



UNIVERSITY OF PERPETUAL HELP SYSTEM DALTA

Senior High School Department SY 2020-2021

YCOM Restaurant

A Business Plan Proposal

Submitted to

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SHS Faculty, University of Perpetual Help System Dalta

In Partial Fulfillment
of the Requirements of the Subject
Entrepreneurship

**Costa, Rojenel Dwayne
Diaz, Althea Zandra
Manzano, Winmari
Orayle, John Christian
Pacia, Jericho Emmanuel
Quilala, Ryzhel Ann Mae
Savino, Mikhaila
Tesiorna, Brylle**

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INTRODUCTORY PAGE

BUSINESS NAME
“YCOM Restaurant”

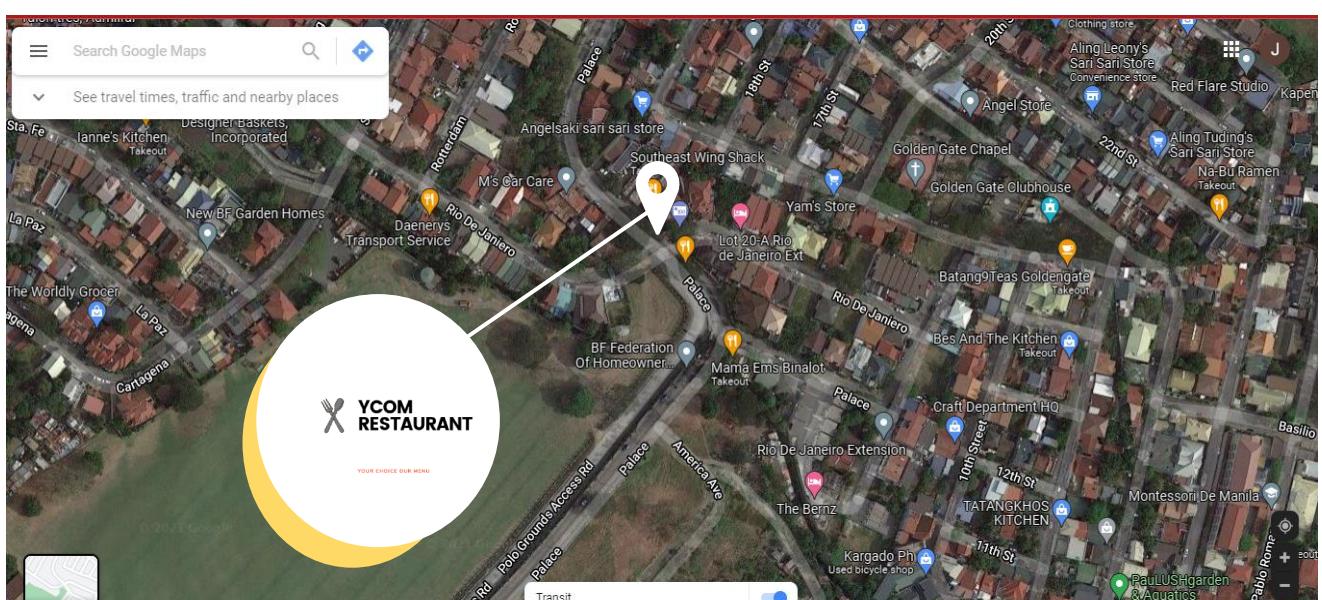
LOGO/SLOGAN



The logo is designed to have a simplistic design. The symbols included was set to have a cliche approach of putting crossed spoon and fork symbol. In regard to the color choice, it is just simple with the black and white motif. YCOM stands for “*Your Choice, Our Menu*” which highlights the idea of whatever the customer chooses, then that is going in our menu.

LOCATION OF THE BUSINESS

Blk 9 Lot 17, Palace ST. cor Rio de Janeiro ST. BF Homes, Las Piñas





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NATURE OF THE BUSINESS

YCOM Restaurant is a private food service business that is focused on customer-oriented model. The restaurant offerings would be shaped by the preferences and feedbacks of the customers. The restaurant aims to gain profit through marketing the needs of the people that is not catered by the existing market.

For the first two months of the business there will be a menu ready for the customers to choose from, the last two weeks of the month, the managers and chefs will recommend several dishes that consist on season ingredients. After recommending several dishes, the manager will conduct an online voting system alerting the customers on which dish they want to have for the next two months; This is also a way to provide feedback to improve the service that the restaurant provides.

CAPITAL

YCOM Restaurant will have a capital of **Php 526 090.88** to be contributed by business partners.

BUSINESS PARTNERS	PERCENTAGE OF SHARES	AMOUNT OF CONTRIBUTION
Costa, Rojenel Dwayne J.	10.7%	Php 56, 373.10
Diaz, Althea Zandra D.	25%	Php 131, 479.18
Manzano, Winmari S.	10.7%	Php 56, 373.10
Orayle, John Christian S.	10.7%	Php 56, 373.10
Pacia, Jericho Emmanuel T.	10.7%	Php 56, 373.10
Quilala, Ryzhel Ann Mae C.	10.7%	Php 56, 373.10
Savino, Mikhaila M.	10.7%	Php 56, 373.10
Tesiorna, Brylle	10.7%	Php 56, 373.10
Total	100%	Php 526, 090.88



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EXECUTIVE SUMMARY

YCOM is a restaurant that markets on the cravings of the customers that is not catered by the existing market. It is founded by eight investors with a large share of capital from Althea Diaz, the Chief Executive Officer, equivalent to ₱131,479.18 (25% share of the restaurant) and ₱56,373.10 (10.7%) for each of the remaining 7 investors. The total capital is Php 526, 090.88 and the business it has projected to have total sales of ₱ 4,432,703.50 per month.

MISSION AND VISION STATEMENT

YCOM'S MISSION

YCOM Restaurant's mission is to serve foods that are based on the preferences of our customers. We provide Filipino foods that are famous and best quality for our customers. YCOM Restaurant initiate to maintain and improve Filipino cuisine in the area where people are passing by could access and eat at the restaurant.

YCOM'S VISION

YCOM's vision revolves around its customers. The restaurant aims to be well known throughout the Philippines while serving the highest quality of food through the feedback of the customers. As a restaurant with a unique business model, YCOM aims to be a part of the norm and be accepted as a true innovator of what a modern day unspecialized restaurant should be.

YCOM'S CORE VALUES

- I. Freedom – Customers and the Staffs are free to suggest changes.
- II. Uniform – The restaurant acts as a whole, thus every staff is essential.
- III. Positivity – The restaurant promotes a positive space for both the customers and the employees.
- IV. Empowerment – The voices of the staffs and the customers are the top priority of the company.
- V. Respect – Establish a good personality, approach, and love to everyone. Be professional both inside and outside of work.



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MARKETING PLAN

SWOT ANALYSIS

The entrepreneurs have conducted a SWOT analysis to make the most of what the business has, as well as to know the organization's best advantages. This way it can reduce the chances of failure by understanding what the business is lacking and by eliminating hazards that would otherwise catch you unawares.

STRENGTHS	WEAKNESSES	OPPORTUNITIES	THREATS
<ul style="list-style-type: none">Unique Order System	<ul style="list-style-type: none">Chances of spoilage (food and ingredients)	<ul style="list-style-type: none">Ability to cater local food preferences	<ul style="list-style-type: none">Change of perspective due to negative feedbacks of customers
<ul style="list-style-type: none">Use of Local Resources	<ul style="list-style-type: none">First Business Venture	<ul style="list-style-type: none">Few competitors in the area	<ul style="list-style-type: none">Financial problem could threaten the first year of success
<ul style="list-style-type: none">Lessens "umay" factor due to menu basing on customers' preferences	<ul style="list-style-type: none">Experience in Marketing products is minimal	<ul style="list-style-type: none">Innovation in terms of food	<ul style="list-style-type: none">Time management could hinder the productivity of the business
<ul style="list-style-type: none">Accessibility of Location	<ul style="list-style-type: none">Manpower, Hard to manage inventory, and Acquisition of supplies	<ul style="list-style-type: none">To grow and expand; As well as partnering up with other businesses	<ul style="list-style-type: none">Safety protocols due to pandemic
<ul style="list-style-type: none">Reactive and Pro-Active Strategies		<ul style="list-style-type: none">Reduce of price once a specific food became a hit in the market	<ul style="list-style-type: none">Subjectable to price change



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PESTLE Analysis

The entrepreneurs have conducted a PESTEL analysis which is the backbone of strategic management that not only defines what a company should do, but also accounts for an organization's goals and the strategies stringed to them.

POLITICAL (Legal requirements)	ECONOMIC	SOCIO-ECONOMIC	TECHNOLOGY
<ul style="list-style-type: none">Taxation, Government Administration on Business, and Government Policies	<ul style="list-style-type: none">Disposable Income	<ul style="list-style-type: none">Consumer Preferences	<ul style="list-style-type: none">Access to social media
<ul style="list-style-type: none">Safety Protocols due Pandemic	<ul style="list-style-type: none">Customer Service	<ul style="list-style-type: none">Health Consciousness	<ul style="list-style-type: none">Appliances or equipment being required to use
<ul style="list-style-type: none">Permits or Documents (Papers and permits including DTI)	<ul style="list-style-type: none">The Pandemic	<ul style="list-style-type: none">Age discrepancy	
<ul style="list-style-type: none">Copyright and Patent Laws	<ul style="list-style-type: none">Inflation Rate		
<ul style="list-style-type: none">Child Labor			

PRICING - PRODUCTS AND SERVICES

The entrepreneurs have used cost-based pricing to set these following products alongside the computation of how it was determined. The fixed cost was also computed depending on the number of products the business offers and was added to each other to get the total. In addition, some of the products such as *Empanada, C2, Coke, Fruit Soda, Bottled Water, and Kapeng Barako (Nescafe) sachets* are all supplied and was estimated according to the same price that some stores use to sell the same products.

PRODUCT	PRICE
Tapsilog 	₱ 45.00



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<p>Chicksilog</p>  <p>A plate containing fried chicken, a sunny-side-up egg, rice topped with a fried egg, and a small portion of shredded vegetables.</p>	<p>₱ 81. 00</p>
<p>Hotsilog</p>  <p>A plate containing rice, two sausages, two fried eggs, and tomato slices.</p>	<p>₱ 75. 00</p>
<p>Bacsilog</p>  <p>A plate containing bacon, a fried egg, and rice.</p>	<p>₱ 60. 00</p>
<p>Bangsilog</p>  <p>A plate containing grilled fish, rice, and a fried egg.</p>	<p>₱ 90. 00</p>
<p>Porksilog</p>  <p>A plate containing fried pork, rice, and a fried egg.</p>	<p>₱ 91. 00</p>



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<p>Cornsilog</p>  A plate of cornsilog, featuring two fried eggs, white rice, and a mix of shredded meat and vegetables.	₱ 90.00
<p>Longsilog</p>  A plate of longsilog, featuring two fried eggs, white rice, and longganisa sausages.	₱ 68.00
<p>Champorado</p>  A bowl of champorado, featuring chocolate shavings on top of a creamy base.	₱ 44.00
<p>Pandesal</p>  A basket filled with several pieces of pandesal (sweet bread rolls).	₱ 2.00/pc
<p>Plain Rice</p>  A black bowl filled with plain white rice.	₱ 50.00



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<p>Garlic Rice</p> 	<p>₱ 50.00</p>
<p>Sinigang na Baboy</p> 	<p>₱ 60.00</p>
<p>Pork Adobo</p> 	<p>₱ 55.00</p>
<p>Chicken Afritada</p> 	<p>₱ 80.00</p>
<p>Pinakbet</p> 	<p>₱ 89.00</p>
<p>Beef Kaldereta</p> 	<p>₱ 92.00</p>



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Paksiw na Baboy 	₱ 90.00
Pritong Manok 	₱ 56.00
Chopsuey 	₱ 45.00
Laing 	₱ 45.00
Nilagang Baka 	₱ 95.00



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Bicol Express 	₱ 56.00
Ginisang Munggo 	₱ 64.00
Kare-Kare 	₱ 90.00
Pork Afritada 	₱ 61.00
Chicken Adobo 	₱ 56.00



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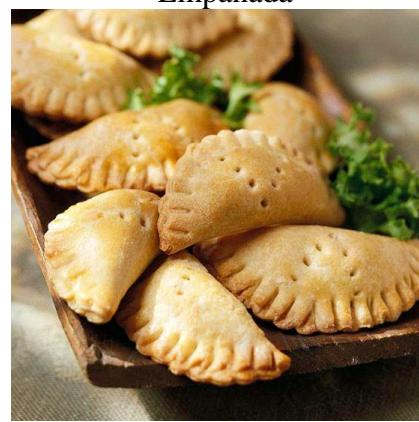
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<p>Ginisang Amplaya w/ Egg and Shrimp</p>  A white bowl filled with stir-fried green bitter melons (amplaya) cut into long strips. The dish is garnished with shrimp, sliced onions, and a sprinkle of crushed garlic or peanuts. It has a vibrant green color from the melons and a mix of textures from the different ingredients.	<p>₱ 45.00</p>
<p>Turon</p>  Four long, thin, golden-brown turon sticks made from banana and jackfruit wrapped in crepe paper, served on a white plate with some green leaves.	<p>₱ 9.00</p>
<p>Palitaw</p>  A large, round, flat cake made from rice flour and topped with shredded coconut. It's served on a dark, textured surface.	<p>₱ 9.00</p>
<p>Kamote Cue</p>  A stack of several skewers of kamote cue (sweet potato) cooked with a reddish-brown sauce and served on a banana leaf.	<p>₱ 15.00</p>
<p>Banana Cue</p>  A stack of several skewers of banana cue (banana) cooked with a reddish-brown sauce and served on a banana leaf.	<p>₱ 15.00</p>



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<p>Hotdog Sandwich</p> 	<p>₱ 35.00</p>
<p>Lugaw w/ Egg and Chicken</p> 	<p>₱ 45.00</p>
<p>Empanada</p> 	<p>₱ 16.00/pc</p>
<p>Ginataang Bilo-bilo</p> 	<p>₱ 15.00</p>
<p>Choco-Choco Drink</p> 	<p>₱ 22.00</p>



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Sago't Gulaman (16oz) 	₱ 18.00
Buko Juice (16oz) 	₱ 20.00
Buko Pandan Juice (160z) 	₱ 20.00
Kapeng Barako (Nescafe) 	₱ 10.00/sachet
C2 	₱ 12.00



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Coke 	₱ 12.00
Fruit Soda 	₱ 12.00
Bottled Water 	₱ 10.00

PRICE COMPUTATION

The computation includes the variable cost of each product, the computed fixed costs, and the profit margin. In getting the target price or selling price of each product, it has been divided to the estimated number of servings that each product may produce during operation hours, except products such as *Empanada, C2, Coke, Fruit Soda, Bottled Water, and Kapeng Barako(Nescafe) sachets.*

PRODUCT	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Tapsilog	94.62 Pesos	3,673 Pesos	20% (0.2)	$94.62 + 3,673 = 3767.62$ $3767.62 (0.2) = 753.52$ $753.52 + 3767.62 = 4521.14$ $4521.14/100 = 45.21$ = 45 Pesos per serving
TARGET PRICE				



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PRODUCT	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Chiksilog	56 Pesos	3,673 Pesos	20% (0.2)	$56 + 3,673 = 3,729$ $3,729 (0.2) = 746$ $756 + 3,729 = 4,475$ $4,475/55 = 81.36$ = 81 Pesos per serving
TARGET PRICE				

