Technical Aspect

Description of the Service:

Aloe Vera Delights specializes in the production of premium aloe vera candy, utilizing the natural soothing and health benefits of aloe vera. Our manufacturing facility is equipped with advanced technology for extracting and refining high-quality aloe vera gel to create a variety of candy formulations. This includes soft chews, hard candies, and gummies, each infused with the essence of pure aloe vera to ensure a delightful and beneficial treat.

Our operations prioritize eco-friendly practices, using sustainable materials and methods to minimize our environmental impact. The facility operates under strict quality control measures to maintain high standards of cleanliness and product integrity, ensuring that each batch of candy offers the refreshing, natural taste of aloe vera.

Aloe Vera Delights is committed to excellence in both product quality and customer satisfaction, offering a unique candy experience that promotes well-being through the natural power of aloe vera.

**Customer Service Flow**

Step 1: Welcome and Introduction

Upon entry into the manufacturing facility, visitors will be greeted by a receptionist or staff member.

The receptionist will record the name of the visitor and any accompanying guests.

Visitors will be provided with a brief introduction to the live candy-making process and safety guidelines.

Step 2: Live Candy Making Demonstration

A skilled candy maker will perform a live demonstration, showing each stage of the candy-making process.

Visitors will have the opportunity to observe the preparation of aloe vera extract, mixing of ingredients, molding, and packaging of the candy.

Throughout the demonstration, the candy maker will explain the steps and answer any questions from the visitors.

Step 3: Tasting Session

After the live demonstration, visitors will be invited to a tasting session where they can sample various flavors of freshly made aloe vera candy.

Staff members will be available to answer any questions about the ingredients, flavors, or health benefits of aloe vera.

Step 4: Product Purchas

Visitors interested in purchasing aloe vera candy can proceed to the on-site retail area.

Staff members will assist with product selection and packaging, ensuring customers can purchase the freshly made candy they observed being created.

Step 5: Feedback and Follow-up

Before leaving, visitors will be invited to provide feedback on their experience.

Contact information will be collected for follow-up communication, such as special promotions or new product releases.

Step 6: Departure

Visitors will be thanked for their visit and encouraged to return in the future. Any additional inquiries or requests will be addressed before departure.

**Process Flow for Aloe Vera Candy Production Area**

Ingredient **Check**

**Step 1:** Verify the availability of Aloe Vera gel, sugar, flavorings, and other necessary ingredients.

**Step 2:** Ensure all ingredients meet quality standards and are fresh.

Preparation

**Step 3:** Wash and sanitize Aloe Vera leaves.

**Step 4:** Extract the gel from Aloe Vera leaves. This is done by cutting the leaves and scooping out the gel with a spoon.

**Step 5:** Measure the required amounts of Aloe Vera gel, sugar, and flavorings according to the recipe.

Cooking

**Step 6:** Combine Aloe Vera gel, sugar, and flavorings in a large cooking pot.

**Step 7:** Heat the mixture over a medium flame, stirring continuously to prevent burning.

**Step 8:** Cook the mixture until it reaches the desired consistency. This may involve reaching a certain temperature to ensure the candy sets properly.

**Step 9:** Once the mixture thickens and becomes syrupy, remove it from heat.

Molding **and Cooling**

**Step 10:** Pour the hot candy mixture into silicone molds or onto a greased surface to form shapes.

**Step 11:** Allow the candy to cool and solidify at room temperature or in a refrigerated area to speed up the process.

Quality **Control**

**Step 12:** Inspect the candy for consistency, texture, and taste. Ensure that it meets the quality standards set by the company.

