



BEYOND CLOTHING



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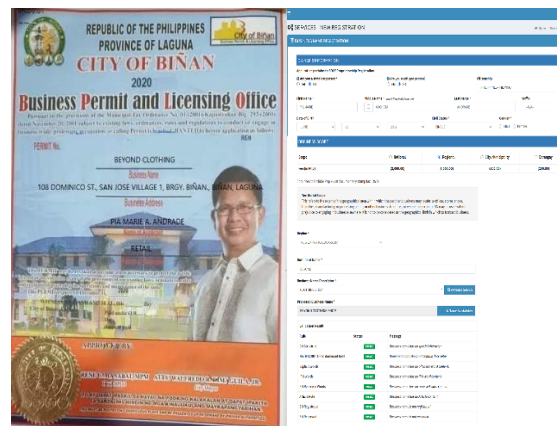
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Executive Summary: BEYOND CLOTHING, a sole proprietorship business formed in February 2020 by Pia Andrade, officially started operations in November 2020 with the mission to provide athletic apparel to Generation Y and Generation Z residing in Region IV-A as they want to help promote healthy lifestyles. BEYOND CLOTHING offered athletic Coolpass fabric shirts priced at Php 400.00 which are available in five sizes and four colors as their flagship product. They diversified into athletic Taslan shorts priced at Php 349.00, which are available in two sizes and two colors. BEYOND CLOTHING entered the athletic apparel market using the market penetration pricing strategy. BEYOND CLOTHING used digital marketing in advertising their products. Both their flagship product and their product diversification, featuring designs made and owned by BEYOND CLOTHING, are comfortable and durable. The strengths of BEYOND CLOTHING that set it apart from its competitors are its products' durability and features, their meet-up and delivery services, their efficient teamwork, their good supplier relationship and inventory management, and their effective advertising. A total of 120 shirts were produced by the business with a start-up capital of Php 30,000.00 sourced from the owner and the managers. As their break-even was reached, BEYOND CLOTHING allocated Php 3,800.00 for their product diversification. BEYOND CLOTHING will continue its operations after graduating at the end of the academic year.

Key Words: sole proprietorship; athletic apparel; shirts; shorts; digital marketing

I. BUSINESS REGISTRATION AND ORGANIZATION

BEYOND CLOTHING was able to accomplish three business registrations in the course subject Practical Research 3 for their business simulation's operations. They registered the business operations under the city of Biñan and the business name with the Department of Trade and Industry. They were also able to complete Form 1901 of the Bureau of Internal Revenue.





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Application for Registration 1901
January 2019/2020

Part I - Taxpayer Information

1 Philippine Number (PSNY) _____
2 Registering Office: Local Office Branch Office

3 DTR Registration Date: _____
4 Taxpayer Identification Number (TIN): 000 000 000
5 RDO Code: _____

6 Taxpayer Type: Sole Proprietorship (Sole Resident Citizen)
 Resident Alien - Single Proprietorship
 Resident Alien - Professional
 Professional - Local and (PRC, BFP)
 Professional - Foreign
 Professional and Single Proprietor
 Married Individual Partner - Corporation Income Tax Return
 Single Proprietor

7 Taxpayers' Marital Status (Check one): Single Married Widowed Legally Separated

8 Gender: Male Female Civil Status: Single Married Widowed Legally Separated

9 Date of Birth/Organization Date: _____
10 Place of Birth: _____

12 Mother's Maiden Name: MARIA CARLA H. ANCHETA
13 Father's Name: ALVEN DOMENICO ANDRADE

14 Citizenship: Filipino Other Citizenship: _____

15 Local Residence Address (Mailing Address):
 Street: DOMINICO STREET SAN JOSE VILLAGE 1
 City: LAGUNA
 Province: LAGUNA
 ZIP Code: 4024

