	4	285	1,132	1,439	2,571	27
Red Velvet	492	42	20,660	1,000	21	415	8,574	7,482	16,056	33
Wintermelon	265	42	11,125	1,000	11	345	3,838	4,029	7,867	30

Common Ingredients for Large Milktea

Raw Materials	Capacity	Measurement	Total	Quantity Per Pack	Packs Needed	Price per Pc	Total
Creamer	1,587	21.00g	33,323g	1,000g	33	160	5,332
Fructose	1,587	15.00g	23,802g	1,000g	24	120	2,856
Tea	1,587	6.00g	9,521g	500g	19	315	5,998
Ice (3/4)	1,587	1pack	1,587packs	1pack	1,587	3	4,760
Black Pearls	1,587	23g	36,497g	1,000g	36	125	4,562
Cup	1,587	1pc	1,587pcs	1pc	1,587	3.50	5,554
Sealing Film	1,587	1pc	1,587pcs	1pc	1,587	0.20	316
Boba Straw	1,587	1pc	1,587pcs	1pc	1,587	1.25	1,984
TOTAL							31,362
Total Amount each Cup							20

Flavors for Large Milktea

Raw Materials	Capacity	Measurement	Total	Grams per Pack	Packs Needed	Price Per Pack	Total for Flavor	Total Amount for Common Ingredients	Total Amount Annually	Purchase Price
Caffe Machiatto	16	49	778	1,000	1	370	288	314	601	38
Choco Hazelnut	127	49	6,220	1,000	6	399	2,482	2,509	4,991	39
Dark Chocolate	365	49	17,883	1,000	18	399	7,135	7,213	14,349	39
Okinawa	79	49	3,888	1,000	4	415	1,613	1,568	3,181	40
Oreo Cookies & Cream	286	49	13,996	1,000	14	340	4,759	5,645	10,404	36
Taro	79	49	3,888	1,000	4	285	1,108	1,568	2,676	34
Red Velvet	413	49	20,216	1,000	20	415	8,390	8,154	16,544	40
Wintermelon	222	49	10,886	1,000	11	345	3,756	4,391	8,146	37

Fries

Raw Materials	Capacity	1pack=7 serve	Quantity of Pack	Price per Pack	Total Annually
Fries (1kg fries=7 serves)	3,705	7	529	120	63,512
Oil (1rhum=1kg fries)	3,705	7	529	33	17,466
Cheese Powder (500g=1kg fries)	3,705	7	529	20	10,585
Total					91,564
Purchase Price					25

Buffalo Wings

Raw Materials	Capacity	1 kg=12 servings	Quantity of Pack	Price per Pack	Total Annually
Chicken Wings (1kg=12 servings)	4,665	12	389	160.00	62,206
Breading Mix (100g=12 servings)	4,665		38,878	0.24	9,136
Mineral Water (300ml=12 servings)	4,665		116,635	0.001	146
Sauce (50ml=12 servings)	4,665		19,439	2.00	38,878
Oil (1 rhum=12 servings)	4,665		389	33.00	12,830
Rice (2kg=12 servings)	4,665		778	40.00	31,103
Juice (2.5packs=12 servings)	4,665		972	18.00	17,495
Total					171,794
Purchase Price					37

Schedule 5- Projected Purchases (selling price was assumed to increase 4.5% annually)

Year 1

Product	Quantity	Purchase Price	Projected Purchases
Milktea Small			
Caffe Machiatto	26	24	627
Choco Hazelnut	210	25	5,232
Dark Choco	604	25	15,041
Okinawa	131	25	3,343
Cookies & Cream	472	23	10,796
Taro	131	21	2,746
Red Velvet	682	25	17,385
Wintermelon	367	23	8,461
Milktea Medium			
Caffe Machiatto	19	31	582
Choco Hazelnut	151	32	4,838
Dark Choco	435	32	13,911
Okinawa	95	33	3,088
Cookies & Cream	341	29	10,043
Taro	95	27	2,571
Red Velvet	492	33	16,056
Wintermelon	265	30	7,867
Milktea Large			
Caffe Machiatto	16	38	601
Choco Hazelnut	127	39	4,991
Dark Choco	365	39	14,349
Okinawa	79	40	3,181
Cookies & Cream	286	36	10,404
Taro	79	34	2,676
Red Velvet	413	40	16,544
Wintermelon	222	37	8,146
Fries	2,934	25	75,517
Buffalo Wings	2,699	37	99,402
TOTAL			355,397
Add: Inventory End (5%)			17,770
Total Purchases			373,167

