Proposed NU Business Name: SHOVA FURNITURE MART



Project identification and prepared by: Orjun Kumar Shill,
Dakshinkhan Unit, Dhaka
Project verified by: Md. Abu Bakkar Siddique



Brief Bio of The Proposed Nobin Udyokta					
Name	:	SAYFUL ISLAM			
Age	:	27-06-1989 (28 Years)			
Education, till to date	:	Masters			
Marital status	:	Married			
Children	:	None			
No. of siblings:	:	02 Brothers 03 Sisters			
Address		Vill: 469/2,Dobadia,Purbopara P.O Uttorkhan, P.S: Uttorkhan, Dist: Dhaka-1230			
Parent's and GB related Info					
(i) Who is GB member	:	Mother Father			
(ii) Mother's name	:	FATEMA BEGUM			
(iii) Father's name	:	YOUSUF PATOYARI			
(iv) GB member's info	:	Branch: Dobadia, Centre # 64 (Female),			
		Member ID: 5275, Group No: 06			
		Member since: 29-05-2010 (07Years)			
		First loan: BDT 5,000 /-			
Further Information:		Outstanding loan: 7,000/-			
(v) Who pays GB loan installment	:	Father& Brother			
(vi) Mobile lady	:	No			
(vii) Grameen Education Loan	:	No			
(viii) Any other loan like GB, BRAC ASA etc	:	No			

BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA (CONT...)

Present Occupation(Besides own business, i.e., persuading further studies, other business etc.)	:	Nil
Business Experiences & Skill	:	07 years of business experience.
Own Business and	:	05 years experience in running business.
Training Info	:	He has no training
Other Own/Family Sources of Income	••	None
Other Own/Family Sources of Liabilities	••	None
Entrepreneur Contact No.	••	01686-662977
Family's Contact No.	:	01686-516717
NU Project Source/Reference		Grameen Shakti Samajik Byabosha Ltd. Dakshinkhan Unit, Dhaka

BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

Fatema Begum joined Grameen Bank since 07 years ago. At first she took BDT 5,000 loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

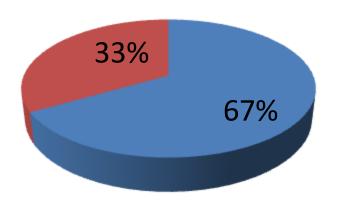
Proposed Nobin Udyokta Business Info					
Business Name	:	SHOVA FURNITURE MART			
Location	:	432 East Askona, Dakshinkhan, Dhaka-1230			
Total Investment in BDT	:	BDT 300,000/-			
Financing	:	Self BDT 200,000/- (from existing business) 67% Required Investment BDT 100,000/- (as equity) 33%			
Present salary/drawings from business (estimates)	:	BDT 5,000			
Proposed Salary		BDT 5,000			
Size of shop		18 ft x 13 ft= 234 square ft			
Security of the shop		BDT 50,000			
Implementation	:	 The business is planned to be scaled up by investment in existing goods like; Waredrop, Almariah, Cabinet, Dracing Table, Chair, showcase, Alna etc. Average 20% gain on sales. The business is operating by entrepreneur. Existing One employee. The shop is rented. Collects goods from Gazipur, Madaripur. Agreed grace period is 3 months. 			

Existing Business (BDT)							
Particular	Monthly	Yearly					
Revenue (sales)							
Furniture Item	195,000	2,340,000					
Total Sales (A)	195,000	2,340,000					
Less. Variable Expense							
Furniture Item	156,000	1,872,000					
Total variable Expense (B)	156,000	1,872,000					
Contribution Margin (CM) [C=(A-B)	39,000	468,000					
Less. Fixed Expense							
Rent	8,000	96,000					
Electricity Bill	600	7,200					
Transportation	2,500	30,000					
Mobile Bill	500	6,000					
Entertainment	700	8,400					
Salary (sttaf)	16,000	192,000					
Salary (self)	5,000	60,000					
Total fixed Cost (D)	33,300	399,600					
Net Profit (E) [C-D)	5,700	68,400					

Investment Breakdown									
Particulars		Existing	3	Particulars	Proposed			Proposed	
Particulars	Quantity	Price	Unit Price		Quantity	Price	Unit Price	Total	
Khat	4	15000	60000	Gamari Wood	20	800	16,000	76,000	
Waredrop	2	15000	30000	Shegun Wood	15	2300	34,500	64,500	
Almariah	1	35000	35000	Neem Wood	20	1100	22,000	57,000	
Cabinet	1	30000	30000	Akashi Wood	26	1000	26,000	56,000	
Draching Table	1	10000	10000				0	10,000	
Chair	2	4000	8000				0	8,000	
Showcase	1	13000	13000				0	13,000	
Alna	1	7000	7000				0	7,000	
Others			7000	Others			1,500	8,500	
Total			200,000				100,000	300,000	

Source of Finance

■ Entrepreneur's contibution 200000 ■ Investor's Investment 100000 ■ Total 300000



