



# ক্ষুণন

A leather shoe making social business to enhance the capacity of individuals with disabilities

A person is sitting in a wheelchair on a paved surface. The person is wearing a dark jacket and dark pants. The wheelchair is white with black tires. The background is a blurred outdoor setting with a brick-paved ground.

# **THE SOCIAL PROBLEM**

- Majority of adults with disabilities remain unemployed despite their desire to contribute to the workforce.
- They often face social stigma from employers and/or co-workers.
- They face lack of opportunities for education and training.
- Lack of disable friendly working environment is another setback.

# **THE SUSTAINABLE SOLUTION**

**Create a leather-shoe producing social business to train and employ people with disabilities.**

# **PRESENT STATUS**

**Action on Disability and Development (ADD International), a human rights organization working to promote the rights of people with disabilities in Bangladesh for last 20 years has initiated a project to train and employ disabled workers to produce quality leather shoes and sandals.**

**Presently 25 disabled workers are producing 2000 pairs of shoes and sandals per month. Presently they are being informally sold through different organizations that promote wellbeing of disabled people.**

***ADD wishes to convert their current project into a *Social Business*. Legally it will be operating as a separate company formed under the Companies Act ;1994.***

# Business Plan

**Method:** Use local raw materials to produce leather shoes and sandals.

**Workers:** Employ previously unemployed men and women with disabilities.

## PRODUCTION & SALES BUDGET

PARTICUALRS	PRODUCTION YEAR				
	1st Year	2nd Year	3rd Year	4th Year	5th Year
<b>Size:</b> ( 34, 35 , 36 , 37, 38, 39, 40, 41)					
Per person production in pcs	4	6.4	7.2	8	12
Per day production in PCS	100	160	180	200	300
Per month production in PCS	2500	4000	4500	5000	7500
Production in Leather Shoes	15000	24000	27000	30000	45000
Production in Leather and Foam Shoes	15000	24000	27000	30000	45000
Production Capacity qty in pcs	30000	48000	54000	60000	90000
<b>SALES BUDGET:</b>					
Sales Price per unit (Leather)	600	642	687	756	831
Sales price per unit (Leathe and Foam)	500	535	572	630	693
Sales in Taka (Leather)	9,000,000	15,408,000	18,547,380	22,669,020	37,403,883
Sales in Taka (Leather and Foam)	7,500,000	12,840,000	15,456,150	18,890,850	31,169,903
<b>Total Sales in Taka</b>	<b>16,500,000</b>	<b>28,248,000</b>	<b>34,003,530</b>	<b>41,559,870</b>	<b>68,573,786</b>

# **Product-Location-Customer-Price**



**Leather Shoes and Sandals: Men and Women**



**Factory Location: Mirpur**

**Customers: Domestic and International Buyers**

**Average Selling Price: TK 500 a pair**





# Project Cost: TK. 2,600,000/

## Existing Investment

- Equipment & Accessories 400,000
  - Working capital 2,000,000 (RM for 2 months/ Salary)
  - Advance agt House Rent 200,000
- Total Investment** **2,600,000**





# PROFIT AND LOSS STATEMENT



	1st year	2nd year	3rd year	4th year	5th year
Turnover :	16,500,000	28,248,000	34,003,530	41,559,870	68,576,786
Total expenses :	15,385,313	20,040,688	24,874,864	33,120,340	41,882,299
Net profit	814,688	816,813	905,006	2,284,015	3,700,808

**Break Even Point in Taka = 1<sup>st</sup> Year**

**Pay Back Period = 3.2 Years**

# SOCIAL IMPACT

## Employment Opportunities

PRODUCTION YEAR					
PARTICUALRS	1st Year	2nd Year	3rd Year	4th Year	5th Year
<b>Production Man Power</b>					
Disabled Workers	15	25	40	55	65
Guardian of Disabled Workers	10	15	15	15	20
<b>Total</b>	<b>25</b>	<b>40</b>	<b>55</b>	<b>70</b>	<b>85</b>

- Capacity, skill and knowledge of PwDs will increase
- Negative attitude about PwDs will be reduced
- Confidence of the PwDs will increase
- Family and other community will believe that disabled people can manage their lives and can contribute to the socio- economical development too.
- PwDs will get opportunities to contribute to the overall development of nation and for themselves.
- A replicable model approach will be developed for poverty reduction







MY  
ABILITY  
IS STRONGER  
THAN MY  
DISABILITY

**Thank You!**