**Step 13:** Check for any defects in the shape or form and discard any substandard pieces.

Cutting **and Packaging**

**Step 14:** If poured onto a surface, cut the solidified candy into desired shapes and sizes.

**Step 15:** Package the candy in appropriate packaging materials, ensuring it is airtight to maintain freshness.

**Step 16:** Label the packages with necessary information such as ingredients, nutritional facts, and expiry dates.

Distribution

**Step 17:** Store the packaged candy in a cool, dry place until it is ready for distribution.

**Step 18:** Distribute the packaged candy to retail locations, online customers, or other distribution channels.

**Raw Materials Situation Analysis**

The objective of this plan is to utilize locally sourced aloe vera gel from Zamboanga to ensure a sustainable and community-supported ingredient supply for the project. To achieve this, I will establish partnerships with local farmers who cultivate aloe vera, supporting the local economy and securing a source of fresh, organic aloe vera gel. Aloe vera plants, which require minimal water and thrive in sunny, well-drained environments, are expected to mature and be ready for harvest within 8-12 months after planting. The plants will be spaced approximately 24 inches apart to promote healthy growth. Upon maturity, the aloe vera leaves, typically around 24 inches in length, will be harvested by cutting at the base, and the gel will be carefully extracted using a spoon or knife. This gel will then be processed locally to maintain its freshness and quality, involving filtering and stabilizing the gel to extend its shelf life without compromising its natural properties. This locally sourced and processed gel will then be integrated into the project, enhancing the product’s appeal and promoting local agriculture. The initial months will focus on establishing contacts with farmers and setting up the farming infrastructure, followed by a year of growing and monitoring the aloe vera plants, culminating in the harvesting and processing phase at the end of the year. This approach not only secures a critical supply of ingredients but also supports local agricultural practices, making it an integral part of the project's sustainability.

**Machinery, Equipment, Tools, and Furniture**

For the aloe vera candy manufacturing in Zamboanga City, the primary machinery, equipment, and tools including candy mixers, cutters, and wrapping machines will be supplied by Zamboanga Industrial Manufacturing Solutions, located in Tetuan, with specialized cooling systems and packaging machinery imported from China. Additional small tools and furniture for the facility will be procured locally from Zamboanga Furniture and Equipment Mart to ensure quality and support local businesses.

**Table C1 Big and Small Tools Costs**

|  |  |  |  |
| --- | --- | --- | --- |
| **Description** | **Unit** | **Amount per Unit** | **Total Amount** |
| Candy Mixer 100L | 2 | ₱45,000.00 | ₱90,000.00 |
| Candy Cutter Machine | 1 | ₱60,000.00 | ₱60,000.00 |
| Wrapping Machine Automatic | 1 | ₱75,000.00 | ₱75,000.00 |
| Small Scale Ingredients Mixer | 2 | ₱5,000.00 | ₱10,000.00 |
| Stainless Steel Scooper Size 10 | 4 | ₱250.00 | ₱1,000.00 |
| Packaging Machine | 1 | ₱55,000.00 | ₱55,000.00 |
| Candy thermometer | 1 | ₱2,000.00 | ₱2,000.00 |
| Weighing Scale (5kg) | 2 | ₱500.00 | ₱1,000.00 |

**Location and Facilities**

The proposed Aloe Vera candy manufacturing facility will be located at KCC Mall de Zamboanga, an ideal spot for production with convenient access to both local and regional markets. The site features easy access to major transportation routes, including the nearby major highway, and will provide ample space for operations and future expansion. The facility will be developed to meet all health and safety standards, with modern equipment installed to ensure efficient production. Additionally, the location at KCC Mall de Zamboanga offers proximity to local markets and export facilities, enhancing our distribution capabilities.

**Menu planning and Costing**

**Table C2** Survey Results based on Respondents Preference on Flavor of candy.

| **Flavor** | **Respondents Percentage** |
| --- | --- |
| Fruit | 36.92% |
| Herbal | 14.11% |
| Chocolate | 21.87% |
| Menthol | 44.49% |

The survey results regarding respondents' preferences for candy flavors reveal diverse tastes. Menthol emerges as the most favored option, with 44.49% of respondents preferring its refreshing and breath-freshening qualities. Fruit flavors also enjoy significant popularity, with 36.92% of the vote, suggesting a broad appeal for their sweet and tangy taste. Interestingly, chocolate, typically a universal favorite in various food categories, holds a more moderate preference in candy, capturing 21.87% of respondents. This indicates that, in the candy sector, consumers may often opt for flavors that offer a refreshing sensation over the rich taste of chocolate. Herbal flavors, meanwhile, are less preferred, with only 14.11% of respondents choosing them, which could reflect their niche appeal compared to more traditional candy flavors. These insights are crucial for candy manufacturers, indicating potential areas for product development and market focus.

