

# [Pasalubong center business plan](https://assignbuster.com/pasalubong-center-business-plan/)

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I. INTRODUCTORY PAGE

A. Name and Address of Business   
Name of Business

The name of the proposed business is “ MADE IN THE PHILIPPINES”. It is named “ MADE IN THE PHILIPPINES” because of the idea that came up to the mind of the entrepreneur during the brain storming process with her colleagues. The entrepreneur thought that “ souvenir” is one of the top businesses nowadays. As observed a lot of people love to buy pasalubong when they visited some tourist attractions in the Philippines. Anotherobservationis that people started to love collecting different souvenirs like refrigerator magnets, keychain, tees and more. That’s why he thought that a souvenir shop will be a good and successful business. Then the entrepreneur took him time to think of a concept that is unique about souvenir good that comes up with a business name that will surely attract the eyes and minds of the customers for the first sight. The idea behind the name “ MADE IN THE PHILIPPINES” is that the entrepreneur would like to give the market a unique way of promoting our local products and destinations by putting it into different souvenir goods. Since the entrepreneur already visited a lot of places, this time he wants to share it to his fellow countrymen and foreign tourists.

Address of the Business

Primarily, the idea of this business is to present it to the public and have their shop located on a place wherein a lot of people are visiting everyday. In this case, the entrepreneur agreed to have their business located at the 2nd level of SM MALL OF ASIA in Pasay City as its pioneer branch. The Mall of Asia Complex is located at Jose Diokno Boulevard Pasay City. The mall is located in Bay City, Pasay, Philippines near the SM Central Business Park, the Manila Bay and the southern end of Epifanio de los Santos Avenue. It is the third biggest mall in Asia and the mall is visited by an estimated of 200, 000 tourists and local everyday according to Wikipedia. com since its opening in 2007. It is a tourist destination that has raised the standard of shopping, leisure and entertainment in the Philippines. This particular information has been considered in the decision in which particular location   
of the “ Made in the Philippines” will situate. With the location the entrepreneur is highly positive of good reviews about the business once it opens. Through the help of the chosen location, the souvenir shop will be visited by many tourist and shoppers.

B. Name and Address of Principals   
The Entrepreneur and owner of “ Made in the Philippines” is born in Bagong Bayang Dasmariñas, Cavite. Jexeller Z. Espineli is a graduate of Bachelor ofSciencein Tourism Management at De La Salle University- Dasmariñas. Through his constant tours around the Philippines, the owner wanted to share his experience by providing products which will allow the customers to see the different attractions in the country.

C. Nature of Business   
Our propose business is a souvenir shop that offers different products from the famous attractions here in the Philippines, our Mission Statement: “ We are a souvenir shop company, blazing the trail in trends of innovations.”

CompanyGoalsand Objectives   
“ Goals are destinations where you want your business to be.” “ Objectives are progress makers along the way to go achievement.”

BusinessPhilosophy   
The researchers should have a capital first to make everything possible. It is important for us to provide a costumers’ satisfaction as well. We offer our products to those people who love to travel and those people who are travelling here in the Philippines.

Our industry will be a growing industry because tourism in the Philippines is on the rise. I see that it would be a long term business because tourism will never stop but it will keep on growing and innovating. We are should be always up to date, knows the latest trends and have innovative ideas every now and then to attract more markets. The most important strengths that we have in our company is our loyal suppliers. They continue to send our needs to build and finish our product to sell it to our foreign and local   
costumers. Our core competencies are those who were in the line of selling souvenirs within Manila but we are sure that we are better in terms of service due to our connections many travel agencies and we also give flight and they can purchase it our store in Manila.

The factors that will make the company succeed are; stable and strong partnership with our suppliers, more foreign and local costumer who were travelling and loves collecting souvenirs especially made in Philippines. Good marketing skills will also help the company to succeed. Our major competitive would be our continues update with products because we want to be in line with the trends like iPhone cases which are designed like in a tarsier or like a shell and the picture of the sunset in Boracay. We lots of ideas and we can make it possible because we have our fellow Filipino ate and kuya working for us to make all of this happened.

We have experienced working in the travel agencies and we have traveled from different places across the country and even outside the country. We know what the travelers want and what the travelers need.

The legal form ownership is sole proprietorship so that we will only have our president in making all of this possible. If we have a partnership we might encounter some problems withmoneyespecially if we are working together and ourfriendshipmight affect our relationship.