16 Business Address:
 Street: DOMINICO STREET SAN JOSE VILLAGE 1
 City: LAGUNA
 Province: LAGUNA
 ZIP Code: 4024

17 Home Address:
 Street: DOMINICO STREET SAN JOSE VILLAGE 1
 City: LAGUNA
 Province: LAGUNA
 ZIP Code: 4024

18 Contact Details:
 Landline Number: 091776793000
 Mobile Number: 091776793000
 Email Address (required): pia.andrade@beyondclothing.com

22 Preferred Contact Type: Landline Number Mobile Number Email Address (required)

23 Are you pooling of the 3% income tax rate option in lieu of graduated rates? Yes No

Part II - Authorized Representative

29 Relationship to Taxpayer: Sole Proprietorship Partnership Corporation

Authority to Print Receipts and Invoices

48A Printer's Name: BEYOND CLOTHING
48B Printer's TIN: 000 000 000
48C Printer's Accreditation Number: _____
48D Date of Accreditation (maximum): _____

48E Registered Address: DOMINICO STREET SAN JOSE VILLAGE 1 LAGUNA
48F Registered Phone Number: 091776793000
48G Registered Email Address: pia.andrade@beyondclothing.com

48I Contact Number: _____
48J E-mail Address: _____
48K Printer or Receipts Issued: Receipts Invoices Others

48L Descriptions of Receipts and Invoices: Receipts Invoices Other Receipts Other Invoices

Part VI - For Employees with Two or More Employers Multiple Employments Within the Calendar Year

41 Types of Multiple Employments: Part-time employment Full-time employment Seasonal employment Other

41A Nature of Employer: _____
41B Title of Employer: _____

41C Name of Employer: _____
41D Title of Employer: _____

41E Declaration: _____

Part VII - Personal Current Employment Information

42 Type of Current Employment: Full-time Part-time Seasonal Other

42 Employer's Name: BEYOND CLOTHING
42 Employer's TIN: 000 000 000
42 Employer's Address: DOMINICO STREET SAN JOSE VILLAGE 1 LAGUNA
42 Employer's Contact Number: 091776793000
42 Employer's E-mail Address: pia.andrade@beyondclothing.com

42F Declaration: _____

Part VIII - Payment Details

43 Billing Year: 2020
43 Total of Payment (maximum): _____
43A ID: _____
43B ID: _____

44 Tax Type: RF MF Other
44 Number of Payment: 1
44 Type of Payment: FULL PAYMENT

45 Payment Fee: 0.00
46 Permitted Receipts / Invoices: 000
47 Fees: Penalties: 0.00, Surcharges: 0.00, Interest: 0.00, Composites: 0.00

48 Total Amount Payable (Sum of Items 45A, 46 and 47C): 0.00

Business Registration

31 Address Types: Residential Place of Business Employer Address

32 Local Residence Address: DOMINICO STREET SAN JOSE VILLAGE 1 LAGUNA

33 Preferred Contact Type: Landline Number Mobile Number Email Address (required)

Part IV - Business Information

34 Single Business Number: _____

35 Primary/Secondary Business Name: BEYOND CLOTHING
 Primary: BEYOND CLOTHING DEPARTMENT OF TRADE AND INDUSTRY
 Secondary: BEYOND CLOTHING DEPARTMENT OF TRADE AND INDUSTRY

36 Business Details:
 36A Business Code: 48111
 36B Business Name: BEYOND CLOTHING
 36C Business Address: DOMINICO STREET SAN JOSE VILLAGE 1 LAGUNA
 36D Date of Registration: 02/20/2020
 36E Date Based on Activity: 02/20/2020

37 Nature of Registration: Accreditation Renewal

37A Registration / Accreditation Number: _____
 37B Business Name: BEYOND CLOTHING
 37C Date Based on Activity: 02/20/2020

37D Registered Activity: Retail Trade Wholesale Trade Manufacturing Construction Services Agriculture, Forestry and Fishing Mining and Quarrying Other