**Table C3 Cost of Sales**

|  |  |  |  |
| --- | --- | --- | --- |
| **Description** | **Year 1** | **Year 2** | **Year 3** |
| Aloe vera Leaf 300g | ₱206,955 | ₱206,955 | ₱213,163 |
| White Sugar 3 ¾ | ₱102,600 | ₱112,860 | ₱124,146 |
| Glucose Syrup 1 ½ cups | ₱342,000 | ₱376,200 | ₱413,820 |
| Water 1 cup | ₱45,486 | ₱50,035 | ₱55,038 |
| Coloring ½ teaspoon | ₱32,490 | ₱35,739 | ₱39,313 |
| Citric acid | ₱74,214 | ₱81,635 | ₱89,799 |
| Total | ₱803,745 | ₱863,424 | ₱935,279 ​ |

**Table C4 Cost of sales computation**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Year** | **Patrons per Day** | **Min Spending.** | **Sales** | **Cost of sales** | **Net Income** |
| Year 1 | 250 | ₱88 | 8,030,000 | 1,756,470 | 6,273,530 |
| Year 2 | 255 | ₱88 | 8,190,600 | 1,931,787 | 6,258,813 |
| Year 3 | 260 | ₱88 | 8,351,200 | 2,124,165 | 6227,035 |

**UTILITIES**

**Electricity**

Electricity will be supplied by Zamboanga City Electric Cooperative. 2 unit of candy mixer,2 units of refrigerator/freezer, 1 unit of Packaging Machine, 20 units of LED Florescent Bulbs, 1 unit HVAC System will be in use.”

**Table C5. Total Number of Kilowatt Used Per Day**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Description** | **No. of Units** | **Power Usage per Unit (W)** | **Hours Used per Day** | **Cost per Month** |
| Candy Mixer | 2 | 750 | 8 | ₱1,875.35 |
| Packaging Machine | 1 | 500 | 8 | ₱625.12 |
| Refrigeration | 2 | 400 | 24 | ₱3,000.56 |
| Lighting | 20 | 15 | 12 | ₱562.60 |
| HVAC System | 1 | 1500 | 8 | ₱1,875.35 |
| **Total** |  |  |  | ₱**7,938.98** |

**Table C6 Electricity Expense**

|  |  |
| --- | --- |
| **Year** | **Amount** |
| 1 | ₱95,267.76 |
| 2 | ₱104,794.54 |
| 3 | ₱115,273.99 |

**Water**

Water service connection for the aloe vera candy manufacturing business is classified under the Commercial 2 customer cluster as per the guidelines of the Local Water Utilities Administration manual. The Zamboanga City Water District is the exclusive supplier of potable drinking water in Zamboanga City. Following the LWUA's Manual for Commercial 2 cluster, the baseline water charge is Php 2,036.00 plus Php 10.18 for each cubic meter (cum) used in excess of the first 10 cubic meters. it is assumed that the facility will initially consume water worth Php 2,750.00 per month. This consumption is projected to increase by 10% annually due to expected growth in manufacturing activities and associated water usage needs.

**Table C7. Water Expense**

|  |  |
| --- | --- |
| **Year** | **Amount** |
| 1 | ₱2,750.00 |
| 2 | ₱3,025.00 |
| 3 | ₱3,327.50 |

**Telephone**

Telephone and internet connection will be provided by Philippine Long Distance Telephone Company. A monthly fixed rate of Php 2, 199.00 with the telephone line comes with the unlimited use of Internet connection.

**Rental**

The land and building for the aloe vera candy manufacturing will be rented at Php 40,000.00 per month. For the first two years of operation, the rent will remain unchanged. Beginning in the third year, the rent will increase by 10% annually.

**Table C 8 Rental Expenses**

|  |  |
| --- | --- |
| **Year** | **Amount** |
| 1 | ₱480,000 |
| 2 | ₱480,000 |
| 3 | ₱528,000 |

**Advertising Expense**

"The advertising costs for the aloe vera candy manufacturing business will be tailored to the unique characteristics of its market. Given the health-oriented nature of aloe vera candy, marketing efforts will target health-conscious consumers and leverage various promotional channels. An initial budget of Php 10,000.00 per month is assumed, aimed at activities such as forging partnerships with health and wellness communities, participation in health food expos, and collaboration with online influencers who focus on healthy lifestyles.

Additionally, promotional efforts will include targeted advertising campaigns on social media platforms, local health and wellness magazines, and collaborations with health food stores. The business will also explore partnerships with the Department of Health and the local government to align with national health promotion campaigns and possibly tap into the growing interest in locally produced, health-centric products."

This tailored approach highlights the specific advertising strategies and partnerships that are relevant to the aloe vera candy manufacturing business, ensuring that promotional efforts are both effective and appropriate for the intended market segment.