D. Statement of Financing Needed   
Since souvenir shop is a big business, the entrepreneur is in need of an immense budget. The business will be needing funds to pay for the rental fee since it was situated in one of the prestigious business shopping center in the Philippines now. Also the budget is allocated for employees’ salary. Another cost would be for the equipment and machineries needed by the business. Examples are the racks, shelves, display stands, cash registers and other equipment. Marketing and advertising plan is also one of the main expenses since a business will live through its customers thus promotion is the key to known in the market.

II. EXECUTIVE SUMMARY

Travelling from across the world is surely a great experience wherein you meet different types of people and you were able to see and experience theculturethat they have. Every single place has its own remembrance to share and that’s what the company is all about. Building up a souvenir shop and to cater travellers who came to see and experience the stunning beauty of Philippines. In each business there should be a unique blend or twist so that the company will be known for its awesome offers and how they handle their clients. A souvenir shop is usually just a drop by store wherein you see key chains, shirts, flip-flops, bag tags and a lot more but there’s nothing new about that typical souvenir shop that’s why the researchers came up to build a souvenir shop business that ONLY local materials are used, ONLY local Filipino people can work and a local but trendy type of designs are made. Making it more exceptional than the others would be the connection of the souvenir shop to the travel agencies. Selling the tour packages from these travel agencies would make clients come back for more souvenirs and make good impression on the company as well as their experience in Philippines. Happy clients are a result of a good company marketing strategy. It’s different, remarkable and only “ Made in the Philippines”.

III. INDUSTRY ANALYSIS

A. Feature Outlook and Trends   
Mr. Jexeller Espineli put his own business " Made in the Philippines" which is a commemorative shop in the heart of Manila particularly in SM Mall of Asia. The owner believes that having a the said business will promote Philippine products such as handicrafts, famous Philippine delicacies, capiz products and the like and also services from different travel agencies selling affordable domestic tour packages. He puts up this kind of business because it will help support the locals of different regions and provinces in terms of generation of income and employment. It will also serve as a communiqué for us to patronize our local products. He establishes the " Made in the Philippines" commemorative shop in the SM Mall of Asia because Aseana City will be opening an international cruise port beside SM Mall of Asia. He   
also thinks that this is a big opportunity to whoop our local goods especially the impalpable love of Filipinos.

B. Analysis of Competitors   
Part of every tour itinerary is the souvenir shopping. Tourist at any age have this kind of urge to buy something from the place they visited even if it is just a simple keychain or ball pen that will serve as the remembrance of their travel. Tourists will also never go home without pasalubong for theirfamilyand friends. That is why " Made in the Philippines" brought up by the idea of the owner.

" Made in the Philippines" is a one stop shop for different Philippine local products. It cater to the budget tourist, local or international who do not like the hassle caused by the crowded, non-air conditioned typical souvenir shops that you can see all over the country. " Made in the Philippines" would also want to make the local products from different places in the Philippines at the reach of the tourist. That even they cannot reach a tourist destination in the Philippines, they'll have a glimpse on what other in the Philippines has.

C. Market Segmentation   
Demographic Segmentation   
One of the demographic segmentation variables of the business is age. The business does not have a specific age bracket for the market because it offers the products to everyone. Every consumer is viewed as target market. Gender and status of life in the society is not also a hindrance in purchasing the product since it is affordable for everyone to buy. Souvenirs are one of the favorite of Filipinos no matter of the age, gender or status of life in the society. It is a way of custom to have pasalubong for the family when you went to vacation. Thus, our market comes in variety of consumers that seeks new products to try.

Geographic Segmentation   
Market Segmentation can be based on culture, economic status and geographic profile. As the entrepreneur opens up a business, she segmented the market   
geographically thus what called geographic segmentation. This term is defined as “ Market segmentation strategy whereby the intended audience for a given product is divided according to geographic units, such as nations, states, regions, countries, cities, or neighborhoods.” Strategically, SM Mall of Asia is one of the most fast growing business areas in the Philippines and since our location is widely visited by most of the people from different provinces and countries our product is not limited to where it is located but also a best location to cater large numbers of customers.

D. Industry Forecast   
Since the souvenir shop is constantly changing and improving, the entrepreneur foresee future innovative shops will rise. Hightechnologymachineries and equipments will be released for fast production that can be utilized by other companies thus can cater more customers. Also, the second hand businesses will develop others original concept and take it to the new level of variation. There will be new Marketing and Advertising will be used by companies that would be appealing in the market.