Year 2

Product	Quantity	Purchase Price	Projected Purchases
Milktea Small			
Caffe Machiatto	26	25	650
Choco Hazelnut	208	26	5,422
Dark Choco	599	26	15,589
Okinawa	130	27	3,465
Cookies & Cream	469	24	11,189
Taro	130	22	2,846
Red Velvet	677	27	18,019
Wintermelon	364	24	8,770
Milktea Medium			
Caffe Machiatto	19	32	603
Choco Hazelnut	150	33	5,015
Dark Choco	432	33	14,418
Okinawa	94	34	3,200
Cookies & Cream	338	31	10,409
Taro	94	28	2,665
Red Velvet	488	34	16,641
Wintermelon	263	31	8,153
Milktea Large			
Caffe Machiatto	16	40	623
Choco Hazelnut	126	41	5,173
Dark Choco	362	41	14,872
Okinawa	79	42	3,297
Cookies & Cream	283	38	10,783
Taro	79	35	2,774
Red Velvet	409	42	17,147
Wintermelon	220	38	8,443
Fries	2,910	26	75,161
Buffalo Wings	2,677	38	103,026
TOTAL			368,354
Add: Inventory End (5%)			18,418
Total Purchases			386,772

Year 3

Product	Quantity	Purchase Price	Projected Purchases
Milktea Small			
Caffe Machiatto	26	26	674
Choco Hazelnut	207	27	5,620
Dark Choco	594	27	16,157
Okinawa	129	28	3,591
Cookies & Cream	465	25	11,597
Taro	129	23	2,950
Red Velvet	671	28	18,675
Wintermelon	361	25	9,089
Milktea Medium			
Caffe Machiatto	19	34	625
Choco Hazelnut	149	35	5,197
Dark Choco	428	35	14,942
Okinawa	93	36	3,317
Cookies & Cream	335	32	10,788
Taro	93	30	2,762
Red Velvet	484	36	17,246
Wintermelon	261	32	8,450
Milktea Large			
Caffe Machiatto	16	41	646
Choco Hazelnut	125	43	5,361
Dark Choco	359	43	15,413
Okinawa	78	44	3,417
Cookies & Cream	281	40	11,175
Taro	78	37	2,875
Red Velvet	406	44	17,771
Wintermelon	219	40	8,750
Fries	2,886	27	77,895
Buffalo Wings	2,655	40	106,775
TOTAL			381,757
Add: Inventory End (5%)			19,088
Total Purchases			400,845

Year 4

Product	Quantity	Purchase Price	Projected Purchases
Milktea Small			
Caffe Machiatto	26	27	698
Choco Hazelnut	205	28	5,824
Dark Choco	589	28	16,743
Okinawa	128	29	3,722
Cookies & Cream	461	26	12,018
Taro	128	24	3,057
Red Velvet	666	29	19,353
Wintermelon	358	26	9,419
Milktea Medium			
Caffe Machiatto	18	35	648
Choco Hazelnut	148	36	5,386
Dark Choco	424	36	15,485
Okinawa	92	37	3,437
Cookies & Cream	332	34	11,179
Taro	92	31	2,862
Red Velvet	480	37	17,873
Wintermelon	258	34	8,757
Milktea Large			
Caffe Machiatto	15	43	669
Choco Hazelnut	124	45	5,556
Dark Choco	356	45	15,973
Okinawa	77	46	3,542
Cookies & Cream	279	42	11,581
Taro	77	38	2,979
Red Velvet	402	46	18,416
Wintermelon	217	42	9,068
Fries	2,862	28	80,724
Buffalo Wings	2,633	42	110,652
TOTAL			395,620
Add: Inventory End (5%)			19,781
Total Purchases			415,401

