

# Financial Framework for Sustainability of Selected Vegetable Chips Business in San Fernando, Camarines Sur

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## ABSTRACT

This study assessed the financial feasibility of selected vegetable chips businesses in San Fernando, Camarines Sur. It aimed to determine the financial profile in terms of capital, period of operation, operational costs, and sources of operating funds; evaluate financial performance in terms of sales revenue, break-even point, and profitability; examine the relationship between financial profile and performance; and propose a financial sustainability framework. A quantitative-descriptive research design was used with 13 vegetable chip owners. Data was collected through structured questionnaires and financial data based on respondents' most recent year. Descriptive statistics and chi-square test of independence were used for interpretation. Findings showed that most businesses have limited capital and rely on personal savings. The results showed capital is significantly related to sales revenue, and labor is significantly related to both sales revenue and break-even point. This means that access to capital helps achieve higher sales, and adequate labor supports increased revenue and profitability. The study concludes that strong financial planning, cost control, and regular sales monitoring are vital for long-term financial sustainability. The CLAPS framework was developed to guide vegetable chips businesses toward improved financial sustainability and growth.

**Keywords:** financial sustainability, vegetable chips business, microenterprises, break-even analysis, profitability, financial framework

People are paying more attention to their diet, changing the snack industry. Today, consumers want snacks that are convenient and healthy. As a result, vegetable-based snacks are gaining market share globally. Consumers are looking for alternatives to processed snacks such as high-fat foods. As noted by (Delgado & Cruz, 2021), vegetable chips and other plant-based snacks have become mainstream as people seek alternatives to traditional high-fat, processed snacks. This trend enabled brands like Terra Chips, RW Garcia's vegetable blends, and Calbee's vegetable snacks to gain market power. (Kumar et al., 2022) further emphasize that this rapid demand leads even small producers to expand, taking advantage of local preferences for healthy food.

Community-based companies producing banana, taro, and cassava chips for local and export markets in Thailand, Indonesia, and others have also flourished. Yet, global studies show many small businesses face financial burdens, operational risks, rising costs, and more competition. Small Vietnamese farms report difficulty making a profit due to variable crop growth rates, expensive packaging, and a lack of modern processing equipment (Alvarado & Mejía, 2020). As the vegetable snack market grows, financial feasibility remains a major challenge for small entrepreneurs.

This situation mirrors the international environment locally. MSMEs are vital for community livelihoods, with many in food processing and vegetable-based snacks. Filipinos are more open to healthier snack options, as highlighted by recent findings (Garcia & Paredes, 2021; Santos, 2020). Sweet potato, taro, and carrot chips—including those from Benguet and DTI's One Town, One Product (OTOP) fairs—show rising interest. Despite this demand, financial viability remains complex due to capital constraints, limited capacity, and uneven sales.

A study by (Ramos & Castillo, 2023) found that many home processors in Cebu, Leyte, and Isabela face rising oil prices, erratic raw material supply, and high electricity costs. While programs like the DOST's SETUP and

DTI's Kapatid Mentor ME help, (Lopez & Dizon, 2022) note that technical support alone cannot fix poor financial management or limited market diversity. Thus, sustainability depends not only on planning and operations, but also on effective finance.

San Fernando in Camarines Sur reflects these trends. Its agricultural landscape, with sweet potato, taro, cassava, and other vegetables, offers locals the chance to enter food production. Nearby towns like Pili, Libmanan, and Milaor sell taro and cassava chips at markets and school canteens, showing local demand. In San Fernando, some home producers sell vegetable chips in sari-sari stores, barangay markets, and online. Some build loyal customers who value accessible, local snacks. However, as (Ruswaji & Cahyono, 2020; Bautista, 2023) suggest, these producers face rising costs, labor dependence, limited finance, competition, and inconsistent raw material supply. For example, fluctuating prices for oil and LPG make pricing hard, and packaging changes to meet consumer preferences bring logistical challenges. Despite potential, the long-term sustainability of these businesses is uncertain, and no formal research exists in San Fernando on this issue.

This research is significant. It explores the financial viability of vegetable chip businesses in San Fernando, Camarines Sur, focusing on how these businesses operate: performance, funding, liabilities, profitability, and influencing factors. Most importantly, it informs small businesses and supports entrepreneurs and policymakers to strengthen local livelihoods. The goal is not just to present numbers, but to offer insights for success in a competitive, changing market.