IV. DESCRIPTION OF VENTURE   
A. Product   
In our company we cater mostly a lot of foreign customers who were having their vacation in Philippines. We do customize and make our own designs for our souvenirs (keychain, tumbler, bracelet, phone case, anklet, necklace, slippers, shirts, hats, bags and etc.) and we’re proud to tell everyone that these products are carefully made by the talented local Filipino people and we only use materials here in the Philippines that’s why we name our company as “ Made in Philippines”.

Below are the samples of some products offer:   
Bracelets

Necklace

Tote Bags

Native Bags

Cell phone Cases

Tees

Refrigerator Magnets

Key Chains

E. Services   
In thetourism industrywe have lots of competitors and they have their own strategy to attract and gain more customers, so as we thought of making this business different from other souvenir shops here in the country, we came up with its own twist of having travel agencies linked with us so that aside from souvenirs we do have tour packages. Selling tour packages would be a great factor for us because customers will come back to Philippines and at the same time they will also get souvenirs after their trip and as loyal customers we do give freebies for them.

B. Size of Business   
Made in the Philippines is a sole proprietorship type of business owned and manage by Mr. Jexeller Espineli, the sole proprietor. The law makes no distinction between the sole proprietor, and the business. Virtually all the legal and tax consequences associated with sole proprietorships flow from this essential element. As a sole proprietorship business, the sole proprietor can conduct business under his own name or under a trade name. A sole proprietorship can hire any number of employees and also hire any number of independent contractors.

C. Office Equipment and Personnel   
EQUIPMENT INVENTORY LIST   
Physical Characteristics   
Financial Statement   
Asset or serial number   
Item   
Denomination   
Current value (PHP)   
001   
Pens   
100   
600   
002   
Pencils   
100   
600   
003   
Markers   
100   
1200   
004   
Highlighters   
100   
1500   
005   
Paperclips   
100   
800   
006   
Tape   
100   
1000   
007   
Rubber bands   
100   
150   
008   
Stamp pads   
100   
8000   
009   
Spiral notebooks   
100   
1000   
010   
Post-it notes   
100   
500   
011   
Laser printer paper   
100   
1500   
012   
Copy paper   
100   
1500   
013   
Manila file folder   
100   
1500   
014   
Index divider   
100   
3000   
015   
Catalog envelope   
100   
3000   
016   
Toner cartridges   
100   
5000   
017   
CD –Roms   
100   
10000   
018   
3. 5’’ high density disks   
100   
2000   
019   
Zip Drive Tapes   
100   
2000   
020   
Calendar scheduling boards   
100   
12000   
021   
To do lists   
100   
10000   
022   
Staples   
100   
12000   
023   
Bulldog clams   
100   
12000   
024   
Glue   
100   
20000   
025   
Glue sticks   
100   
10000   
026   
Push pins   
100   
10000   
027   
Price tags   
100   
10000   
028   
Name badges   
100   
20000   
029   
Labels   
100   
20000   
030   
Color coding labels   
100   
20000   
031   
Display Racks   
50   
150000   
032   
Open-Cabinet   
100   
160000   
033   
HP Ink Jet Printer   
5   
30000   
034   
Photocopy machine   
2   
40000   
035   
Paper cuter   
1   
1500   
036   
Scissors   
10   
2000   
037   
Office drawer organizer   
10   
20000   
038   
Point of sale   
10   
50000   
039   
T-roll   
100   
2000   
040   
CCTVCamera   
10   
50000   
041   
Monitor   
5   
20, 000   
042   
CPU   
5   
30, 000   
043   
Mouse   
5   
5, 000   
044   
Keyboard   
5   
5, 000   
045   
Computer rack   
5   
20, 000   
046   
Mirror   
10   
3, 500   
047   
Calculator   
100

D. Background of Entrepreneurs   
Mr. Jexeller Espineli   
21 years old   
From Dasmariñas City, Cavite   
CEO of Made in the Philippines Souvenir Shop   
Senior student taking up BS Tourism Management at De La Salle University – Dasmarinas Former SK 1st Councilor and acting SK Chairman (on his term) of Barangay San Manuel II Former Auditor and President of Tourismo Lasalleño Society (2012) Tabulation Head of BTM Event Management Class of 2013 (Mr. ; Ms. Teen Tourism Philippines 2013) Worked at Busch Gardens – Tampa Bay, Florida, USA