Year 5

Product	Quantity	Purchase Price	Projected Purchases
Milktea Small			
Caffe Machiatto	25	29	724
Choco Hazelnut	203	30	6,035
Dark Choco	584	30	17,350
Okinawa	127	30	3,857
Cookies & Cream	457	27	12,453
Taro	127	25	3,168
Red Velvet	660	30	20,054
Wintermelon	355	27	9,760
Milktea Medium			
Caffe Machiatto	18	37	671
Choco Hazelnut	146	38	5,581
Dark Choco	421	38	16,046
Okinawa	92	39	3,562
Cookies & Cream	329	35	11,584
Taro	92	32	2,966
Red Velvet	476	39	18,520
Wintermelon	256	35	9,074
Milktea Large			
Caffe Machiatto	15	45	694
Choco Hazelnut	123	47	5,757
Dark Choco	353	47	16,552
Okinawa	77	48	3,670
Cookies & Cream	276	43	12,001
Taro	77	40	3,087
Red Velvet	399	48	19,084
Wintermelon	215	44	9,397
Fries	2,838	29	83,650
Buffalo Wings	2,611	44	114,663
TOTAL			409,958
Add: Inventory End (5%)			20,498
Total Purchases			430,456

Schedule 6- Inventory End

	Year 1	Year 2	Year 3	Year 4	Year 5
Cost per Year	17,770	18,418	19,088	19,781	20,498

Schedule 7- Cost of Goods Sold

	Year 1	Year 2	Year 3	Year 4	Year 5
Inventory Beginning	-	17,770	18,418	19,008	19,781
Add: Purchases	373,167	386,772	400,845	415,401	430,456
Total goods available for sale	373,167	404,542	419,263	434,489	450,237
Less: Inventory End	17,770	18,418	19,088	19,781	20,498
Cost of Goods Sold	355,397	386,124	400,175	414,708	429,739

Schedule 8- Selling and Administrative Expense

	Year 1	Year 2	Year 3	Year 4	Year 5
Office Supplies	2,194	2,293	2,396	2,504	2,616
Utilities Expense	7,560	7,900	8,256	8,627	9,015
Salaries Expense	104,862	109,581	114,512	119,665	125,050
Miscellaneous Expense	1,000	1,045	1,092	1,141	1,193
Rental Expense	78,000	81,510	85,178	89,011	93,016
Maintenance Expense	2,375	2,482	2,594	2,710	2,832
Leasehold Improvement	7,865	1,000	1,000	1,000	1,000
Transportation Expense	1,800	1,881	1,966	2,054	2,147
Store Supplies	10,730	11,213	11,717	12,245	12,796
Gov. Standard and Salary Payable	14,010	14,010	14,010	14,010	14,010
Depreciation Expense	8,526	8,592	8,530	8,787	8,787
Pre-Operating Expense	10,305				
Taxes and Licenses		4,337	4,532	4,736	4,949
Total	249,227	245,844	255,782	266,490	277,411

Schedule 9- Office Supplies (assumed to increase 4.5% annually)

	Year 1	Year 2	Year 3	Year 4	Year 5
Cost per year	2,194	2,293	2,396	2,504	2,616

Schedule 10- Utilities Expense (assumed to increase 4.5% annually)

	Year 1	Year 2	Year 3	Year 4	Year 5
Cost per year	7,560	7,900	8,256	8,627	9,015

Schedule 11- Salaries Expense (assumed to increase 4.5% annually)

	Year 1	Year 2	Year 3	Year 4	Year 5
Cost per year	104,862	109,581	114,512	119,665	125,050

Schedule 12- Employer and Employee Government Payable Share

	Employer	Employee	Total
Social Security System	817.50	427.50	1,245
PhilHealth	150	150	300
Pag-ibig	200	200	400
Monthly Total	1,167.50	777.50	
Yearly Total	14,010	9,330	