PRODUCT	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Hotsilog	54 Pesos	3,673 Pesos	20% (0.2)	$54 + 3,673 = 3,727$ $3,727 (0.2) = 745.4$ $745.4 + 3,727 = 4,472$ $4,472/60 = 74.5$ = 75 Pesos per serving
TARGET PRICE				

PRODUCT	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Bacsilog	82.43 Pesos	3,673 Pesos	20% (0.2)	$82.43 + 3,673 = 3755.43$ $3,755.43 (0.2) = 751.09$ $751.09 + 3,755.43 = 4,506.52$ $4,455.6/75 = 59.41$ = 60 Pesos per serving
TARGET PRICE				

PRODUCT	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Bangsilog	55.02 Pesos	3,673 Pesos	20% (0.2)	$55.02 + 3,673 = 3728.02$ $3728.02 (0.2) = 745.60$ $745.60 + 3728.02 = 4473.62$ $4473.62/50 = 89.47$ = 90 Pesos per serving
TARGET PRICE				

PRODUCT	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Porksilog	120.76 Pesos	3,673 Pesos	20% (0.2)	$120.76 + 3,673 = 3,793.76$ $3,793.76 (0.2) = 758.75$ $758.76 + 3,793.76 = 4,551.76$ $4,551.76/50 = 91.04$ = 91 Pesos per serving
TARGET PRICE				



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PRODUCT	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Cornsilog	59.43 Pesos	3,673 Pesos	20% (0.2)	$59.43 + 3,673 = 3,732.43$ $3,732.43 (0.2) = 746.49$ $746.49 + 3,732.43 = 4,478.92$ $4,478.92/50 = 89.58$ = 90 Pesos per serving
TARGET PRICE				

PRODUCT	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Longsilog	36.34 Pesos	3,673 Pesos	20% (0.2)	$36.34 + 3,673 = 3709.34$ $3,709.34 (0.2) = 741.87$ $741.87 + 3,709.34 = 4,451.21$ $4,451.21/65 = 68.48$ = 68 Pesos per serving
TARGET PRICE				

PRODUCT	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Champorado	20 Pesos	3,673 Pesos	20% (0.2)	$20 + 3,673 = 3,693$ $3,693 (0.2) = 738$ $738 + 3,693 = 4,431$ $4,431/100 = 44.3$ = 44 Pesos per serving
TARGET PRICE				

PRODUCT	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Pandesal	1.5 Pesos	3,673 Pesos	20% (0.2)	$1.5 + 3673 = 3674.5$ $3674.5 (0.2) = 734.9$ $734.9 + 3673 = 4407.9$ $4407.9/2200 = 2.00$ = 2 Pesos per serving
TARGET PRICE				

PRODUCT	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Plain Rice	23.43 Pesos	3,673 Pesos	20% (0.2)	$23.43 + 3,673 = 3,696$ $3,696 (0.2) = 739.2$ $739.2 + 3,696 = 4,435$ $4,435/90 = 49.2$ = 50 Pesos per serving
TARGET PRICE				



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PRODUCT	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Garlic rice	25.67 Pesos	3,673 Pesos	20% (0.2)	$25.67 + 3,673 = 3,698$, $3,698 \cdot 0.2 = 739$ $739 + 3,698 = 4,437$ $4,437/90 = 49.3$ = 50 Pesos per serving
TARGET PRICE				

PRODUCT	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Sinigang na Baboy	76.88 Pesos	3,673 Pesos	20% (0.2)	$76.88 + 3673 = 3749.88$ $3749.88 \cdot 0.2 = 749.976$ $749.976 + 3673 = 4422.976$ $4422.976/75 = 58.97$ = 60 Pesos per serving
TARGET PRICE				

PRODUCT	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Pork Adobo	58.38 Pesos	3,673 Pesos	20% (0.2)	$58.38 + 3673 = 3731.38$ $3731.38 \cdot 0.2 = 746.276$ $746.276 + 3673 = 4419.276$ $4419.276/80 = 55.24$ = 55 Pesos per serving
TARGET PRICE				

PRODUCT	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Chicken Afritada	51.57 Pesos	3,673 Pesos	20% (0.2)	$51.57 + 3673 = 3724.57$ $3724.57 \cdot 0.2 = 744.914$ $744.914 + 3673 = 4417.914$ $4417.914 / 55 = 80.32$ = 80 Pesos per serving
TARGET PRICE				

PRODUCT	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Pinakbet	86.94 Pesos	3,673 Pesos	20% (0.2)	$86.94 + 3673 = 3759.94$ $3759.94 \cdot 0.2 = 751.988$ $751.988 + 3673 = 4424.988$ $4424.988 / 50 = 88.50$ = 89 Pesos per serving
TARGET PRICE				



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PRODUCT	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Beef Caldereta	145.33 Pesos	3,673 Pesos	20% (0.2)	$145.33 + 3,673 = 3818.33$ $3818.33 (0.2) = 763.67$ $763.67 + 3687.15 = 4582$ $4582/50 = 91.64$ = 92 Pesos per serving
TARGET PRICE				

PRODUCT	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Paksiw na baboy	91.96 Pesos	3,673 Pesos	20% (0.2)	$91.96 + 3,673 = 3764.96$ $3764.96 (0.2) = 752.99$ $752.99 + 3764.96 = 4517.95$ $4517.95/50 = 90.36$ = 90 Pesos per serving
TARGET PRICE				

PRODUCT	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Pritong Manok	47.08 Pesos	3,673 Pesos	20% (0.2)	$47.08 + 3,673 = 3812.04$ $3812.04 (0.2) = 800.07$ $800.07 + 3812.04 = 4473.07$ $4473.07/80 = 55.91$ = 56 Pesos per serving
TARGET PRICE				

PRODUCT	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Chopsuey	174.80 Pesos	3,673 Pesos	20% (0.2)	$174.80 + 3,673 = 3847.80$ $3847.80(0.2) = 909.40$ $909.40 + 3687.15 = 4757.2$ $4757.2/105 = 45.31$ = 45 Pesos per serving
TARGET PRICE				

PRODUCT	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Laing	193.2 Pesos	3,673 Pesos	20% (0.2)	$193.2 + 3,673 = 3,866.2$ $3,866.2 (0.2) = 773.24$ $773.24 + 3,866.2 = 4,639.44$ $4,639.44/105 = 44.19$ = 45 Pesos per serving
TARGET PRICE				



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PRODUCT	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Nilagang Baka	680.05 Pesos	3,673 Pesos	20% (0.2)	$680.05 + 3,673 = 4353.05$ $4353.05 (0.2) = 870.61$ $870.61 + 4353.05 = 5,223.66$ $5,223.66/55 = 94.98$ = 95 Pesos per serving
TARGET PRICE				

PRODUCT	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Bicol Express	40.86 Pesos	3,673 Pesos	20% (0.2)	$40.86 + 3,673 = 3,713.86$ $3,713.86 (0.2) = 742.772$ $742.772 + 3,713.86 = 4,456.632$ $4,456.632/80 = 55.71$ = 56 Pesos per serving
TARGET PRICE				

PRODUCT	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Ginisang Monggo	53.5 Pesos	3,673 Pesos	20% (0.2)	$53.5 + 3,673 = 3726.5$ $3726.5 (0.2) = 745.3$ $745.3 + 3726.5 = 4,471.8$ $4,471.8/70 = 63.88$ = 64 Pesos per serving
TARGET PRICE				

PRODUCT	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Kare-Kare	95.40 Pesos	3,673 Pesos	20% (0.2)	$95.40 + 3,673 = 3,768.4$ $3,768.4 (0.2) = 753.68$ $753.68 + 3,768.4 = 4,522.08$ $4,522.08 /50 = 90.44$ = 90 Pesos per serving
TARGET PRICE				

PRODUCT	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Pork Afritada	146.26 Pesos	3,673 Pesos	20% (0.2)	$146.26 + 3,673 = 3,819.26$ $3,819.26(0.2) = 763.85$ $763.85 + 3,819.26 = 4,583.11$ $4,583.1 /75 = 61.10$ = 61 Pesos per serving
TARGET PRICE				



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PRODUCT	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Chicken Adobo	73.15 Pesos	3,673 Pesos	20% (0.2)	$73.15 + 3,673 = 3,746.15$ $3,746.15 (0.2) = 749.23$ $749.23 + 3,746.15 = 4,493.28$ $4,495.38 / 80 = 56.19$ = 56 Pesos per serving
TARGET PRICE				

PRODUCT	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Ginisang Ampalaya w/ Egg and Shrimp	31.68 Pesos	3,673 Pesos	20% (0.2)	$31.68 + 3,673 = 3704.68$ $3704.68 (0.2) = 740.936$ $740.936 + 3704.68 = 4445.616$ $4445.616 / 100 = 44.46$ = 45 Pesos per serving
TARGET PRICE				

DISH	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Turon	9.27 Pesos	3,673 Pesos	20% (0.2)	$9.27 + 3673 = 3682.27$ $3682.27 (0.2) = 736.454$ $736.454 + 3673 = 4409.454$ $4409.454 / 500 = 8.82$ = 9 Pesos per serving
TARGET PRICE				

DISH	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Palitaw	17.64 Pesos	3,673 Pesos	20% (0.2)	$17.64 + 3673 = 3690.64$ $3690.64 (0.20) = 738.128$ $738.128 + 3673 = 4411.128$ $4411.128 / 500 = 8.82$ Pesos = 9 Pesos per serving
TARGET PRICE				

DISH	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Kamote Cue	16.53 Pesos	3,673 Pesos	20% (0.2)	$16.53 + 3,673 = 3689.53$ $3689.53 (0.2) = 737.91$ $737.91 + 3689.53 = 4427.44$ $4427.44 / 300 = 14.76$ = 15 Pesos per serving
TARGET PRICE				



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DISH	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Banana Cue	14.15 Pesos	3,673 Pesos	20% (0.2)	$14.15 + 3,673 = 3687.15$ $3687.15 (0.2) = 737.43$ $737.43 + 3687.15 = 4424.58$ $4424.58/300 = 14.75$ = 15 Pesos per serving
TARGET PRICE				

DISH	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Hotdog Sandwich	19.17 Pesos	3,673 Pesos	20% (0.2)	$19.17 + 3,673 = 3692.17$ $3692.17 (0.2) = 738.43$ $738.43 + 3692.17 = 4430.60$ $4430.60/125 = 35.44$ = 35 Pesos per serving
TARGET PRICE				

DISH			
Empanada			
PRICE			= 16 Pesos per piece

DISH	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Lugaw w/ egg and chicken	73 Pesos	3,673 Pesos	20% (0.2)	$73 + 3,673 = 3,746$ $3,746 (0.2) = 749$ $749 + 3,746 = 4,495$ $4,495/100 = 44.9$ = 45 Pesos per serving
TARGET PRICE				

DISH	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Choco-Choco Drink	34.21 Pesos	3,673 Pesos	20% (0.2)	$34.21 + 3,673 = 3707.21$ $3707.21 (0.2) = 741.44$ $741.44 + 3707.21 = 4448.65$ $741.44 /200 = 22.24$ = 22 Pesos per serving
TARGET PRICE				

DISH	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Ginataang Bilo-bilo	73.99 Pesos	3,673 Pesos	20% (0.2)	$73.99 + 3,673 = 3746.99$ $3746.99 (0.2) = 808.59$ $808.59 + 3746.99 = 4555.58$ $4555.58/70 = 14.75$ = 15 Pesos per serving
TARGET PRICE				



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DISH	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Sago't Gulaman	26.46 Pesos	3,673 Pesos	20% (0.2)	$26.46 + 3,673 = 3699.46$ $3699.46 (0.2) = 761.06$ $761.06 + 761.06 = 4460.52$ $4460.52/250 = 17.84$ = 18 Pesos per 16oz
TARGET PRICE				

DISH	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Buko Juice	22.4 Pesos	3,673 Pesos	20% (0.2)	$22.4 + 3,673 = 3695.4$ $3695.4 (0.2) = 739.08$ $739.08 + 3695.4 = 4434.48$ $4434.48/225 = 19.71$ = 20 Pesos per 16oz
TARGET PRICE				

DISH	VARIABLE COST	FIXED COST	NET PROFIT/PROFIT MARGIN	COMPUTATION
Buko Pandan	37.68 Pesos	3,673 Pesos	20% (0.2)	$37.68 + 3,673 = 3710.68$ $3710.68 (0.2) = 742.14$ $742.14 + 3710.68 = 4452.82$ $4452.82/225 = 19.17$ = 20 Pesos per 16oz
TARGET PRICE				

DISH C2	PRICE	= 12 Pesos per piece
DISH Coke	PRICE	= 12 Pesos per piece
DISH Fruit Soda	PRICE	= 12 Pesos per piece
DISH Bottled Water	PRICE	= 10 Pesos per piece
DISH Kapeng Barako	PRICE	= 10 Pesos per piece



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AVERAGE PRICE of PRODUCT/SERVICES

Promotion (Ads/Campaign)	Price
Facebook Ads/ Monthly	₱ 1,200. 00
Twitter Ads/ Monthly	₱ 4,976. 73
Instagram Ads/ Monthly	₱ 100. 54 per clicks ₱ 337. 81 per 1000 impressions
Brochures (100 pcs)	₱ 6,265. 00
TOTAL	₱ 12,880. 08

SALES FORECAST OF YCOM RESTAURANT FOR THE YEAR 2022

Month	Projected Sales/unit (estimated)	Projected Sales per Month
January	212, 580	₱ 4,432,703.50
February	201, 255	₱ 4,200,191.30
March	196, 660	₱ 4,121,991.80
April	190, 415	₱ 3,926,530.50
May	189, 700	₱ 4,020,328.60
June	193, 530	₱ 4,147,959.00
July	197, 500	₱ 4,735,744.90
August	209, 750	₱ 5,227,577.60
September	209, 889	₱ 5,398,319.09
October	212, 055	₱ 5,556,055.60
November	211, 483	₱ 5,534,693.35
December	223, 338	₱ 6,153,442.30
Total Sales	2, 448, 155	₱ 57,455,537.54



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ORGANIZATIONAL PLAN

COMPANY LOGO



YOUR CHOICE OUR MENU

VISION

To cater all of the cravings and serve the highest quality of food everywhere around the Philippines.

MISSION

YCOM is a restaurant that serves the epitome of taste based on the preferences of the customers.