Completed his 200HRS OJT at Shroff International Travel Care, Inc. Completed his 50HRS OJT at ABACUS Global System   
Completed his 250HRS OJT at MIASCOR

Sarah Jane R. Solis   
20 years old   
From Imus City, Cavite   
General Manager of Made in the Philippines Souvenir Shop   
Senior student taking up BS Tourism Management at De La Salle University – Dasmarinas Worked at Adventure Island, Florida, USA   
Completed her 200HRS OJT at MIASCOR   
Completed her 50HRS OJT at ABACUS Global System   
Currently finishing her OJT at Easy Travel

Jayvee Espejo   
19 year old   
From Imus City, Cavite   
Senior student taking up BS Tourism Management at De La Salle University – Dasmarinas Assistant Production Head of BTM Event Management Class of 2013 (Mr. ; Ms. Teen Tourism Philippines 2013) Worked at Busch Gardens – Tampa Bay, Florida, USA

Completed his 200HRS OJT at Shroff International Travel Care, Inc. Completed his 50HRS OJT at ABACUS Global System   
Currently finishing his OJT at Cathay Pacific Office-Makati Branch Arien Jade Panganiban   
19 years old   
From Imus City, Cavite   
Senior student taking up BS Tourism Management at De La Salle University – DasmarinasFinanceHead of BTM Event Management Class of 2013 (Mr. ; Ms. Teen Tourism Philippines 2013) Worked at Adventure Island – Tampa, Florida, USA

Completed her 200HRS OJT at Philscan Travel Agency   
Completed her 50HRS OJT at ABACUS Global System   
Currently finishing her OJT at Philippine Airlines

Ma. Franchesca Salvio   
20 years old   
From San Pedro, Laguna   
Senior student taking up BS Tourism Management at De La Salle University –   
Dasmarinas Worked at La Quinta Inn Civic Center – Lubbock, Texas, USA Completed her 200HRS OJT at Tripmart Travel Agency – Sales / Accounting Department Completed her 50HRS OJT at ABACUS Global System

Currently finishing her OJT at PAL Express   
Sharmaine Rejean Daza   
19 years old   
From Imus City, Cavite   
Senior student taking up BS Tourism Management at De La Salle University – Dasmarinas Tabulation Secretary of BTM Event Management Class of 2013 (Mr. ; Ms. Teen Tourism Philippines 2013) Worked at Busch Gardens – Tampa Bay, Florida, USA

Completed her 200HRS OJT at Shroff International Tavel Care, Inc. Completed her 50HRS OJT at ABACUS Global System   
Currently finishing her OJT at Cathay Pacific

Erika Tugano   
21 years old   
From Bacoor City, Cavite   
Senior student taking up BS Tourism Management at De La Salle University – Dasmarinas Worked at Ben and Jerry’s, Virginia Beach, USA   
Completed her 200HRS OJT at Shroff International Travel Care, Inc. Completed her 50HRS OJT at ABACUS Global System   
Currently taking her OJT at MIASCOR

V. PRODUCTION PLAN

A. Manufacturing Process   
Production of sellable souvenir items is projected to begin on October 20, 2013. Souvenir items will be ordered for twice a week delivery from different provinces, at which time a two week production schedule will be drawn up by Ms. Sarah Jane Solis, the General Manager. Items will be stored in a storage area (already on the proposed premises). Rent of the facility will be Php 50, 000. 00 per month.

Scheduling will begin with several items only. Product can be sold everyday. Each month the manager will choose a concept for the design of the store. The racks and shelves provides intensive cleaning,. Everything from the beginning of the store opening the souvenir items can be perfectly offers.

The storefront will open at 10: 00 AM and close at 10: 00 PM Monday through Sunday. Part time employees will work the counter and assist with store maintenance during peak hours.

Manager will economize on bookkeeping costs by handling its payroll duties in house. Year-end bookkeeping will be handled by a professional accountant.