### **Research Objectives**

This study aimed to determine the financial profile of the selected vegetable chips business owners in terms of capital, period of operation, operational costs, and sources of operating funds; evaluate the financial performance of the vegetable chips business in terms of sales revenue, break-even point, and profitability; examine the relationship between the business profile in terms of capital, period of operation, operational costs, and sources of operating funds, and its financial performance in terms of sales revenue, break-even point, and profitability; and develop a strategic framework to attain financial sustainability for the selected vegetable chips business owners in San Fernando, Camarines Sur.

### **Scope and Delimitation**

The study focused on 13 vegetable chip business owners in San Fernando, Camarines Sur. It examined financial profile variables (capital, period of operation, operational costs, and sources of funds) and financial performance indicators (sales revenue, break-even point, and profitability). The analysis was limited to the respondents' most recent operating year. The study excluded other snack processors (e.g., banana chips) and did not cover consumer behavior, supply chain performance beyond raw materials, or technological efficiency.

### **Theoretical/Conceptual Framework**

The study was anchored on the Resource-Based View (RBV) Theory, Financial Performance Theory, Contingency Theory, and Strategic Agility Theory.

The Resource-Based View emphasizes that internal resources, such as capital and managerial capability, contribute to sustained competitive advantage. Financial Performance Theory highlights sales revenue, break-even point, and profitability as key indicators of sustainability. Contingency Theory explains that financial strategies must align with environmental conditions, such as fluctuating raw material costs. Strategic Agility underscores the importance of responsive decision-making in volatile market environments. The conceptual framework posited that financial profile variables influence financial performance, which in turn determines overall financial sustainability.

## **METHODOLOGY**

The methodology of the study describes the research design, participants of the study, data gathering tools, data gathering procedure, data analysis techniques, and ethical considerations.

## Research Design

The descriptive–inferential design is adopted in this study to obtain a more comprehensive understanding of the current circumstances of the vegetable chip business and to investigate the associations among different factors. Descriptive research, as described by (Creswell & Creswell, 2021), is well-suited to presenting a snapshot of where businesses are right now, how much capital they use, how long they have been operating, how much they spend on production, and where they obtain their financial resources. Similarly, the correlational level ultimately determines whether these traits affect the company’s financials, such as sales revenue, break-even point, and profitability. They further suggest that correlational designs are appropriate when you need to ascertain relationships, but you cannot change or control the situation. To evaluate the extent to which actual working and functional businesses are financially realistic and do not interfere with their operations, this study design was the most appropriate, enabling insights into the financial scenarios faced by the organizations concerned.

## Respondents/Participants of the Study

In this study, the total enumeration method was used to select the respondents, in which all thirteen (13) vegetable chips business owners in San Fernando, Camarines Sur were included. Total enumeration was selected as the appropriate method because the population size was small, finite, and easily identifiable, and all participants met the criterion of producing vegetable chips in the local area. This contrasts with sampling techniques, where a subset of a population is selected, whereas with total enumeration, every unit of analysis is represented, thereby removing sampling error and making the resulting findings more accurate and complete. Because the 13 business owners represent the total population of vegetable chip producers in the study area, probability or non-probability sampling was unnecessary and may have been inappropriate. Using sampling in this manner could result in excluding the appropriate respondents or in incomplete or biased results. Total enumeration is especially appropriate for descriptive and evaluative studies that need to assess the performance of the study group in terms of financial and sustainability indicators, such as sales revenue, break-even point, and profitability, to provide a summary of what is already there, as it covers a defined population. Engaging all eligible respondents enhanced the internal validity of the study and validated the findings in terms of the true financial situation and problems faced by vegetable chips businesses in the area. As suggested by (Creswell & Creswell, 2021), total enumeration is appropriate when the population size is manageable, with the researcher aiming to collect all relevant data from the population. Likewise, the research conducted by (Taherdoost, 2020) highlighted that sampling is unnecessary when the target population is small and fully accessible, as studying the entire population yields more reliable and representative findings.

## Data Gathering Tools

Data was collected through a structured survey questionnaire designed to collect financial information and semi-structured interviews that allowed participants to share their personal experiences and challenges.