ORGANIZATIONAL CHART

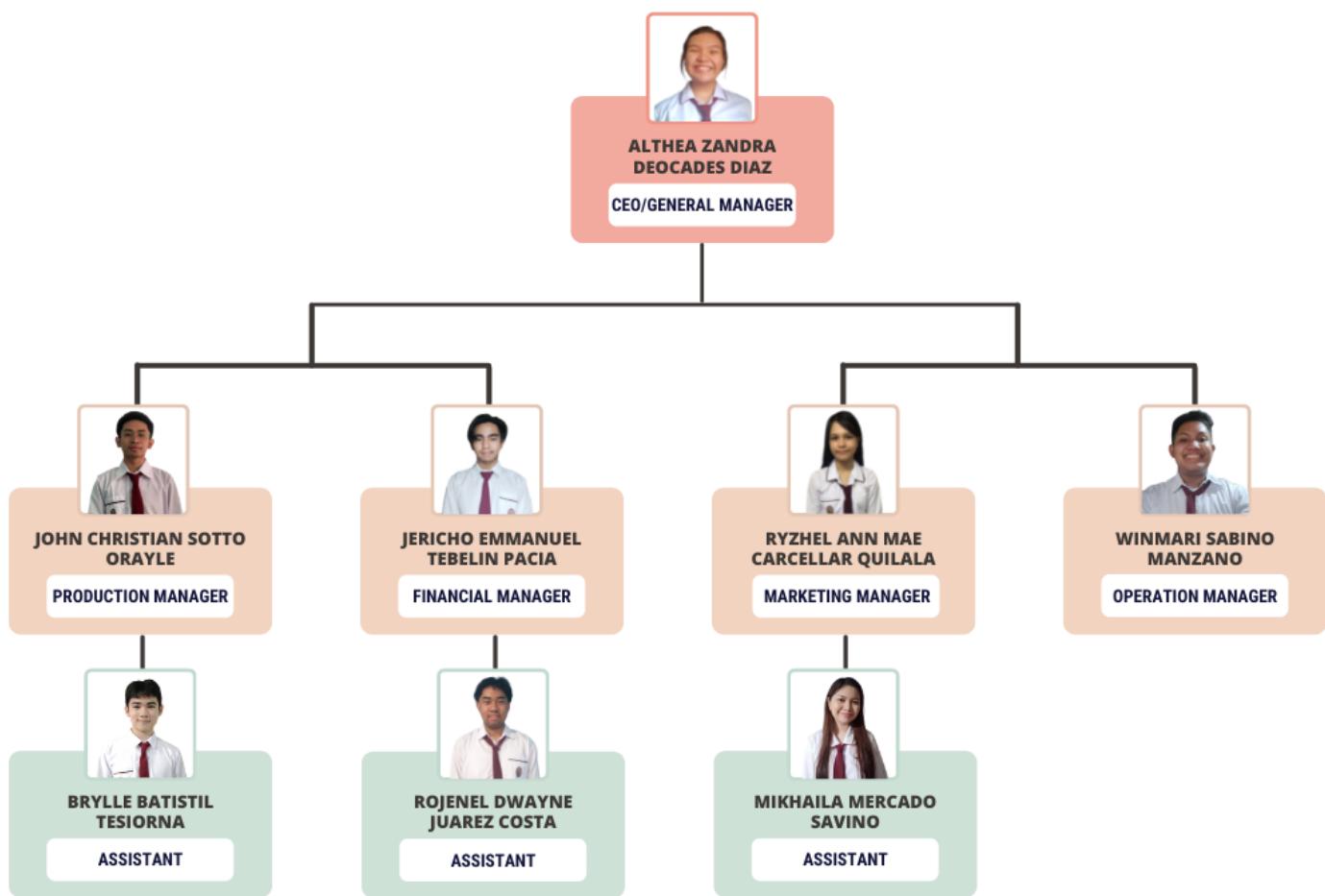
The table shown below are the people who are part of the management team, as well as the visual presentation using an organizational chart.

NAME	JOB POSITION
Diaz, Althea Zandra D.	CEO/General Manager
Orayle, John Christian S.	Production Manager
Pacia, Jericho Emmanuel T.	Financial Manager
Quilala, Ryzhel Ann Mae C.	Marketing Manager
Manzano, Winmari S.	Operation Manager
Tesiorna, Brylle B.	Production Manager's Assistant
Costa, Rojenel Dwayne J.	Financial Manager's Assistant
Savino, Mikhaila M.	Marketing Manager's Assistant



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OPERATION PLAN

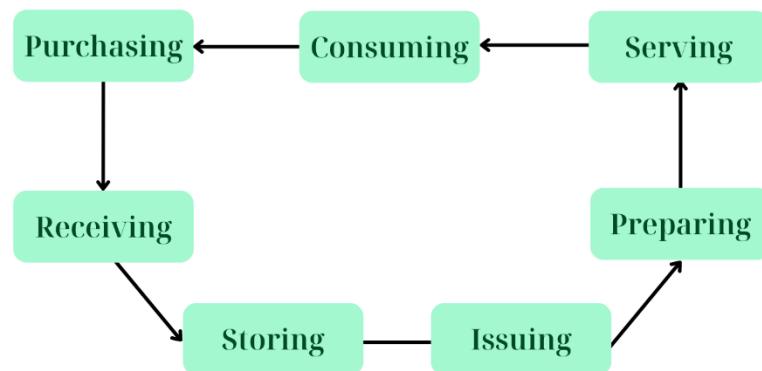
COMPANY'S OPERATION

The business will be operating 14 hours a day for 24 days a month, the restaurant will be open from 7 am to 8 pm. The opening staff will be at the restaurant at around 5:30 am to do some prep work to have smooth operations: 10 minutes before opening, the manager will be checking their attire if it is up to par. The owners will implement a first come, first served system to have a smooth service and prevent any problems in taking orders. After business hours, the closing staff will clean and do inventory for the next day, and the manager who is in the closing shift will make sure all the vaults and doors are closed properly to prevent any robberies.

FLOW OF OPERATION (CHANNEL OF DISTRIBUTION)

Here is how the flow of operation will take place in the business:

FLOW OF OPERATIONS





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As shown in figure, the entrepreneurs have set to have the flow of operations starting with (1) *purchasing*, (2) *receiving*, (3) *storing*, (4) *issuing*, (5) *preparing*, (6) *serving*, and last (7) *is consuming*. Below are the detailed explanations for each process in the flow of operations stated above:

PURCHASING

Before the opening, first and foremost, the entrepreneurs will look for suppliers that can provide the business materials and ingredients needed for operating the restaurant; starting with kitchen equipment such as ovens, ranges and ventilation, food processors, mixers, slicers, food prep counters, cutting boards, freezers and refrigerators, safety equipment, storage racks and shelving, cooking equipment, storage containers, sinks, kitchen display system, point of sale system, steam table, washing equipment, sharpening stone, microwave, icemaker, and gas or electric grill.

It goes the same with the ingredients for the dishes set to be served on the first day, as well as the dining setups such as the glassware, flatware, holloware, as well as tables and chairs, table cloths, and paper products such as napkins, tissues, placemats, and to-go containers for takeout. Suppliers can advise the entrepreneurs on how large an order should be placed based on the seating capacity and anticipated volume. In ordering paper products, it should be in bulk, filling as much supply space because it will get lower rates in buying in volume. Once the entrepreneurs have worked with a supplier regularly, they should be able to set up specific times to replenish the stock of such goods.

RECEIVING

It does little good to make smart purchasing decisions unless there is a follow-through at the time of product receiving. It is necessary to ensure that products that are ordered are received. Most suppliers are ethical, but they are all human. Human error can cause extensive and costly losses to beverage operations that are not consistently and effectively checked to ensure that there are no problems at the time beverages are delivered. For the business to properly prepare for receiving beverages, the managers take specific actions such as:

- Provide adequate space for receiving.
- Provide needed receiving equipment such as carts and dollies.
- Establish allowable delivery periods and communicate these to vendors.
- Identify and train to receive personnel.
- Develop a records system for recording the acceptance of delivered products.

STORING

After purchasing and receiving beverage products, managers most often must store products until they are issued to the bar area. Just as purchasing involves more than calling in an order and receiving requires more than putting things in the storeroom, the beverage manager must also be concerned about proper storage and issuing practices.

In addition, the flow of operations' receiving and storing can be present at once. For an instance, in purchasing a certain equipment or material used for storing, the largest and most costly piece of equipment in your receiving and storage area will be your walk-in refrigerator/freezer, or simply both of them normally. This will be the main storage area and one of the most important pieces of equipment because



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it will preserve the food/ingredients being supplied and keep them fresh. The receiving area will also need a scale, a breakdown table, and shelving for the walk-in refrigerator/freezer.

ISSUING

Issuing is the process of moving products from storage rooms to drink production and service areas. The correct quantity of products must be issued to meet estimated guest demand. This process must be carefully controlled to minimize product misuse and so managers can match issues of items with the number of revenues they should produce. In other words, this is the process on where the received items such as ingredients being stored will be brought to the service areas for preparation in production (i.e., cooking the dishes being ordered).

PREPARING

In this process, it is also where most of the work will be done such as organizing of kitchen materials in preparation for production of the dishes, setting up the tables and chairs for customers to dine-in, etc. For the business to flow properly and smoothly, preparation is the main key in understanding what should be done first, and what is supposed to be followed.

SERVING

Serving is the process where customers would be able to see the presentation that you have prepared for them to evaluate or try. After the production, serving them is the idea of what could be the result of what has been done. Customers will see the idea that the entrepreneurs have in mind in a way of how their business is being done.

CONSUMING

Consumption is the process of buying or using goods and services.



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PRODUCTION PLAN

PRODUCT DESCRIPTION AND MANUFACTURING PROCESS

Here are some of the dishes that the entrepreneurs have in the business, providing the product description for each as well as its manufacturing process:

Tapsilog



- Tapsilog is a popular special-occasion breakfast dish among Pinoys.
- A sensory treat in terms of flavor and texture.
- A delectable dish with fried marinated beef, garlic fried rice, and a fried egg.
- The beef is ideally served with a saucer of vinegar as a dipping sauce.
- The rich, buttery silkiness of the egg, the herbed, aromatic grains of the fried rice, and the tapa's organic quality make it both appetizing and healthy.

Recipe

Ingredients:

- 1 lb. beef sirloin sliced thinly
- 3 pieces eggs
- 6 tablespoons cooking oil

Tapa marinade

- 3 tablespoons Knorr Liquid Seasoning
- 6 cloves crushed garlic
- $\frac{3}{4}$ cups pineapple juice
- 2 tablespoons brown sugar
- $\frac{1}{4}$ teaspoon ground white pepper

Sinangag

- 5 cups leftover rice
- 1 teaspoon salt
- 5 cloves garlic crushed

Directions:

STEP 1: Prepare the tapa by placing the beef in a large bowl. Combine with all the tapa marinade ingredients (Knorr Liquid Seasoning, crushed garlic, pineapple juice, brown sugar, ground white pepper). Mix well and cover the bowl. Place inside the fridge and marinate overnight.



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- STEP 2: Cook the garlic fried rice (*sinangag na kanin*) by heating 3 tablespoons cooking oil in a pan. Add crushed garlic. Cook until garlic turns light brown. Add the leftover rice. Stir-fry for 3 minutes.
- STEP 3: Season with salt. Continue to stir-fry for 3 to 5 minutes. Set aside.
- STEP 4: Start to cook the tapa. Heat a pan and pour the marinated beef into it, including the marinade. Add $\frac{3}{4}$ cups water. Let the mixture boil. Cover the pan and continue to cook until the liquid reduces to half. Add 3 tablespoons cooking oil into the mixture. Continue to cook until the liquid completely evaporates. Fry the beef tapa in remaining oil until medium brown. Set aside.
- STEP 5: Fry the egg by pouring 1 tablespoon oil on a pan. Crack a piece of egg and sprinkle enough salt on top. Cook for 30 seconds. Pour 2 tablespoons water on the side of the pan. Cover and let the water boil. Continue to cook until the egg yolks get completely cooked by the steam.
- STEP 6: Arrange the beef tapa, *sinangag*, and fried egg on a large plate to form Tapsilog. Serve with vinegar as dipping sauce for tapa (optional), then serve!

Chicksilog



- One of the most popular kinds of Silog variation is the best Chicksilog. It is a dish composed of fried chicken, fried rice, and a fried egg.
- Chicken is one of the most well-known poultry meat in the Philippines, it is easy to prepare, cook, and serve with all other kinds of garnishes and side dishes.
- Rice is a staple food that Filipinos love to eat with a fried chick and a fried egg. So it is a dish that is perfect for serving as a meal.

Recipe

Ingredients:

- Chicken legs 1 kilo
- 6 cloves of minced garlic
- 4 eggs
- 4 cups of rices(cooked rices)
- $\frac{1}{4}$ tsp black pepper
- $\frac{1}{2}$ tsp salt
- 3 $\frac{1}{3}$ cups of flour
- 1 $\frac{1}{2}$ cups of cooking oil
- 1 tsp of Vinegar



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Directions:

- STEP 1: In a bowl, season chicken legs with salt and black pepper. Cover and marinate in the fridge for 30 mins. set aside.
- STEP 2: Heat oil in a frying pan. Fry eggs then remove from the pan, Set aside.
- STEP 3: In a Bowl, Beat an eggs using a Fork.
- STEP 4: Then pour the flour in the chicken legs
- STEP 5: Get the Chicken legs then dipped in the beaten eggs and dredge in the flour.
- STEP 6: In the same Pan (used in cooking the eggs) gently fried the chicken legs for six-eight minutes (6-8 mins) per side or until crispy brown over low medium heat.
- STEP 7: Then remove the chicken legs from the pan and it sit until dry. Set aside.
- STEP 8: In another pan, heat cooking oil then sauté the garlic until brown.
- STEP 9: Add the cooked rice and seasons with salt mix well for Ten minutes. Set aside.
- STEP 10: Serve and well done, Enjoy eating.

Hotsilog



- Hotsilog is a meal composed of hotdogs, garlic fried rice, and fried egg.
- In a Filipino household, this is commonly cater for breakfast.
- Red juicy hotdogs are used to makes Hotsilog. This is the most common type of hotdogs sold in the Philippines.
- Garlic fried rice is known as *Sinangag na kanin*. However, "*Sinangag*", "has been the short term used to refer to it-The fried eggs, on the other hand, are called "*piniritong itlog*" in Filipino.
- Easy to cook from start to finish in 25 minutes. But a Hotsilog breakfast is more a convenient to buy from any street vendor, food stall or restaurant in the Philippines.

Recipe

Ingredients:

- 4 piece red hotdogs (tender juicy)
- 2 eggs
- 1 cup of fried rice
- 6 tablespoons cooking oil



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Directions:

- STEP 1: In a medium saucepan, over medium heat, sauté the Garlic. When it turns Golden add the rice. Cook until the rice is well-coated with oil. Sprinkle with salt Set aside.
- STEP 2: In a medium saucepan over medium heat, fried the hotdogs until cooked through. Set aside.
- STEP 3: Take away the excess oil in the saucepan used for the hotdogs. Wipe clean with a paper towel. Pour some new oil with the saucepan when it's hot, fried the eggs. Sprinkle with salt
- STEP 4: Serve the rice, hotdogs, and eggs together.
- STEP 5: And we'll done, Hotsilog is ready to serve.

Bacsilog



- Bacsilog is a dish perfect for anyone who wants to have a mix of both Western and Philippine culture in their breakfast
- This dish consists of bacon, *sinangag*, and fried egg, which all blend together to make a very filling meal
- The creamy cheese sauce topped on the meal provides a harmony of textures along with the other components of the dish.
- Its quick cooking process makes it the best if you're hungry and want a quick meal.