38 Facility Details:
 38A Facility Code: 000
 38B Facility Type: 000
 38C Facility Address: DOMINICO STREET SAN JOSE VILLAGE 1 LAGUNA
 38D Facility Contact Number: 091776793000
 38E Facility E-mail Address: pia.andrade@beyondclothing.com

Part V - Tax Type

39 Tax Type: Willingness to Pay Registration Fee Excise Tax Other

40 Compensation: Exempted Final Fringe Benefits 2% Salary Supplement Percentage Tax 10% Final Tax 15% Final Tax 20% Final Tax 25% Final Tax 30% Final Tax 35% Final Tax 40% Final Tax 45% Final Tax 50% Final Tax 55% Final Tax 60% Final Tax 65% Final Tax 70% Final Tax 75% Final Tax 80% Final Tax 85% Final Tax 90% Final Tax 95% Final Tax 100% Final Tax

Figure 1. BEYOND CLOTHING's Business Permit and Business Registrations

BEYOND CLOTHING is a sole proprietorship business owned by Pia Andrade, formed in February 2020. Sole proprietorship was chosen as their structure as they have low startup capital, a limited number of members, and a limitation in the timeframe for their business operations. BEYOND CLOTHING has four significant departments, particularly the Operations, Marketing, Finance, and Human Resources departments.



Figure 2. BEYOND CLOTHING's Organizational Chart



II. BUSINESS PLAN IMPLEMENTATION

II.A. Production/Operations

BEYOND CLOTHING'S flagship product and product diversification suppliers are SMILEE APPAREL and ONENG'S CLOTHING, respectively. After being notified by the supplier that batch orders are ready for pick-up, the batch of shirts is picked up from the textile supplier's facilities. On the other hand, stocks for shorts are directly delivered to Operation Manager's residence via courier service.

BEYOND CLOTHING's suppliers for the zip-lock packaging, ZIPLOCK GRAPHICS, and box packaging, CAROL'S SHOP, are contacted through Facebook Messenger and Shopee, respectively. All transactions and payments were made online. After the delivery for the packaging is received by the Operations Officer, the group members initiate and schedule the execution of the packaging of products for both the shirts and shorts, commonly held in the Quality Control Officer's residence. All inventories are stored in the Quality Control Officer's residence for safekeeping. Whenever a stock is taken out, the Operations Officer immediately takes note of this. Members meet up on or before the day of the scheduled delivery.

When an order is placed through the Order Form, BEYOND CLOTHING's operations take note of these orders while waiting for the customer's confirmation. Once the verification is received, BEYOND CLOTHING begins to process and gather said orders. They would then be scheduling a meet-up or a delivery date with the customer. BEYOND CLOTHING's covered areas include Calamba, Cabuyao, Santa Rosa, and Biñan. BEYOND CLOTHING offered different payment modes which included cash on deliveries (COD), GCash, and online bank deposits.



Figure 3. BEYOND CLOTHING'S Step-by-step Ordering Process

II.B. Marketing

BEYOND CLOTHING specializes in both athletic shirts and athletic shorts. BEYOND CLOTHING's products are designed and made from high polyester fabric that exemplifies a minimalist

design—inclusive of the brand's name and logo. On top of that, comfortability and durability are the innermost significant features of the products. BEYOND CLOTHING's 'FLAGSHIP' shirts have four color variants: black, white, jade green, and navy blue. BEYOND CLOTHING has decided to release athletic shorts as its product diversification as these are in the same product line as the Flagship Product. Produced the newly-released products from high-tech Taslan fabric, which exemplifies its durability. The athletic shorts have two color variants: black and red.

The business used the market penetration pricing strategy to attract and penetrate its target consumers. BEYOND CLOTHING's 'FLAGSHIP' shirts cost Php 400.00, and the athletic shorts cost Php 349.00. With a market penetration strategy, the business was competent to penetrate customers due to the lower price.

Due to the current physical constraints, BEYOND CLOTHING adjusted its marketing channels to maximize safety and avoid inconvenience among its target market. The business utilized social media platforms wherein consumers can access BEYOND CLOTHING's products. With the digital avenues used, there was high availability of market penetration.