## Data Gathering Procedure

The researcher interviewed the identified business owners of the vegetable chips business in San Fernando to understand day-to-day operations, verify costs, and examine how work practices influence financial outcomes. To capture a complete and authentic picture of how vegetable chips businesses operate, this study will use both quantitative and qualitative approaches. The quantitative part involved a survey questionnaire designed to collect financial information, including capital, sales, and costs. The research professor reviewed the questionnaire to ensure that the questions were appropriate and understandable. A reliability test using Cronbach’s alpha (DeVellis, 2016) was conducted, and only questions that met acceptable reliability standards were included in the final tool. Alongside the survey, qualitative methods were used to give depth to the numerical data. Semi-structured interviews allowed participants to share their personal experiences, including challenges they face with budgeting, sourcing raw materials, and balancing daily expenses. As (Merriam & Tisdell, 2015) highlighted, qualitative approaches enrich quantitative findings by providing the stories and contexts behind the numbers, making the results more grounded and meaningful.

## Data Analysis Techniques

Data gathered in this study were analyzed using descriptive-inferential statistics and financial analysis to address the research objectives, consistent with quantitative research procedures described (Creswell & Creswell, 2021). Descriptive statistics, such as frequency counts and percentages, were used to summarize the financial profiles of the vegetable chip businesses and their financial performance. To evaluate financial performance, financial analysis was applied to compute sales revenue, break-even point, and profitability, following the standard cost and management accounting practices of Drury, C. (2018). Sales revenue was determined by computing the number of units sold and their selling price (Sales Revenue = No. of Units Sold x Selling Price). The break-even point was computed by analyzing fixed and variable costs to identify the sales level (BEP Sales = Fixed Costs ÷ (Sales Revenue – Variable Costs)). Profitability was assessed by comparing total revenue against total costs to determine net income (Gross Profit = Total Revenue – Cost of Goods Sold). After computing these financial indicators, the results were categorized and analyzed using the Chi-square Test of Independence. According to Field, A. (2018), this non-parametric test was appropriate because the study variables were categorical and the objective was to determine whether a significant association existed between business profile and financial indicators, rather than to establish causality.

## Ethical Considerations

This research study, entitled Financial Framework for Sustainability of Vegetable Chips Business in San Fernando, Camarines Sur, assumes the participation of the identified respondents. In its place, the researcher will ensure the confidentiality of respondents' business profiles and financial information, as it is of paramount importance, and will implement robust data protection measures to safeguard personal details against unauthorized access or disclosure. The Research Professor debriefed the researcher on how to conduct the survey, outlining specific methodologies and ethical and reliable data collection. Participants provided informed consent. The researcher provided sufficient information and assurances about participation to enable participants to understand the implications and decide whether to participate in a fully informed, thoughtful, and voluntary manner, without coercion. In addition, before each participant's engagement in the study, the researcher secured their informed consent and ensured they were well aware of the methods, advantages, risks, and purpose of their participation. Participants could opt out of the study during the consent procedure. These ethical issues demonstrate the study's commitment to safeguarding the welfare and rights of all participants.

## RESULTS AND DISCUSSION

This part of the research paper summarizes the results and discussion of the data gathered for the Financial Sustainability of Selected Vegetable Chips Business in San Fernando, Camarines Sur.

### Financial Profile of Selected Vegetable Chips Business in San Fernando, Camarines Sur

The study found that most vegetable chip businesses started with very low initial capital. A total of 92.30% of respondents invested below ₱20,000, with equal proportions investing below ₱10,000 and between ₱10,001 and ₱20,000. Only one business reported an initial capital above P20,000, indicating that vegetable chips enterprises are largely micro-scale and capital-constrained.

The result indicates that most vegetable chip businesses have only 1-2 years of operating, with 53.85% of the businesses being in operation to date, and only 30.77% of the enterprises have been operational for at least three years, and for at least five years (15.38%). This means that most businesses are relatively new.

The vast majority of respondents (53.84%) stated that their average monthly operating costs were between ₱5,001 and ₱10,000, with equal shares under ₱5,000 and between ₱10,001 and ₱15,000. This indicates moderate recurring operational expenses common to home-based food processing operations.