Recipe

Ingredients:

- 250 grams bacon sliced into 1-inch pieces
- 3 cups cooked rice
- 3 raw eggs
- 3 cloves garlic minced
- 1 Tbsp. cooking oil
- Salt to taste
- Liquid seasoning e.g. Knorr liquid seasoning, Maggi Savor

Cheese Sauce

- 1 Tbsp. butter preferably unsalted
- 1 Tbsp. all-purpose flour
- 1/2 cup evaporated milk or fresh milk
- 1/2 cup water optional
- 1/2 cup grated cheddar cheese preferably quick melt cheese
- Salt and pepper to taste



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Directions:

- STEP 1: In a pan, heat oil and cook the bacon until slightly brown. You can also make it crispy depending on your preference.
- STEP 2: Remove the bacon from the skillet and set aside. In the same pan, reduce the oil with the rendered bacon fat to 1 Tbsp.
- STEP 3: Heat the oil and sauté garlic until fragrant. Add the cooked rice and stir fry for 3 to 5 minutes. Season with salt. Set aside.
- STEP 4: Heat oil in a pan and fry the eggs preferable sunny side up (fry the egg but don't cook the yolk and don't flip the eggs). Or you can fry the eggs over hard (by frying then flipping and frying again cooking the yolk through).
- STEP 5: To assemble the Bacsilog: divide the bacon and fried rice into three servings. Put the rice in a bowl, top with fried bacon, then pour about 1/3 cup of cheese sauce and pour with liquid seasoning.

Cheese Sauce

- STEP 1: Melt the butter in a pan in medium heat. Whisk in flour and combine it with the butter. Whisk until it becomes a roux. Stir constantly and cook for about 2 minutes.
- STEP 2: Gradually add milk and water 1/4 cup at a time. Whisking constantly and vigorously to incorporate the mixture.
- STEP 3: Cook over low heat until thickened for about 10 minutes. Turn off heat and add the cheese and stir until melted. Season with salt and pepper to taste.

Bangsilog



- Bangsilog is one of many traditional Filipino dishes served for breakfast.
- This dish mainly consists of *bangus* (milkfish), *sinangag*, and fried egg, and despite the amount of salt within the dish, its flavors are still balanced.
- Although typically served for breakfast, it can also be served at lunch due to the *bangus* being perfect for either time of day.
- The crunchy exterior and the soft interior of the *bangus* would make anyone's mouth water.



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Recipe

Ingredients:

- 2 cups of chilled white rice
- 3 tablespoons of minced garlic
- 1/2 teaspoon of salt
- 1 piece baby boneless bangus (milkfish)
- 1 egg, cooked sunny side up
- cooking oil
- (Marinade:
 - 3 cloves of garlic, crushed then peeled
 - 4 tablespoons of lemon juice
 - 1/4 cup of soy sauce
 - 1/4 teaspoon of ground pepper)

Directions:

Part 1

STEP 1: Marinate milkfish in garlic, pepper, and vinegar for at least 3 hours or overnight inside the fridge.

Part 2

STEP 1: In a pan, heat oil then fry sunny-side up egg until set. Drain and set aside.

STEP 2: In a same pan, fry garlic until light brown.

STEP 3: Add rice then season with salt. Keep stirring for 3 minutes or until well-blended. Set aside.

Part 3

STEP 1: In a frying pan, heat oil then fry marinated milkfish for 5 minutes each side or until golden brown. Drain on paper towel.

STEP 2: Arrange fried milkfish in a serving plate with fried egg and fried rice. Enjoy!

Porksilog



- The word Porksilog stands for Pork, *Sinangag*, at *itlog*.
- This is a well-known meal combination in the Philippines.
- It can be consumed for breakfast, lunch, and even dinner. Tapa is similar to a beef jerky.
- The only thing that you will need to do is to marinate the pork with common seasonings and you are ready to go.



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- The garlic fried rice or *sinangag* is not complicated to make.
- It's up to you as to how many fried eggs you want to put-in, but it is recommended that you don't go beyond 2 pieces for health reasons.

Recipe

Ingredients:

- 1 lb. pork loin thinly sliced
- 4 pieces fried eggs
- 4 cups garlic rice
- 2 teaspoons minced garlic
- 3 to 4 tablespoons soy sauce
- $\frac{1}{2}$ teaspoon salt
- A dash of ground black pepper
- $\frac{1}{2}$ teaspoon granulated white sugar
- 3 tablespoons cooking oil

Directions:

- STEP 1: In a medium Ziploc bag, combine pork, soy sauce, garlic, sugar, salt, and pepper. Mix well and then marinate overnight inside the fridge.
- STEP 2: Heat the frying pan and then pour-in the cooking oil.
- STEP 3: When the oil becomes hot, fry the marinated pork pieces in low to medium heat until the color turns medium brown. Flip as necessary to cook the opposite side.
- STEP 4: Arrange the fried marinated pork, a cup of garlic rice, and a piece of fried egg in individual plates.

Cornsilog



- Cornsilog is a traditional dish originating from the Philippines, consisting of garlic fried rice, fried eggs, and corned beef, also known as salt-cured brisket of beef.
- The corned beef is boiled in a bit of water, then fried in oil, often with onions and garlic, and arranged on a plate with garlic fried rice and sunny-side-up fried eggs.
- The dish is traditionally served piping hot for breakfast, and it's sometimes accompanied by sliced tomatoes.
- The name of the dish contains all three components: corned beef (corn), *sinangag* fried rice (si), and *itlog* fried eggs (log).



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Recipe

Ingredients:

- Onion
- 3 eggs
- 4 cups garlic rice
- 4 tablespoons cooking oil
- $\frac{1}{2}$ cup beef sirloin
- Salt and pepper to taste

Directions:

- STEP 1: Heat oil on a pan. Once the oil gets hot, crack an egg, and fry sunny-side-up. Remove the fried egg and place in a plate. Do this step until all 3 eggs are cooked.
- STEP 2: Using the remaining oil, sauté the garlic until it turns medium brown. Add the onion and sauté until it softens.
- STEP 3: Add the corned beef. Sauté for 2 minutes
- STEP 4: Pour the beef broth in the pan. Continue to cook for 2 to 3 minutes or until the liquid evaporate. Add salt and pepper to taste.
- STEP 5: Arrange a cup of *sinangag* (garlic fried rice) and a piece of egg on a plate. Put 1/3 of the cooked corned beef. Do this step on all 3 plates. Serve.

Longsilog



- Longsilog is a traditional Filipino dish that is served for breakfast. The dish and its name consist of a combination of *longganisa* sausage, *sinangag* (garlic rice), and fried eggs.
- The Filipino-style sausages (pork, garlic, vinegar, salt, sugar) are boiled and fried in their own fat until crispy, while the garlic rice and the eggs are fried in oil.

Recipe

Ingredients:

- 1/2 lb. skinless longganisa
- 2 pieces eggs
- 4 cups rice leftover
- 5 cloves garlic crushed
- $\frac{1}{2}$ cup water
- 4 tablespoons cooking oil



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- Salt and ground black pepper to taste

Directions:

- STEP 1: Heat 2 tablespoons of oil in a pan. Once the oil gets hot, fry the eggs. Remove from the pan. Set aside.
- STEP 2: Add remaining oil in the pan. Fry the *longganisa* until the outer part turns light brown (around 1 1/2 minutes).
- STEP 3: Pour-in water. Let boil. Continue boiling until the water evaporates. Fry the *longganisa* in remaining oil until fully cooked. Remove from the pan and set aside.
- STEP 4: Using the remaining oil, cook garlic until it starts to turn light brown.
- STEP 5: Add rice. Stir-fry for 3 minutes. Season with salt and ground black pepper.
- STEP 6: Assemble the fried eggs, *longganisa*, and *sinangag* on a plate. Serve with spicy vinegar as a dipping sauce for the *longganisa*.
- STEP 7: Share and enjoy!

Champorado



- Champorado is the ultimate breakfast treat! This Filipino rice porridge is easy to cook and is delicious and comforting with an intense chocolate flavor.
- Champorado can be eaten hot or cold and makes a filling breakfast or midday snack. Drizzle with evaporated milk for a touch of creaminess.
- It's easy to make in under an hour. A delicious and comforting breakfast the whole family will love!

Recipe

Ingredients:

- 1 ¾ CUPS COCOA POWDER
- 1 ¾ cups glutinous rice
- ¾ cups white sugar
- 6 to 8 cups water
- Condensed milk to taste

Directions:

- STEP 1: Pour the water in a cooking pot. Bring to a boil.
- STEP 2: Put in the cocoa powder and then stir. Let it dissolve in boiling water.
- STEP 3: Add the Glutinous Rice. Let the water re-boil. Set the heat to low-medium and then stir almost constantly to avoid sticking. The rice should be ready when it absorbs the water (about 15-25 mins)
- STEP 4: Add the sugar. Stir until the sugar dissolves.



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- STEP 5: Transfer the Champorado in individual serving bowls.
 - STEP 6: Top with condensed milk.
 - STEP 7: And enjoy eating.

Plain Rice

- Rice also refers to Steamed rice that is cooked either by steaming or boiling. Rice is the most widely consumed staple food among a large part of the world's population, especially in Asia.

Recipe



Ingredients:

- ½ kilo of rice
- 6 to 8 cups of water

Directions:

- STEP 1: Rinse the rice.
- STEP 2: Use the right ratio of water. Add 2 parts water and 1 part rice to a large pot. For slightly firmer rice, use 1 part liquid to 2/3 parts rice.
- STEP 3: Bring the water to a boil. Once it's boiling, add a big pinch of salt.
- STEP 4: Maintain a simmer. Reduce heat to low, cover the pot with a tight fitting lid, and maintain a gentle simmer.
- STEP 5: Cook without peeking or stirring. Cook until the water is absorbed, about 18 minutes. Try not to peek until the end of the cooking time so the steam doesn't escape. Whatever you do, don't mix the rice while it's cooking — this will lead to gummy rice.
- STEP 6: Let the rice rest covered. Turn off the heat and let the rice sit, covered, for 10 minutes. During this time, the rice will steam for extra fluffy results.
- STEP 7: Fluff the rice with a fork.
- STEP 8: Last Serve and enjoy!

Garlic Rice



- Garlic Fried Rice or *Sinangag* is steamed rice fried with lots of garlic. This is a favorite side in the Philippines and most of Asia since rice is considered as the staple food.



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- Usually considered as a breakfast food for Filipinos, this way of cooking rice goes well with several fried food.

Recipe

Ingredients:

- 1 kilo of rice
- 3 cloves garlic minced
- 3 pieces of eggs
- 2 pieces of onion diced
- 2 tsp of pepper
- 3 tbsp of cooking oil
- 2 tsp of salt

Directions:

- STEP 1: Combined rice and salt then mixed well.
- STEP 2: Heat the pan and pour the cooking oil.
- STEP 3: When the oil is hot enough, put-in the garlic and cooked until color turns brown and texture is crispy.
- STEP 4: Add the rice. Mix the rice well with the garlic while frying.
- STEP 5: Add the remaining half then cooked for 5 mins or until the rice is done.
- STEP 6: Remove from the pan and place in a serving plate.
- STEP 7: Garnish with fried garlic on top.

Sinigang na Baboy



- Sinigang is one of the staple soup/dish in the Philippines
- It is a dish consisted of meat/fish with a variety of vegetable's in a *sampaloc/gabi* base soup.
- Variety of this dish can be seen from the meat used and the base of the soup.
- With its sour and savory taste, there is no wonder it is one of the best soup in the world.

Recipe

Ingredients:

- 2 lbs. pork belly sliced into cubes
- 2 to 3 cups kangkong leaves
- 3 pieces long green chili pepper siling pansigang
- 2 pieces tomato quartered
- 1 cup sliced daikon radish labanos



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- 10 to 12 pieces snake beans cut in 2 inch length pieces
- 1 piece onion quartered
- 15 pieces okra
- 2 pieces taro peeled and cut in half (gabi)
- 8 cups water
- 2 packs Knorr Sinigang sa Sampaloc Mix Original (20 gram pack)
- 3 tablespoons fish sauce patis
- $\frac{1}{4}$ teaspoon ground black pepper

Directions:

- STEP 1: Pour water into a cooking pot. Let boil
- STEP 2: Add onion and tomato. Boil for 5 to 8 minutes.
- STEP 3: Put the pork in the cooking pot. Boil for 25 minutes.
- STEP 4: Add the taro. Cover and continue to boil for 30 minutes.
- STEP 5: Add Knorr Sinigang sa Sampaloc mix, fish sauce, and ground black pepper; stir.
- STEP 6: Put the daikon radish in. Cook for 3 to 5 minutes.
- STEP 7: Add the chili peppers, okra, and snake beans. Cook for 7 minutes.
- STEP 8: Add the kangkong. Cover the cooking pot and turn off the heat. Let it stay covered for 5 minutes.
- STEP 9: Transfer to a serving bowl. Serve with a small bowl with patis and spicy chili.
- STEP 10: Share and enjoy!

Pork Adobo



- Pork Adobo is a great meal to enjoy when dieting as it's high in protein and low in fat and carbohydrates.
- This sweet-and-sour dish is composed of pork slices braised in soy sauce, vinegar, garlic, and black and white peppercorns to give it rich flavor, tangy, and fork tender meat.
- Perfect for lunch or dinner!
- An ideal “baon” for your loved ones as it does not spoil easily.

Recipe

Ingredients:

- 2 lbs pork belly
- 2 tablespoons garlic minced or crushed
- 5 pieces dried bay leaves
- 4 tablespoons vinegar
- $\frac{1}{2}$ cup soy sauce
- 1 tablespoon peppercorn



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- 2 cups water
- Salt to taste

Directions:

- STEP 1: Combine the pork belly, soy sauce, and garlic then marinade for at least 1 hour.
- STEP 2: Heat the pot and put-in the marinated pork belly then cook for a few minutes.
- STEP 3: Pour remaining marinade including garlic.
- STEP 4: Add water, whole pepper corn, and dried bay leaves then bring to a boil. Simmer for 40 minutes to 1 hour.
- STEP 5: Put-in the vinegar and simmer for 12 to 15 minutes.
- STEP 6: Add salt to taste.
- STEP 7: Serve hot. Share and enjoy!

Chicken Afritada



- Chicken Afritada is a classic Filipino stew
- It is mainly consisted of a meat with vegetables such as potato and carrots on a tomato sauce and hotdogs.
- Variation of this dish is in the meat that is used (chicken, pork, and beef)
- With its sweet and sour taste combined with the variety of meats that can be used, Afritada is in the list of favorite dishes of many people.

Recipe

Ingredients:

- 1 ½ lbs. Chicken cut into serving pieces
- 2 piece potato cubed
- 1 piece carrot sliced
- 8 oz. tomato sauce
- 3 pieces hotdog sliced
- ½ cup green peas
- 3 pieces bay leaves
- 1 piece red onion chopped
- 2 teaspoons garlic minced
- 3 cups chicken broth
- ½ teaspoon sugar
- 3 tablespoons cooking oil
- Salt and ground black pepper to taste



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Directions:

- STEP 1: Heat the oil in a cooking pot. Sauté onion and garlic until the onion softens.
- STEP 2: Add chicken. Cook for 30 seconds. Turn it over and cook the other side for another 30 seconds.
- STEP 3: Pour tomato sauce and chicken broth. Cover. Let boil.
- STEP 4: Add dried bay leaves. Cover the cooking pot. Continue to cook in medium heat for 30 minutes.
- STEP 5: Add hotdogs and carrot. Cook for 3 minutes.
- STEP 6: Add potato. Cover the pot and cook for 8 minutes.
- STEP 7: Add green peas. Cook for 2 minutes.
- STEP 8: Season with salt and ground black pepper
- STEP 9: Serve!

Pinakbet



- Pinakbet is a mixture of variety of vegetables on a sauce.
- Variation of this dish differs on the sauce used (*bagoong*, *alamang*, and etc.) and the vegetables and meat that is used.
- Its taste and health benefits makes it a go to for people who want to eat healthy.