BEYOND CLOTHING utilized the digital marketing approach to enhance its promotions. The products' visibility on the digital platforms progressively helped the business increase sales and market share. BEYOND CLOTHING used ambassadors to represent the business's brand and as well as establish online presence and brand awareness.



Figure 4. BEYOND CLOTHING's Marketing Publications for the FLAGSHIP Shirts



Figure 5. BEYOND CLOTHING's Marketing Publications for the Taslan Shorts Product Diversification



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Figure 6. *BEYOND CLOTHING's Marketing Publications for the Brand Ambassador*

II.C. Human Resources

All suppliers and ambassadors that have been mentioned in the production operation, have signed a contract of agreement with BEYOND CLOTHING to ensure that the guidelines are being followed. All rules implemented from the agreement undergo deliberation by all the group members. As a result, good teamwork, quality service performance, and progressive development of skill sets during the business production.



We are **BEYOND CLOTHING**, ABM students from the De La Salle University - Laguna Campus. Our brand focuses on sportswear shirts and we are hopeful to extend our line soon. **BEYOND CLOTHING** will operate starting on SEPTEMBER 2020 until APRIL 2021. As we start our business, we are looking for suppliers who can be our key partners for our business.

BEYOND CLOTHING will engage in selling athletic shirts, the material of the product being polyester. The brand prioritizes comfort, breathability, affordability, and durability. We are pleased to let you know that we have chosen you as one of our key partners, as one of the suppliers of **BEYOND CLOTHING**, as we operate our business starting on SEPTEMBER 2020 until APRIL 2021.

This Supply Sales Agreement is made on SEPTEMBER 2020 between **BEYOND CLOTHING**, business handled by students in De La Salle University - Laguna Campus, business with its principal place at BINAY, LAGUNA, and **ZIPLOCK GRAPHICS**, with its principal place of business at MEYACAUAYAN, BULACAN.

The **ZIPLOCK GRAPHICS**, as an external supplier of the packaging of **BEYOND CLOTHING**, have agreed to the following:

1. **ZIPLOCK GRAPHICS** will supply and **BEYOND CLOTHING** will purchase the **ZIPLOCKS PRODUCTS** in accordance with the terms of this agreement.
2. **Orders**
 - 2.1. **ZIPLOCK GRAPHICS** will submit all orders of Products to the given address by **BEYOND CLOTHING** in the introduction of this agreement.
 - 2.2. **Accepting, Modifying, and Rejecting Purchase Orders**
 - a. **Demond Acceptance.** If **ZIPLOCK GRAPHICS** fails to notify **BEYOND CLOTHING** regarding its acceptance, rejection, or proposed modification, meaning, **ZIPLOCK GRAPHICS** accepted the Purchase Order.
 - 2.3. **Cancelling Purchase Orders.** **BEYOND CLOTHING** may cancel part or all of its purchase order seven (7) Business Days before the delivery Date.
3. **Delivery.** **ZIPLOCK GRAPHICS** shall deliver the Products to **BEYOND CLOTHING** on the given date, at the stated address in the introduction of this agreement, using any delivery method.