Daily sales revenue was the main source of operating funds for all respondents. Although >50% of respondents also accessed cooperative credit lines, few relied on family support and/or short-term loans, indicating limited diversification of funding sources.

## Financial Performance of Selected Vegetable Chips Business in San Fernando, Camarines Sur

Most vegetable chip businesses have had monthly sales revenue in the highest-income category, P10,000 (38.46%). Smaller proportions earned P7,500, P15,000, and P18,000 (15.38% each), while only 15.4% collectively reached higher revenues of P24,000–P25,000.

A large majority of respondents (76.92%) reached the P0–P3,000 break-even point, indicating rapid recovery of operating costs. Only 1 business (7.7%) established a break-even point between P9,001 and P12,000.

The majority of vegetable chip businesses (38.46%) reported profits in the P1,000–P10,000 range, while 30.77% recorded negative profitability, suggesting financial losses. A very small number achieved higher profit levels: 23.07% made P10,001–P20,000, and 7.7% made over P20,000.

### Relationship Between Financial Profile and Financial Performance

The Chi-square test indicates that capital has a significant relationship with sales revenue ( $\chi^2 = 6.598$ ,  $p = 0.037$ ), suggesting that the amount of capital invested is associated with variation in sales revenue across the vegetable chip businesses.

However, capital shows no significant relationship with break-even point ( $p = 0.252$ ) and profitability ( $p = 0.517$ ). In terms of period of operation, no significant relationship was found with sales revenue ( $p = 0.183$ ), break-even point ( $p = 0.070$ ), or profitability ( $p = 0.581$ ). This implies that the length of time the business has operated does not significantly affect its financial performance indicators. For operational costs (raw materials, utilities, packaging, transportation), and loans, the Chi-square test results reveal no significant relationships with any of the financial performance indicators (sales revenue, break-even point, and profitability), as all computed  $p$ -values are greater than 0.05. This indicates that variations in these cost-related factors are not statistically associated with financial performance among the sampled businesses.

Notably, labor exhibits significant relationships with sales revenue ( $\chi^2 = 9.159$ ,  $p = 0.050$ ) and the break-even point ( $\chi^2 = 13.000$ ,  $p = 0.011$ ). This suggests that labor-related factors, such as workforce size or labor costs, play an important role in both sales generation and the business's ability to reach its break-even point. However, labor does not show a significant relationship with profitability ( $p = 0.245$ ).

The findings indicate that among the business profile variables examined, capital and labor are the only factors significantly associated with selected aspects of financial performance. Capital significantly influences sales revenue, while labor significantly affects sales revenue and the break-even point. All other business profile variables show no statistically significant relationship with financial performance at the 0.05 level. This suggests that financial outcomes of chip businesses in the area are more sensitive to capital investment and labor factors than to other operational characteristics.

### Financial Framework for Sustainability of Selected Vegetable Chips Business in San Fernando, Camarines Sur

The researcher developed the CLAPS Framework as a guide for the financial sustainability of the vegetable chips business in San Fernando, Camarines Sur.

**Capital Strengthening Strategy.** This focuses on enhancing the financial base of the vegetable chips business in San Fernando, Camarines Sur. This plan is directly anchored on the study's findings that capital has a significant relationship with sales revenue, indicating that higher capital levels enable businesses to produce more, sell more, and grow faster. In the short term, that strategy aims to increase working capital to P20,000–25,000. This level is realistic for vegetable chip businesses and can be achieved through reinvestment of daily sales, approximately P1,500 per month, and access to cooperative credit. In this stage, capital is primarily allocated to bulk purchasing of raw materials and basic equipment needed for vegetable chips processing, which helps reduce per-unit production costs and stabilize supply.