Recipe

Ingredients:

- 1 lb lechon kawali sliced
- 1 piece Knorr Shrimp Cube
- 12 pieces sitaw cut into 2 inch length
- $\frac{1}{2}$ piece kalabasa cubed
- 12 pieces okra
- 1 piece Chinese eggplant sliced
- 1 piece ampalaya sliced
- 1 piece kamote cubed (optional)
- 2 pieces tomato cubed
- 2 thumbs ginger crushed (optional)
- 1 piece onion chopped
- 4 cloves garlic crushed
- 2 teaspoons bagoong alamang
- 2 $\frac{1}{2}$ cups water
- 3 tablespoons cooking oil
- $\frac{1}{4}$ teaspoon ground black pepper



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Directions:

- STEP 1: Heat cooking oil in a pot. Sauté onion and garlic. Add ginger and continue to cook until the onion softens.
- STEP 2: Add lechon *kawali*. Sauté for 1 minute.
- STEP 3: Pour water. Let boil.
- STEP 4: Add Knorr Shrimp Cube. Cover the pot and cook in medium heat for 20 minutes.
- STEP 5: Add tomato and bagoong *alamang*. Stir. Cover the pot. Cook for 3 minutes.
- STEP 6: Put the *kalabasa* and *kamote* into the pot. Cook for 7 minutes.
- STEP 7: Add *sitaw*, okra, *ampalaya*, and eggplant. Stir. Cover the pot and cook for 5 minutes.
- STEP 8: Season with ground black pepper and add remaining lechon *kawali*. Cook for minutes.
- STEP 9: Transfer to a serving plate. Serve. Share and Enjoy!

Beef Kaldereta



- Our beef Kaldereta is so savory and soft that the meat will melt inside your mouth in just one bite. Our Beef Kaldereta is cooked to perfection making you crave some more.

Recipe

Ingredients:

- 907.18 g beef cubed
- 3 pieces garlic cloves crushed and chopped
- 1 piece onion finely chopped
- 480 g beef broth
- 1 piece red bell pepper sliced
- 1 piece green bell pepper sliced
- 245 g tomato sauce
- 40.5 g liver spread processed using blender
- 1 teaspoon chili flakes
- 3 pieces dried bay leaves
- 420 g potatoes sliced
- 256 g carrots sliced
- 56 g cooking oil
- 90 g green olives
- salt and pepper to taste



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Directions:

- STEP 1: Heat the cooking oil in the cooking pot or pressure cooker.
- STEP 2: Sauté the onion and garlic.
- STEP 3: Add the beef. Cook for 5 minutes or until the color turns light brown.
- STEP 4: Add the dried bay leaves and crushed pepper. Stir.
- STEP 5: Add the liver spread. Stir.
- STEP 6: Pour-in the tomato sauce and beef broth.
- STEP 7: Cook the beef until it becomes tender (about 30 mins if using a pressure cooker, or 1 to 2 hours if using an ordinary pot).
- STEP 8: Add potato and carrots. Cook for 8 to 10 minutes.
- STEP 9: Put the green olives and bell peppers in the cooking pot. Stir and continue to cook for 5 minutes more.
- STEP 10: Add salt and pepper to taste
- STEP 11: Serve Hot. Enjoy!

Paksiw na Baboy



- Our *Paksiw na Baboy* is slow-cooked making the pork flavorful and easy to chew, combined with the balance of sweet and savory of the sauce.

Recipe

Ingredients:

- 907.18 g Pork hock pata, sliced crosswise
- 1 teaspoon garlic crushed
- 116 g soy sauce
- 500 g water
- 3 tablespoons vinegar
- 110 g brown sugar
- 100 grams banana blossoms dried, soaked in water
- 5 pieces dried bay leaves
- 1 tablespoon whole pepper corn
- Salt to taste

Directions:

- STEP 1: Boil 6 cups water in a pot. Add the pork hock. Continue to boil for 15 minutes. Discard water and wash the pork with running water until all impurities are cleaned.
- STEP 2: Pour the water in a pot and bring to a boil. Add the whole pepper corn and dried bay leaves
- STEP 3: Pour soy sauce into the pot and add the garlic.



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- STEP 4: Put-in the sliced pork hock and simmer for 1 to 1.5 hours (or cook in pressure cooker for 30 minutes)
 - STEP 5: Add the vinegar and simmer for 10 minutes
 - STEP 6: Place the banana blossoms in and simmer for 5 to 7 minutes
 - STEP 7: Add the brown sugar and salt and simmer for 2 minutes
 - STEP 8: Serve hot. Share and Enjoy!

Pritong Manok



- Our Pritong Manok is deep-fried yet maintains the moist and juicy meat while having crunchy and flavorful skin on the outside.

Recipe

Ingredients:

- 61 g calamansi or lemon juice
- 116 g soy sauce
- 1 head garlic, peeled and minced
- 1 teaspoon salt
- 0.5 teaspoon pepper
- 907.18 g chicken legs or thighs
- 62.5 g flour
- 32 g corn starch
- 1 tablespoon baking powder
- canola oil

Directions:

- STEP 1: In a bowl, combine chicken, calamansi juice, soy sauce, garlic, 1/2 teaspoon of the salt and 1/4 teaspoon of the pepper. Marinate in the refrigerator for about 2 hours to a maximum 4 hours.
- STEP 2: Drain chicken from marinade and pat dry.
- STEP 3: In a shallow dish, combine flour, corn starch, baking powder, and the remaining 1/2 teaspoon salt and 1/4 teaspoon pepper. Whisk well.
- STEP 4: Dredge chicken in flour mixture to fully coat.
- STEP 5: In a wide, thick-bottomed pan over medium heat, heat about 2 inches deep of oil to 350 F.
- STEP 6: Add chicken in batches and cook, turning on sides, until golden brown, crisp, and cooked through.
- STEP 6: Remove from pan and drain on a wire rack. Serve hot.



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Chopsuey



- Our Chopsuey ain't no ordinary vegetable dish, it has the flavor that could amaze you in just one bite. It will make picky eaters come back for a second round.

Recipe

Ingredients:

- 113.4 g chicken breast sliced
- 1 piece Knorr Chicken Cube
- 136.5 g broccoli florets
- 150 g cauliflower florets
- 2 pieces carrot sliced crosswise
- 12 pieces snow peas
- 140 g cabbage chopped
- 1 piece red bell pepper sliced
- 1 piece green bell pepper sliced
- 12 pieces quail eggs boiled
- 396.89 g young corn
- 236.59 g water
- 5 cloves garlic chopped
- 1 piece onion sliced
- 2 tablespoons soy sauce
- 2 tablespoons oyster sauce
- 1 tablespoon cornstarch diluted in $\frac{3}{4}$ cup water
- 3 tablespoons cooking oil
- Salt and ground black pepper to taste

Directions:

- STEP 1: Heat oil on a pan. Saute onion until layers separate.
- STEP 2: Add garlic. Continue sautéing until the onion starts to soften.
- STEP 3: Add chicken, stir fry until the outer part turns light brown.
- STEP 4: Pour soy sauce, oyster sauce, and water. Stir. Cover the pan and let the liquid boil.
- STEP 5: Add Knorr Chicken Cube. Stir. Cover and cook using medium heat until the sauce reduces to half.
- STEP 6: Add the carrot. Cook for 3 minutes.
- STEP 7: Pour the cornstarch and water mixture. Stir.



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STEP 8: Add your corn, cauliflower, bell pepper, broccoli, snow peas, and cabbage. Toss. Cover and cook for 1 ½ minutes.

STEP 9: Toss and season with ground black pepper and salt.

STEP 10: Add boiled quail eggs.

STEP 11: Transfer to a serving plate. Serve. Share and enjoy!

Laing



- Laing recipe is the version of the popular vegetable dish that originated from the Bicol region.
- This recipe makes use of a good amount of shrimp, along with hot peppers, and a generous amount of coconut milk.
- A lot of people liked their *Laing* to be spicy, this is the reason why a good amount of chili pepper is added in this recipe.

Recipe

Ingredients:

- 3.5 oz taro leaves dried
- 6 cups coconut milk
- 2 cups coconut cream
- 1/2 cup shrimp paste bagoong or balaw
- 1/2 lb. pork shoulder thinly sliced
- 5 to 7 pieces red chilies
- 1 piece onion sliced
- 1/2 cup sliced ginger
- 8 cloves garlic crushed

Directions:

STEP 1: Combine the coconut milk, pork, shrimp paste, ginger, onion, and garlic in a cooking pot. Heat the pot and let boil.

STEP 2: Once the mixture starts to boil, gently stir to mix the ingredients. Cover the pot and simmer for 15 to 20 minutes. Make sure to stir once in a while to prevent the ingredients from sticking on the bottom of the cooking pot.

STEP 3: Add the dried taro leaves. Do not stir. Let it stay until the leaves absorb the coconut milk. This takes about 20 to 30 minutes. You can gently push the leaves down so that it can absorb more coconut milk.

STEP 4: Once the leaves absorb the coconut milk, stir the leaves and then continue to cook for 10 minutes.

STEP 5: Pour the coconut cream into the cooking pot. Add the red chilies. Stir. Cook for 10 to 12 minutes.



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STEP 6: Transfer to a serving plate. Serve.

Nilagang Baka



- From the soft and satisfying texture of baby bok choy to the ever tender and rich cubes of beef sirloin, this recipe only intermingles the best ingredients for an ever comforting dish.
- It puts together a good deal of meat, vegetables, and stew.
- One of the major factors of appeal for Nilagang Baka is that it boasts a generally mild flavor that is far from overpowering.
- While a great deal of savory Filipino dishes show off a strong taste, this has subtle notes of savor in its beef broth, salt, and pepper.
- It makes use of simple seasonings to bring the best out of its many ingredients.

Recipe

Ingredients:

- 2 lbs. beef sirloin cubed
- 2 bunches baby bok choy or pechay
- 1 piece cabbage
- 6 pieces Saba banana halved
- 4 pieces baking potato quartered
- 1 piece white onion halved
- 4 stocks celery chopped
- 1 piece star anise
- 4 cups beef broth
- 4 cups water
- Salt and pepper to taste

Directions:

- STEP 1: Combine the water and beef broth in a large cooking pot. Bring to a boil.
- STEP 2: Add the onion, star anise, and celery. Reduce the heat in medium. Cover the pot and continue to boil for 20 minutes.
- STEP 3: Remove the onion, star anise, and celery from the boiling liquid using a skimmer or a strainer. You can discard these ingredients.
- STEP 4: Add the beef. Simmer for 60 to 90 minutes or until the beef becomes tender. You can add more water if necessary.
- STEP 5: Put-in the saba banana and potatoes. Cook for 10 minutes.
- STEP 6: Add the bok choy and cabbage. Sprinkle salt and pepper. Stir.



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- STEP 7: Cover and turn the heat off. Let the pot stay with cover-on for 2 to 5 minutes to cook the vegetables.
- STEP 8: Transfer to a serving bowl.

Bicol Express



- A spicy Filipino stew featuring bite-sized slices of pork, chilies, coconut milk, onions, tomato, and garlic.
- A perfect dish for the combination of spice and sweetness.
- An irresistible cold day meal.
- The flavors blend to make the most comforting spoonful of meat and soup.

Recipe

Ingredients:

- 2tbls vegetable Oil
- 4 cloves garlic
- 1 piece ginger
- 1 piece onion
- 0.25kg pork belly
- 2tbls bagoong alamang
- 2 cups coconut milk
- 0.25kg green finger chili
- 1 sachet MAGGI® Magic Sarap®

Directions:

- STEP 1: Heat oil in a pan.
- STEP 2: Sauté onion and garlic. Add pork and bagoong alamang once the onion softens. Cook until light brown.
- STEP 3: Pour water and coconut milk. Let boil. Cover and cook between low to medium heat for 40 minutes. Add more water if needed.
- STEP 4: Add finger chili and cook for another 10 minutes. Season with MAGGI® MAGIC SARAP®.
- STEP 5: Transfer into a serving plate and serve.



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Ginisang Monggo



- Simple yet savory Filipino mung bean soup.
- Perfect dish to have during rainy or cold weather.
- This healthful soup is prepared with sautéed *monggo* beans, with extra flavors and textures provided by strips of pork and slices of *ampalaya*.
- It's the ultimate comfort food: rich, hearty, tasty, and budget-friendly.

Recipe

Ingredients:

- 140g whole mongo beans
- 1L water
- 30g vegetable cooking oil
- 40g cloves garlic, mashed
- 120g medium -sized onion, chopped
- 360g medium -sized red tomatoes, chopped
- 250g pork strips
- 2 pcs Knorr Pork Cube
- 250g *ampalaya*, sliced very thinly
- 120 g *malunggay* leaves

Directions:

- STEP 1: In a pan, put-in the water and bring to a boil.
- STEP 2: Wash the *monggo* to get rid of the unwanted dirt, then soak it in water for 1 hour to soften them.
- STEP 3: Once your beans are soft enough you can start sautéing the garlic, onions, and tomatoes in a saucepan for about 2 minutes or more.
- STEP 4: Add the pork strips and sauté until nicely browned. Drain the beans from the soaking water the add into your pot. Pour in 4 cups water, and the Knorr Pork Cube. Let this simmer until the beans can easily be mashed.
- STEP 5: Add in the *ampalaya* and cook this for 2 minutes more before adding in the *malunggay*.
- STEP 6: Transfer into a serving plate and serve.



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Kare-Kare



- Kare-kare is a traditional Filipino stew consisting of meat such as tripe, pork leg, ox tail, goat or chicken, vegetables, and a thick, savory peanut sauce flavored with annatto seeds.
- This Kare-Kare recipe makes use of beef tripe. This part of the cow is also known as “*tuwalya ng baka*” in Filipino.
- It is the muscle wall in the stomach of the cow. This dish derives its flavor from the peanut sauce and meat.

Recipe

Ingredients:

- 2 lbs. beef tripe sliced
- 1 piece Knorr Beef Cube
- 1 bunch baby bok choy
- 15 pieces snake beans cut into 2-inch pieces
- 1 piece Chinese eggplant sliced
- 1 ½ cup peanut processed until smooth and creamy
- ½ cup annatto seeds
- 1 piece onion minced
- 5 cloves garlic minced
- 1 ½ tablespoons glutinous rice flour
- 6 cups water
- 3 tablespoons cooking oil
- Ground black pepper and shrimp paste *bagoong alamang* to taste

Directions:

- STEP 1: Combine 4 cups water and tripe in a pot. Boil for 1 hour. Discard water and set the tripe aside.
- STEP 2: Boil 1 ½ cups water in a small pot. Add annatto seeds. Continue to boil for 2 minutes. Set aside.
- STEP 3: Heat oil in a pot. Sauté onion and garlic until onion softens.
- STEP 4: Add tripe. Sauté for 1 minute.
- STEP 5: Pour annatto water into the pot while filtering using a kitchen sieve. Let boil.
- STEP 6: Add Knorr Beef Cube. Stir and then add peanut paste. Pour remaining water. Boil for 8 minutes.
- STEP 7: Combine rice flour and ¼ cup water. Stir until blended. Pour mixture into the pot. Stir and continue to cook until the texture of the sauce thickens based on your preference.



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- STEP 8: Add snake beans and eggplant. Cook for 5 minutes.
 - STEP 9: Add baby bok choy or *pechay*. Cook for 1 minute.
 - STEP 10: Season with ground black pepper.
 - STEP 11: Serve with *bagoong alamang* over warm rice.