B. Machinery and Equipment   
Cash RegisterSurveillance Camera

Wire Shopping BasketCash Register Table

Racks and Shelves

C. Name of Suppliers of Raw Materials   
Description   
Annual requirement   
Total cost   
Supplier   
Order lead time   
Bracelets   
5000 pcs   
78, 000   
Arm Candy PH   
1week   
Key chains   
10000pcs   
85, 000   
Kurtis supply   
1week   
T shirts   
2500pcs   
200, 000   
Villa supply   
9 days   
Tumbler   
1000pcs   
18, 000   
kurtis supply   
2 weeks   
Slippers   
1500pcs   
15, 000   
Amor supply   
12 days   
Necklace   
6000pcs   
68, 000   
Kurtis supply   
1 week   
Bags   
800pcs   
10, 000   
Jex suppy   
5 days   
Purse   
400pcs   
5, 000   
Erika supply   
4 days   
Stickers   
500pcs   
4, 000   
Sharms supply   
1 week   
magnets   
1000pcs   
16, 000   
Megs supply   
1 week   
Frames   
500pcs   
19, 000   
Ara supply   
6 days

Maid in the Philippines is located in SM Mall of Asia which will be opening soon. This shop offers products made in the Philippines only with the affordable prices that many tourists or walk in clients will surely love this. And you can also order online and get it through our shop.

VI. MARKETING PLAN   
A. Pricing   
Made in the Philippines is an establishment that offers different Filipino products at an affordable price. The entrepreneurs did everything to make their products cheap and high quality. We partnered with different local manufacturers and get a contracted wholesale rate and add our markup to make the company profitable. We do not want to compete with the local manufacturers rather we want them to gain more revenue as we get bulk item orders. Compared to our competitors who offer the same products at similar locations, Made in the Philippines offers reasonable price. The entrepreneurs would like to reach the customers most particularly the tourists who want to shop Philippine made products in a most convenient place.

B. Distribution   
Made in the Philippines will be using the physical distribution which is the site location. It will be put up in a mall particularly at SM Mall of Asia. We decided on this location because it is very near at the airport- NAIA and   
the country’s capital Manila. As the company progress Made in the Philippines also plans to have an online shop to reach the other markets but for now, the entrepreneurs will just focus on site locations.

C. Promotion   
In any new business like Made in the Philippines, promotion is very essential. The entrepreneur should do everything to make the company and the product known to the target market. In that way the target market will purchase and make the business prosper. The researchers anticipate ways on how they’ll strategically promote their business. Flying in NAIA, partnering with different travel agencies and banners are the methods the researchers think that will make Made in the Philippines popular. Our target markets are tourists and we came up with a promotional plan in which we would like to give flyers at NAIA. Same thing goes with travel agencies. Every time they have FIT/GIT bookings, the agent can include Made in the Philippines on their itinerary and the souvenir shop can give them discount coupons, in that way we can influence them to shop more. Putting up banners on different locations is also considered because at any tourism activities, the transportation system is always associated to it. Here is the timeline of the promotional activities that Made in the Philippines is targeting.

MONTH   
DURATION- Month   
ACTIVITIES   
BUDGET   
PERSON INVOLVE   
NOV   
1   
Partnering with different travel agencies   
Php 10, 000   
Marketing Dept.   
DEC-JAN   
2   
Flyering at NAIA   
Php 20, 000   
Marketing Dept.   
JUN   
1   
Whole month sale   
Banners foradvertisement   
Php 15, 000   
Production, sales and marketing Dept.   
SEP-NOV   
3   
Banners for advertisement   
Php 20, 000   
Marketing Dept.

D. Product Forecasts   
As part of the study, the entrepreneur would also focus on its competitors. The entrepreneur will be in consistent observation on the brand and how to innovate so that he will know the standing of the business in the market. A SWOT analysis will be used as the entrepreneur goes further in the business so that he could monitor the performance as well as the strengths and weaknesses of the business. Of course, having the opportunities and threats of the business known, the entrepreneur will be always aware of how the business is doing, how efficient and effective the work of the team is and the steps that the entrepreneur needs to improve the business.

E. Controls   
The entrepreneur can monitor the progress of “ Made in the Philippines” at the end of each year by comparing the planning objectives to the actual performance of the company. Example is to “ increase Internet and E-mail sales by PHP 20, 000 in revenues per year by 2014.” Because this objective is direct, measurable, and provides a specific time frame, he can easily compare his actual Internet and e-mail order sales to this goal. In addition, Made in the Philippines Souvenir shop’s customer service goals can be monitored continuously throughout the year. By creating a toll-free phone number, sending out post-purchase e-mails and thank you cards, and encouraging customers to communicate with the Made in the Philippines about   
ideas, comments, and problems. Then, the entrepreneur can constantly have feedback from the customers.