4. **Acceptance**
 - 4.1. **Acceptance of Delivery.** The delivery of **ZIPLOCK GRAPHICS** will be considered complete if:
 - a. **BEYOND CLOTHING** is satisfied with the Products delivered.
 - b. **BEYOND CLOTHING** notifies **ZIPLOCK GRAPHICS** through online platform (Messenger) that it has accepted the Product.
5. **Pricing**
 - 5.1. **Updated Price List.** **ZIPLOCK GRAPHICS** will submit its updated price list to **BEYOND CLOTHING** within the range of the operations of **BEYOND CLOTHING** stated in the introduction of this agreement.
 - 5.2. **Purchase Price.** **BEYOND CLOTHING** will pay the Purchase Price to **ZIPLOCK GRAPHICS**:
 - a. In full amount.
 - b. Through money transfer with the use of online banking.
6. **Confidentiality**
 - 6.1. **Confidentiality Obligation.** **ZIPLOCK GRAPHICS** must hold all Confidential Information given by **BEYOND CLOTHING** particularly the designs and logo of the business.
7. **General Provisions**
 - 7.1. **Amendment.** This agreement can only be amended by a signature by both parties.
 - 7.2. **Relationship of the Parties**
 - a. **No Relationship.** There is no special relationship between **BEYOND CLOTHING** and **ZIPLOCK GRAPHICS** in this agreement, such as partnership, joint venture, or employee/employer relationship.
 - b. Neither the **ZIPLOCK GRAPHICS**, as an external supplier, nor **BEYOND CLOTHING**, are **not allowed to back out** until the said contract is terminated.
 - 7.3. **Counterparts**
 - a. **Signed in Counterparts.** This agreement may be signed in any number of counterparts
 - b. **All Counterparts Original.** Each counterpart is an original and is/are part of **BEYOND CLOTHING** and **ZIPLOCK GRAPHICS**.
 - c. **Counterparts Form One Document.** Together, all counterparts form one single document.

Figure 7. *BEYOND CLOTHING's Contract of Agreement (SUPPLIER)*

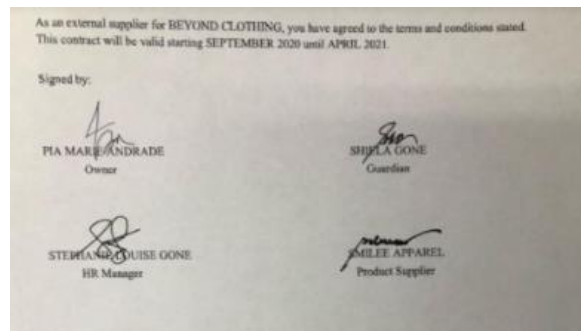


Figure 8. *SMILEE APPAREL*



Figure 9. *ZIPLOCK GRAPHICS*



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BEYOND

CLOTHING

Greetings,

We are BEYOND CLOTHING, ABM students from the De La Salle University - Laguna Campus. Our brand focuses on sportswear shirts, and we are hopeful to extend our line soon. BEYOND CLOTHING will engage in selling athletic shirts, the material of the product being polyester. The brand prioritizes comfort, breathability, affordability, and durability. We are pleased to let you know that we have chosen you as one of our brand ambassadors, as we operate our business starting on OCTOBER 2020 until APRIL 2021.

Being a brand ambassador includes receiving receivables from BEYOND CLOTHING; the ambassador must deliver the expected deliverables agreed upon by us and by the ambassador. As one of the social media influencers who, we know, love to maintain their body fit and healthy, it would be highly appreciated if you are willing to collaborate with us.

The Ambassador Agreement made on OCTOBER 2020 between BEYOND CLOTHING, business handled by students in De La Salle University - Laguna Campus, and Erich Goñe, ambassador of BEYOND CLOTHING.

As an AMBASSADOR of BEYOND CLOTHING, you have agreed to the following:

1. The ambassador will be receiving one BEYOND CLOTHING shirt of their own choosing, free of charge, for every release of BEYOND CLOTHING.
2. The ambassador must advertise the product on their social media accounts (with the packaging and while wearing the shirt).
3. The ambassador will have to share BEYOND's posts on their social media accounts.
4. The ambassador must not entertain any other businesses in DLSU.
5. BEYOND CLOTHING will hand over the free shirt earlier before the launch for the photoshoot.
6. The ambassador is free to post anything related to the business as long as it has approval from BEYOND CLOTHING.

Figure 10. BEYOND CLOTHING's Contract of Agreement (AMBASSADOR)

Furthermore, BEYOND CLOTHING will acknowledge you as the ambassador and will introduce you by posting your picture on our respective social media accounts. Rest assured that all personal information will ONLY be used in promoting BEYOND CLOTHING.