Pork Afritada



- Pork Afritada is a Filipino pork stew that resembles pork menudo. It is composed of pork shoulder that are cut into one-inch cubes, carrot, potato, and tomato sauce. It also includes green pea, freshly chopped tomato, and bay leaves.

Recipe

Ingredients:

- 2 lbs pork shoulder cubed
- 1 piece Knorr Pork Cube
- 3 pieces hot dog sliced
- 2 pieces carrots sliced into small wedges
- 2 pieces potato cube
- 8 oz. tomato sauce
- 3/4 cup green peas
- 1 piece tomato cubed
- 4 pieces dried bay leaves
- 1 piece onion chopped
- 6 cloves garlic chopped
- 3 cups water
- 3 tablespoons cooking oil
- Salt and ground black pepper to taste

Directions:

- STEP 1: Heat oil in a cooking pot.
- STEP 2: Once the oil gets hot, sauté onion and garlic until onion softens.
- STEP 3: Add pork Sauté until brown.
- STEP 4: Pour tomato sauce and water. Stir and let boil.
- STEP 5: Add Knorr Pork Cube. Stir. Add dried bay leaves. Cover and cook in medium heat for 30 minutes. Note: Add more water if needed.
- STEP 6: Add hotdogs. Cook for 10 minutes.
- STEP 7: Add carrot and potato. Cover and cook for 8 minutes.
- STEP 8: Add green peas. Cook for 3 to 5 minutes.



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- STEP 9: Season with salt and ground black pepper.
 - STEP 10: Transfer to a serving plate. Serve. Share and enjoy!

Chicken Adobo



- Chicken Adobo is a Filipino dish made by braising chicken legs (thighs and/or drumsticks) in a sauce made up of vinegar, soy sauce, garlic, and black pepper.
- It is tangy, salty, garlicky, slightly sweet, and spicy. The chicken is slowly simmered in the sauce making it flavorful and incredibly tender.

Recipe

Ingredients:

- 2 1/2 lbs. chicken cut into serving pieces
- 1 piece Knorr Chicken cube
- 2 cups lemon lime soda
- 1/4 cup soy sauce
- 1/2 cup white vinegar
- 5 pieces dried bay leaves
- 1 head garlic
- 2 teaspoons whole peppercorn
- 3 tablespoons cooking oil

Directions:

- STEP 1: Combine chicken, soy sauce, and 1-cup lemon lime soda. Mix. Marinate for at least 30 minutes.
- STEP 2: Heat oil in a pan. Pan-fry marinated chicken for 1 minute per side. Remove from the pan. Set aside.
- STEP 3: Using the remaining oil, sauté garlic until it browns. Put the pan-fried chicken back into the pan. Add remaining marinade, lemon lime soda, whole peppercorn, and dried bay leaves. Let boil.
- STEP 4: Pour-in vinegar. Let the mixture boil. Stir.
- STEP 5: Add Knorr Chicken Cube. Cover and reduce heat between low to medium. Cook for 20 minutes.
- STEP 6: Remove the cover of the pan. Adjust heat to medium. Continue cooking while stirring every few minutes until the sauce evaporates.
- STEP 7: Transfer to a serving plate. Serve. Share and enjoy!



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Ginisang Ampalaya w/ Egg and Shrimp



- *Ginisang Ampalaya na may Itlog at Hipon* or Sauteed Bitter Gourd with Egg and Shrimp is a simple Filipino dish that you can cook anytime. This is usually consumed either for lunch or for dinner along with warm rice.

Recipe

Ingredients:

- 1 small ampalaya cored and sliced
- 1 medium tomato chopped
- 1 small yellow onion chopped
- 3 cloves garlic crushed
- 1 egg
- 5 pieces medium shrimp shell removed
- 1/2 teaspoon garlic powder
- 1/4 teaspoon salt
- 1/4 teaspoon ground black pepper
- 3 tablespoons cooking oil

Directions:

- STEP 1: Sprinkle salt, ground black pepper, and garlic powder all over the shrimp. Rub. Let it stay for 5 minutes.
- STEP 2: Crack the egg and place in a bowl. Beat until smooth. Set aside.
- STEP 3: Spray or pour cooking oil in a wok. Pan-fry shrimp for 1 minute per side. Remove from the wok. Set aside.
- STEP 4: Pour oil on the wok. Let it heat-up.
- STEP 5: Sauté onion, garlic, and tomato. Continue to cook until the onion and tomato softens.
- STEP 6: Add the *ampalaya* (bitter gourd). Cook for 3 minutes.
- STEP 7: Pour beaten egg into the wok. Stir-fry until the eggs are cooked.
- STEP 8: Put the shrimp back into the wok. Stir.
- STEP 9: Season with salt and ground black pepper.
- STEP 10: Transfer to a serving plate. Serve. Share and enjoy!



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Turon



- Turon is a widely popular snack in the Philippines
- On its most basic form it is a sliced banana that is wrapped on a lumpia wrapper and is commonly sprinkled with brown sugar.
- Variation of this dish can be found on the content of it, such as dynamite (*siling labuyo*).
- With its sweet and crispy texture, there is no wonder why it became a staple snack on merienda shops throughout the Philippines.

Recipe

Ingredients:

- 6 pieces bananas saba or plantains, cut in half (lengthwise)
- 1 cup jackfruit ripe, sliced
- 1 ½ cup sugar
- 12 pieces lumpia wrapper
- 2 cups cooking oil

Directions:

- STEP 1: Roll the banana on the sugar plate and ensure that the banana is coated with enough sugar
- STEP 2: Place the banana with sugar coating in the spring roll wrapper and add some ripe jackfruit
- STEP 3: Fold and lock the spring roll wrapper, use water to seal the edge
- STEP 4: In a pan, heat the oil and put-in some sugar. Wait until the brown sugar floats
- STEP 5: Put-in the wrapped banana and fry until the wrapper turns golden brown and the extra sugar sticks on wrapper
- STEP 6: Serve hot as a dessert or snack. Share and Enjoy!



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Palitaw



- Palitaw is a small, flat, sweet rice cake eaten in the Philippines.
- It is made from glutinous rice (*malagkit*), coconut, and muscovado.
- Its chewy texture combined with its sweet taste makes Palitaw one of the staple dish on festivals around the Philippines.

Recipe

Ingredients:

- 2 cups glutinous rice flour
- ½ cup granulated sugar
- 1 cup water
- ½ cup sesame seeds roasted
- 1 cup grated coconut

Directions:

- STEP 1: Combine glutinous rice flour with water and mix until a dough is formed.
- STEP 2: Scoop about 2 tablespoons of dough then mold it into a ball-shaped figure.
- STEP 3: Flatten the ball-shaped dough using the palm of your hands.
- STEP 4: Boil water in a cooking pot then put-in the flattened dough.
- STEP 5: When the flattened dough starts to float, remove them from the pot and set it aside allowing water to drip.
- STEP 6: Combine sugar and roasted sesame seeds then mix well.
- STEP 7: Roll the rice cake in grated coconut then in the sugar-sesame seed mixture.
- STEP 8: Arrange in a serving plate then serve. Share and enjoy!

Kamote Cue



- Kamote Cue, a famous Filipino snack that's also commonly known as a sweet street food.



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- Slices of camote are fried to caramelized the brown sugar coated on them, and these simple steps are perfect for a quick to-go snack.
- If cooked right, it gives a crunchy exterior and soft interior that ensures that it isn't easy to get tired of.
- Anyone with a sweet tooth would be sure to enjoy this snack.

Recipe

Ingredients:

- 1 lb sweet potato sliced crosswise about 1.5 cm thick (Asian sweet potato is preferred)
- 1 cup brown sugar
- 1 cup cooking oil

Directions:

- STEP 1: Heat the pan and pour the cooking oil.
STEP 2: Let the cooking oil heat-up then put-in the brown sugar.
STEP 3: When the brown sugar floats, put-in the sweet potato and fry for 7 to 10 minutes. Flip the sweet potato once in a while to allow the sugar to stick.
STEP 4: Remove the sweet potato from the pan one after the other. You could directly skewer the fried sweet potatoes once removed from the pan.
STEP 5: Let it cool down for a few minutes then serve. Share and enjoy.

Banana Cue



- Banana Cue is another famous Filipino snack similar to camote cue in its cooking process, but it instead uses *saba* bananas.
- The caramelized sugar helps to give added texture to that of the *saba* banana's softer and chewier consistency.
- Perfect for anyone who especially likes sweets.
- In some parts of the Philippines, this food is even considered a delicacy.

Recipe

Ingredients:

- 6 pieces saging na saba
- 2 cups brown sugar
- 4 cups cooking oil

Directions:

- STEP 1: Heat a cooking pot then pour-in cooking oil.
STEP 2: When the oil becomes hot, deep fry the bananas for 2 minutes.



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- STEP 3: Gradually put-in the brown sugar, adjust the heat to medium-low and continue cooking until the melted brown sugar coats the bananas.
Note: Gently stir the bananas so that it can get coated with melted brown sugar easily.
- STEP 4: Remove the cooked bananas one by one and immediately skewer using a bamboo skewer. Note: 2 pieces per skewer is recommended.
- STEP 5: Let cool then serve.
- STEP 6: Share and enjoy!

Hotdog Sandwich



- A hotdog sandwich is a snack that's common in most places in the world.
- It's very simple process involving cooking the hotdog and merely placing it in a bun lets it be a very accessible snack.
- One way this sandwich can vary is through the different condiments you can put on top (such as ketchup and mayo).
- With the meaty hotdog and airy bun, the textures coincide with each other, and because of this, people around the world seem to enjoy this snack.

Recipe

Ingredients:

- 6 Tender Juicy hotdogs
- 6 hotdog buns

Directions:

- STEP 1: Bring a small pot of water to a boil.
- STEP 2: Add 1 hotdog. Boil uncovered for 4 to 6 minutes, until the hotdog has plumped up on all sides.
- STEP 3: Remove with tongs and dry on a paper-towel-lined plate.
- STEP 4: After drying, place the hotdog onto hotdog buns.
- STEP 5: Add any condiment of choice.



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Lugaw w/ Egg and Chicken



- Nothing comforts like a bowl of *Lugaw*. It's hearty and easy-to-makes and makes for a great meal when you're sick.
- Made primarily rice, water, and salt, this version has chicken in it, making it a healthier meal.
- Novice cooks will have an easy time putting this one together.
- Top with hardboiled eggs and crisp garlic bits.

Recipe

Ingredients:

- 2 lbs chicken cuts into serving pieces
- 1 kilo of rice
- 1 chicken cubes
- 4 hardboiled eggs
- 1 onion diced
- 1 ginger mince
- $\frac{1}{4}$ tsp of black pepper
- 2 to 3 tbsp of fish sauce (patis)
- 6 to 7 cups of water

Directions:

- STEP 1: Heat the cooking oil in a large pot over medium heat.
- STEP 2: Cook and stir the onion, garlic, and ginger in the hot oil until fragrant, about 5 minutes.
- STEP 3: Add the chicken; cook and stir together for 1 minute.
- STEP 4: Stir the fish sauce into the pot, cover, and cook another 2 minutes.
- STEP 5: Pour the chicken broth(cube) into the pot. Add the sweet rice and stir.
- STEP 6: Bring the mixture to a boil; cover and cook for 10 minutes, stirring occasionally to assure the rice is not sticking to the bottom of the pot.
- STEP 7: Season with salt and pepper.
- STEP 8: And serve it! Enjoy eating!



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Ginataang Bilo-bilo



- Our *Ginataang Bilo-bilo* is made fresh every day, having the proper balance of sweetness coming from the coconut cream and the jackfruit.
- This dish will take you back to your childhood when your grandparents *ginataang bilo-bilo* during *meriyenda*.

Recipe

Ingredients:

- 20 pieces glutinous rice balls (Bilo-bilo)
- 566.99 g jackfruit ripe, sliced
- 500 g water
- 480 g coconut cream
- 150 g granulated white sugar
- 228 g tapioca pearls cooked

Directions:

- STEP 1: Pour the water in a cooking pot. Bring to a boil.
- STEP 2: Add the coconut cream. Stir and cook until the mixture starts to boil again.
- STEP 3: Gradually stir-in the sugar.
- STEP 4: Add the ripe jackfruit. Cover and cook in low heat for 15 minutes.
- STEP 5: Add-in the *bilo-bilo*. Continue to cook for another 15 minutes while stirring every 3 minutes.
- STEP 6: Put-in the sago. Cook for 3 to 5 minutes.
- STEP 7: Transfer to a serving bowl. Serve.
- STEP 8: Share and enjoy!

Choco-choco Drink



- Our sweet and chocolaty Chico-choco will sure take you back to your childhood when you went to the market with your parents.



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Recipe

Ingredients:

- 1 pack inJoy Milk Tea Powder Mix 500 grams
- 4 liters water
- Ice

Directions:

- STEP 1: Dissolve InJoy Milk Tea powder in water.
- STEP 2: Add ice.
- STEP 3: If desired, may add inJoy pearls, nata de coco, or jellies.

Sago't Gulaman



- Our Sago't Gulaman will surely quench your thirst, the jelly that is present in the drink will make you wish that there should be more.

Recipe

Ingredients:

- cooked sago
- gulaman, cut into cubes
- arnibal syrup
- 1 kg cold water
- 1 teaspoon banana essence or vanilla extract
- crushed ice

For the Sago

- 113.4 g sago
- Water

For the Gulaman

- 1 bar (.35 ounce) gulaman
- 375 g water
- 100 g sugar

For the Syrup using Panutsa

- 226.8 g panutsa
- 250 g water



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For the Syrup using Brown Sugar

- 220 g dark brown sugar
- 250 g water

Directions:

To Make the Sago

- STEP1: In a pot over medium heat, bring enough water to cover sago pearls to a boil. Add sago pearls, stir gently, and cook for about 10 minutes or until translucent. Remove from heat, rinse well and drain.
- STEP 2: In the pot, add boiled sago and enough cold water to cover. Cook over medium heat, stirring occasionally, and bring to a gentle boil. When water has boiled for about 5 minutes, remove from heat, rinse well and drain.
- STEP 3: In the pot, add enough cold water to cover sago and again, bring to a gentle boil for about 5 minutes. Remove from heat, rinse well and drain. Repeat the process until sago pearls are tender but chewy and translucent with no white in the center. Rinse well and allow to cool.

To Make the Gulaman

- STEP 1: In a pot, shred agar agar and soak in 1 1/2 cups water for about 30 to 40 minutes.
- STEP 2: Over medium heat, bring to a boil and cook, stirring regularly, until agar melts.
- STEP 3: Add sugar and stir to dissolve. Continue to cook for about 10 to 15 minutes or until agar agar is completely melted.
- STEP 4: Remove from heat. Pour into a flat dish and allow to cool until agar agar is set and hardened. Cut into 1/2-inch cubes.

To Make Arnibal Syrup with Panutsa

- STEP 1: In a saucepan, combine the panutsa and water and cook, stirring occasionally, until completely dissolved.
- STEP 2: In a fine mesh sieve, strain syrup to rid of any impurities and return back in the saucepan. Continue to cook until slightly thickened. Remove from heat and allow to cool completely.

To Make Arnibal Syrup with Brown Sugar

- STEP 1: In a saucepan, combine water and sugar. Over medium heat, bring to a simmer, stirring occasionally, until sugar is dissolved, and liquid is clear and no longer cloudy.
- STEP 2: Remove from heat until completely cooled.