Financial Projection (BDT)							
Particular	Monthly	1st Year	2nd Year	3rd year			
Revenue (sales)							
Furniture Item	225,000	2,700,000	2,835,000	2,976,750			
Total Sales (A)	225,000	2,700,000	2,835,000	2,976,750			
Less. Variable Expense							
Furniture Item	180,000	2,160,000	2,268,000	2,381,400			
Total variable Expense (B)	180,000	2,160,000	2,268,000	2,381,400			
Contribution Margin (CM) [C=(A-B)	45,000	540,000	567,000	595,350			
Less. Fixed Expense							
Rent	8,000	96,000	96,000	96,000			
Electricity Bill	630	7,560	7,938	8,335			
Transportation	2,750	33,000	34,650	36,383			
Mobile Bill	600	7,200	7,560	7,938			
Entertainment	700	8,400	8,820	9,261			
Salary (sttaf)	16,000	192,000	201,600	211,680			
Salary (self)	5,000	60,000	60,000	60,000			
Non Cash Item							
Depreciation	0		0	0			
Total Fixed Cost	33,680	404,160	416,568	429,596			
Net Profit (E) [C-D)	11,320	135,840	150,432	165,754			
Investment Payback		40,000	40,000	40,000			

Cash flow projection on business plan (rec. & Pay)

SI#	Particulars	Year 1 (BDT)	Year 2 (BDT)	Year 3 (BDT)
1	Cash Inflow			
1.1	Investment Infusion by Investor	100,000		
1.2	Net Profit	135,840	150,432	165,754
1.3	Depreciation (Non cash item)	0	0	0
1.4	Opening Balance of Cash Surplus		95,840	206,272
	Total Cash Inflow	235,840	246,272	372,026
2	Cash Outflow			
2.1	Purchase of Product	100,000		
2.2	Payment of GB Loan			
	Investment Pay Back (Including	40.000	40.000	40,000
2.3	Ownership Tr. Fee)	40,000	40,000	40,000
	Total Cash Outflow	140,000	40,000	40,000
3	Net Cash Surplus	95,840	206,272	332,026

SWOT ANALYSIS

Strength

Employment: Self: 01 Family:0 Others:01

Experience & Skill: 07 Years

Own Business: 05 Years

Quality goods & services;

Skill and experience;

WEAKNESS

Lack of Capital/Investment

OPPORTUNITIES

Huge demand in the community Location of shop; Regular customers;

THREATS

Theft

Fire

Political unrest

Pictures







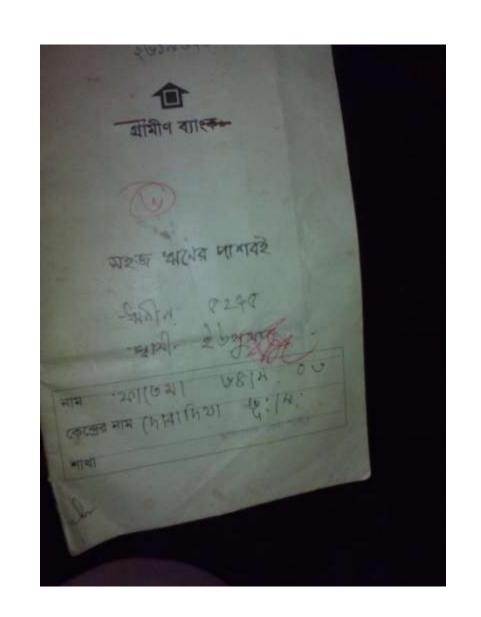




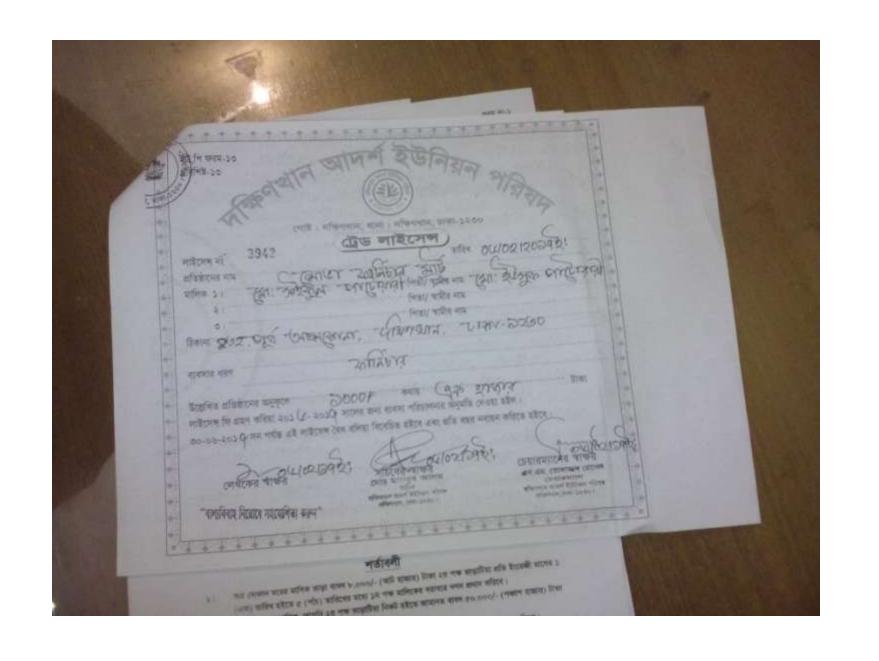














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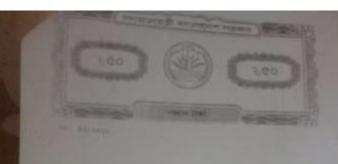
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