If you are interested in becoming one of our brand ambassadors, please sign and send it to our email, thisisbeyondclothing@gmail.com on or before October 25, 2020.

As an ambassador for BEYOND CLOTHING, you have agreed to the terms and conditions stated. This agreement will be valid starting OCTOBER 2020 until APRIL 2021.

Sincerely,

BEYOND CLOTHING

Ms. Pia Andrade
Owner

Mr. Lorenzo Lim
Brand Ambassador

Figure 11. Mr. Lorenzo Lim's Agreement

Furthermore, BEYOND CLOTHING will acknowledge you as the ambassador and will introduce you by posting your picture on our respective social media accounts. Rest assured that all personal information will ONLY be used in promoting BEYOND CLOTHING.

If you are interested in becoming one of our brand ambassadors, please sign and send it to our email, thisisbeyondclothing@gmail.com on or before October 25, 2020.

As an ambassador for BEYOND CLOTHING, you have agreed to the terms and conditions stated. This agreement will be valid starting OCTOBER 2020 until APRIL 2021.

Sincerely,

BEYOND CLOTHING

Ms. Pia Andrade
Owner

Erich Goñe's Guardian
Brand Ambassador

Figure 12. Erich Goñe's Parental Consent

Furthermore, BEYOND CLOTHING will acknowledge you as the ambassador and will introduce you by posting your picture on our respective social media accounts. Rest assured that all personal information will ONLY be used in promoting BEYOND CLOTHING.

If you are interested in becoming one of our brand ambassadors, please sign and send it to our email, thisisbeyondclothing@gmail.com on or before October 25, 2020.

As an ambassador for BEYOND CLOTHING, you have agreed to the terms and conditions stated. This agreement will be valid starting OCTOBER 2020 until APRIL 2021.

Sincerely,

BEYOND CLOTHING

Ms. Pia Andrade
Owner

Michelle/Roxanne S. Mallari
Marcus Mallari's Guardian
Brand Ambassador

Figure 13. Marcus Mallari's Parental Consent

There are six members behind BEYOND CLOTHING. Pia Andrade, the owner, has the authority to make strategic decisions and is responsible for all aspects of the business operation. Jose Crespo is the Operations Officer assigned to ensure that the operations systems meet the organization's objectives and goals. Lyan Zapanta, as the Financial Officer, oversees all the financial operations and develops a reliable cash flow of the business. Nyanna Mallari, the Marketing Officer, is assigned to make publication materials and product exposure in social media. As the Quality Control Officer, Carl Cedro is tasked to check the quality of the shirts and seek if there are damages with regards to the packaging and products. Lastly, Stephanie Goñe is the Human Resources Officer, responsible for managing the employee lifecycle and looking for possible suppliers and ambassadors. As per the compensation package for each employee of BEYOND CLOTHING, they will be directly compensated for their work during the operation of the business from October 2020 to April 2021 through salary paid a month after April.

II.D. Finance

The capital of BEYOND CLOTHING has a total amount of Php 30,000, with each member contributing Php 5,000.00. The business' break-even analysis depends on the fixed cost, the selling price, and the variable cost of the flagship product. The variable costs per shirt amounted to Php 224.50 while the fixed costs amounted to Php 28,005.50. The selling price of the flagship product is Php 400. When computed, the break-even points amounted to 160 units of the flagship product they reached last December 31, 2020.

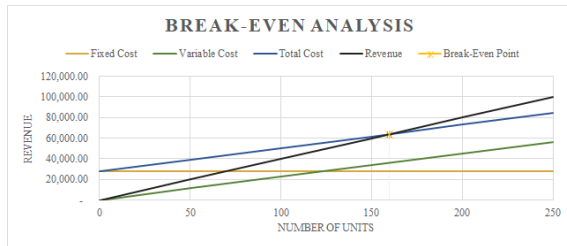


Figure 14. Break-even Point Analysis

Last September 2020, the members had paid their suppliers to prepare for the operation of the business in November. However, in October 2020, the business did not profit as the business has not started operating, resulting in a net loss of Php 30,472.00.