To Make Sago Gulaman Drink

- STEP 1: In a large pitcher, combine 4 cups of cold water and the arnibal syrup. Add banana essence or vanilla extract to taste. Stir well.
- STEP 2: In large glasses, add ice, cooked sago, and cubed gulaman. Add brown sugar liquid



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Buko Juice



- Buko “juice” is filling, hydrating, and oh-so-refreshing on a hot day, while the meat has a slightly sweet, delicate coconutty flavor that’s especially satisfying after a big meal.
- Coconut water is a very refreshing and healthy drink, it contains a lot of electrolytes, and minerals to replenish hydration levels in the body that’s why it can be used as an energy drink, liquid replacement for people suffering diarrhea and even as an intravenous fluid.
- So if you want some refreshing drink during summer I guess nothing will beat this, it will definitely quench your thirst compared to the unhealthy commercially available fizzy drinks.

Recipe

Ingredients:

- 2 young coconuts
- ice cubes
- coconut meat
- 2 tbsp. sugar (optional)

Directions:

- STEP 1: Prepare 2 young coconuts that are already cracked and clean by coconut vendor.
- STEP 2: Pour coconut/buko juice through a strainer into a glass to get rid any particles.
- STEP 3: Scrape coconut/buko meat with a spoon from the shell and add in the juice.
- STEP 4: Stir in sugar if you’re using one and add ice cubes and serve with straw.



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Buko Pandan Juice



- Buko Pandan is a popular Filipino Dessert made using young coconut, pandan leaves (or Screwpine leaves).
- At first glance, this dessert dish can be mistaken for Buko Salad and both desserts are almost similar visually.
- Traditionally, this dish is prepared by boiling Pandan leaves in order to extract its flavor.

Recipe

Ingredients:

- 1 1/2 cup young coconut cut into strips
- 5 ounces condensed milk
- 8 ounces Table cream or all-purpose cream
- 3 ounces powdered gelatin
- 1 1/4 cups water
- 6 drops Buko Pandan flavoring
- 2 scoops vanilla ice cream optional
- 1/2 cup sago pearls cooked (optional)

Directions:

- STEP 1: Mix gulaman, coconut water and sugar in a pot. Stir and bring to simmer. Pour into a container. Set aside to cool. Cut into cubes. (15mins)
- STEP 2: Combine Nestlé All Purpose Cream and Nestle® Carnation® Condensada. (2mins)
- STEP 3: Add pandan jelly and shredded coconut. Mix well and refrigerate overnight. Serve well chilled. (overnight).



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MATERIALS, MACHINERY AND EQUIPMENT

The table below shows the different equipment and ingredients needed for the production of each product.

MACHINE AND EQUIPMENTS

MATERIALS	QUANTITY	DESCRIPTION
	<ul style="list-style-type: none">Rossetti 7-Piece Brianna Cookware Set2 SetsPhp 12,999.50	<ul style="list-style-type: none">Multipurpose stainless-steel cookware perfect for every kitchen.Satin-finishedImpact-bonded encapsulated aluminum baseSuitable for all types of stoves
	<ul style="list-style-type: none">Acrylic Palamig Jar4 UnitsPhp 5,200.00	<ul style="list-style-type: none">Free ladle and nameplate to use.Juice containers to be used to serve beverages.Square Sizes:8x8x12" (10liters capacity)8x8x16" (12liters capacity)
	<ul style="list-style-type: none">Carbon Steel Chinese Wok (32cm)2 UnitsPhp 1,400.00	<ul style="list-style-type: none">Carbon Steel Body (cutting edge)Outside and inside: 2-layer non-stick coatingInduction readyThickness: 1.5mm



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	<ul style="list-style-type: none">• Casserole (24cm)• 4 Units• Php 3,956.40	<ul style="list-style-type: none">• Made of aluminum• Non-stick coating• High heat resistance• Riveted Bakelite handle• Anti-abrasion• High heat retention• Heats up quickly & evenly• Ladle rest on the knob• Ideal for healthy cooking
	<ul style="list-style-type: none">• Cutting Board• 6 Units• Php 1,079.70	<ul style="list-style-type: none">• Made of PE plastic• With antibacterial protection• Drip juice grooves• Dishwasher safe
	<ul style="list-style-type: none">• 2 Door Refrigerator• 1 Unit• Php 25, 995.00	<ul style="list-style-type: none">• Two-door• Multi air flow• Low voltage startability• Tempered glass shelves• Freezer capacity: 28l• Fresh food capacity: 122l• Total shelf area: 150l



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	<ul style="list-style-type: none">• Air Fryer• 2 Units• Php 4,998.00	<ul style="list-style-type: none">• Plastic body• Frying grill and non-stick coating frying pan• 30-minute timer with auto shut off• Cool touch hand grip• Adjustable temperature up to 200 degrees Celsius• Non-slip footing• 2.1-liter capacity
	<ul style="list-style-type: none">• Gas Range (60cm)• 2 Units• Php 53,990.00	<ul style="list-style-type: none">• 4 Gas Burners with Wok Burner• Cast Iron Pan Support• Full Electric Ignition• Minute Minder• Gas Oven/Gas Grill• 3 Cooking Functions
	<ul style="list-style-type: none">• Spatula/ Kitchen Turner• 6 Units• Php 1,194.00	<ul style="list-style-type: none">• Made of nylon• BPA-free• Concavo-convex processing that makes it difficult for rice to stick• Heat resistant temperature: 200°C
	<ul style="list-style-type: none">• Stainless Steel Knife Set and Knife Block• 3 Sets• Php 1,199.40	<ul style="list-style-type: none">• Set includes 4 knives and a knife block• High-quality stainless-steel knives• Resistant to oxidation• Dishwasher safe



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	<ul style="list-style-type: none">• Stainless Soup Ladle• 5 Units• Php 1,599.00	<ul style="list-style-type: none">• Made of stainless steel• Matte polish finishing• Practical non-slip handle design• Eco-friendly• Odorless and durable
	<ul style="list-style-type: none">• Large Pot (28cm)• 3 Units• Php 7,199.40	<ul style="list-style-type: none">• Sauce pot• Stainless steel• Encapsulated impact bonded aluminum bottom• Suitable for all type of stoves
	<ul style="list-style-type: none">• Measuring Cups/bowls Set• 3 Sets• Php 2,697.00	<ul style="list-style-type: none">• Made of PP plastic• High-quality• Strong and durable• Stackable for easy kitchen storage• Non-slip base
	<ul style="list-style-type: none">• Medium Pot (24cm)• 2 Units• Php 3,519.60	<ul style="list-style-type: none">• Sauce pot• Stainless steel• Encapsulated impact bonded aluminum bottom• Suitable for all type of stoves



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	<ul style="list-style-type: none">• Mixing Bowl• 3 Sets• Php 2,399.25	<ul style="list-style-type: none">• Made of stainless steel• Easy for wash and clean• Dishwasher-safe• For cooking and baking
	<ul style="list-style-type: none">• Rectangular Container• 8pcs• Php 638.80	<ul style="list-style-type: none">• Made of polypropylene• BPA-free• Food safe, microwave safe, freezer safe• Can withstand up to 120 degrees and -20 degrees Celsius
	<ul style="list-style-type: none">• Rice Cooker• 2 Units• Php 4,098.00	<ul style="list-style-type: none">• Non-toxic ceramic coating• Eco-friendly non-stick pot• Cooks up to 10 cups of rice• Multi-function: Rice cooker, warmer, shabu-shabu
	<ul style="list-style-type: none">• Serving Spoon• 4 Units• Php 359.08	<ul style="list-style-type: none">• Made of high-quality stainless steel• Mirror finish• Dishwasher safe



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	<ul style="list-style-type: none">• Spider Skimmer• 1 Unit• Php 80.00	<ul style="list-style-type: none">• Strainer• Good for frying• Stainless• Heat Resistant and durable
	<ul style="list-style-type: none">• Stainless Tong• 2 Units• Php 479.60	<ul style="list-style-type: none">• Made of stainless steel• Food contact safe• Easy sliding lock mechanism• Self-standing design• Mirror polish finishing• Odorless and durable
	<ul style="list-style-type: none">• Kitchen Scale/ Weighing Scale• 2 Units• Php 1,299.50	<ul style="list-style-type: none">• Tempered glass platform• Capacity: 5kg. / 1g• Units: g., lb., oz., and ml.
	<ul style="list-style-type: none">• Whisk• 2 Units• Php 398.40	<ul style="list-style-type: none">• Made of stainless steel• For fluffy dough and foamy creams• Close-meshed stirring wires• Soft-touch grip• With hole for hanging• Dishwasher-safe



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SUPPLIER OF RAW MATERIALS (*one month consumption*)

Raw Materials	Quantity	Price
Agar Agar Bars	0.50 kg	₱2,280.00
All-Purpose Flour	45.04 kg	₱1,680.00
Ampalaya	107.82 kg	₱1,920.00
Annato Seeds	7.68 kg	₱480.00
Baby Bok Choy	16.80 kg	₱240.00
Bacon	60 kg	₱6,360.00
Bagoong Alamang	12.38 kg	₱1,800.00
Baking Soda	0.54 kg	₱1,920.00
Banana Blossoms	18 kg	₱1,872.00
Bangus	90 kg	₱4,320.00
Beef (Kaldereta Cut)	108.86 kg	₱6,720.00
Beef Sirloin	327.31 kg	₱9,120.00
Black Pepper	1.86 kg	₱2,880.00
Broccoli	24.57 kg	₱8,448.00
Brown Sugar	167.94 kg	₱1,152.00
Butter	3.41 kg	₱1,440.00
Cabbage	360 kg	₱1,440.00
Carrots	69.12 kg	₱2,160.00
Cauliflower	27 kg	₱4,416.00
Cheddar Cheese	13.56 kg	₱1,200.00
Chicken (whole)	520.42 kg	₱4,080.00
Chicken Breast	20.41 kg	₱2,160.00
Chicken Legs	18 kg	₱840.00
Chilli Flakes	0.51 kg	₱1,920.00
Chinese Eggplant	29.40 kg	₱2,160.00
Choco-Choco Mix	360 kg	₱9,786.24



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Cocoa Powder	18 kg	₱3,240.00
Coconut	1152 kg	₱1,200.00
Coconut Cream	144 L	₱1,560.00
Coconut Milk	176.62 L	₱1,440.00
Condense Milk	129.6 L	₱1,224.00
Cooking Oil	214.83 L	₱288.00
Cornstarch	1.43 kg	₱1,296.00
Dark Brown Sugar	26.40 kg	₱888.00
Dried Bay Leaves	1.94 kg	₱600.00
Egg	200.81 kg	₱156.00
Evaporated Milk	3.6 L	₱636.00
Fresh Milk	22.92 L	₱1,632.00
Garlic	102.69 kg	₱9,120.00
Garlic Powder	1.61 kg	₱17,184.00
Ginger	11.16 kg	₱3,840.00
Glutinous Rice	81.72 kg	₱1,440.00
Glutinous Rice Flour	70.29 kg	₱1,320.00
Granulated Sugar	36 kg	₱1,200.00
Grated Coconut	13.68 kg	₱840.00
Green Finger Chili	58.82 kg	₱9,600.00
Green Peas	54.61 kg	₱360.00
Gulaman	7.14 kg	₱240.00
Hotdog	115.2 kg	₱4,800.00
Hotdog Buns	36 kg	₱960.00
Ice	1440 kg	₱672.00
Kamote	54.43 kg	₱2,088.00
Kangkong Leaves	60 kg	₱1,320.00
Knorr Beef Cubes	1.20 kg	₱168.00
Knorr Chicken Cubes	23.4 kg	₱168.00
Knorr Liquid Seasoning	10.65 L	₱2,400.00



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Knorr Pork Cubes	7.2 kg	₱720.00
Knorr Shrimp Cubes	0.72 kg	₱864.00
Knorr Sinigang Mix	36 kg	₱552.00
Labanos	42 kg	₱3,360.00
Lakatan	79.2 kg	₱720.00
Laurel Leaves	2.52 kg	₱72.00
Lemon Lime Soda	85.14 L	₱1,896.00
Liver Spread	4.86 kg	₱456.00
Lumpia Wrapper	0.72 kg	₱1,632.00
Maggi "Magic Sarap"	1.94 kg	₱3,552.00
Malunggay Leaves	21.6 kg	₱1,200.00
Monggo Beans	25.2 kg	₱1,080.00
Okra	180 kg	₱1,200.00
Onion	206.73 kg	₱2,400.00
Oyster Sauce	5.70 L	₱2,280.00
Pandan Extract	3.6 L	₱1,440.00
Patis	41.32 L	₱288.00
Peanut Butter	43.2 kg	₱840.00
Pechay	360 kg	₱1,440.00
Pepper	3.18 kg	₱2,040.00
Pineapple Juice	42.59 L	₱630.24
Pork (Pata)	163.29 kg	₱4,197.12
Pork Belly	105.12 kg	₱8,160.00
Pork Loin	720 kg	₱5,280.00
Pork Shoulder	163.26 kg	₱7,200.00
Pork Strips	45 kg	₱8,160.00
Potato	117.54 kg	₱1,920.00
Quail Egg	2.16 kg	₱2,640.00
Red Bell Pepper	90 kg	₱4,416.00
Red Chili	21.6 kg	₱1,800.00



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Rice	1493.93 kg	₱864.00
Roasted Sesame	12.78 kg	₱2,280.00
Saging na Saba	760.32 kg	₱1,800.00
Sago	13.61 kg	₱984.00
Salt	33.03 kg	₱600.00
Shrimp	1.26 kg	₱14,400.00
Shrimp Paste	72 kg	₱2,280.00
Skinless Longganisa	40.86 kg	₱6,240.00
Soy Sauce	54.12 L	₱264.00
String Beans	67.5 kg	₱1,680.00
Tapioca Pears	27.36 kg	₱2,280.00
Taro	48 kg	₱480.00
Taro Leaves	7.2 kg	₱1,080.00
Tomato	145.28 kg	₱1,200.00
Tomato Sauce	70.26 L	₱648.00
Vanilla Extract	0.55 L	₱936.00
Vegetable Oil	130.41 L	₱1,080.00
Vinegar	106 L	₱384.00
Water	3302.34 L	₱480.00
White Sugar	75.23 kg	₱408.00
Whole Peppercorn	8.29 kg	₱1,920.00
Young Corn	71.5 kg	₱1,296.00
Total		₱270,693.60



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FINANCIAL PLAN

INCOME STATEMENT

The table below shows the income statement of YCOM Restaurant starting from its first year of business until its third year. The raise of sales were estimated to at least 10% per year.