Schedule 13- Government Standard Salary Payable

	Employer's Share	Year 1	Year 2	Year 3	Year 4	Year 5
Social Security System	817.50	9,810	9,810	9,810	9,810	9,810
PhilHealth	150.00	1,800	1,800	1,800	1,800	1,800
Pag-ibig	200.00	2,400	2,400	2,400	2,400	2,400
Total	1,167.50	14,010	14,010	14,010	14,010	14,010

Schedule 14- Miscellaneous Expense (assumed to increase 4.5% annually)

	Year 1	Year 2	Year 3	Year 4	Year 5
Cost per year	1,000	1,045	1,092	1,141	1,193

Schedule 15- Taxes and Licenses (assumed to increase 4.5%)

	Year 1	Year 2	Year 3	Year 4	Year 5
Cost per year	4,150	4,337	4,532	4,736	4,949

Schedule 16- Rental Expense (assumed to increase 4.5% annually)

	Year 1	Year 2	Year 3	Year 4	Year 5
Cost per year	78,000	81,510	85,178	89,011	93,016

Schedule 17- Maintenance Expense (assumed to increase 4.5% annually)

	Year 1	Year 2	Year 3	Year 4	Year 5
Cost per year	2,375	2,482	2,594	2,710	2,832

Schedule 18- Leasehold Improvement

	Year 1	Year 2	Year 3	Year 4	Year 5
Cost per year	7,865	1,000	1,000	1,000	1,000

Schedule 19- Transportation Expense (assumed to increase 4.5% annually)

	Year 1	Year 2	Year 3	Year 4	Year 5
Cost per year	1,800	1,881	1,966	2,054	2,147

Schedule 20- Store Supplies (assumed to increase 4.5% annually)

	Year 1	Year 2	Year 3	Year 4	Year 5
Cost per year	10,730	11,213	11,717	12,245	12,796

Schedule 21- BIR & DTI Registration

Description	Amount
BIR & DTI Registration	2,500

Schedule 22- Fixed Investment

	Amount
Utensils & Equipment	22,605
Furniture & Fixtures	14,295
Equipment from Franchising	10,704
Franchise	15,000
Total	62,604

Schedule 23- Depreciation Expense

Asset	Year 1	Year 2	Year 3	Year 4	Year 5
Utensils & Equipment	3,448	3,448	3,451	3,465	3,465
Furniture & Fixtures	3,227	3,293	3,227	3,470	3,470
Equipment from Franchise	1,852	1,852	1,852	1,852	1,852
Total	8,526	8,592	8,530	8,787	8,787

Schedule 24- Pre-Operating Expense

Description	Amount
Feasibility Study	1,000
Promotion Cost	2,655
Taxes and Permits	4,150
BIR & DTI Registration	2,500
Total	10,305

Schedule 25- Variable Cost

	Year 1	Year 2	Year 3	Year 4	Year 5
Office Supplies	2,194	2,293	2,396	2,504	2,616
Utility Expense	7,560	7,900	8,256	8,627	9,015
Transportation Expense	1,800	1,881	1,966	2,054	2,147
Store Supplies	10,730	11,213	11,717	12,245	12,796
Total	22,284	23,287	24,335	25,430	26,574

Schedule 26- Fixed Cost

	Year 1	Year 2	Year 3	Year 4	Year 5
Rental Expense	78,000	81,510	85,178	89,011	93,016
Salary Expense	104,862	109,581	114,512	119,665	125,050
Miscellaneous Expense	1,000	1,045	1,092	1,141	1,193
Taxes & Permits	-	4,337	4,532	4,736	4,949
Maintenance Expense	2,375	2,482	2,594	2,710	2,832
Leasehold Improvement	7,865	1,000	1,000	1,000	1,000
BIR &DTI Registration	-	-	-	-	-
Government Standard Salary Payable	14,010	14,010	14,010	14,010	14,010
Depreciation Expense	8,526	8,592	8,530	8,787	8,787
Pre-operating Expense	10,305				
Total	226,943	222,557	231,447	241,060	250,837

Schedule 27- Total Revenue

Total Revenue = Selling Price x Unit

	Selling Price	Unit		Total Revenue
Year 1	70	11,737	=	825,850
Year 2	74	11,641	=	855,958
Year 3	77	11,545	=	887,103
Year 4	80	11,449	=	919,318
Year 5	84	11,353	=	952,636