**Labor Optimization and Productivity Strategy.** This part of the CLAPS Framework is anchored on this study's findings that labor has a significant relationship with both sales revenue and break-even point. This means that if labor is organized, compensated, and developed directly, it directly influences production efficiency, cost recovery, and overall financial sustainability among vegetable chip businesses. In the short term, this plan prioritizes a cost-efficient labor structure by combining family labor with a part-time paid helper. This approach enables enterprises to expand production capacity while keeping labor expenses manageable. Establish a labor cost ceiling of 20-25% of monthly sales to ensure that wage expenses remain proportional to revenue, thereby preventing labor costs from excessively increasing the break-even point. With basic task specialization and improved daily work routines, each worker is projected to produce 10-15 packs per day and support gradual sales growth without placing undue pressure on costs. For this short-term plan, skills development is primarily informal, relying on-the-job learning and the sharing of production techniques within households or local communities. In the long-term (2-5 years) plan, as market demand and production volume increase, the strategy shifts toward employing one to two skilled full-time workers. This transition promotes operational stability and allows the business owner to focus on quality control, supervision, and market expansion. Through enhanced workflow organization, accumulated experience, and formal skills training, labor costs are expected to decline proportionally to 15-20% of sales. Correspondingly, productivity targets increase to 25-30 packs per day per worker, supported by standardized processes, improved time management, and compliance with food safety standards.

**Accelerated Sales Revenue Growth Strategy.** The accelerated sales growth strategy under the CLAPS Framework is supported by findings from the (World Bank, 2021) on micro and small food processing enterprises in developing economies. The study emphasized that sales revenue growth among home-based and micro food enterprises is primarily driven by internal capacity improvements, particularly capital adequacy, labor efficiency, and product quality, as well as by gradual expansion. (World Bank, 2021), stated that enterprises that strengthened working capital and optimized labor utilization were better able to meet increasing daily sales targets and maintain consistent product supply. This finding supports the short-term CLAPS plan to raise average monthly sales from P10,000 to P15,000–18,000 by setting achievable daily sales targets of P500–600. The study further highlighted that local and community-based distribution channels, such as small retailers and institutional buyers, provide stable demand and low entry costs for micro-enterprises, making them suitable platforms for early-stage revenue growth.

**Profitability Improvement, Financial Risk, and Funding Management.** This plan directly responds to the key finding of the study that 30.77% of vegetable chip businesses were operating at a negative profit. This strategy is both corrective and protective, emphasizing profit recovery while strengthening financial risk management and funding discipline. These recommendations are anchored in the scale of vegetable chip operations and the respondents' realistic income-generating capacity. In the short term (0–12 months), the CLAPS Framework proposed a monthly net profit target of P3,000–6,000, serving as a recovery benchmark to shift enterprises out of loss positions. To reduce financial risk, the CLAPS framework advises limiting reliance on loans and favoring cooperative-based financing with lower interest rates and more flexible repayment terms. This approach is consistent with Lamatao's conclusion that prudent cash handling and controlled financing reduce vulnerability to financial shocks. The suggested P500 monthly emergency fund contribution is deliberately modest to promote consistency, gradually building protection against raw material price fluctuations and temporary sales declines. Financial record-keeping is intentionally simplified through notebook-based methods, reflecting current skill levels while encouraging financial awareness and discipline. In the long term (2–5 years), as operations stabilize and efficiency improves, the CLAPS framework targets higher monthly net profits of P10,000–20,000 and profit margins of 30–35%. At this stage, profits are allocated primarily to expansion capital, supporting growth initiatives under the Capital and Sales components of the CLAPS Framework. Loan utilization is expected to shift toward structured MSME financing, indicating improved financial readiness and credibility.

**Sustainability through Break-even Point Management Strategy.** This approach of the CLAPS framework is informed by the study's conclusion that labor is highly correlated with the break-even point. According to this relationship, optimal labor utilization directly influences the speed at which a home-based enterprise recovers its costs and attains operational stability. For the short term (0-12 months), the strategy indicates that the break-even level must be below P3,000 per month, which would correspond to the current scale of operations

characterized by relatively low fixed and variable costs. Maintaining the BEP at this level allows enterprises to operate even during off-demand periods, sporadic sales, or seasonality. The focus on labor scheduling means that hours of work are more closely matched to actual production, avoiding unnecessary labor costs during periods of low output. Control over raw material waste reduces variable costs, further improving cost performance toward business goal attainment (BEP). At this stage, it is advisable to establish a simple monthly cost checklist that allows owners to monitor expenses and identify inefficiencies without the need for higher accounting.

### Limitations of the Study

The study relied partly on self-reported financial data, especially where formal bookkeeping systems were absent. The small sample size (13 respondents) limits generalizability. Additionally, the study did not examine consumer demand patterns or long-term market dynamics that may influence financial outcomes.