BEYOND CLOTHING	
Income Statement	
For the month ended October 2020	
Net Sales	₱0.00
Cost of Sales	30,072.00
Gross Income	(30,072.00)
Selling and Distribution Expense	400.00
Net Income (Net Loss)	₱ (30,472.00)

Figure 15. October 2020 Income Statement

In November 2020, the BEYOND CLOTHING reached its highest sales, surpassing its projected sale of Php 12,000. Thus, the business has sold 114 shirts that amount to Php 45,600.00 and a remaining five (5) shirts. Moreover, the business has a total of Php 27,358.00 as its cost of sales as members made their decision to purchase 82 shirts for their following collection of shirts. Further, they have a total expense of Php 1,430.00 obtained from the business' selling and distribution expense. Overall, the business has a net income of Php 16,812.00 for November 2020.

BEYOND CLOTHING	
Income Statement	
For the month ended November 2020	
Net Sales	₱ 45,600.00
Cost of Sales	27,358.00
Gross Income	18,242.00
Selling and Distribution Expense	1,430.00
Net Income	₱ 16,812.00

Figure 16. November 2020 Income Statement

In December 2020, BEYOND CLOTHING's net sales decreased by 57%; despite that, they managed to surpass their projected sale of Php 16,000.00. However, they only sold 49 of their shirts for the month, obtaining a Php 19,600.00 sale with a remaining inventory of 26 shirts. Moreover, the business released new colors for their product which costs extra. Thus, they have a cost sale of Php 8,279.00. In addition, the business' total selling and distribution expense for the month is Php 595.00. With that, BEYOND CLOTHING's net income is Php 10,726.00.

BEYOND CLOTHING	
Income Statement	
For the month ended December 2020	
Net Sales	₱ 19,600.00
Cost of Sales	8,279.00
Gross Income	11,321.00
Selling and Distribution Expense	595.00
Net Income	₱ 10,726.00

Figure 17. December 2020 Income Statement



In January 2021, the business failed to reach its projected sale of Php 9,600.00 as they only sold four (4) shirts which garnered a total of Php 1,600.00 as their net sales. Moreover, the business has a total of Php 9,345.00 as their cost, seeing that the business only deducted four (4) shirts from the previous inventory. Also, the business did not have any selling and distribution expenses because of their consumer's preferred mode of delivery. Therefore, BEYOND CLOTHING has a net loss of Php 7,745.00.

BEYOND CLOTHING	
Income Statement	
For the month ended January 2021	
Net Sales	₱1,600.00
Cost of Sales	9,345.00
Gross Income	(7,745.00)
Selling and Distribution Expense	0.00
Net Income (Net Loss)	₱ (7,745.00)

Figure 18. January 2021 Income Statement

In February, the business once more failed to reach its projected sale of Php 35,750.00. BEYOND CLOTHING only sold 12 shirts and two of their product diversification. The discrepancy between the projected and actual sales is because of the failure to account for the market's demand for our product. We only focused on our want to decrease our inventory. While for the cost of sales, it has a total of Php 8,731.00. Regarding the other expenses of BEYOND CLOTHING, they have a total cost of Php 4,020.00. Therefore, overall, the business has a net loss of Php 3,332.00.

BEYOND CLOTHING	
Income Statement	
For the month ended February 2021	
Net Sales	₱5,498.00
Cost of Sales	8,731.00
Gross Income	(3,233.00)
Selling and Distribution Expense	220.00
Net Income (Net Loss)	₱ (3,453.00)

Figure 19. February 2021 Income Statement

In March 2021, still BEYOND CLOTHING did not reach its projected sale of Php 17,350 as they only gained Php 12,698.00 after selling 30 shirts and two (2) of their product diversification. As our projected sales last February were an oversight, we lowered our projected sales so that we may match our product's demand to the market. Regarding the cost of sales, they weren't any purchases and expenses except for the ambassador's short, which accounted for the business's expenses. With this, March has the least total cost of sales, amounting to Php 4,150.00. The net income of the business is Php 8,199.00.