Schedule 28-Total Variable Cost

Total Variable Cost = Cost of Goods Sold + Variable Cost

	COGS	Variable Cost		Total Variable Cost
Year 1	355,397	22,284	=	377,681
Year 2	368,354	23,287	=	391,641
Year 3	381,757	24,335	=	406,092
Year 4	395,620	25,430	=	421,050
Year 5	409,958	26,574	=	436,533

Schedule 29- Variable Unit

	COGS/Unit	Variable Cost/Unit		Variable Unit
Year 1	30	2	=	30
Year 2	32	2	=	32
Year 3	33	2	=	33
Year 4	35	2	=	35
Year 5	36	2	=	36

Schedule 30- Contribution Margin Unit

Contribution Margin Unit = Selling Price – Variable Unit

	Selling Price	Variable Unit		CM_{unit}
Year 1	70	32	=	38
Year 2	74	34	=	40
Year 3	77	35	=	42
Year 4	80	37	=	44
Year 5	84	38	=	45

Schedule 31- Break-Even Point in Unit

$$\text{Break – Even Point in Unit} = \frac{\text{Fixed Cost}}{\text{CM}_{\text{unit}}}$$

	Fixed Cost	CM_{unit}		Break-Even Point in Unit
Year 1	226,943	38	=	5,943
Year 2	222,557	40	=	5,580
Year 3	231,447	42	=	5,555
Year 4	241,060	44	=	5,539
Year 5	250,837	45	=	5,518

Schedule 32- Contribution Margin Ratio

$$\text{Contribution Margin Ratio} = \frac{\text{CM}_{\text{unit}}}{\text{Selling Price}}$$

	CM_{unit}	Selling Price		Contribution Margin Ratio
Year 1	38	70	=	0.54
Year 2	40	74	=	0.54
Year 3	42	77	=	0.54
Year 4	44	80	=	0.54
Year 5	45	84	=	0.54

Schedule 33- Break-Even Point in Peso

$$\text{Break - Even Point in Peso} = \frac{\text{Fixed Cost}}{\text{CM}_{\text{ratio}}}$$

	Fixed Cost	CM_{ratio}		Break-Even Point in Sales
Year 1	226,943	0.54	=	418,193
Year 2	222,557	0.54	=	410,278
Year 3	231,447	0.54	=	426,845
Year 4	241,060	0.54	=	444,763
Year 5	250,837	0.54	=	463,001

Schedule 34- Break- Even

	Year 1	Year 2	Year 3	Year 4	Year 5
CM _{unit}	38	40	42	44	38
Fixed Cost	226,943	222,557	231,447	241,060	226,943
BEP in Unit	5,943	5,580	5,555	5,539	5,943
BEP in Peso	418,193	410,278	426,845	444,763	418,193

APPENDIX D

Building Design



INTERIOR PERSPECTIVE



FLOOR PLAN

RESEARCHERS' BIODATA

Personal Information

Name : **GINA Q. ARAUSA**
Address : Cansumbol, Bilar, Bohol
Date of Birth : October 25,1991
Place of Birth : Cansumbol, Bilar, Bohol
Civil Status : Single
Religion : Roman Catholic
Parents : Dioscoro Arausa(+)
Teresita Arausa(+)

**Educational Background**

Elementary : Campagao Elementary School
Campagao, Bilar, Bohol
2004-2005
Secondary : Yanaya National High School
Yanaya, Bilar, Bohol
2008-2009
College : Bohol Island State University
Zamora, Bilar, Bohol
Bachelor of Science in Entrepreneurship
Skills and : Computer Literate.
Interests : Watching TV Cooking

Personal Information

Name : **JUDELYN B. DIGAL**
Address : LicoLico, Sevilla, Bohol
Date of Birth : December 28, 1989
Place of Birth : LicoLico, Sevilla, Bohol
Civil Status : Single
Religion : Roman Catholic
Parents : Elieser D. Digal
Concepcion B. Digal