## CONCLUSIONS

This section summarizes the conclusions of the findings from the data gathered.

1. The starting capital is so low that, when used by micro-entrepreneurs, the financial cost can also be an obstacle to business growth, investment in better production equipment, and the ability to cope with financial risks. Limitations of Capital – Such capital constraints impede business scale and long-term financial viability. The short period of operation has shown that most vegetable chip businesses have not reached the mature phase, especially in the early years and the survival stage, when financial systems, market stability, and operational effectiveness may not be established. This makes them vulnerable to business failure and financial instability. Moderate operating expenses may be linked to restrained spending, but without sound cost-cutting practices for ongoing costs, these expenses lead to lower net income than cash flow. Inadequate cost control will reduce the financial flexibility available to small businesses. Businesses in the market for vegetable chips rely heavily on day-to-day sales, highlighting their fragility, as they are exposed to market fluctuations when things do not go according to plan. Access to diverse financing sources is limited, leaving them more vulnerable to the unexpected, which might affect their ability to cover unforeseen expenses with funds on hand or to pursue new avenues of growth.
2. The concentration of enterprises in the P10,000 sales revenue range confirms that these enterprises largely operate at a subsistence level, where income funds their operations but restricts savings, reinvestment, and expansion. The relatively small number of high-income earners indicates constraints in market access, production scale, and resource utilization. Low break-even points indicate that businesses producing vegetable chips have both low fixed and variable costs, thereby reducing the risk of financial loss. This does mean that the scale of operations is limited; a small production volume leads to a smaller cost base and, consequently, lower income potential. The results indicate that although some vegetable chip enterprises are profitable, many are financially unstable. Low or negative profit margins may suggest pricing or cost management problems, or insufficient sales volume, which could lead to long-run financial instability unless addressed.
3. This aligns with studies showing that capital investment in the vegetable chips industry is critical to sales success. Commercial enterprises are high-capital firms with higher sales revenue; they have better means to buy more reliable raw materials and to operate more advanced production machines and marketing and distribution methods at scale. This study proves labor to be key, not just as an input to production, but as part of driving the sustainability of operations and market responsiveness. Too few people can lead to poor service, lost sales, missed opportunities, and revenue suffers. You incur higher costs without higher revenue due to excessive employee headcount. Those businesses that have enough and well-managed people in their workforce can maintain production, deliver higher-quality products, and meet customer demand. Everything that creates is apparent in increasing sales income. The results indicate that labor utilization in the vegetable chips business directly affects the sales required to cover production costs. This increases the break-even point and the financial risks associated with labor input costs or inefficient labor practices.

4. The results validate that adequate and well-managed capital is critical for improving sales volume, stabilizing operational processes, and supporting growth. Sustainability efforts remain limited without capital strengthening. This is reinforced by optimizing labor structures and investing in skill development, which reduces the break-even point and improves output, thereby strengthening the relevance of labor management for small-scale food businesses. The framework shows that sales enhancement is influenced by the synergistic effects of capital expenditures, labor productivity, and market growth, not by pricing or by marketing alone. Firms that are good at controlling costs tend to survive low-demand periods, making break-even management a key component of sustainability. Low or negative profits persisting across many companies mean income isn't sufficient without defined profit quotas, savings mechanisms, and reinvestment policies. While informal practices can promote short-term survival, long-term growth depends on better records, emergency funds, and access to adequate financing.