YCOM RESTAURANT
Projected Income Statement for 1 Year

Revenue	₱	57,455,537.54
Cost of Good Sold:		
Materials	₱	136,779.63
Ingredients	₱	16,267,136.03
Other Direct Expenses	₱	1,742,400.00
	₱	18,146,315.66
Gross Profit (Loss)		
	₱	39,309,221.88
Expenses:		
Other Operating Expenses:		
Promotional Activities	₱	12,880.08
Permits	₱	18,000.00
Utilities	₱	42,000.00
Gas	₱	18,000.00
Rent	₱	180,000.00
Salary	₱	158,400.00
Income before Taxes	₱	38,879,941.80
Tax (30%)	₱	11,667,846.56
Net Income (Loss)	₱	27,215,959.26

YCOM RESTAURANT
Projected Income Statement for 2 Years

Revenue	₱	574,555,375.40
Cost of Good Sold:		
Materials	₱	1,367,796.30
Ingredients	₱	162,671,360.30
Other Direct Expenses	₱	17,424,000.00
	₱	181,463,156.60
Gross Profit (Loss)		
	₱	393,092,218.80
Expenses:		
Other Operating Expenses:		
Promotional Activities	₱	128,800.80
Permits	₱	180,000.00
Utilities	₱	420,000.00
Gas	₱	180,000.00
Rent	₱	1,800,000.00
Salary	₱	1,584,000.00



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Income before Taxes	₱ 388,799,418.00
Tax (30%)	₱ 116,678,465.64
Net Income (Loss)	₱ 272,159,592.60

YCOM RESTAURANT Projected Income Statement for 3 Years

Revenue	₱ 5,745,553,754.00
Cost of Good Sold:	
Materials	₱ 13,677,963.00
Ingredients	₱ 1,626,713,603.00
Other Direct Expenses	₱ 174,240,000.00
	₱ 1,814,631,566.00
Gross Profit (Loss)	₱ 3,930,922,188.00
Expenses:	
Other Operating Expenses:	
Promotional Activities	₱ 1,288,008.00
Permits	₱ 1,800,000.00
Utilities	₱ 4,200,000.00
Gas	₱ 1,800,000.00
Rent	₱ 18,000,000.00
Salary	₱ 15,840,000.00
Income before Taxes	₱ 3,887,994,180.00
Tax (30%)	₱ 1,166,784,656.40
Net Income (Loss)	₱ 2,721,595,926.00



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APPENDICES

SUPPLIERS

The table below shows the suppliers that YCOM Restaurant will be associated with in terms of the supplement of raw materials and equipment.

NAME OF SUPPLIERS	DESCRIPTION	CONTACT INFORMATION
Sikap Farm	- Suppliers for fruits, vegetables, and meats.	Website: https://sikapfarms.com/ Facebook page: https://www.facebook.com/sikapfarms
Wet market	- Suppliers for packaging(for take-outs) and for drink mixes	N/A
Puregold	- Suppliers for condiments and spices	N/A
Alexon beer and soft drinks dealer	- Suppliers for soft drinks, beer, and bottled juices, and water.	http://www.philippineguide.net/poi.php?id=381476
SM Appliances	- Suppliers for equipment for cookery and dining supplies.	Phone Number: (02) 8800 3451



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DEFINITION OF TERMS

Capitalization - The transformation of pay or resources into capital, or the arrangement of capital for an organization.

Cravings – It is a desire for something and or longing in urgency to a certain things or behavior.

Customer-Oriented Model – A person who engaged in customer satisfaction or a person's abilities, understanding the customer's needs and expectations to boost sales for a particular merchandise or product.

Distribution – It is the act of selling and delivering products or services to manufacturers and customers.

Epitome – A short explanation of a work or a project done or a brief statement to a subject pertaining to its character.

Fixed Cost – An expense that doesn't change over the present moment, creation volumes increment or abatement.

Flow of Operations – It is the flow on which the business will take place; This are the steps that is executed from start to finish in ensuring the goals of the business are met.

Income – This includes all the revenues generated in the business.

Management – It is a process of managing things and/or dealing with people.

Manufacturing Process – Systems and procedure of producing a product. Thus includes time studying on every operation involve, manpower and materials needed to complete a finish product.

Operations – It is the harvesting of value from assets owned by a business.

Profit – A gain in investment or the amount of capital invested or to the value of sales in return like excess to the amount invested for a particular product or services by gaining additional amount as income by through sales.

Projection – It is an estimate or forecast of a future situation.

Promotion - It is a raise in a company position of an individual and advertising a merchandise through media sources.

Sales – Dealing of a product, merchandise or services to a person or individual as customer in exchange for a price as payment for its purpose or needs

Umay - It is a Filipino word which means dissatisfaction or sick/tired of something.



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CURRICULUM VITAE



Althea Zandra D. Diaz

Chief Executive Officer (CEO)

Contact

- Block 2 Lot 16, Greentown
Villas 2, Aquarius St. Bayanan,
Bacoor, Cavite
- 0998-560-4108
- azddiaz04@gmail.com

Personal Background

- Age**
18 years old
- Gender**
Female
- Civil Status**
Single
- Religion**
Roman Catholic
- Nationality**
Filipino
- Mother's Name**
Medea D. Diaz
0922-802-0492
- Father's Name**
Angelo L. Diaz
0908-896-8214

Career Objective

To be able to provide efficient plans and decision makings for what the business can do to serve the customers. To lead the team and the business in the right track with carefulness and thoughtfulness for recognizing each and everyone's capabilities.

Academic Qualifications

- University of Perpetual Help System DALTA, Las Piñas Campus** 2020-Present
Senior High School
With High Honors
- The Bearer of Light and Wisdom Colleges, Main Campus** 2016-2020
Junior High School
With High Honors
- The Bearer of Light and Wisdom Colleges, Annex Campus** 2010-2016
Elementary

Key Attributes

- Understanding, cooperative, and approachable
- Excellent Leadership skills and communication skills
- Creative and very willing to listen to what others have in stored regarding a certain idea in the betterment of the business.

Selected Achievements

- Best Leader Award – Pathfinder (2018)
- 2nd Place in Group Radio Broadcasting Contest (2019)
- Artist of the Year (2019)
- Masigasig Award (2019)
- 2nd Place in Film Critique Writing Contest (2020)

Skills Acquired Whilst Studying

- Media Literate and is very cautious in doing any media related work
- Has good time management in handling works in specific task
- Can work independently and efficiently
- Proficient in Microsoft Office Works include Word, PowerPoint Presentations, and Excel



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John Christian S. Orayle

Production Manager

Contact

- Block 8 Lot 29C P. Liwanag St.
BF Resort Village, Brgy. Talon
Dos, Las Piñas City
- 0999-875-4335
- johnjco35@gmail.com

Personal Background

- Age**
18 years old
- Gender**
Male
- Civil Status**
Single
- Religion**
Roman Catholic
- Nationality**
Filipino
- Mother's Name**
Emily S. Orayle
0917-526-0892
- Father's Name**
Elmer M. Orayle
0917-838-5661

Career Objective

To promote efficient production processes that result in high-quality products and services. Also, employees are able to be put in a work environment that is both safe and accommodating of their basic needs.

Academic Qualifications

- University of Perpetual Help System DALTA, Las Piñas Campus** 2020-Present
Senior High School
With High Honors
- St. Mary's Academy – Pasay City** 2016-2020
Elementary to Junior High School
- Escuela De Bau Lasa** 2008-2010
Kindergarten – Preparatory

Key Attributes

- Ability to work under great pressure
- Culinary skills that can be used for efficient production
- Approachable, has good leadership, and quick-witted in decision-making

Selected Achievements

- With Honors (Grade 7-10, 2016-2020)
- With High Honors (Grade 11, 2020-2021)
- With High Honors (1st Quarter, 2021-2022)

Skills Acquired Whilst Studying

- Proficiency in managing large groups
- Quick and intuitive in making decisions even while under large amounts of stress
- Skilled in using various kitchen tools and methods
- Proficiency in communicating with both English and Tagalog



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Brylle B. Tesiorna

Production Manager's Assistant

Contact

Block 2 Lot 17 Phase 2, Camia
St., T.S. Cruz Subdivision,
Almanza Dos, Las Piñas City
0966-916-5492
Bryllebry31@gmail.com

Personal Background

- Age
17 years old
- Gender
Female
- Civil Status
Single
- Religion
Roman Catholic
- Nationality
Filipino
- Mother's Name
Elena B. Tesiorna
0908-451-4777
- Father's Name
Pedro P. Tesiorna
0927-378-6095

Career Objective

To provide administrative support to the production team/s. To sustain and inform numerous office systems to ensure that the production will work efficiently at all times.

Academic Qualifications

- University of Perpetual Help System DALTA, Las Piñas Campus 2020-Present
Senior High School
With High Honors
- San Roque Catholic School 2016-2020
Junior High School
With Honors
- Almanza Elementary School T.S Cruz Annex 2010-2016
Elementary

Key Attributes

- Approachable and good personality
- Hardworking and exert all efforts

Selected Achievements

- Quiz Bee 3rd runner up (2016)
- SRCS Sports fest Volleyball 1st runner up (2017 & 2018)/ Champion (2019)
- Bulletin Board Winner (2019)
- With Honors (Grade 7-10, 2016 – 2020)
- With High Honors (1st Quarter, 2020 – 2021)

Skills Acquired Whilst Studying

- Improved skills on presentation and making PowerPoint
- Build a time management and prioritize schedule
- Understand the importance of reaching out for help
- Enhanced the ability to take down notes



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Jericho Emmanuel T. Pacia

Financial Manager

Contact

- 2 Apollo V Street Moonwalk
Village Las Piñas City
- 0949-943-9874
- pacajericho13@gmail.com

Personal Background

- Age**
18 years old
- Gender**
Male
- Civil Status**
Single
- Religion**
Roman Catholic
- Nationality**
Filipino
- Mother's Name**
Mary Jean T. Pacia
0999-886-1253
- Father's Name**
Jerold John P. Pacia
0921-456-4066

Career Objective

To help the business have a stable financial plan that will be sustained in the future.

Academic Qualifications

- University of Perpetual Help System DALTA, Las Piñas Campus** 2020-Present
Senior High School
With Honors
- University of Perpetual Help System DALTA, Las Piñas Campus** 2016-2020
Junior High School
- Mayflower Academy of Las Piñas** 2007-2016
Elementary

Key Attributes

- A friendly, approachable, and caring demeanor
- Excellent leadership and communication skills.
- Good management skills

Selected Achievements

- Perfect attendance for 4 years Awardee (2016-2020)
- Best in Deportment for 2 years (2018-2019)
- Best in Computer (2019)

Skills Acquired Whilst Studying

- Proficient in leading a team
- Has the ability to work independently and create decisions confidently



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Senior High School Department SY 2020-2021



Rojenel Dwayne J. Costa

Financial Manager's Assistant

Contact

- Block 6 Lot 19-20 Israel St.
Saudia Village Pag-Asa 2, Imus
Cavite
- 0998-540-2359
- dwaynesweetenercosta1829@gmail.com

Personal Background

- Age**
18 years old
- Gender**
Male
- Civil Status**
Single
- Religion**
Roman Catholic
- Nationality**
Filipino
- Mother's Name**
Jessa J. Costa
0908-894-2325
- Father's Name**
Rogelio E. Costa Jr.
0998-540-2359

Career Objective

Responsible for the day-to-day tasks in a financial department. A few of the main duties of a finance assistant are data entry into the system, preparing a balance sheet, updating financial records, and processing invoices

Academic Qualifications

- University of Perpetual Help System DALTA, Las Piñas Campus** 2020-Present
Senior High School
- St. Michael's Institute of Bacoor** 2016-2020
Junior High School
- St. Martin De tour School of Cavite** 2010-2016
Elementary

Key Attributes

- Willingness to learn
- Honesty
- Detailed oriented

Selected Achievements

- Best in Mathematic (2013)
- With High Honor (Grade 5, 2014-2015)
- Best in Science (2015)
- 2nd Place Milo's Best (Swimming lesson, 2016-2017)

Skills Acquired Whilst Studying

- Self-Motivation
- Time-management
- Organization



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Ryzhel Ann Mae C. Quilala

Marketing Manager

Contact

- 📍 #05 Tabon 1, Brgy. Daniel
Fajardo, Las Piñas City
- 📞 0991-240-5752
- ✉️ ryzhelquilala10@gmail.com

Personal Background

- **Age**
17 years old
- **Gender**
Female
- **Civil Status**
Single
- **Religion**
Roman Catholic
- **Nationality**
Filipino
- **Mother's Name**
Rochelle R. Carcellar
0991-231-8165
- **Father's Name**
Ramon J. Quilala
0991-240-5720

🎯 Career Objective

To get a job as a marketing professional who can utilize the skills and qualities of a professional marketer. To increase product sales by attracting new customers.

🎓 Academic Qualifications

- **University of Perpetual Help System DALTA, Las Piñas Campus** 2020-Present
Senior High School
With High Honors
- **Las Pinas National High School - Main** 2016-2020
Junior High School
With Honors
- **Daniel Fajardo Elementary School** 2010-2016
Elementary

🔑 Key Attributes

- Forward planning
- Great time management
- Good in collaborations and teamwork

🏆 Selected Achievements

- 2nd Place in Slogan Making Contest (2019)
- With Honors (Grade 11, 2020-2019)
- With High Honors (1st Quarter, 2021-2022)

🧠 Skills Acquired Whilst Studying

- Has experience in using a computer and the most major software platforms
- Can work under pressure while handling multiple projects at once
- Has the skill to balance the benefits and disadvantages of a project, client, or product



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Mikhaila M. Savino

Marketing Manager's Assistant

Contact

- Block 34 Lot 16 San Marco Street, Moonwalk Village, Talon Singko, Las Pinas City
- 0927-554-5272
- mikhaila8243@gmail.com

Personal Background

- Age**
18 years old
- Gender**
Female
- Civil Status**
Single
- Religion**
Roman Catholic
- Nationality**
Filipino
- Mother's Name**
Marieta M. Savino
0926-381-5118
- Father's Name**
Alexander A. Savino
0935-200-1118

Career Objective

As the Marketing Manager Assistant it is important to be a goal-oriented individual with ability to schedule and prioritize responsibilities. Looking to gain the role of Marketing Manager Assistant in a challenging and dynamic environment, coming with impressive ability in handling IT systems, inventory management, and excellent customer service skills.

Academic Qualifications

- University of Perpetual Help System DALTA, Las Piñas Campus** 2020-Present
Senior High School
- Mary Immaculate Parish Special School** 2016-2020
Junior High School
- Moonwalk Elementary School** 2010-2016
Elementary
With Honors

Key Attributes

- Makes Informed Decision.
- Good at making a culture that has a mutual trust.
- Open to New Ideas

Selected Achievements

- MIPSS Chorale Champion (JHS)
- Lakambini ng Wika Champion (2018-2020)

Skills Acquired Whilst Studying

- Good decision making.
- Good at making organization.
- Listening



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Winmari S. Manzano

Operation Manager

Contact

- BI038 F. Miranda St.
Sineguelasan, City of Bacoor,
Cavite
- 0955-283-9952
- winmari.manzano@perpetual.edu.ph

Personal Background

- Age**
19 years old
- Gender**
Male
- Civil Status**
Single
- Religion**
Roman Catholic
- Nationality**
Filipino
- Mother's Name**
Anna Marrie Manzano
434-6138
- Father's Name**
Winlove Manzano
0908-9717-271

Career Objective

To ensure the flow of operations of the business to go smoothly. Develop and shape the workspace by hiring exceptional individuals and provide a toxic-free work environment.

Academic Qualifications

- University of Perpetual Help System DALTA, Las Piñas Campus** 2020-Present
Senior High School
- Bacoor Unida Evangelical School** 2016-2020
Junior High School
- Bacoor Unida Evangelical School/Dr. Espero EF. College** 2010-2016
Elementary

Key Attributes

- An optimistic and team-oriented leader
- A good listener for the latest trends and suggestions of the customers and the employees.
- A well-versed person to conversations.

Selected Achievements

- Mathematics Trainers' Guild of the Philippines passer (2019)
- 99th+ Percentile Academic Track, ABM, GSA NCAE (2019)
- Best in Research Paper (2019,2020)

Skills Acquired Whilst Studying

- Has the ability to work independently and create decisions confidently
- Ability to communicate well with other people
- Ability to adapt to the latest trends and make flexible decisions