**Table C 9 Depreciation**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Depreciation expense** | **Useful Life** | **Acquisition cost** | **2024** | **2025** | **2026** |
| Aloe Vera Processing Equipment | 15 years | ₱1,900,000 | ₱113,999.99 | ₱113,999.99 | ₱113,999.99 |
| Packaging Machinery | 10 years | ₱1,425,000 | ₱128,250 | ₱128,250 | ₱128,250 |
| Furniture & Fixture | 7 years | ₱475,000 | ₱61,071.43 | ₱61,071.43 | ₱61,071.43 |
| Total |  | ₱3,800,000 | ₱303,321.42 | ₱303,321.42 | ₱303,321.42 |

The summary of Aloe Delights Candy Co.’s total project cost is computed in the table below This shows the total amount need to start the project.

**Table C10 Total Projected Cost**

|  |  |
| --- | --- |
| **Description** | **Amount** |
| Renovation | 400,000 |
| Machinery | ₱500,000 |
| Equipment | ₱900,000 |
| Furniture and Fixture Expense | ₱500,000 |
| Subtotal | ₱2,300,000 |
| Working Capital for 3Months | ₱200,000.50 |
| Total | 2,500,000 |

**Table C11 Office Supply for three months**

|  |  |  |  |
| --- | --- | --- | --- |
| **Item** | **First Month** | **Annual** | **Three Months** |
| Daily Time Record | ₱36.00 | ₱432.00 | ₱108.00 |
| Order slip | ₱462.50 | ₱5,550.00 | ₱1,387.50 |
| Plastic envelope | ₱24.00 | ₱288.00 | ₱72.00 |
| Receipt paper | ₱510.00 | ₱6,120.00 | ₱1,530.00 |
| Record book | ₱158.00 | ₱1,896.00 | ₱474.00 |
| Others | ₱1,770.25 | ₱21,243.00 | ₱5,310.75 |
| **TOTAL** | **₱3,275.75** | **₱39,309.00** | **₱9,827.50** |

**Table C12 Cleaning and Chemical Supply**

|  |  |  |  |
| --- | --- | --- | --- |
| **Description** | **First Month** | **3 months** | **Annual** |
| Air Freshener | ₱50.00 | ₱150.00 | ₱600.00 |
| Deodorizer | ₱20.00 | ₱60.00 | ₱240.00 |
| All-purpose cleanser | ₱30.00 | ₱90.00 | ₱360.00 |
| Broom | ₱20.00 | ₱60.00 | ₱240.00 |
| Dustpan | ₱10.00 | ₱30.00 | ₱120.00 |
| Dishwashing soap | ₱40.00 | ₱120.00 | ₱480.00 |
| Disinfectant | ₱35.00 | ₱105.00 | ₱420.00 |
| Hand towel | ₱15.00 | ₱45.00 | ₱180.00 |
| Liquid cleanser | ₱25.00 | ₱75.00 | ₱300.00 |
| Toilet tissue | ₱24.00 | ₱72.00 | ₱288.00 |
| Trash bags | ₱15.00 | ₱45.00 | ₱180.00 |
| Trash can | ₱50.00 | ₱150.00 | ₱600.00 |
| **TOTAL** | ₱334.00 | ₱1,002.00 | ₱4,020.00 |

**Table C13 Advertising**

|  |  |  |  |
| --- | --- | --- | --- |
| ADVERTISING | | | |
| **Advertising** | **Year 1** | Year 2 | Year 3 |
| Fixed amount | ₱9,500.00 | ₱9,500.00 | ₱9,500.00 |
| Tarpaulin | ₱950.00 | - | - |
| Flyers | ₱1,900.00 | ₱1,900.00 | ₱1,900.00 |
| Facebook/Instagram | ₱2,850.00 | ₱2,850.00 | ₱2,850.00 |
| TikTok | ₱3,800.00 | ₱3,800.00 | ₱3,800.00 |
| Participation in Food Fairs | ₱4,750.00 | ₱4,750.00 | ₱4,750.00 |
| Total | ₱23,750.00 | ₱22,800.00 | ₱22,800.00 |

**Waste Disposal and other considerations.**

Aloe Delight Candy Co. is dedicated to sustainability in candy manufacturing. We segregate waste, donate recyclables, and use eco-friendly packaging. Our composting program repurposes organic waste for local agriculture. Rainwater harvesting and energy-efficient practices minimize resource use. We engage our community through educational initiatives, promoting environmental awareness. Our commitment ensures delicious candies with a minimal ecological footprint, creating a brighter future for all.