## RECOMMENDATIONS

### The researcher recommended the following:

1. According to the CLAPS, business owners could gradually increase their capital base by P20,000-25,000 (short-term) and P40,000-60,000 (long-term). Instead of borrowing heavily from external sources, allocating a portion of daily sales revenue for capital buildup will help improve production capacity, product quality, and operational effectiveness over time. Business owners at the start of their businesses should pay special attention to sustainability planning by utilizing the CLAPS. This can involve establishing realistic financial goals, improving fundamental management practices, participating in training as part of capacity-building programs, and gradually expanding their customer base to enhance both business longevity and stability. Business owners should take these simple measures: regular expense monitoring, budgeting, and plain financial record maintenance are just some of them. These practices help align operational costs with sales performance and are instrumental in better financial decision-making. This study suggests that vegetable chip business owners diversify their operating funds by engaging cooperatives and exploring microfinance or government livelihood programs. While capital becomes scarce in the form of credits to cover low sales, accessing alternative sources can be extremely helpful and contribute to the long-term sustainability of the business.
2. It is recommended that business owners gradually increase sales by targeting P500-600/day through the CLAPS, strengthening marketing channels, such as online sales and participation in local markets, and introducing product variations, such as new flavors or improved packaging, to attract more customers. Future researchers may examine how marketing strategies and customer reach influence sales revenue among home-based food businesses. This study recommends that vegetable chips business owners maintain low operating costs while strategically increasing capacity, invest in basic equipment upgrades to raise production without significantly increasing expenses, and regularly monitor costs to ensure break-even levels remain manageable as the business grows. Business owners are encouraged to adopt page 3 of CLAPS, which includes sample computations and formulas for break-even point calculations, with the help of DTI and LGU's trainings and seminars. Future studies may focus on analyzing cost efficiency and break-even management practices of micro-food processing enterprises. Business owners should reassess pricing strategies to ensure costs and desired profit margins are covered; with guidance from DTI and LGU, adopt CLAPS, basic financial record-keeping and budgeting practices, and reduce production inefficiencies and material waste to improve margins. Business owners are advised to achieve a monthly profit of P3,000-6,000 to have enough funds for savings, emergencies, investments, expansion, and partnerships. Future research may examine the relationships among financial literacy, bookkeeping practices, and profitability in home-based businesses.
3. According to CLAPS, the author recommends that vegetable chip companies in San Fernando, Camarines Sur, improve their capital adequacy by saving and reinvesting profits and managing these finances to enhance sales performance. Local government units and support agencies should provide readily accessible financial aid for capital utilization, and financial institutions and cooperatives should provide flexible, microenterprise-friendly financing schemes. Based on the findings, vegetable chip business owners are advised to use a sufficient labor force and distribute tasks to improve labor productivity through labor allocation and basic

skills training. These businesses would be supported by the local government and other support agencies through livelihood programs, food-processing training, and productivity-enhancement workshops. Banks and cooperatives can support these efforts by lending money for training or wage-related expenses. This study suggested that vegetable chip businesses optimize labor allocation by assigning tasks rather than incurring unnecessary costs. The businesses can begin with just a handful of family members as helpers. One option local government units or support agencies may offer to manage labor is capacity-building programs focused on efficient labor management and cost-control strategies. Banks and credit institutions, as well as cooperatives, can assist by promoting efficiency and productivity through initiatives such as training and resource acquisition to reduce labor inefficiencies.

4. For Vegetable Chips Businesses. The study recommends and encourages vegetable chips business owners to adopt CLAPS by (1) reinvestment gradually of daily sales to increase production capacity and sales, (2) improve worker efficiency and controlling labor costs to keep the break-even point low, (3) improve packaging, diversify sales channels, clear daily and monthly sales targets, (4) close monitor costs, especially labor and raw materials, and (5) improve cost discipline, profit reinvestment, and building emergency savings to reduce financial risk. For Local Government Units and Support Agencies. (1) Integrate the CLAPS into livelihood, MSME, and food processing training programs. (2) Complement technical training with basic financial management, break-even analysis, and cost control education. (3) Use the CLAPS strategic primer as an IEC (Information, Education, Communication) material for barangay-level entrepreneurship programs. (4) Promote access to MSME support mechanisms such as BMBE registration, DTI programs, and skills training aligned with financial sustainability goals. For Financial Institutions and Cooperatives. (1) Develop micro-financing products aligned with cash flow and the low break-even structure of vegetable chips businesses. (2) Support loans intended for working capital and productivity improvement rather than high-risk expansion. (3) Strengthen financial literacy and savings programs using the CLAPS as a guide. (4) Encourage cooperative-based solutions such as shared equipment, pooled purchasing, and savings discipline to improve profitability and reduce risk. For Future Researchers. (1) Apply and test the CLAPS in other food-processing or agri-based microenterprises. (2) Conduct comparative or longitudinal studies to examine long-term sustainability and profitability outcomes. (3) Expand future research by integrating consumer behavior, supply chain factors, and technology adoption alongside financial analysis.

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