VI. ORGANIZATIONAL PLAN

A. Form of Ownership   
Made in the Philippines-Souvenir Shop adopted sole proprietorship type of business. According to jlp-law. com a sole proprietorship is the “ simplest form of business and the easiest to register, through the Bureau of Trade Regulation and Consumer Protection (BTRCP) of the Department of Trade and Industry (DTI). It is owned by an individual who has full control/authority of its own and owns all the assets, as well as personally answers all liabilities or losses. The fact that it is run by the individual means that it is highly flexible and the owner retains absolute control over it”. The business focuses on giving out the customers the best quality of souvenir products and the best service. B. Identification of Partners or Principal Shareholders.

Made in the Philippines is solely owned by Mr. Jexeller Espineli. He has the full authority of all the assets and liabilities of the business. Ms. Sarah Jane Solis acts as the Manager who is responsible in supervising the overall performance of the employees and maintains the cleanliness of the shop. Currently the business employs 4 permanent employees excluding the namely Ma. Franchesca Salvio and Sharmaine Rejean Daza who are in-charge for supervising all of the employee, Arien Jade Panaganiban who is in-charge of the cash register and Jayvee Espejo and Erika Jane Tugano who are in-charge of serving the guests.

C. Authority of Principals   
Made in the Philippines has a 3 major departments, namely production departments, sales and marketing departments and Finance. Each department has its own supervisor to manage the products and services that our souvenir shop has to offer. All of the three said departments are oblige to report to the Manager Ms. Sarah Solis to know the incidents that happened, products to buy, newly office equipment to be used and a lot more. The manager has the   
authority to report to the chief executive officer about the sales of the company, major incidents that happened and other big problems that the Made in the Philippine souvenir shop will occurred.

D. Roles and Responsibilities of members of organization.   
Manager   
There is lot of things a manager should do. Listed below are the duties and responsibilities of the manager. Make sure the shop is open for business.   
Make sure the scheduled employees are present and on time.   
Make sure there enough supplies for the day's business.   
Order supplies.   
Prepare the deposit and/or take to the bank.   
Prepare ojt narrative report.   
Schedule the employees.   
Make sure employees are trained.   
Communicate with the owner of the business.   
Interviewnew employees when needed.   
Make sure the business is ready, clean, neat and orderly.   
Maintain equipment.   
Check equipment to make sure it is in working order.   
Make sure employees are in compliance with Labor and Industry. Make sure business meets the necessity of all codes including but not limited to safety, fire andhealth. Make correct any problems and communicate both the problems and corrections with the owner. Make sure all beverages are prepared correctly.

Help market the business.   
Build customer relations.

Cashier   
Run a register   
Record sales   
Money related tasks   
Keep a record of how much money they had when they opened the store, how much money is earned when they closed the store, and the amount of change in a   
register drawer for the purpose of finding out when they are required to restock the change. Giving change to the customer is one of the most important parts of a cashier.

VIII. ASSESSMENT OF RISK

A. Evaluate Weakness of Business   
As a new entrant in the souvenir shop business, the researchers thought of three main weaknesses of the business; First, slow momentum of the shop --- the shop will have difficulties in catching the attention of the prospective clients or buyers because of the competitors who were in the business before us. The clients would not have second thoughts in looking for other souvenir shops when in their minds they are only aware of two currently competing shops. Second, advertisements will be a very great technique in letting the prospective clients know about Made In The Philippines however as a newly starting business the researchers will have difficulty in getting the clients' interest in just a simple flyers or brochures thus a great planning and innovation is in the midst of what the researchers will do. Third, it will be the resources that the shop will need. As the first shop that offers souvenirs that can be customize the shop might lack of machineries that are necessary in customizing different products and it will all boil down to money matters wherein buying high end machineries are needed in a known company who sells it.

B. New Technologies   
Nowadays, technologies are being overly on the top high-tech as what people say. We are in the world where the ratio would be 3: 1 --- 3 represent the machines and 1 will be the manpower. In this era, people relay much on different machineries that they can possibly get wherein it will be an advantage of that business from other competitors. As a souvenir shop that customizes different products it is indeed significant for the business to consider the new technologies that this generation could offer thus it will help speed up, save time and it surely is a money wise decision to invest in it.