**Educational Background**

Elementary : LicoLico Elementary School
LicoLico, Sevilla, Bohol
2006-2007
Secondary : Sevilla National High School
Sevilla, Bohol
2012-2013
College : Bohol Island State University
Zamora, Bilar, Bohol
Bachelor of Science in Entrepreneurship
Skills and : Time Management Skills
Interests : Watching movies and Cooking

Personal Information

Name : **CRISTY JANE M. DORIA**
Address : Rizal, Bilar, Bohol
Date of Birth : October 7, 1994
Place of Birth : Bontud, Clarin, Bohol
Civil Status : Married
Religion : Roman Catholic
Spouse : Nils Ian Doria
Parents : Jovencio Maang
Elisa Maang

**Educational Background**

Elementary : Clarin Central Elementary School
Poblacion Centro, Clarin, Bohol
2006-2007
Secondary : Dr. Cecilio Putong national High School
C.P.G. Avenue, Tagbilaran, City
2012-2013
College : Bohol Island State University
Zamora, Bilar, Bohol
Bachelor of Science in Entrepreneurship
Skills and : Strong Communication Skills
Interests Writing and Cooking

Personal Information

Name : **HONEY LYNN C. DORIA**

Address : Cansumbol, Bilar, Bohol

Date of Birth : August 19, 19933

Place of Birth : Cansumbol, Bilar, Bohol

Civil Status : Single

Religion : Roman Catholic

Parents : Manuel L. Doria

Editha C. Doria



Educational Background

Elementary : Campagao Elementary School

Campagao, Bilar, Bohol

2005-2006

Secondary : Bilar National High School

Bilar, Bohol

2009-2010

College : Bohol Island State University

Zamora, Bilar, Bohol

Bachelor of Science in Entrepreneurship

Skills and Interests : Communication Skills

Cooking and Listening music

Personal Information

Name : **MAILYN C. ESPINA**

Address : Sto. Niño, Bugsoc, Sierra Bullones, Bohol

Date of Birth : February 18, 1997

Place of Birth : Sto. Niño, Sierra Bullones, Bohol

Civil Status : Single

Religion : Roman Catholic

Parents : Prisco S. Espina
Elsa C. Espina

**Educational Background**

Elementary : Bugsoc Elementary School
Bugsoc, Sierra Bullones, Bohol
2008-2009

Secondary : Bugsoc High School
Bugsoc, Sierra Bullones, Bohol
2012-2013

College : Bohol Island State University
Zamora, Bilar, Bohol
Bachelor of Science in Entrepreneurship

Skills and Interests : Time Management Skills and Computer
Literacy. Watching movies

Personal Information**Name : IRENE FE D. LARA****Address : San Juan, Sierra Bullones, Bohol****Date of Birth : December 7, 1991****Place of Birth : Tagbilaran City Bohol****Civil Status : Married****Religion : Roman Catholic****Spouse : Ronald D. Lara****Parents : Felix V. Dusaran****Irenea D. Dusaran****Educational Background****Elementary : San Juan Elementary School****San Juan, Sierra Bullones, Bohol****2003-2004****Secondary : Katipunan National High School****Katipunan, Carmen, Bohol****2007-2008****College : Bohol Island State University****Zamora, Bilar, Bohol****Bachelor of Science in Entrepreneurship****Skills and Interests : Leadership Skills, Communication Skills and Computer****Literate. Watching k-drama and Listening music**

Personal Information

Name : **JELLY MARIE B. PACLEB**

Address : San Isidro, Pilar, Bohol

Date of Birth : February 3,2000

Place of Birth : Abaca, Mabini, Bohol

Civil Status : Single

Religion : Roman Catholic

Parents : Jimmy J. Pacleb

Maria Victoria B. Pacleb

**Educational Background**

Elementary : San Isidro Elementary School

San Isidro, Pilar, Bohol

2011-2012

Secondary : San Isidro Technicaql Vocational High School

San Isidro, Pilar, Bohol

2017-2018

College : Bohol Island State University

Zamora, Bilar, Bohol

Bachelor of Science in Entrepreneurship

Skills and Interests : Leadership Skills, Computer Literate, and Problem

Solving Skills. Reading Books and Baking