BEYOND CLOTHING	
Income Statement	
For the month ended March 2021	
Net Sales	₱12,698.00
Cost of Sales	4,150.00
Gross Income	8,548.00
Selling and Distribution Expense	349.00
Net Income (Net Loss)	₱ 8,199.00

Figure 20. March 2021 Income Statement



In April 2021, BEYOND CLOTHING exceeded its projected sale of Php 5,498.00 as they garnered Php 12,290.00 from 22 shirts and ten shorts sold. Our projected sales were lower due to not having met the projected last March. They have a remaining inventory of 48 shirts and five pairs of shorts. The business did not have any purchases and expenses except for their remaining stock; thus, the total cost of sales is Php 1,064.00. Overall, the business's net income is Php 11,226.00.

BEYOND CLOTHING	
Income Statement	
For the month ended April 2021	
Net Sales	₱ 12,290.00
Cost of Sales	1,064.00
Gross Income	11,226.00
Selling and Distribution Expense	0.00
Net Income (Net Loss)	₱ 11,226.00

Figure 21. *April 2021 Income Statement*

From October 2020 to April 27, 2021, the business garnered Php 97,286.00 in sales and Php 91,993.00 in expenses, resulting in a net profit of Php 5,293.00. As a result, the business has an ROI of 17.64% and a net profit margin rate of 0.82% based on the capital. The low ROI and net profit margin can be attributed to the additional units bought due to the projected demand and are now sitting in inventory.

BEYOND CLOTHING	
Income Statement	
October 2020 - April 2021	
Net Sales	₱ 97,286.00
Cost of Sales	88,999.00
Gross Income	8,287.00
Selling and Distribution Expense	2,994.00
Net Income	₱ 5,293.00

Figure 22. *October 2020 - April 2021 Income Statement*

III. PRODUCT DIVERSIFICATION

BEYOND CLOTHING decided to sell athletic shorts for Php 349.00 as their product diversification as these are in the same product line as their flagship product, which is athletic shirts. The athletic shorts are made with the polyester fabric, Taslan, which makes the shorts solid, stretchable, comfortable, and durable. It features a minimalist design—inclusive of the brand's name on the right leg. It is designed to have a drawstring at the hem for a better fit for the user. The product design was made by the Marketing Officer. In the event that the team would continue to operate the business in the future, a creative team will be included in the planning process.

IV. FUTURE PLANS

All of the members will be signing a memorandum of agreement stating that upon graduation, which is anticipated to occur at the end of Academic Year 2020-2021, two members, which include Jose Crespo and Pia Andrade, desire not to continue as they will be focusing on personal matters, particularly their education. It will also be stated that accordingly, the other members will have agreed to reopen the operations of the business under the same name. The new group plans to complete all the necessary business registrations, trademarks, and copyrights. The new group will be opening a bank account, allowing them to track their cash flow better. They will also develop a website to increase their brand credibility and their accessibility for potential customers.



V. ACKNOWLEDGEMENT

From BEYOND CLOTHING Practical Research A.Y. 2020-2021, they would like to express their sincerest gratitude to one another for the tireless effort and support throughout the business's course of operations. The group also extends their gratitude towards the member's friends and family members who have continuously supported them, and most importantly, towards the business's customers who have helped build and allow the business to grow. BEYOND CLOTHING is especially indebted to Ms. Marife Magsino, who has always been very responsive in providing necessary information and essential advice. Without her generous support, the group would lack motivation and inspiration during their business operations. Through her unwavering support, the group was able to properly experience, obtain, and learn the skills needed in order to run a profitable business properly.

VI. REFERENCES

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