C. Contingency Plan   
As the researchers thought about contingency plans --- We thought of three main situations for contingency plans. As for the main situations, they are the location, suppliers and advertisements. For the location, all of us know that Mall Of Asia is popular not only in the Philippines but also outside the country wherein a lot of entrepreneurs wanted to put up a business in it. Especially now, that it is said to have a port beside its location, there's now more reason to take a spot in the famous mall. If Made In The Philippines cannot make it to Mall Of Asia, the researchers thought of putting it up near or within a historical place in Manila thus it is close to tourists and prospective clients and it falls to Intramuros where a lot of people are also visiting as to that the business might easily catch the interest of the people. In this business, people need to be open in all situations like one should never expect always on time deliveries and fast work because there will always have the delay in every work. So, the researchers came up of listing all the top suppliers of different forte that we think can cater what the business needs that whenever one cannot do it on time the business will not be left hanging with the supplies that are significant. As what is said above advertisements are of great help in any business that wants to be notice and be popular. The researchers thought that flyers and brochures can be a help but if we look at it, it will never get you there. However, the researchers thought of putting up a Facebook page where all of us are aware on what is happening in the entrepreneur world as well as accounts in Instagram and Twitter in that way the business will be easily recognize of the prospective clients, however, if it doesn't work the last plan is to put up a website wherein people can see what is Made In The Philippines all about as well as they can get a glimpse of how one souvenir is made and what is happening inside the production area although the researchers will not show the secret of the souvenir's beauty.

XI. FINANCIAL PLAN

A. Pro forms Income Statement

Made in the Philippines   
Pro Forms Income Statement   
For the year ended

Sales   
1, 600, 00   
Cost of Goods Sold   
200, 000   
Contribution Margin   
1, 400, 000   
Undistributed Operating Exp.   
950, 00   
Income after Undistributed Operating Exp.   
450, 000   
Depreciation Expenses   
200, 00   
Amortization Exp.   
100, 000   
Income before tax   
150, 00   
Income tax   
50, 000   
Net Income   
100, 00

B. Cash Flow Projection

Made in the Philippines   
Cash Flow Projections   
For the year ended

Cash Flow From Operation

Net Income

100, 000   
Non-cash revenue and expenses included in Net Income

Depreciation Expense

200, 00   
Amortization Expense

100, 000   
Cash Provided by current Asset and Liabilities

Accounts Receivable   
(35, 000)

Inventory   
(5, 000)

Accounts Payable   
45, 000

Wages   
5, 000

Cash Flow From Investing Activities

Addition to Property and Equipment   
(1, 400, 000)   
(1, 500, 000)   
Other Investing Activities   
0   
0   
Net cash provided by investing Activities   
(1, 400, 000)   
(1, 500, 000)   
Cash flow from Financing Activities

Increase(decrease)in short-term borrowings   
1, 000, 000   
950, 000   
Include Current maturities of long-term Dept.   
0   
50, 000   
Net Increase in Cash   
1, 000, 000   
1, 000, 000

C. Pro forms Balance Sheet

Made in the Philippines   
Pro forms balance sheet   
December 31, 2013

Assets   
2013   
2014   
Cash   
30, 000   
40, 000   
Accounts Receivable   
190, 000   
225, 000   
Inventory   
30, 000   
35, 000   
Property and Equipment   
1, 400, 00   
1, 500, 000   
Other Assets   
200, 00   
100, 00   
Total Assets   
1, 850, 000   
1, 900, 00   
Liabilities

Accounts Payable   
140, 000   
185, 000   
Wages Payable   
10, 000   
15, 000   
Current Maturities   
50, 000   
50, 000   
Long term Dept.   
1, 000, 000   
1, 950, 000   
Total Liabilities   
1, 200, 000   
1, 200, 000   
Equity

Owner’s Equity   
650, 000   
700, 000   
Total Liabilities ; Owner’s Equity   
1, 850, 000   
1, 900, 000

D. Breakeven Analysis

Made in the Philippines   
Break-even Analysis

Variable Cost   
Fixed Cost

Total   
M   
17, 100   
1, 900   
19, 000   
10%   
L   
20, 800   
5, 200   
26, 000   
20%   
Q   
24, 000   
16, 000   
40, 000   
40%   
MA   
5, 600   
84, 000   
14, 000   
40%

67, 500   
31, 500   
99, 000

Sales = 200, 00100 units x (2 sales price)   
Less: VC= 67, 500   
CM= 132, 500   
Less: FC= 31, 500   
NI= 101, 000

X. APPEDIX

REFERENCES   
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